

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 12, 1904

Number 1099

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

## The William Connor Co.

WHOLESALE CLOTHING  
MANUFACTURERS

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

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

**Commercial Credit Co.**  
CREDIT ADVICES  
COLLECTIONS AND  
LITIGATION  
LIMITED

WIDDICOMB BLDG. GRAND RAPIDS,  
DETROIT OPERA HOUSE BLOCK, DETROIT.  
WE FURNISH PROTECTION AGAINST  
PROTECTORLESS ACCOUNTS  
AND COLLECT ALL OTHERS

## Collection Department

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

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

## IF YOU HAVE MONEY

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

**Martin V. Barker**  
Battle Creek, Michigan

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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## STOOD HIS GROUND.

Frank N. Barrett, the veteran editor of the American Grocer, who possesses a knowledge of foods and food laws far in advance of any other trade paper publisher in the world, gave the pure food commissioners something to think about at their recent convention at St. Louis. He not only called attention to the disposition of some of the commissioners to indulge in graft and blackmail, but referred to the frequency with which novices and students in chemistry are entrusted with analytical work of a delicate nature and whose verdict is accepted against that of chemists of extensive training.

Mr. Barrett's charges created a sensation, as might be expected, but he stood his ground like a man and refused to retract a single charge or modify his statements in the least degree.

Another sensation was created at the convention by a representative of the Food Department of Pennsylvania in requesting the appointment of a committee to investigate the charges of blackmail preferred against the representatives of the Pure Food Congress in connection with the securing of advertisements for the official proceedings. The committee was appointed, but it is safe to predict that the truth will never be permitted to come out, because it would place the organization in such an unfavorable light that this species of graft and blackmail would be effectually cut off from the organization hereafter.

The Tradesman has probably done more to create the sentiment which resulted in the enactment of food laws and the creation of the office of food commissioner than any other factor in Michigan, but when it notes the manner in which the laws have been enforced under three of the four so-called food commissioners in this State, it has eaten the bread of

bitterness and humbly apologizes to its patrons for assisting in fastening on the body politic a system which places in the hands of an ignorant or unscrupulous man an opportunity to make himself rich at the public expense and impose unnecessary hardships on innocent people.

## IMPROPER ADVERTISING.

The Tradesman has always maintained that the acceptance of an advertisement by a newspaper or trade paper involves certain obligations on the part of both publisher and advertiser. The advertiser should make it his business to change the subject matter of his advertisement frequently. He should see to it that he is accorded a location which is in keeping with the character of his announcement and that the display is so arranged as to bring out the salient features of the article advertised. The publisher, on the other hand, is in duty bound to use his best endeavors to make the advertisement profitable, not only in the regular channels of business, but by using his personal influence to effect sales where it is possible for him to do so. It has never been the policy of the Michigan Tradesman to solicit more than one advertiser in a line, except in the case of staples like groceries, dry goods and shoes. Where more than one advertiser in a line appears in the paper, it should be the policy of both the publisher and the advertiser to discourage, and refrain from, personal references to the goods of competing advertisers in the same paper. The Tradesman has undertaken to discourage personal attacks and unkindly references to the goods of competing advertisers and it will continue to act in this manner, remembering that the best results are achieved by the advertiser who champions his own goods exclusively and does not compare them with those of other manufacturers or disparage the products of any competing institution.

These remarks are inspired as the result of the action of a certain manufacturer in recently uttering a warning through the trade papers, threatening to prosecute those who purchase goods of a competitor, on the alleged ground that the competitor's goods embody infringing features. It so happens that suits have been started to establish the rights of both parties on the devices in question, but the suits have never been tried and the actual ownership is therefore a matter of uncertainty until the controversy has been passed upon by the court of last resort. Under such circumstances the publication of warning notices is subject to criticism, to say the least.

## GENERAL TRADE REVIEW.

Contrary to expectation and precedent the advancing political campaign is accompanied by the longest and steadiest advance in stock values for many preceding months, or even years. Generally, even if the questions at stake were not such as to create apprehension and hesitation in business the engrossment of public interest in the prosecution of the campaign has been such as to prevent activity in speculative trade circles. In contrast the present fight seems to be largely delegated to the professional politician, while business interests go on their way without disturbance. The advance is attended by an occasional slight reaction, for a day possibly, doubtless to give opportunity for profit taking and manipulation, but as a whole the advance is as steady as is compatible with healthy activity. A noticeable feature is that the public is entering the field to an extent which brings the volume of trading above that of any time for seventeen months past. The average of sixty leading railway shares is over \$98.50, indicating a rise of over \$15 per share for the year.

General trade conditions continue favorable in almost all lines. Later corn and cotton crop reports give assurance that harvests will be well secured and that the railroads will have their corresponding work and the growers their share of returns from the proceeds. This assurance of capacity to buy gives further encouragement in transportation and other lines of trade. This encouragement is resulting in more freedom in orders on the part of dealers, indicating that the hand to mouth policy of past months is to be abandoned.

Most encouraging among manufacturing industries are the reports from the woolen mills. The staple is moving freely at a high price, but this is not interfering with a healthy consumption. Cotton manufacture is less encouraging, although improvement over past months is marked. Advance in certain kinds of hides is interfering with future business in boots and shoes, but current demand is good and doubtless the interference in spring orders will not be long. Iron and steel continue most encouraging, demand bringing premium in some lines for early delivery.

Once in a while you hear the expression that an employe should be paid enough so that he can afford to be honest. If there were any truth in the statement some people's salaries would reach the sky. If there are exceptional cases where an honest man will steal rather than starve, the exceptions only prove the rule.



### New Things in Dry Goods and Wall Paper.

In furs, if the store windows count for anything as an indication of what the people want, squirrel is to be just as popular, among the medium priced furs, as for the past two years. It is a pretty fur, and, if not too trying to a lady's complexion, is a good one to buy if one does not care to go to great expense.

I noticed a handsome muff in this sort of fur to-day in Steketee's east window. It is much the same shape as those carried last year, only not quite so large. It is all gray on the outside and the lining is of the white, which shows fetchingly at the openings.

All the muffs this year are more carriageable—if I may coin a word—than those of the last cold season. Really the size was something for astonishment, and it was almost a question as to whether the lady was carrying the muff or the muff the lady. In a sumptuous fur the monstrous muffs were beautiful to behold but were so immense they were really a burden to lug around.

Chenille is to be used to a great extent this winter as a trimming for furs, both alone and in conjunction with tails and fur cut into fancy shapes. Many of the muffs show a festoon on the side of chenille or of silk cords, ending in drops of the same. Gray chenille with moleskin sets off that fur wonderfully well and it is seen on this variety to the almost exclusion of other ornamentation.

As I have said before, all the warm shades of brown, as well as the lighter tones, running even to "biscuit" and "butter," are to be worn extensively this winter. The newest shade is denominated "Fox." It is a tawny tint, like that in the shaggy mane of the King of Beasts. Steketee shows a pretty piece of crepe de chine in this latest craze; also a very dark brown shade of the new crushed velvet, such as the wide stitched belts with the big buckles are fashioned from.

Everywhere is to be seen the gamut of the orange tones. One of the collars displayed in the dressy accessories of this firm has long stole ends of accordion-pleated white chiffon with indistinct small yellow flowers. Narrow lace adorns the lower edge. The collar itself is of white silk and there is a piping of yellow at the top.

The more elaborate collars do not differ materially in style from those of the past season. Stole effects are much seen in this merchandise, the same as in fur garments.

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The Heystek & Canfield Co. is always able to keep a crowd in front of its picture window, where these goods are generally displayed in connection with samples of wall pa-

per. This week the exhibit consists generally of small pictures of Dutch subjects, the frames of which take the shape of big wooden mugs and windmills. They sell with a certain class of people, but these are not the people of discrimination.

Everything in wall paper runs to large designs. The so-called crown effect is taking well with the trade. The flowers of these papers certainly never grew in a Michigan climate. They are even larger than a Magnolia blossom. I have seen but one Magnolia tree in this State, and that was in the front grounds of the Kalamazoo Insane Asylum.

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The Harvey & Seymour Co. somehow always manages to arrange its big window space tastefully and effectively. It must be a difficult matter always to trim with but two articles—pictures and wall paper—and not present a sameness of detail. This week the popular Howard Chandler Christy girls are given a prominent position; and who doesn't love them? They are always interesting types of young womanhood and prove a good seller in any dealer's hands, city or country.

### Review of the Hardware Market.

Wire Nails—While the Eastern market for wire nails is firm at official quotations, keen competition among manufacturers in the West and Southwest, where the consumptive demand is not yet equal to the capacity of the mills, is resulting in lower prices. Carload prices are accessible to carload buyers whether jobbers or retailers. The official quotations are as follows on a basis of 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. Owing to the great increase in the enquiry for coated wire nails manufacturers are now producing large quantities of these varieties, which are used by makers of packing boxes and crates. Until recently these coated nails were quoted on a Pittsburg basis, but owing to the competition among Western manufacturers, they are now generally quoted f. o. b. at Western factories or at buyers' freight station. Quotations are as follows: Carload lots on dock, New York, \$1.65, base per keg; less than carloads on dock, \$1.70; small lots from store, \$1.75. Western quotations are on a basis of \$1.45 per keg, f. o. b. Chicago.

Cut Nails—There is a steady but moderate demand for cut nails and while most manufacturers are satisfied to hold firmly to official quotations, prices are occasionally shaded 5c per keg and more to large buyers. Quotations are as follows: \$1.60 and \$1.65 for carload lots and less than carload lots, respectively, on a basis of f. o. b. Pittsburg. Quotations in the Eastern market are on a parity with those of wire nails, but, in the territory west of Pittsburg, iron nails are offered in carload lots, f. o. b. Pittsburg, at \$1.65, with an advance of 10 cents in less than carload lots. Local prices are as follows: Carloads on dock, \$1.74; less than car-

loads on dock, \$1.79; small lots from store, \$1.85.

Barb Wire—Is selling freely, especially in Western and Southern sections of the country, where the demand has reached large proportions. The local enquiry continues moderate but the principal makers are refusing to book any orders calling for deliveries for more than 30 days ahead. The regular schedule of 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—Large orders are being placed in smooth fence wire by wholesalers and retailers in all parts of the country. Quotations are as follows, f. o. b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carloads, \$1.45; retailers, carloads, \$1.50. The above prices are for the base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

Copper—Constantly increasing demands for electrolytic from European consumers was responsible for the decided advance recorded last week, although the stronger undertone which pervaded all grades was partly attributed to improvement in the domestic enquiry from brass foundries and electrical equipment concerns. The largest producers boosted export quotations by suc-

cessive stages until their asking price on electrolytic was fixed at £60 15s. and on lake £61 5s. For a day or two the sudden advance in values checked the buying movement abroad slightly, but the total tonnage taken by Continental consumers in the entire week was greatly in excess of the usual average.

Tin—Small available supplies in the London tin market inspired the bull element in that center to renew its efforts to advance prices last week. Their attempt to continue the upward movement which they had started several weeks before proved successful and a large net gain as recorded. Speculative buying by outsiders helped to sustain the early advances, which were well maintained, except for one day when a slight reaction carried the market down slightly.

### She Could Supply the Need.

"I have a handsome home," he suggested.

"With all the modern conveniences?" she asked.

"No—o," he answered slowly; "not all. One is lacking."

"What is it?" she enquired.

"A wife," he replied.

Then she managed to convey the assurance to him that one was to be had for the asking.

There is an Indian legend that the strength of the conquered foe is added to the strength of the victor.

Overcoming a difficulty changes it into a blessing.

## 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.



# WATCH IT GROW



Our New Home

## WORDEN GROCER COMPANY

Corner Island and Ottawa Streets

Grand Rapids, Mich.



### Movements of Merchants.

Clare—Lewis & Patrick have engaged in the hardware business.

Gladwin—Mrs. Anna McCormick has opened a new grocery store.

Alpena—A. H. Marwede has purchased the jewelry stock of O. O. Black.

Saginaw—J. F. Winkler succeeds Goodman & Winkler in the coal business.

Corunna—John C. Quayle succeeds W. H. Quayle in the grocery business.

Laurium—R. H. Rickard has engaged in the grocery and provision business.

Fife Lake—L. P. Walter has purchased the grocery stock of D. C. Hutchins.

Battle Creek—Ted Austin will open a crockery store in the Marjorie block Oct. 15.

Beaverton—J. Patterson has engaged in the dry goods, millinery and grocery business.

Silverwood—Isaac S. Berman has succeeded Beckman & Berman in the general store business.

Tower—Weinberg, Mahler & Co. will succeed Max H. Weinberg in the general store business.

Saginaw—Goodman & Winkler, dealers in coal and wood, are succeeded by John F. Winkler.

Portland—B. F. Roe has sold his general stock to C. H. Edgar, of Detroit, who is closing it out.

Hastings—Chas. Sherwood has purchased the grocery stock of Ira Kelsey and will continue the business.

Shelby—J. M. Wheeler has sold his dry goods stock to R. B. & Elmer Hanchett, who will remove it to Idaho.

Mancelona—James Ayers has purchased the stock and business of Wm. Moore's restaurant and confectionery store.

Hancock—The Laborers' Commercial Co. has opened a general store here as a branch of its store at South Range City.

Plainwell—J. N. Hill has sold his grocery stock to J. A. McRoberts, who will continue the business at the same location.

Boyne City—D. C. Hutchins has sold his grocery stock to Dr. L. S. Walter, who will continue the business at the same location.

Bellaire—N. B. Stratton has sold his grocery stock to F. W. Crow, who will continue the business in connection with his bakery.

Au Sable—R. A. Richards has increased his hardware and harness store by the addition of two rooms, each 20x24 feet in dimensions.

Charlevoix—Raymond Bentley has bought the Shepard Hardware Co. stock, and will open up for business at the old stand in a few days.

East Jordan—A. Danto has purchased the interest of his partner in the dry goods, clothing and shoe

stock of Danto & Banks and will continue the business in his own name.

Harbor Beach—H. W. Warnicka has sold his hardware stock to S. P. Marlatt, of Lansing, who will continue the business at the same location.

Detroit—The bakery business of Egbert H. Cooper, Chas. Marty and John Olfs has been consolidated under the style of the Cooper Baking Co.

Charlotte—Thomas Waddell has bought the interest of Jim Lewis in the Fox & Lewis meat market and the new firm name will be Fox & Waddell.

Tecumseh—Elmer Slayton has been admitted to partnership in the grain business of C. A. Slayton. The new firm will be known as Slayton & Son.

Caro—O. E. McPherson has purchased the bicycle and sporting goods stock of Geo. C. Watson & Co. and will continue the business at the old stand.

Coral—W. D. Day, who has managed the H. M. Gibbs drug store here for some years, has purchased the stock and will continue the business at the same location.

Caro—Charles W. Spaulding has been admitted to partnership in the dry goods house of E. O. Spaulding. The new firm will be known as E. O. Spaulding & Son.

Pontiac—Ensminger & Miner have disposed of the stock in the New racket store to Hilberg & Doerr, of Owosso, and the latter gentlemen are now in possession.

Lowell—Gain W. Bangs has purchased the interest of James E. Jessup in the grocery firm of Bangs & Jessup and will continue the business in his own name.

Harvard—Dr. Peter Beyer, who recently purchased the drug stock of W. H. Vaughn, of Muskegon, at auction sale, has removed it to this place and engaged in business.

Nashville—John Ackett has purchased the interest of Jacob Traxler in the meat market of Ackett & Traxler and will continue the business in his own name.

Stanton—C. S. Gibson & Co., of Greenville, have bought the potato warehouse of W. H. Lovely, of this city. Mr. Geo. Miller will be agent and buyer for Gibson & Co.

Lowell—Frank Pickard has purchased the interest of C. W. Klump in the meat market firm of Klump & Andrews. The new firm will be known as Andrews & Pickard.

Saginaw—Charles J. Moll has resigned his position with the Saginaw Beef Co. and about Oct. 18 will assume proprietorship of the Central meat market at 905 Genesee avenue.

Lansing—A. A. Wilbur & Co. have purchased the furniture stock of the E. S. Butts Furniture Co. Wilbur & Co. will continue their store at North Lansing, the same as heretofore.

Otsego—Edgar A. Dunwell has sold his drug and book stocks to Geo. D. Hofacker, who will continue the business at the same location. Mr. Dunwell and family have moved to Kalamazoo.

Kellogg—F. C. McClelland has sold his store building and general stock to Alva Miner, of Watson, who will take possession in a few weeks. Mr. McClelland will continue to reside at this place.

Lansing—Frank E. Watson, Ed Horne and William E. Marling, who have for some time been engaged in shipping live stock, have opened a wholesale and retail meat market to be conducted in connection with their present business.

Caro—A Board of Trade has been organized here with seventy-six charter members. The object of this association is to promote integrity, just and equitable principles of business and the advancement of commercial and mercantile enterprises.

Roscommon—W. M. Coon, of Ashley, has decided to locate here and engage in the manufacture of turpentine, wood alcohol and other like products. He has ordered a plan at an expense of some \$2,000 and will use pine stumps and roots.

Sault Ste. Marie—Edward Kiefer has purchased the interest of Victor Wenzl in the jewelry firm of Kiefer & Wenzl, and will continue the business under his own name. Mr. Wenzl expects to locate somewhere in the West in the near future.

Owosso—W. E. Hall has resigned his position as manager of the wholesale grocery firm of Phipps, Hall & Co., at Durand, and with his son, Karl, has purchased the business of Hookway & Son in this city. Mr. Hall was engaged in the grocery business for twenty years.

Battle Creek—S. H. Knox & Co., of Buffalo, N. Y., have purchased the bazaar stock of Foster & Post. Knox & Co. now own sixty-seven stores, scattered among the principal cities of the country, and rumor has it that they expect eventually to take over all the stores of Foster & Post.

Hesperia—Henry McCallum has purchased the interest of E. T. Carbine in the general stock of Carbine & McCallum. The new firm will be known as McCallum Bros. The change will enable Edward McCallum to devote his entire time to his general store and produce business at Brunswick.

Petoskey—B. Jones, for the past three years pastry cook at the Cushman House, and Geo. L. Petrie, for seven years head clerk in the grocery store of Ad. Fochtman, have formed a copartnership under the style of Jones & Petrie and engaged in the bakery and confectionery business in a new store building just completed on Mitchell street.

Ypsilanti—F. I. Carpenter, who has been a hardware merchant of this city for the past twelve years, has sold out his stock to his brother, Edward A. Carpenter, who has been traveling for the Fletcher Hardware Co., of Detroit. Mr. Carpenter came to this city in 1892 from Baltimore, Md., and bought out the stock of Robins & Edwards. He expects to move to his former home at Baltimore in about two or three weeks, where he will be connected with the J. S. Johnson Manufacturing Co.

Howard City—The general stock of J. B. King & Sons, which has been at Six Lakes, is being moved here and united with the grocery stock of W. S. King & Co. The dry goods department will occupy one side of the present grocery store here. The hardware and other lines will be closed out from the Thon blacksmithing building, a part of which has been leased as a warehouse. Bert C. King, who has managed the Six Lakes store, will devote all of his time to the local store now and Frank Merrifield, of Lakeview, will clerk behind the dry goods counter.

Big Rapids—A few weeks ago the firm of Toan & Morton, clothing merchants, became financially embarrassed. Later George F. Fairman, who was one of the heaviest creditors, bought the outstanding indebtedness of the firm and took possession of the stock, which he has been disposing of at retail. It is understood that he will sell the stock to a firm to be known as H. Ladner & Co., and that the business under the new management will begin about October 15. Harry Ladner is a brother of County Treasurer Fred I. Ladner, and for several years has been in Wisconsin. James W. Morton, the other member of the new firm, was the junior member of the old firm. Clyde L. Toan, of the old firm, will go to the Pacific coast, where he will engage in some line of trade out there.

### Manufacturing Matters.

Thompsonville—Chas. H. Chadsey will shortly embark in the planing mill business.

Detroit—The Detroit Bag & Manufacturing Co. has been succeeded by the Detroit Bag Co.

Sanilac Centre—F. Mountney & Co. have established a cement factory here for the manufacture of cement building blocks, silos, fence posts, culverts and tile.

Belding—John E. Stevens has sold a half interest in his cigar manufacturing business to James Markham and the partnership has taken the name of the Stevens Cigar Co.

St. Clair—The bankrupt Columbia Iron Works has made an offer of composition with the creditors at 20 cents on the dollar, and the offer has been accepted by a majority of claimants.

### Dry Goods Stock For Sale Cheap.

I have a stock of dry goods for sale in a town of 8,000 or 10,000 in the Northern part of the State. Growing city. Good will of business. Inventories \$9,000. Good established business. Peter Doran, Trustee, Grand Rapids, Mich.

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

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





### The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on Oct. 4, such changes as have taken place in the sugar situation have been immaterial. Europe has receded slightly to a basis equivalent to 4.40c, duty paid, for October beets and about equal to 4½c for November. Meantime our refiners have bought everything obtainable from Demerara, Java and Cuba at equal to 4.31c, duty paid. Our market for spot sugar is now quoted at 4¼c, small sales having recently been closed on this basis—forced sales, of course—as our refiners are not in immediate need, having provided for their wants in the far-off purchases referred to, which leaves them in a position to practically dictate the price of distressed parcels on spot. The underlying strength in raws is unchanged in any respect and a high range of values during all of this campaign is practically assured and will, of necessity, have its effect later in the refined market. Refined is unchanged, with all refiners firm on the basis of the reduction of ten points referred to in our last letter. The demand from day to day is all that can be expected at this season and is likely to increase largely at any time. The existing margin between raw and refined is such as should create confidence in existing prices as a basis for safe operations. We are under the impression that a realization of this will soon be manifested in an active demand from every section of the country.

Tea—The latest reports from Japan are to the effect that early pickings are cleaned up and the market is strengthening on other grades. Demand is very fair, although buying is not in particularly large lots.

Coffee—The market continues to strengthen. The leading package people have been very heavy buyers of coffee the past week or two and the trade has taken this to mean that these people anticipate a higher range before long. It is said that the leading package house has increased its reserve holding to three times the ordinary amount, which is usually about 700,000 bags. This would indicate great confidence in the market. Jobbers report the demand is fair but not heavy. The coffee market is not attractive to most dealers and they are content with buying from hand to mouth.

Canned Goods—The tomato pack has been curtailed more or less, but there was a large carryover and jobbers look to see plenty of tomatoes for the next year. Corn is still a problem. There seems undoubtedly to have been damage done to the crop in Maine and New York, but this affects practically only the fancy grades. Illinois is doing pretty well. Iowa will deliver about full orders. Indiana is in good shape, Wisconsin and Michigan—except right along

the shore of Lake Michigan—and Minnesota all promise good packs. It looks as if there would be plenty of standard goods, at least, and if there is any shortage it will develop in the fancy grades. In California goods the pack of free peaches is smaller than was expected earlier in the season. Pears show a good pack. Many canners are endeavoring to secure peaches from their competitors, but, as every one is in the same boat, the goods are hard to find, particularly extra standards, standards and the lower grades. The recent rains will necessarily curtail grape canning considerably. Deliveries have commenced on canned fruit and shipping by packers has been active for the last couple of weeks. During the week two shipments by sea direct to London were made from San Francisco, the ship Port Elgin on the 27th taking 18,466 cases of canned fruit, and the Earl of Dunmore on the 28th, 103,872 cases for that place. Columbia River salmon is cleaned up on the coast. New pack French fruits and sardines are coming upon the market and are showing up well.

Dried Fruits—Peaches are quiet because they are scarce and high. Stocks are very low. Currants are unchanged in price and in fair demand. New fruit is now being delivered. Fancy old seeded raisins have been advanced ¼c by the syndicate. This places them ½c below the price of new goods, but outsiders are still selling new seeded raisins at the syndicate's price for old. This is not for immediate shipment, however. The demand for seeded raisins is moderate. Loose raisins are slightly stiffer, largely by reason of a report from the coast that heavy rains have damaged the crop about 40 per cent. Apricots are quiet at unchanged prices. The demand is still light. Advices from the coast report an advance of ½c on large prunes, and some holders are also asking a slight advance on small sizes. The cause is large demand and smaller stocks than were expected. The present demand is moderate, but it has been extremely large in a consumptive way.

Syrups and Molasses—Sugar syrup is very strong and in good shape throughout. The demand is slow, except for export. Molasses is wanted in a small way. Prices are unchanged. Some of the Louisiana refiners state that a drought which visited the growing crop during September will surely curtail the production by reducing the saccharine strength of the cane. Glucose declined 5 points last Wednesday, all refiners concurring. The decline was the result of competition, since the corn market is strong. Compound syrup is unchanged and in slow demand.

Fish—Shore mackerel has advanced slightly, and the latest-caught fish would command \$20 f. o. b. Gloucester. Earlier-caught fish can still be bought on a lower basis in the secondary markets. Irish mackerel has declined at least \$1 per barrel during the week, by reason of larger receipts. Norway mackerel is un-

changed. The demand for this grade has been particularly good during the past week. Sardines are in rather uncertain condition and some of the packers are talking higher prices. In fact, the Seacoast Packing Co. is already asking 10c per dozen more than its opening price for oils, delivery being subject to pack after filling future orders. Other packers, however, have not joined the advance and are still taking orders at the old price. Three-quarter mustards seem to be especially plenty. The Seacoast Co. justifies its advance by the plea that the packers were forced to pay very high prices for raw fish during the greater part of the season. Cod and haddock have taken a decided jump during the week. By reason of light stocks, light receipts and heavy demand the fresh cod market has advanced to a point equal to the highest point reached last year. This makes an advance in prepared cod of about 1c per pound. Only cod and haddock are affected by this advance, hake being only about ¼c higher. Ocean whitefish is scarce and unchanged. The first lot of new shore herring was received in Gloucester during the week and brought about \$5 per barrel. This is about 50c above normal. Salmon is unchanged, according to list, but the cheap lots are becoming exhausted.

### The Produce Market.

Apples—Fall varieties are in large supply and variety and the movement is heavy. Prices range from \$1.25@1.75 per bbl.

Bananas—\$1@1.25 for small bunches; \$1.50@1.75 for Jumbos. Supplies are coming quite easy and the demand is fully up to the usual size at this season of the year.

Beans—While the acreage in Michigan is much larger than last season, the average yield is much below that of last year, so that the aggregate of the crop is not so great as a year ago, the increase in acreage not being large enough to make up for the shortage in yield. The quality of the beans picked early is above that of last year, but the beans picked since the fall rains are not better than those marketed last year. The market is steady on the basis of \$1.50@1.65 for hand picked.

Beets—40c per bu.

Butter—Creamery is in good supply and active demand on the basis of 20c for choice and 21c for fancy. Receipts of dairy grades are increasing as the winter cows come in. The price is steady at 16@17c for No. 1, 15@16c for common and 11@12c for packing stock. Renovated is in active demand at 17c.

Cabbage—35c per doz.

Carrots—45c per bu.

Cauliflower—\$1 per doz.

Celery—15c per doz. bunches.

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

Cranberries—Prices are gradually working down the scale, being 50c off from last week. Business is increasing in volume. Cape Cods, \$6.50 per bbl.

Cucumbers—15c per doz. for large.

Eggs—Receipts of fresh are more

liberal, but sorting discloses the fact that many of the receipts contain old eggs which have been held back by dealers and collectors in hopes of realizing on a higher market, which has thus far failed to materialize. 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 and Concord are in fair supply and moderate demand at 12@14c. Bulk grapes, 60@75c per bu.

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—Verdillas, \$4.50 per box. Stock is in good supply and moving as well as usual at this season of the year.

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—Jamacias, repacked in Florida boxes, command \$3.50 per box. Mexican oranges are on the way and will be here probably next week. California fruit is still obtainable and what there is of it is of better quality than that of the early fruit from other sections.

Parsley—25c per doz. bunches.

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

Potatoes—Local sales range from 35@40c per bu. Reports from outside states show that the yield will be very large and it is hardly likely that prices will rule high. The shipping demand is much better than a week ago. Digging of the late crop is under way.

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

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

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

Squash—Hubbard commands 1½c per lb.

Sweet Potatoes—Virginias are steady at \$1.65 and Jerseys are in good demand at \$2.75 per bu.

Tomatoes—50@60c per bu.

Turnips—50c per bu.

The Wm. Connor Co. has removed its office from the fourth floor of the Wm. Alden Smith building to the ground floor of the same block. The company will utilize the space thus vacated by enlarging its sample room.

Theo. S. Dressler has purchased the grocery stock of Mrs. Benj. Brooks, at the corner of Seventh and Jennette streets.

## CITY VS. FARM.

## Both Sides Have Their Popular Delusions.

The social economist has been troubling for several years over the movement of men toward the cities. It has been a bad symptom, as he sees it. He admits that to the young man reared up to the hard work and

told me recently that nothing which he could print attracted the attention in a metropolitan city like a story of marked success by some original adventurer upon a farm. A recent story showing how a young man had cleared the price of his new farm in one season's crop brought out more letters of further enquiry than anything printed in the paper in months. And

which have come about in the most natural manner.

On the farm in summer, for instance, the city man who goes for a visit naturally sees the farm at its best. It is the fruit, vegetable, and egg and chicken season—the season of fishing and driving, and hay making, according to the Maud Muller standard—and the farmer host as far

pleasure will be consulted, to the end that when the city man goes home it will be with the impression of a country life that is one long delight to tired nerves.

In winter in the city the process will be reversed for the country visitor. The city host and his family will give themselves up to the really hard task of piloting the country friend to the theaters and places of amusement and interest. To the unaccustomed rural visitor the memory of the visit will be kaleidoscopic of lights, and color, and music. He will find housekeeping in the modern flat or apartment reduced to the limit of scientific ease. If he have need to cross the city he finds a warmed car going in that direction at a rate that makes his own slow buggy or wagon intolerable by comparison. If he should follow his business friend to the office he will wonder how a few hours of desk work every day in a warm, light room could possibly be called work.

Thus it is when the city man has come back from a summer visit in the country, he is likely to spread among his friends in town the story of how these independent people in the country get along on the farm in such peace and plenty, with nothing to worry and ruffle, as he finds it every day in jammed streets and in the sharp competition of business.

On the other hand, the country visitor goes home, telling how the Jones family in the city doesn't know just how well off it is. According to his interpretation of it, they are on the go to places of amusement of all kinds every night in the week and spend money like water. He hasn't realized that it may have been the first time that the Joneses had been out in weeks when they broke away with him on the rounds, and he does not know that it may be weeks more before they may feel able for more of it. But in the meantime it may be pretty safely guessed that while each side to the visiting is considering what an easy, delightful life the other leads, both sides are tucking in industriously to the inevitable hard work that is in hand to each.

Somebody has spoken of farming as a "trade," suggesting that an untrained man might as well turn to blacksmithing without knowledge of it as to go on a farm without having



This represents the front entrance to the new building of the Musselman branch of the National Grocer Co. at Sault Ste. Marie. The portly gentleman in the foreground is Mr. John Moran, the manager of the establishment. The people surrounding him constitute his office, traveling and shipping forces.

dull sameness of the farm, the mere lights and movement and color of the city must have their attractions. The mere adventurousness of the young man may be sufficient impulse to send him into its maelstrom in search of fortune. But nevertheless the economist regrets that these things should be.

But this same economist might be asked what of the counter spirit which one may find in the city? It is not that there is a material tide of men in material form running back to the country, but in Chicago today there are tens of thousands of men in comfortable salaried positions or in small businesses of their own earning something more than a living whose hearts are turning back with wistful recollections to the old farm. Some of these are in no hurry for the transition; others would move back at twenty-four hours' notice. But it is in the hearts of thousands of these one day to retire to the quiet of a pastoral existence.

The editor of a great newspaper

naturally enough they were city enquiries from men who were anxious to return to nature.

The economist will recognize that he can not have the same measure of this disposition in the city to go to the country as he has of the disposition of the country to crowd to the city. In the city the man who is drawing a salary and who has nothing with which to invest in a farm realizes that he can earn more of the creature comforts in the city at an occupation with which he is familiar than he could hope to get as a farm worker for wages. On the other hand, the young man in the country who is foot loose, or the man of any age who may dispose of his farm property, moves recklessly into the city because of some of the creature comforts that are available from the first moment of his coming.

As a matter of stubborn fact, both sides to the economic proposition need to have a clearer understanding of conditions. Both the city man and the farmer have their delusions,

as possible slacks up on the season's work and lets his guest see the glories of the summer. There may be a hay ride in the moonlight; a drive to the quaint little rustic church and two hours of old fashioned, refreshing service; everywhere the guest's

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had the training necessary. There is much truth in it. Not only does it have the exacting call for common sense methods and judgment at every turn, but year after year in the more settled portions of the East and Central West laboratory researches have pointed to necessities undreamed of by the farmer forty years ago. The time is coming when the scientific farmer will force the man who doesn't believe in it either to the wall or into the system.

But always there will be the hardships of wind and weather in farm work. It may be years before the turning on of a steamcock will warm the farmer's bedroom. Years more will be required for even the country roads leading into the local markets to be passable for teams in all seasons. The telephone, the rural free mail delivery, and perhaps a nearby trolley line have served to break much of the monotony of farm life. But with all its independence it is a confining life of hard work. Field help is harder and harder to get. Help in the kitchen and household always has been almost impossible to hold. There are the rush seasons, when between wind and weather and shade and shine, everybody must turn a hand to crop saving. There are troubles in the flocks and herds, where at least infinite patience is necessary, to say nothing of knowledge.

Man probably never will progress beyond the point when he is interested in planting and growing things from the earth, but it is well for him to know that not everybody can farm successfully, and certainly few of the elect in the field can conduct a farm without close application, the exercise of judgment and expert knowledge, and at all times with a dependence upon the seasons that makes the farmer seem at times a creature of the elements.

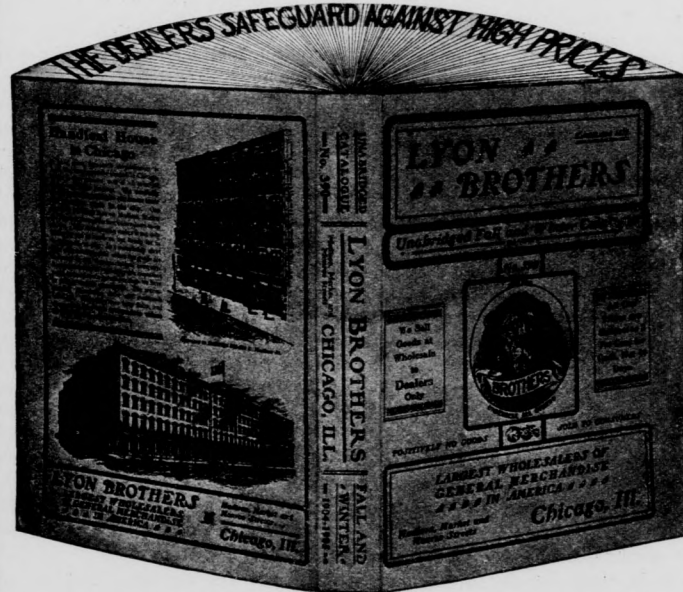
John A. Howland.

#### A Remarkable Operation.

The left arm of Thomas Shay, Jr., which had been shattered with bird-shot, was saved by forcing the impoverished limb into his stomach for nourishment. The operation ranks among the most skillful surgical feats performed at the New Orleans Charity Hospital. By nourishing the arm in the abdominal region the torn ligaments became reunited, a complete new skin grew, and after the parts had grown sufficiently the arm was removed from the stomach almost intact. The operation obviated the necessity of amputation, and soon Shay will be able to use the arm.—Philadelphia Press.

Driving gloves have been brought out in a way to most conspicuously display their touch of novelty. One of the late things has knuckle holes so as to provide an inlet for air. The influence of the campaign is being felt in gloves and a good seller is found in what is known as a campaign gauntlet. Flag designs are seen on most every one of these novelties. This design is made of calf-skin and the fringe invariably is in the three national colors.

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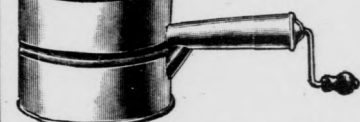
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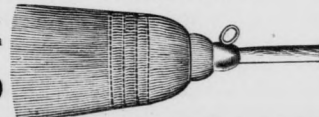
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E. A. STOWE, Editor.

WEDNESDAY - OCTOBER 12, 1904

Our enemies are the people who imitate us—but, curiously enough, they imitate our limitations, not our virtues. Their imitation is a weakness diluted one-half.—Elbert Hubbard.

#### LONG EMPLOYMENT.

The other day the New York Central Railroad retired Samuel Lane, of Poughkeepsie, on a pension of \$30 a month, to be paid as long as he lives. Although he is 71 years of age, he is hale and hearty and confidently expects to draw the income for several years. The notable fact in this connection is that Mr. Lane had but one employer. He worked for the railroad company fifty-three years, and it is said in all that time he never cost the company a penny by reason of his thoughtlessness or carelessness. He was faithful to every duty and responsibility entrusted to him, never went on a strike, never refused to do what he was told, but constantly had an eye single to the welfare of his employer and his property. Such a man deserves a pension and \$30 a month, added to what he has presumably saved, will make his declining years comfortable. This extended service and the pension which is its recognition and financial reward are notable and constitute an interesting and instructive object lesson.

It can be safely set down that a long employment is creditable both to employer and employee. It means that the one is fair and the other faithful. Long seasons in one job are nothing like as common as they used to be. In the good old times members of one family used to work for the members of another all their lives and nothing was thought of it. Nowadays anybody who keeps the same job a few years is unusual and attracts attention, although there are notable exceptions to the rule. One of the reasons for shorter terms of employment is the greater and more general uneasiness among Americans and their fondness for a change. They too often think that about so many years in a place is long enough. They want different surroundings. They go elsewhere to see more of the country and then, too, there is greater independence on the part of

employees and especially when work is plenty they know it is easy to get another job. Another reason—and it is not at all discreditable—is that the average American nowadays is very ambitious and wants continually to rise, have more responsibility and larger pay. Railroadings is a business which admits of many changes in employment without any change in employer. There are many men who began as track hands and brakemen who are now superintendents and hold lucrative offices. Despite the difference in the rule, the fact remains still that a long employment is creditable to both sides.

#### RAPID PARCEL CARRYING.

The construction of a pneumatic tube eighty-four miles long to carry parcels between the cities of Chicago and Milwaukee has been recently projected. The cost is estimated at \$5,000,000, or at the rate of \$62,500 a mile. Its advantages are centered in the rapid transit of the packages transported. The carriers will travel at the rate of more than two miles per minute, exhaustion of the air in front of them being the motive power.

The pneumatic tube for parcel carrying is in extensive use in Chicago, where systems have been installed between the larger business houses to facilitate the delivery of goods. The Chicago-Milwaukee project is simply an enlargement of this system. Undoubtedly its construction and successful operation are feasible. And when it is built it will prove a great boon to the business men of both cities and those cities located between the termini, expediting the transit of packages from place to place and making quick delivery possible.

As the company will be engaged in the business of a common carrier, its pneumatic tube will give the Federal Government exceptional facilities for the transportation of the mails. The promoters of the enterprise are doubtless relying upon the Government utilizing their property for that purpose, and as the Government is a generous customer to all common carriers it employs, the compensation for the service rendered will be liberal. There is no reason, therefore, why the enterprise should not be a complete success from the start, as Chicago, Milwaukee and the way towns ought to be able to give it business enough to keep it fully employed.

The business men of Grand Rapids ought to consider the merits of the candidates for Judge of Police Court who will be voted for next Tuesday—not that business men haunt the Police Court, but because it is an important position from the standpoint of the citizen. A Judge of Police Court who is too easy with old offenders or too severe with first offenders may cost the taxpayers of the town thousands of dollars by his errors of judgment. It is a position requiring firmness, tact and common sense, and no mistake should be made in the selection of a candidate. Take time to investigate and vote for the best man.

#### MATTER OF SOME CONCERN.

The pessimist is abroad and is filled with alarm. The world's wheat crop is "shy" and we are all going to starve to death. It is a mere matter of figures and he shows the results of his ciphering with joy over the fact that his conclusions are true and starvation will stare us in the face.

The population in this country is in round numbers 80,000,000. Each human soul eats from four and a half to four and two-thirds bushels of wheat a year. The yearly consumption, then, is all the way from 360,000,000 to 373,000,000 bushels. The acreage of wheat this year is 44,224,000 acres; last year it was 49,464,967. Next year it will be about 50,000,000 acres and with a bushel and a quarter an acre 62,500,000 bushels will be needed for seed. This and the larger amount for food give a total consumption for the year of 435,500,000 bushels. Last year exports including flour were 120,000,000 bushels. Last year's crop from official statistics was 637,822,000 bushels, and this year's is 530,000,000. The difference between 530,000,000 bushels and 435,500,000 is 94,500,000 bushels. Hence we starve.

Misery loves company and we are going to have all of it that is necessary. Most of the European crops are below the average and we can look forward to a considerable increase in the export demand. Last year's wheat crop was a great deal more than 100,000,000 above the probable consumption and the exports and a low estimate of this year's crop is 100,000,000 bushels above the probable home requirements, so that the New York Journal of Commerce thinks that the idea of our being short of bread before another harvest does not amount to much. "Decreased crops," it says, "here and in Europe afford a sufficient justification of high prices, but they afford no justification for famine rates. In order to show anything like a wheat scarcity in this country it would be necessary to prove a wonderful increase in the amount of wheat used for food; but thus far no reason has been disclosed for supposing that we have as a people increased our demand for bread and the use of breakfast cereals other than wheat is apparently as common as it was when, a few years ago, it was held to have reduced perceptibly the consumption of wheat."

With the danger of starvation happily removed in the United States, looking over the pessimist's shoulder it is easy to see that gaunt famine is going to stalk abroad in short-cropped Europe and it is a matter of considerable concern what this country is going to do about it. Wheat has been becoming more and more the food of the European masses and it is among these masses that the higher price for wheat will be felt first. For some years wheat has been passing from the nobleman's end of the table to the peasant on the other side of the salt, and that grade of life has been slowly and surely refusing to eat, much less to depend upon,

the traditional black bread, hard and sour, for daily sustenance. While wheat was a possibility at the peasant's table the question of wheat as a staple has not been a vexed one, but now that wheat is passing, or promising to pass, from the daily food supply, will the wheat-accustomed stomach uncomplainingly go back to the time-honored diet?

As usual the utilitarian idea will lead in answering the question, and if history is again to repeat itself, the Old World, following the example of the new, will not go back to the old nourishment, soggy and sour, but will put up with the next best food supply that can be obtained at an available price. That commodity will come from America's corn field. Indian maize has long been knocking at the European dining room door, at first contemptuously driven away, but later admitted as a Yankee curiosity, at best good for chickens and possibly cattle, but not for men. The expositions, however, have been made the means of changing that idea, and while corn meal has not yet become a fad it has found friends "over there" among the nobility and like any other American once presented at court is presentable anywhere, and so readily admitted to the lower orders of life.

From the American point of view, aside from its financial feature, this food supply takes with it across the sea the heartiest recommendation. Its per cent. of nourishment is unsurpassed and what it has done as a part of American brain and brawn has passed into our national history. It is not the European black bread that makes up the background of Bunker Hill. That and cheese—for centuries the European diet of the lower orders—took no part at Lexington and Concord, and all along the historical line it has been corn meal that has won our victories for us, made patriots of our men and so has made us the leading nation of the earth. Who knows but that this is the undefinable something that the savants from abroad are seeking for in their investigations of American progress and go-ahead-iveness and who on this side of the stormy Atlantic doubts that the present shortage of food supply in the Old World is the method in the hands of Providence to induce the introduction there of the same cereal that has done so much for the Western world?

The latest report of the corn crop places it at 2,500,000,000 bushels, a fact suggestive under the circumstances, and one that goes far to strengthen the thought that the great American Corn King has a powerful and far-reaching career before it among the masses of the Eastern continent.

Is it not a goal worth striving for to be known as one of the best salesmen in your line, the best man in the store, the brightest saleswoman in the city? It is a laudable ambition and the reputation has the advantage of being more than its own reward, for the compensation is part of the return.



# TRUE AS STEEL.

## Romance Picked Up at the Rosebud Agency.

Written for the Tradesman.

The high hills which uphold the mammoth dome arching above the Rosebud agency in South Dakota and which when the sun went down were lulled to sleep by the brooding stillness and the crooning wind were bright at sunrise with white tents and noisy with the bustle of the Dakotas who, with women and children, had in a single night built a city upon the uplifted plains and filled it with five hundred souls.

Time had been when the gathering of the Indians there meant more than mischief. To-day there are traces of the preparation made when rumors had come to the stockade that the redskins were on the war-path and intrenchments are pointed out where Saxon reason and Indian cunning expected to contend for the mastery; but that was a decade or more ago, and the gathering on the hills meant only the coming of red-men up-to-date to receive from the Government the wages for the quarter year's work.

Easily enough and naturally enough the July pay-day was early associated with the National celebration, and days before there was an extensive getting ready for the coming and for the good time long looked forward to. The squaw, like her civilized sister, turned to advantage this opportunity to replenish her not always extensive wardrobe. The industrious and the thrifty bring here the result of their handiwork, and bead belt and hatband find a ready market at the store and with the ladies of the agency, who are never loath to get the choicest workmanship which many of the Indian women furnish for the sometimes ridiculously small price these skillful bead-workers are willing to receive. The pin money thus earned finds its way to the hand of the tradesman in exchange for the wants and needs of the Indian women and their children, who during their stay at the agency are happy with the new and the bright with which they bedeck themselves. If there be such a thing as barbaric taste it is here illustrated, and many an Indian child is often not unattractive when decked out "in rings and things and fine array."

Once the Indian buck at the agency was sufficiently described in a single sentence, and that the short one: he is a drunken savage, best dead. That is no longer necessarily true. He is now not always dirty. He is beginning to discard his braids. He finds shoes better adapted to his purpose than moccasins. He brings his family to town in a staunch, serviceable wagon, or if he comes alone he is on horseback. Once there he is probably the same creature as his rural pale-face brother—the victim of circumstances over which he has no control—and at the end of a "good time" he goes home in the same condition, not a soberer and not a wiser man.

Among these latest wage-earners of the Government came Eagle

Feather and Nenemoosha, his wife, but not together. There had come differences and, each believing himself the abused, hugged that delusion as if both had been palefaces. She could not help it if Hawkeye found her face attractive, and it had never been from any scheming of hers that he sometimes—well oftener than that, if Eagle Feather would have it so—came past their tepee on his wanderings for a simple exchange of civilities. It was Eagle Feather himself who had been the first aggressor. Away back in childhood when in the day school a knot of silken scarlet had been fastened among her raven locks and was blazing there the eye of the coming brave had looked upon her and found her fair, and then and ever after he had challenged the right of other braves for privileges he had arbitrarily called his own. When the time came for them to go to the boarding school over on the Antelope reservation and he had assumed the same attitude towards her and—and she was willing—then it was and there it was that Mary Pretty Voice and Lily Swan's Neck drew his eyes from hers and kept them away from hers until hers were red with weeping. Then he came back and with "Nenemoosha! Nenemoosha!" — Sweetheart! Sweetheart!—her name, indeed, but so pronounced as to make its meaning felt, the world was well with her until other voices and other eyes and other Swans attracted Eagle Feather, to be won back to his Nenemoosha with sobs and tears.

It would be pleasant here to write that, when the glad day came and Eagle Feather brought to his tent his Nenemoosha, her woes were ended, but the reverse is true. Other attractions proved powerful and much too soon, as Nenemoosha thought, the "sweetheart" idea vanished from Eagle Feather's lips. She might have known that it was the way of the world and that men with red skins as well as white are inconstant ever; but Nenemoosha had sacrificed too much to be easily satisfied. Had she not clung to him since the day, now far off, when she had smiled upon him with the blazing ribbon in her hair? In the day school he had been the one of many that had won her favor, and although in the boarding school she had led the class in everything that meant civilized life, when Eagle Feather with the savage instinct strong within him asked her to cling to the traditions and the life of the Dakotas, she had answered yes while the white woman's ways, in which she excelled, were dear to her.

She, then, wanted no tepee for her dwelling. Home meant then to her what it meant to other women with the traditions of long descent throbbing in their veins. The wild life of the plains was not for her. Often on commencement days she had won the admiration of the hall, crowded with whites as well as reds, and more than once had handsome young white men looked and liked. She hated the beads and the baskets that her deft hands made. She scorned the insufferable and always-present blanket

with its fading red and yellow and green. No shapeless moccasin for her pretty feet and her hands should never hold the crude implements that made certain the growing crops. In a word, her home was to be the white man's home, and when Eagle Feather and she had graduated they two would go out together and show the world what the civilized blood of the Indian could do in upholding and forwarding the national life of this her native land.

Beautiful as the ideal was she found it was only an ideal. Eagle Feather longed for the untrammelled life of his fathers. The books and the school and the white man's garb were not distasteful but hateful to him, and when once his school days were done all these hateful things were to be sloughed as a rattlesnake sloughs his skin and he would be as the Great Spirit intended him to be, a Dakota brave and chief.

And Nenemoosha?

She was only a woman. About the only idea worth remembering which the boarding school teachers had hammered into them was that stuff about Hiawatha:

"As unto the bow the cord is,

So unto the man is woman.

Though she bends him, she obeys him,

Though she draws him, yet she follows;

Useless each without the other!"

The "bending" being a bit of nonsense that only a paleface would think of admitting. No; they two would go back to the life they ought never to have left. The tepee should be the home where the grass and the game were plentiful. She would plant and harvest and he would hunt the meat. She would cook and he would eat and the golden days would come again to the Dakotas.

So Eagle Feather had his way. They kept their counsel and when school days were over he took the diplomas, hers and his, burned them together and he gave the ashes to the winds, that shrieked their delight as they scattered them over the plains. The tepee was made and Nenemoosha, the pride of the school, in beaded moccasins and blanket became the mistress of the tent and the drudge of its master, and the wild life began.

As long as Nenemoosha remained to her Eagle Feather all that her

name implied, the burden she had voluntarily taken up was not heavy, and drudgery is never that to the soul that works and loves, but when the savage forgot his sweetheart and showed only the savage that was in him, then it was that Nenemoosha began to remember that there had been happier things and to long for them. A year of moons only separated her from her old dreams, and as Eagle Feather went back to the traditions of his fathers he took up their vices also. He went to the agency oftener and stayed longer, and there were times when he seemed to have forgotten the locality and the neighborhood of his wigwam, and when he did return it was only to show how completely "the brightest and most promising boy at the boarding school" could go back to the degradation from which he had sprung.

So the days, each sadder than the other, dragged their slow length along until one morning after a month's debauch the haggard Eagle Feather put his head in at the door of his tent to find Nenemoosha asleep and on her arm the prettiest baby the happy morning until then had ever dawned upon. All night the stars with flaming torches had been lighting his homeward way; the dawn, joyful with coming blessings, set the eastern sky aflame to hasten his lagging home-coming and where the wild March winds had swept the earth and sprinkled it with early showers the footprints of the passing spring were bright with the spring beauty, the prettiest blossom of the plains; so that when Eagle Feather saw the charming flower on Nenemoosha's breast he called it his Miskodeed in his amazed delight, his Spring Beauty, and his Miskodeed she remains until this day.

For a while Nenemoosha wanted no other joy than her own Spring Beauty, but the almost inevitable neglect from Eagle Feather's returning indifference in time began to show itself, and her own old longing for the white man's life returned, not for herself now but for the child. Like other mothers she began to live in the future and as her life there widened so she became determined that her bright-eyed Miskodeed should enter upon her inheritance well prepared for its conquests, its toils and tears, and with that end

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in view the traditional tepee might be the tepee still, but a home as well, and one that should endear and not repel the coming American queen!

So with this delight in her heart the days went by and Nenemoosha, happy again, quite unmindful of it, expressed that delight in the thousand ways that indwelling love assumes. The firmness which had crept into her face faded day by day. The fierceness inherited from her father vanished from eyes and voice. Gentleness blessed everything she touched and now as she worked the old school songs floated away from her tent over the plains, making glad the winds that carried them. Of course Hawk Eye heard them and the strong human nature within him was attracted and he drew nearer to her more distinctly and to gaze oftener upon the womanly loveliness before him. His eyes, however, were no keener than Eagle Feather's and this he forgot the more he gave way to the impulse that drew him within sight and sound of Nenemoosha. The jealousy of the savage is easily aroused and when Eagle Feather saw how the light in his home was attracting the moth he began to see the old sweetheart in his wonderfully changed Nenemoosha and to prize her as others valued her.

So he watched and he found that Hawk Eye was not the only moth. How happened it that He Dog so often now came out of his way to grunt his "Howdy!" to Nenemoosha and have Miskodeed's pretty hands

clasp his horny fingers? What business had Bear Foot as often as the seventh day came to canter to his tent door for the sake of saying "Good morning?" Yes, and while in the questioning mood how about that black-haired, well-dressed Woodbridge in the agency store whose eye was the snake's and whose every movement was suggestive of the same crawling reptile? What was his Nenemoosha to these or they to her? And as his thoughts dwelt on these things his eyes glared and his fingers ran carefully along the edge of his knife. He was neither old nor blind and he'd see!

Nenemoosha, all unconscious—or conscious; who can tell?—came with her pretty Spring Beauty to the agency with White Plume's wife and family and with Eagle Feather skulking near enough to hear and see. There were Hawk Eye and He Dog and a dozen others, touching Miskodeed's velvet cheek and looking straight into his Nenemoosha's face; but there were John Brave and Jim Strong and Fighting Devil and a host of others, schoolmates of his Sweetheart, all straight and tall and handsome and all devoted to—Miskodeed? "Ugh!" And Nenemoosha met them with open hand and heart—"Thou stickest a dagger in me!"—and laughed her happy laugh with them as in the old careless school-time! These last had been her school day lovers and he could see they found her lovelier than she had ever been and she did not repel them!

For two good days did Eagle

Feather watch, and when he concluded he had found out enough he came to this determination: if what he feared was true he would go home wifeless and childless! She, his Nenemoosha, should have her chance; he would be fair with her, but the end would be death—if!

For three days the gathered Dakotas had given way to the novelty of the meet. They had visited and gossiped to their hearts' content, and when on the third day the sun went down the lingering twilight saw the tent lights blown out early and the white city of the plains disturbed only by the breathing of the wind and of the tired sleepers. Silence alone was abroad and it was not broken by the shapely hand that opened White Plume's tent door as gently as if the wind was stealing through, and noiselessly as a spirit came Nenemoosha into the starlight. Across the plain she sped like a frightened ghost with Eagle Feather on her trail, winding his way through the stunted rose bushes like a snake. Far beyond the sound and call of the camp she went, where a hillock, not quite a butte, cast a faint shadow upon the star-lit plain and where waiting for her stood Fighting Devil. The snake among the rose bushes hissed as he flashed towards them, but Nenemoosha, not knowing, threw back her blanket and with lifted face and repelling hand stopped the approaching Fighting Devil.

"So this is what you take me for! For this have you kept near me like

a pestilence. For this have you skulked here through the dark!"

There was no reply; but the savage, like the fiend for whom he had been named, with the smile of the fallen Satan upon his lips and with arms extended moved nearer. Like a flash the hand of Nenemoosha leaped high above her head, her eyes gleaming in the starlight like the keen knife she grasped. "If you dare!" she muttered. An instant later "Go!" she said; and Fighting Devil slunk back into the dark. Once, wondering if he had given up too soon, he looked back and saw the still uplifted knife, gleaming in the dim starlight like the flaming sword of the angel defending the Eden he had come to destroy. The Indian woman watched him in her righteous wrath until he faded into the darkness and then went back to camp, while Eagle Feather sauntered after her saying, as he had not said it for moons, "Nenemoosha! Nenemoosha!"

With a hurt heart the wife and mother lay down beside her Miskodeed and tried to sleep; but could not. The evil she had resented—her husband's neglected duty—brought him to mind and she wondered if she could endure his treatment longer. Fighting Devil was no fool and he, like others of his kind, had only made the most of a mean advantage. It was the savage, that was all—but was it? Was Woodbridge any better? Were his rattles and his candy and his ribbons and the thousand and one gifts and attentions Miskodeed and she had accepted meant for the

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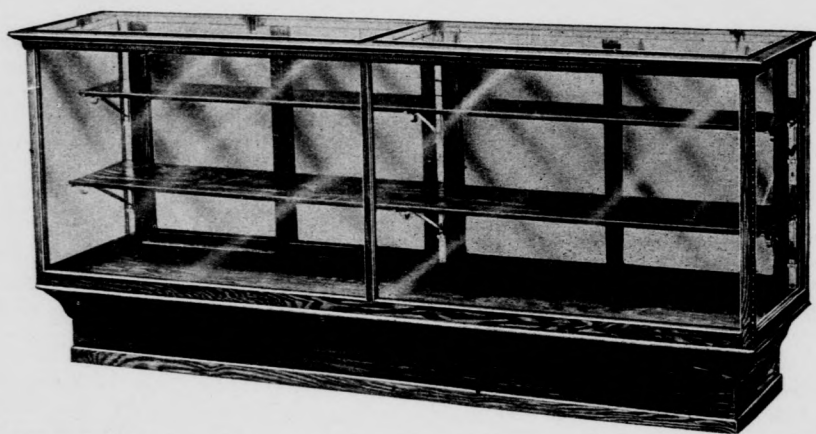
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same purpose? She would see; indeed, she would and then go home. Oh, the shame of it! Oh, the humiliation, and she the daughter of an Indian king!

The dawn looked over the hills before she slept and the sun found her up and ready for the coming day. She'd see! She'd see! and she proceeded to adorn herself with the treasures she had brought for just that purpose, but only with the hope of letting Eagle Feather see what woman was loveliest

"In the land of the Dakotas,

In the land of handsome women."

So with hope and pride and resentment to cheer her Nenemoosha gave herself up to womanhood's pleasantest task and when she left her tent, "I say unto you that even Solomon in all his glory was not arrayed like" this blossom of the plains!

So thought her Indian sisters without envy; so thought her Indian brothers as they delightedly crowded around her; so thought Dan Woodbridge as leaning against the portico pillar of the agency store he saw Nenemoosha as like Juno she walked a queen through the opening and admiring crowds to meet him, bent womanlike with money in her purse to make some purchases, while Eagle Feather, on the edge of the crowd, fancied he saw for whom had been made this goodly preparation and edged nearer. He missed Spring Beauty and did not wonder why! He saw the woman's fingers ringed with rings he never bought for her and on her wrists were bracelets he had seen in the show case only the day before. She wanted thread, she said, and with the crowd outside watching the Bear Dance then going on, the two went alone into the dimly lighted store, with Eagle Feather looking through a window near them; and when Nenemoosha was leaning over the tray to select a spool Woodbridge bent down and kissed her.

With his hand on his knife Eagle Feather waited for the outcome, and he had not long to wait. The woman, with a look that no man likes to see, sprang backward and with her eyes looking straight into his exclaimed, "You devil!" Then in the righteous wrath of her offended womanhood she pulled from wrists and fingers the trinkets he had given her, hurled them at him with all her strength and left the store.

Disgraced, dishonored, degraded she saw nothing and thought only of the arm that ought to be near to protect her, and elbowing her way through the crowd about the bear-dancers "like any other deserted squaw" she climbed the hills to the camp and her own Spring Beauty. With the child bound by her blanket to her back, its little arms around her neck, she walked back and forth before the door of her tepee, stopping now and then to look down upon the agency and the crowd of howling savages, painted and beaded, and keeping questionable time to the equally questionable drumbeat. How tired of it all she was, how she hated it and how, once within the quietness and peace of home, she would never leave it until—until, she

must say it, Eagle Feather's brutality and abuse should force her away.

In the meantime that apostate was having with himself the contest of his life. He had expected to go home wifeless and childless, a murderer, and to die as such; but Nenemoosha, his Sweetheart, was still his faithful wife, and Miskodeed, the little velvet-cheek, was worthy of her. And her father? It is needless here to follow him in his thought to the camp towards which his footsteps tended. He was human, the schools had done their best for him and he was put down among their aptest pupils. He had not been a man. He thought of Nenemoosha and her flashing dagger, of her flaming resentment at the store and he hung his head. From first to last he was the one to blame. Should this go on and her arm be her only protector?

He had by this time shambled from the bear dance to the creek that brightens the valley with its crystal stream and leaning upon the railing of the rude bridge that spans it, he gazed long and earnestly into its eddying current. Then with suddenly lifted head he crossed the stream and with the lightness of the man without a burden went up the hill to the camp. They were waiting for him by the propped-open tepee door, Nenemoosha and Miskodeed, waiting for the man, the father and the husband as they had been waiting for him for lo! these many moons, and he had come at last! He had come at last! That night after the sun went down and the western sky was aglow with the last gleams of day out into the twilight went Eagle Feather with Nenemoosha by his side and when in the starlight they returned the world before them was bright with promises, which have been since fulfilled and Miskodeed is the happiest Spring Beauty that has so brightened and blessed the South Dakota plains.

Richard Malcolm Strong.

#### An Easier Way.

Towne—I haven't seen Skemer around lately.

Browne—No, he's gone to seek his fortune.

Towne—Gone West?

Browne—Oh, no; up to Newport to ask Miss Gotrox if she'll marry him.

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### Best Method of Raising Pigs for Market.

The climate and soil which will best favor the production of any kind of livestock are those in which the same kind of stock is found wild. In his native state the hog frequents those localities where vegetation is abundant if not luxuriant. The climate is usually one of only moderate severity. If extremes either of heat or cold are common, the environment provides shelter in the dense thickets in winter and shade and an abundance of water in summer. He is a heavy and promiscuous feeder, and, therefore, in his domestic state he thrives best where pastures are most luxuriant and grain crops, nuts or roots are most abundant. The hog is not a ranger, nor does he thrive on grass alone; he can not endure a great amount of travel at a time; exercise he must have, yet he must be able to find his feed with only a small amount of searching, and water should always be easily accessible. During hot weather he craves a pool of water to reduce his temperature, for he perspires little; and in winter he wants shelter from storms. Owing to these requirements there are few hogs in the semi-arid States of the West, and in that section hog raising is coincident with irrigation and alfalfa growing.

The first place in hog raising in the United States is easily with the corn-growing sections, and here corn is the first grain thought of when the fattening of animals, especially hogs, is mentioned. It is, however, fallacious to argue that hog feeding will not give profitable returns outside of the corn belt. The corn belt has wonderful advantages for economical pork production, but it also has its disadvantages, one of which is the bad effect on fecundity of feeding too much corn to breeding stock. Any locality that will grow clover of any species, that is favorable to the production of alfalfa, peas or beans, or where grains are readily grown—not only corn, but barley, wheat, oats, or rye—will be a favorable situation for the successful production of pork. If it is a locality where dairying is common, no better advantages are required; for, given leguminous pasture—clover, alfalfa, peas, beans, etc.—as a basis, with a grain feed that can be readily grown and also dairy by-products, the very highest grade of pork can be produced at a minimum cost. Variety of feeds alone is an item of immense importance in feeding. An animal tires of a constant ration of one kind, and is more easily put "off feed" at such times than when he is occasionally supplied with a change to keep his appetite keen. Not only has variety of feed an influence on appetite, but it results in a better quality of pork.

The few states comprising the corn

belt are in reality the source of supply for a great amount of the meat product, especially hams and bacon, that is consumed in other portions of the country. Yet the advantages of many of these corn-belt states are little, if at all, superior to those outside of that district. The South has an abundance of vegetation. Cow-peas, velvet beans and peanuts are leguminous crops that are peculiar to that section. Corn grows readily in all parts of the South, and in the sub-tropical portions the experience of feeders with cassava seems to indicate that it has considerable value for pork production. In addition, there is generally an abundant water supply; the climate is mild, and there is a long period during which green feed is available; the expense of shelter and winter feeding is very greatly lessened. These conditions, giving a long period of pasture and outdoor life, enhance thrift, and with proper management insure great freedom from disease.

In the extreme West the alfalfa of the irrigated valleys and the clover of the coast districts give a splendid foundation for successful pork production. In most of these regions there is an abundance of small grain, particularly barley, that may often be fed economically, while in some localities corn is a successful crop.

Barley is of so much interest and importance in the production of prime pork that it demands more than a passing notice. This grain has not been relied upon to a great extent in America as the principal part of a hog-fattening ration, but the practice of Danish farmers and the results of experiments can very well be studied with profit by American feeders. The Danish bacon, which figures so prominently in the English markets, is produced mainly with barley and dairy by-products. At the Ontario Agricultural College, Day has found barley so valuable in the production of prime export bacon that it is now used as a standard with which other grains are compared. In his experiments to determine the nature and causes of "soft" pork, Shutt found that the best bacon produced was by a ration in which barley was at least one-third of the whole amount. Farmers in those parts of the country where barley is a prominent crop can well devote attention to their opportunities for pork production; besides, in addition to this grain, some of the leguminous crops can often be grown for pasture, thus furnishing materials for a well-balanced ration.

The grain-growing districts of Eastern Oregon and Eastern Washington are instances of such localities. Corn is raised there to a very limited extent, but barley is an abundant crop and can be produced at minimum cost, and often wheat may be utilized. In nearly all parts of this section there are irrigated valleys where alfalfa grows abundantly. Yet every town and city in this section imports immense quantities of pork products from the corn belt; indeed, it has been stated that 75 to 90 per cent. of all the hams and ba-

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con sold at Spokane are shipped in from the East; and when one remembers that this city feeds a very great territory it is readily seen how great is the dependence on the corn belt.

#### What Will Make a Fancy Article of Cheese.

Year by year as we pass along the line of progress in the development of our every-increasing dairy industry we find it necessary to dig deeper into its hidden truths, deeper into its unwritten laws, in order to be able to answer the thousand questions that are continually presenting themselves for solution that we may mature it in the best possible way.

There are, however, very many things in the written law that have been proven beyond the shadow of a doubt, and which every individual in the business knows as well as his name, which we need to observe with extreme care. It is some of these things to which I wish to call your attention, and for a short time to discuss.

The markets of the world are demanding every day the best article of any kind that can be produced anywhere, and the people who can put the best article there in the most attractive style are sure to capture the laurels. These are what we want, and I believe it is no more than we can accomplish, but we must not ignore the common principle or law that like begets like.

To-day we are after a fancy article of cheese. How are we to get it? It can only be produced one way: everything that goes into that cheese must be of a fancy kind, from the skill in its manipulation and the place in which it is performed, all the way back to the cow, her stable and care, and the man and his skill who milks and cares for her.

The milk is the raw material with which the cheesemaker has to deal, just as timber is the raw material that the wheelwright has to deal with; and no more can a man expect to get a fancy article of cheese from his third-class milk than he could expect a first-class wagon if he gave his wagonmaker basswood to build it from. Paint may cover any kind of wood, and cheese cotton will hold the curd from any kind of milk, but the test comes later.

In order to get out fancy cheese there are four essentials:

1. The cow producing the milk must be perfectly healthy.
2. She must have an abundance of good, wholesome and nutritious food, and an unlimited supply of pure water, with constant access to salt.
3. The milking must be done in the most cleanly manner, in a pure atmosphere, and the milk strained immediately into good sound cans that have been thoroughly cleansed by the use of warm water with a little soda in it, and a brush, afterwards scalded with water as hot as fire can make it, and then exposed to the free action of pure air and sunlight.
4. The milk should then be removed from any stable contamination and set into a suitable tank of water, and cooled down to 70 or below as quick-

ly as possible, and then covered to keep the air and dust from it, and when placed on a stand along a milk route it should be protected from the sun in a proper manner, a covered stand being preferable. Milk of this sort will make more cheese of a much better quality than that which is allowed to care for itself. I believe that one-half pound of milk can be saved by this method for every pound of cheese made, which, according to last year's business, means a saving of 7,340,228 pounds of cheese, which, at 10 cents per pound, makes \$734,022.80, or nearly half the total cost of manufacturing the cheese in the Province last year. This saving comes directly into the hands of the producer of the milk, and if he can cut away half his cost of manufacture, will it not pay him to adopt improved methods?

We must get closer in touch with the farmer, and help him to improve the surroundings of the milk; help him to see the necessity of adopting new and improved methods, just as it is necessary to adopt them in the factories.

Under such conditions as I have described, the cheesemaker has entire control of the acid development in the milk, which is the prime factor in cheesemaking. He may cultivate and keep a pure culture of lactic acid bacilli of a vigorous type, producing a most desirable flavor of uniformly high quality. It doubles his capabilities to improve his product, and enhances the reputation of our trade.

S. P. Brown.

Writers on agricultural topics for the British newspapers continue to devote a good deal of attention to potato culture and to the prominence it has attained, owing to the high prices paid for certain new varieties. A Dumfriesshire farmer tried the experiment of using the boxing system for preparing potato seed. He claims that the yield per acre has been increased two or three tons, owing to the acceleration in maturity of early potatoes by sprouting them in boxes in the winter or early spring. He recommends the change from a high altitude or a cold or wet climate to a warmer locality. The most robust crops are obtained from miniature tubers for seed.

"It is admitted that workmen may sometimes strike and gain their point," wrote Professor Perry, of Williams College, "but it is none the less true, for all that, that strikes are false in theory and pernicious in practice; that they spring from utter misapprehension of the true principles of wages; that they embitter relations between employer and employed which ought to be cordial and free; and that they are rarely or never advantageous to the workmen themselves."

Always be able to look your expense account in the face with a clear conscience.

Dead men tell no tales, which is a temptation to dispose of some of our popular authors.

# Butter

Is certainly at the top for the present.

I always want all the receipts of fresh butter I can get year around.

E. F. DUDLEY, Owosso, Mich.

## STORE YOUR APPLES

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

Grand Rapids  
Cold Storage Co.

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.

## HARDWARE

### Metals As Much Alive As Human Muscles.

So wonderful are recent discoveries in chemistry and physics that it will not be surprising if one day it be found that what we call dead matter is really alive.

An East Indian professor has gone far towards proving that tin, platinum and other metals are quite as much alive, though in a different way, as human muscles.

One of the stock experiments shown to every medical student is one which proves that muscle contracts when it is pinched, or electrified, or excited in any other way. A little piece of muscle is cut from a recently dead frog. One extremity is attached to a fixed point and the other to the end of a pivoted lever. At the free end of the lever is a writing apparatus, which rests against a moving piece of paper.

When the muscle is pinched it contracts and moves the lever, so that an upward line is marked on the paper. Then, as the muscle lengthens again, a downward line is drawn. This happens each time that the muscle is stimulated, and the result is a diagram of wavy lines upon the paper.

The muscle, it may be said, remains alive for a considerable time after the animal has died—much longer in the case of a frog than of a warm blooded animal. So long as it is alive it can contract; so soon as it dies it ceases to contract. This is the reason why the electrical test is such an infallible test of death and prevents any danger of people being buried alive.

Of course tin and platinum can not be made to contract by pinching. Therefore, Mr. Vasu uses a slightly different experiment.

If the ends of the piece of muscle be connected with a galvanometer, which is like a mariner's compass, it is found that when the muscle is pinched, or tapped, or twisted, it produces an electric current. Both ends produce equal currents, and so the needle of the galvanometer is not moved. But if one end be injured by nitric acid or by burning, it produces no electricity. The other end will, therefore have things all its own way, and the electric current which it sends forth when pinched moves the needle.

Vegetable substances—the stalk of a leaf, for instance—act in exactly the same way.

But the surprising thing is that a piece of tin will give the self-same results.

If that were all, we would not have much reason for surmising that metals may be living things. But Mr. Vasu has performed a long series of experiments.

Muscle, as we all know, grows tired from use. Just as the muscles of the arm will refuse to lift a dumbbell after a certain number of times,

so will the little experimental strip of muscle refuse to give electric currents. After the first few stimuli, it will move the needle of the galvanometer less and less, until it ceases to move it altogether. But the same thing happens with a strip of platinum—that is to say, platinum suffers from fatigue just like muscle.

But if in lifting the dumbbell a good rest is taken between each two efforts, then one's arm does not grow tired. So with the little strand of muscle. If the pinches are given at considerable intervals it will continue moving the needle equal distances. And so also with the strip of platinum.

Nerve, on the other hand, never gets tired like muscle, and there are metals which resemble nerve in this respect. Tin was believed to be indefatigable. But Prof. Vasu found that when he kept it going for several days it gave in at length.

Strange as it is to find metals subject to fatigue, it is still more strange to find that they are influenced by chemicals much like ourselves. They can be stimulated, depressed and even poisoned.

In experimenting with the strip of nerve or muscle, or leaf stalk, if some chloroform be applied to it it will cease to give an electric current, but after awhile it will recover; if the poison veratrine be applied the muscle will recover, but not for a long time; if nitric or sulphuric acid be applied it will never recover.

Compare these facts with what occurs in a piece of tin or platinum wire.

First, the piece of wire is placed in pure water, and is then excited by a tap or two, or a twist. It gives forth an electric current, and a line of a certain height is drawn by the writing apparatus. Then a little bicarbonate of soda is dissolved in the water. This chemical has quite a stimulating effect on the tin wire, and so the electric current produced is stronger, and the line on the paper becomes longer.

Next a depressant is tried, and the same drug which depresses our own nervous system—bromide of potassium—also depresses tin. The consequence is that the electric current from the tin is reduced in power, just as in the case of our own nerves.

But even a more striking effect can be produced. That deadly poison, oxalic acid, which painfully kills so many foolish suicides, is also a deadly poison to the tin wire. If so small a quantity as one grain in 10,000 grains of water is used the electrical response of the tin wire is destroyed. The wire may be washed with water and scraped with emery paper to remove the poison, but still it gives no response. It is just as dead as a poisoned human being.

This sensitiveness of metals to drugs is shown in a still more marvelous way. There are several drugs which, if taken by human beings in small doses, are stimulating, but if taken in large doses have the opposite effect. One grain of quinine two or three times a day, for instance, acts as a stimulant. But if doses of three grains and upwards were taken

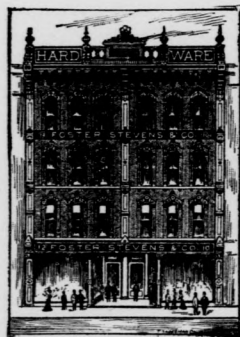
## Autumn Glass

Our fall business must be a "RECORD BREAKER." We bought well and you are to receive the benefit. Our prices to you will be reduced. We carry a complete stock and ship promptly. Our glass has the quality.

ORDERS ORDERS ORDERS  
SEND THEM IN

**Grand Rapids Glass & Bending Co.**  
Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets  
Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

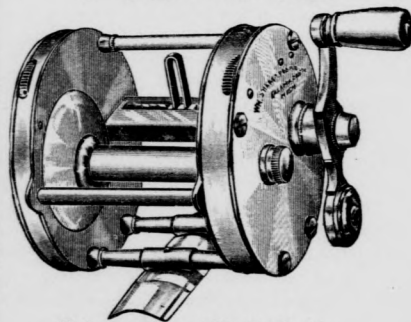


# FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

## FISHING TACKLE



Shakespeare's Level Winding Reel.

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

# Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

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

## Use Tradesman Coupons



the effect would be seriously depressing. Now, a piece of tin wire is affected in precisely the same way by solution of potash. When three grains in a thousand of water are applied, the tin becomes more lively, and gives off a stronger current; when thirty grains in a thousand of water are used the wire is utterly paralyzed, and gives off no electricity whatever.

In many other ways the tin wire has shown evidence of possessing something remarkably like vitality. For example, it was affected by heat and cold, just as animals and plants are affected. When it was cooled down to within 9 degrees of freezing point it became exceedingly sluggish; when warmed to 86 degrees by means of hot water it became brisk, as most plants would under the same conditions; but when heated to 104 degrees it grew so feeble as to give off only a slight current.

Tin wire and strips of platinum may not be able to talk or walk. But it is obvious that they have feelings of some sort. John A. Howland.

#### Business Women Must Wear Plain Attire Now.

There is a whisper going the rounds of business offices in which women are employed that employers are getting more fussy every day. Some of the older women point out complainingly that there was a time when practically all a man did or said when engaging a woman clerk was to look at her credentials and ask how much salary she wanted.

That was in the days when women stenographers were almost scarce, when women typewriters were less plentiful than they have since become, and when a burning desire for an independent supply of pocket money did not so often impel girls as soon as they put on long dresses to apply for office employment.

At any rate, whatever the reason, it seems to be true that since the supply of women stenographers and typewriters has grown to exceed the demand employers are becoming more and more exacting in regard to the appearance of the young women they engage to work for them. This is just as true of the large uptown dry goods stores which employ thousands of women as it is in downtown offices and wholesale business concerns.

A young girl came out from an office building the other day, her nose in the air, her face flushed with indignation.

"The idea!" she exclaimed to a waiting friend. "That horrid man told me that he expected his clerks to wear high linen collars and not a low neck waist. Just as if my waist could be called low neck!"

The girl was wearing a white cotton waist cut round at the throat and finished with a narrow edging instead of a high neckband. In place of the neckband was a string of blue beads.

Afterward in speaking of the occurrence the unappreciative employer, who seemed to be anything but hard hearted, said:

"I am awfully tired of seeing dress-

ed up clerks in this office. I don't mean to have any more of them. These are not show parlors.

"The women clerks don't have to receive visitors nor to entertain customers. Stenographers and typewriters are here to do that work and nothing else.

"I believe there are still offices in this city who like to make a show-piece of the stenographer, just as there are restaurants which employ none but exceedingly pretty cashiers; but they are comparatively few and far between. The great majority of business houses hire stenographers to work, and they make no distinction between men and women.

"In fact, in the business world to-day the question of sex is not considered in laying down rules. If woman wants to compete with man and do it successfully she must not look for special privileges.

"Now, in the case of dress, for instance, I think a woman's business dress ought to be neat, inconspicuous, serviceable. Gauzy fabrics which reveal the neck and arms, chains, floating ribbons and flashy jewelry are certainly not appropriate accessories to a business uniform.

"I made the discovery long ago that the girl who is much fixed up in business hours generally works with her eye on the clock and puts her hat on at least five minutes before it is time to go, and that sort never becomes valuable to her employer, no matter how smart she may be.

"I think it is only a question of time when the rule now in vogue in the best dry goods stores in regard to saleswomen will apply to stenographers, typewriters, all women employes. In those stores black dresses are demanded. None may wear a colored gown, not even heads of departments. In one store the manager goes so far as to prohibit even a turnover collar of blue, pink, red, or any other bright tint. Turnovers must be white or else none can be worn. Neither are fancy chains nor showy jewelry tolerated.

"Yet I think some business men are going too far. I do not always find that the plainest appearing girls are the best workers, or that the girl who touches up her hair and wears bows in it is bound to take little or no interest in her work. Far from it.

"An almost infallible test I find is this: When talking with an applicant, if she gives me her whole attention, keeps her eyes in front of her no matter who passes behind her or at her side, or in and out of the office, until our interview is over, I am satisfied that that girl will be able to concentrate on her work.

"What business men are looking for is women who in business hours can put their attention on their work and keep it there. No other sort is of any value, no matter what sort of regalia she wears or what color hair she has.

"I have noticed, though, that dark haired girls are less given to primping in office hours and less flirtatious and appear to be less taken up with outside interests of their own than the blondes."

## HARNESS

We want your harness and collar orders. We have cut 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.

## \$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.

## 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

## Freight Receipts

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

BARLOW BROS., Grand Rapids

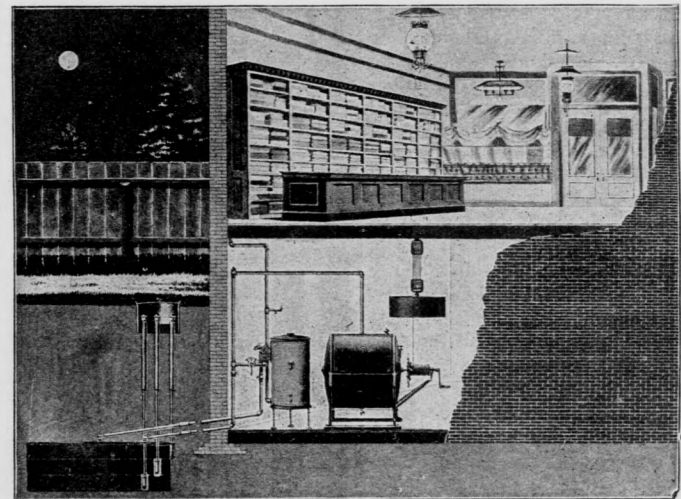
### AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids.

# 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

## THE TREATING EVIL.

## How It Has Been Overcome by Organization.

"More honored in the breach than in the observance" is the ancient, social, pernicious custom of treating. It is the chiefest obstacle with which the advocates and promoters of temperance have to cope. It is the main gateway through which the vast army of victims has passed into the melancholy realm ruled by red eyed and despotic Bacchus, where the nights are feverish and the days are blue; that weird realm where lamp posts totter and houses spin around, and occasionally green snakes and purple monsters perform hideous antics. It seems a kindly, fraternal, genial custom, this greatly prevalent American one of our treating one another at saloon bars, yet the abolition of it would certainly have the welcome and wholesome effect of practically stopping drunkenness and the creation of drunkards.

And to abolish this ostensibly well meaning but really vicious and evil producing custom is the grand object of the Anti-Treating League of America. "Have one with me, gentlemen," "Fill them all up again, bartender," "Nominate your poison, boys"—these expressions, when the principles of our league prevail (and they are spreading, I am glad to say, at a satisfactory rate), will be as the forgotten shibboleths of a vanished cult of shriners who knew not when to stop in their foolish deviations.

Most men who acquire the drink habit do so through the custom of treating. It is difficult, perhaps impossible, to find one who has acquired it by going into a saloon and having a lone drink by himself—and perhaps it is as well for humanity that it is so. It is the convivial company and the "round" after "round" of drinks that do the work. A man goes in with a friend, intending to have a little refreshment and a brief chat, and there they meet other friends or acquaintances with whom they feel bound to fraternize, and everybody buys in turn, such being the etiquette of the bar, and one drink multiplies into many, and minutes stretch into an hour or more, and there is a loss of time, money, health, and common sense, and subsequently of proper business or working ability. Such is the evil which our league has been formed to combat, and this evil is grievously prevalent to-day all over America.

Man is a social animal—the more social the better man—and the men who go under the despotism of Bacchus by the treating route are usually among the best on earth. Professional and business men, brilliant, talented, and genial, fond of the companionship and cultivation of their fellow man, they love to linger, and converse, and drink and reciprocate, with a final result that is usually disastrous. The saddest phase of it all is that it is the good, agreeable, popular fellow, the general favorite, that usually goes to the bad in this way. After a time he ceases drinking for the sake or excuse of sociability; he

begins to go in alone, drinking for the sake of the drink, not once but many times and in various places.

The Anti-Treating league is by no means rigorous or sweeping in its rules. It does not enforce prohibition on its members; it strongly recommends moderation. It offers no objection or restriction to reciprocity at a social function, to cigars or soft drinks anywhere, or to serving wine or other beverages at one's home if desired. It does not require total abstinence in its members, but advocates it where a man can not take one drink of liquor without a craving for more, or where "the smell of a cork sets him off." It does not even expel or censure a member for breaking his resolution, but leaves him to the reprimanding of his own conscience. However, as a practical deterrent to any such weak brother, the league has an accident insurance feature, and the policy contains a clause "making the same void if the owner should become injured or killed while under the influence of alcohol."

From a small and impromptu but enthusiastic beginning, due to a couple of dozen earnest and practical business men, who personally had good cause to realize the bother and nuisance of the ubiquitous treating evil, the league has greatly increased the magnitude of its operations, extending by most gratifying leaps and bounds. Its emblem is now seen on numerous coat lapels and will be daily seen on more and more. It consists of a gold and enamel button bearing the name of the league, with the "arms" of the organization, two hands thrown up in protest, and the motto, "Excuse me, please."

When you see a man wearing such an emblem do not ask him to take a drink, for it will be useless. If

you wear one he will not think of extending to you a similar invitation. For the wearing of such an emblem, albeit it conveys no platitudinous sermon or sentiment, announces that the wearer is a member of the association "to promote the cause of temperance among all men by refraining from indulging in the pernicious custom of treating any friend or friends to any intoxicating liquors and to refrain from accepting all so-called courtesies from others."

The neophyte may feel strange, lost and lonesome at first when taking what is called a "Dutch treat" or a "loner." But his friends, when he explains matters, will soon respect his views and perhaps become converts to this laudable new cult. His employer, if he have one, will have increased confidence in him. Even the saloonkeeper will appreciate the change in him, for he respects a sensible man who takes a drink and goes about his business. A. K. Draper.

Nothing convinces like conviction.

We Are Distributing  
Agents for Northwest-  
ern Michigan for

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

**Paints, Varnishes  
and Colors**

and  
**Jobbers of Painters'  
Supplies**

We solicit your orders. Prompt  
shipments

**Harvey &  
Seymour Co.**  
GRAND RAPIDS, MICHIGAN

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

## We Say It Again

Advertising only

Pays when you have the Goods that have Merit

That's Where we Shine

—  
**STRAUB BROS. & AMIOTTE**  
TRAVERSE CITY, MICH.

# IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's  
best ones, that call for

# HAND SAPOLIO

Always supply it and you  
will keep their good will.

**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.



## MEN'S FURNISHINGS.

## What Merchants Have Favored in Their Orders.

Every indication points to an unusually active fall business in men's furnishings. Initial orders were placed in such a generous volume that wholesale houses already vote the new season a success. During the early part of the buying season an exceptionally strong tone characterized transactions, and it is expected that a similar condition will prevail when duplicates come to be booked. The protracted cold period of 1903-4 is in a measure responsible for the healthy state of sales. Retail stocks were cleaned up—more so than usual. The buyer who now quibbles over prices is rare. Some wholesalers have decided to adopt a heroic policy hereafter regarding cancellation. Goods are sold with a distinct assurance that countermands will not be recognized. This is a step in the right direction. Be it said to their discredit, a certain element of dealers do not hesitate to return merchandise on the flimsiest of pretexts. It is especially distasteful for the wholesaler to get a series of cancellations in mid-season, and this through no fault on his side. The difficulty heretofore has been that some selling houses hesitated to refuse to honor countermands, fearing that the account might be lost. The sooner the trade as a unit declares against unjustifiable cancellations the better.

There is nothing radically new in the shirt line for fall and holiday selling, although such novelty hues as tans and grays bid fair to sell exceptionally well later on. Country merchants seek the novelty shirt, but so far these purchases have been so scattered that it has been impossible to decide on any one or few styles as predominant leaders. Clipped figures will undoubtedly be general favorites this coming spring. Plaids and pongees in silks and flannels are the novelty sellers for autumn, which will probably receive the most favorable comments from market buyers. It is noted that not a few silk shirts with stiff cuffs will be sold this fall. Stiff bosoms are not as well liked as in previous seasons. Combination shirts in the more conservative contrasts have been taken up eagerly by country merchants. The newer things in cuffs very closely approach the French model; that is the cuffs are bordered by a stripe as found in the shirt. Otherwise the ground is white. Shirt purchasing at retail during the last few seasons has demonstrated the fact that the consumer cares more about colors than quality. Manufacturers are taking this into consideration and while quality will not be slighted, more attention will be given to the pattern. Imported cloths are being copied in domestic goods and it is now hard for the haberdasher to boast of his exclusive pattern.

Moderate sized tabs on wing collars for fall are favored. Taking into consideration the fact that it is extremely risky to push sales of outlandish widths in ascots and once-over, the retailer should do nothing

to encourage such sales by handling the extreme tab. The present tendency in fold collars seems to be in favor of the sharp corner instead of the round one. One of the novelty touches of late collar productions can be found immediately around the buttonholes—the surface is thin around the buttonholes and along the bottom at the sides. This permits of greater satisfaction in fit and at the same time makes the collar easier to button; while the fold collar will lead the wing this fall and winter, manufacturers believe that the poke will come in for favorable mention. Wing shapes in collars are brought out in endless variety. A change in proportion of tab to the front or back height, or the increasing or decreasing of the front space completely alters the general appearance. This latter production is found to embody proportions which are more nearly correct than any collar of this style heretofore designed. It may also be said to approach closely the ideal wing collar. The measurements are, front, two and three-eighths inches; back, two inches.

Mulberry, chocolate and burnt orange shades in cravats for holiday selling are taking exceptionally well. The 2¼-inch four-in-hand is not taking as well as anticipated, although large buyers claim they will sell rapidly around holiday time. The lined and reversible ascot of about 3½ inches in width seems to be a great favorite with all classes of buyers for late fall display. Many new and novel weaves have worked into this style of cravat and the new texture of the silk plays not a little part in the orders now being placed. Puffs and the broad bat-wing tie promise to be features most profitable for the country merchant. Orders placed for mufflers have been somewhat conservative. The best trade has registered its approval of the 36-inch folded unstitched square. Whites are selling fast. Probably the latest and most popular novelty in the muffler line is made of high-grade Japanese handkerchief silk. These novelties come in solid colors for the most part and brown, garnet and purple are favorite hues. In cravats bought for early fall display a tendency seems to favor the most novel design and color scheme. Changeable warp effects such as brown shot with purple and purple with burnt orange take best in the 2-inch width. Campaign novelties are selling as well as ever and country retailers are able to reap quite a little profit on them. In the finer qualities of neckwear stripes are coming back again. The two-inch four-in-hand with either square or pointed ends in chocolate browns is one of the best sellers for early fall trade at present. The campaign novelties are much liked in the teck form.

Every one comes to the point where he needs sympathy, help and comfort, and the highest point that one can reach in this world is that of service for others. You can only be saved to the world as you give yourself to the world by personal service.—Rev. J. Herman Randall.

**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.

THEY FIT

**Gladiator Pantaloon**



**Clapp Clothing Company**

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.

**25 Years Before the Public**

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

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.

## PORTRAIT ADVERTISING

## Defended by One of the Princes of Advertisers.

Written for the Tradesman.

Not long ago, while roaming around an Upper Peninsula city, I saw seated in an easy chair on the veranda of a hotel a man whose countenance seemed familiar, although I could not at once place him. He was heavy of build, with an eye sparkling with optimism. A brilliant stone sparkled on his shirt front, while with knife in hand he whittled in silent contentment.

Where had I seen that face before? I pondered over the question and gazed at him long and earnestly, but was unable to solve the problem. At this juncture my eye chanced to wander to a nearby billboard, where, in brilliant colors, a dozen faces identical with the one on the veranda smiled at the passing throng, and underneath, in letters of considerable size, I read that Beeman's pepsin gum would cure seasickness and dyspepsia.

Here was a chance to talk with a great advertiser and learn from him the secret of getting rich by the liberal use of printers' ink, so I approached the gentleman, who happened to be alone, and enquired if he was the great Beeman, the pepsin gum man. Extending his right hand, he admitted that he was the man in question, the man who made gum chewing permissible in the circles of the best society.

I have heard from the lips of the ultra conservative of the social swim that gum chewing is a fad, that it is dying out, that it is an abominable habit and that the growing intelligence of the people is slowly but surely killing the gum business. Yet there was no anxious look about the face of this man to show that the chewing of gum is ceasing to be a factor in the creating of dividends to numerous American capitalists, so I queried him regarding the matter.

"People chewed more gum last year than ever before," answered the portly gentleman from Cleveland, as he looked away across the city park with evident satisfaction with the way things were shaping themselves in commercial circles.

"Say, we paid dividends on some of our stock every month in the year, besides putting \$185,000 into the reserve fund. The gum business is booming. We've got a corner on the business. I guess we've got about a dozen factories. Anyway, we have a gum trust, and it's so big I can't just remember how many factories we have. We've got about all the big ones in the country.

"Before I commenced making pepsin gum it was considered a disgrace to be seen chewing the stuff, but that pepsin did the business. Now that gum chewing is a benefit to the health, nobody thinks anything of the habit. Pepsin gum has made the industry what it is to-day."

I had always entertained a vague idea that the advertising matter sent out by this gum concern contained more pepsin than the product of the factories.

"Say," I asked, "is there in reality any pepsin in your gum, or is it simply a scheme to keep people in line, under the impression that they are benefiting their digestive apparatus when they work their jaws over the stuff?"

Mr. Beeman assured me that his gum contains a sufficient amount of pepsin to make it valuable. And then he told me how he came to use his picture in advertising his product. He said he took the idea from W. L. Douglas, the three-dollar shoe man, but he originated the idea of printing several heads in a row, which scheme was copied by Ringling Brothers, the circus men.

"I remember," he continued, "an incident which happened some years ago, which proved to my satisfaction that it is wise to use one's features in an advertisement. A country newspaper in some jay town down in Kansas, I believe, roasted me to a turn, saying I used my picture in advertising my gum because I had the swell head and liked to see my features on paper. I came to the conclusion, after reading the roast, that if the people in the back districts took such notice of my advertising it must be good, because in the cities those pictures confronted people at every turn, and they couldn't help seeing them. You see, people don't have to read the advertising to know what it means. My picture anywhere makes one think of gum, and so I consider it good advertising."

"Do you think it pays to advertise all the time?" I asked, remembering the sayings of numerous wise-looking gentlemen who have oftentimes assured me that advertising is all right at certain seasons of the year, but not all the time.

"Of course it does. You can build up any business by advertising, but you've got to keep at it or your business will die. The first year you stop advertising your business will decrease one-half. The second year it will decrease faster, and it won't be long before you won't have any business."

"Of course, store advertising is somewhat different than ours. A merchant can stop advertising and the decrease will not be so heavy, but to be a genuine success he must keep after the people through the papers."

"You can sell anything by advertising, but you can't make a continued success unless you have an article of merit to sell, as people won't buy a poor thing the second time. Put a good thing on the market, advertise it well, and you will succeed."

This gentleman of chewing gum fame, like all enterprising advertising men, likes to talk about the business. He is easy to approach, notwithstanding the general impression that American millionaires are cold-blooded individuals whose features are sharp and who are so busy they have no time to talk, unless one has a proposition to discuss which promises dividends in carload lots. He is even better looking than the billboard lithographs and magazine advertising illustrations which have been placed

before the country would lead one to believe.

The only tough proposition the gum trust has been confronted with, according to the inventor of this rubber-like dyspepsia eradicator, is the introduction of this great American product into the land of the Britisher. Last year the gum trust spent \$10,000 in dear old London advertising Beeman's pepsin gum, but the populace turned up their nasal organs and exclaimed that Mr. Beeman's mode of publicity-seeking was "nawsty." That is the word Mr. Beeman used in telling me of the undertaking.

But this bunch of gum manufacturers is composed of true American business men, who believe they can yet conquer the proud people across the pond, and with this end in view they are erecting a gum factory on that side of the ocean, where anti-dyspepsia sticks will be turned out by the million. They will continue to advertise till all England knows the wonderful curative properties of this great American invention and until the royalty of the land shall write testimonials telling the people of the great value of the stuff.

After seeing Mr. Beeman and talking with him one could never imagine him sitting in a place of business and telling an advertising man that it doesn't pay to advertise. It would be impossible to picture him as a merchant who doesn't invest in printers' ink because "all the people know me and if they want my goods they will come here to buy them."

No, Mr. Beeman is not that kind of man. He is an illustration of a hustling American business man, one of the kind that prosper, while their more conservative brethren live within themselves and wonder why the people pass their door to enter the store of Whooperup & Company to buy their wearing apparel, groceries, etc. If Mr. Beeman were a merchant he would advertise all the time, and he wouldn't care if the other fellows criticised his methods. He is a man of ideas, original ones, and when he talks about advertising he talks facts, for he has shown the world that he knows the ropes. It might do some business men good to seek him out and talk with him.

Raymond H. Merrill.

The demand for colors in hats holds good. Soft hats for young men are playing a prominent part in this fall's selling at retail. In stiff hat lines there is nothing decidedly new in the shape. The crowns on the best sellers are a little higher and the brims a mite narrower. The fall style has plenty of conservatism and snap—a fact which has assured it a most favorable reception. Hat manufacturers aver that browns are forging to the front rapidly. The lighter shades have bands and bindings of a contrasting color. The best selling style in the soft line has a crown about 5 inches in height, which may be worn dented or telescoped style. The brim is about 3¾ inches in width and slightly raised at the side. The most novel band is figured in jacquard effects.



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

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





### Popular Fall Weaves in Dress Fabrics.

There is a fair amount of house business in dress goods. Still it could be larger and could be well taken care of by wholesalers. General reports are that the advance business which was taken by the roadmen early was more satisfactory than in the house and assorting end. With many merchants the market and house buying has resolved itself into filling-in and assorting. Their advance or road selections constitute the larger share of their dress goods business. When they select dress goods in market it is more along the line of novelties and fancies and for the purpose of increasing certain numbers which have developed strength unforeseen when they place their initial orders. It may be said that the early road business for the fall and winter was approximately of a normal character, equal in some instances to that of a year ago, but the house business is hardly up to the usual amount. This is not so important owing to the fact that such a large business was placed on the road.

There is no doubt that the weaves for street wear for the season are well defined. In fact there has been little doubt for some time regarding the probable favorites for out-of-door costumes. Weeks and even months ago it was well assured that two weaves appeared strongest for fall and winter. These were mannish effects in suitings and broadcloths. Both weaves have maintained their early promise of popularity and are now very generally the recognized favorites for tailormade suits—street wear.

The weave for housewear—dinners, evening parties, churches, social events—has not developed so clearly as have the weaves for dresswear. Indeed, some of the principal dress goods buyers are even to-day less certain about the leading dress fabrics for fall than they would like to be. But most buyers are willing to advance the opinion that crepe effects and eoliennes will be the probable favorites. At least, they will be very conspicuous. This fact is already recognized by most dress goods buyers. It would be difficult to find any dress material more attractive than are some of the new eoliennes. Particular attention is called to certain offerings in black eoliennes in the better retail dress goods stocks.

A plain black eolienne is in itself not unattractive. With a lining either of black or colors it makes a very rich appearance. But there are some fancy eoliennes appearing that are especially handsome.

The merit of the fancy eolienne is that different slips can be used. For church or for less formal occasions black slips for a ground can be used. There is formality with the black ground for a lining, giving dignity to the gown which is desired for occasions of this character. Then a quick transition to a livelier gown is possible.

If a gown is desired for a social event, dinner or evening wear, possi-

bilities exist in the eoliennes which appeal to many. Slips of different colorings will accomplish this change of effect. The choice of colorings is with the wearer of the gown and may be whatever she chooses. The selection may be one or more of the evening shades, or it may be one of the fall shades which are now appearing, such as burnt orange, copper, etc.

The effect of the colored slip under the black fancy eolienne is striking. There are few materials to excel the effect thus secured in the entire domain of dress goods. In addition to the combination secured with blacks and colored slips for the same pattern, the economical feature will also appeal to many as desirable. It should be noted that the size of the openwork effect determines the liveliness of the fabric. For example, if the open effect is large, more of the color on the slip shows, thus producing a lively appearance. This effect is desirable for ladies of fewer years, but if an old lady fancies a gown of this material she may have one, but with less of the openwork effect, securing in that way a duller and more sedate appearance. Another consideration is that the color of the slip can be selected for the complexion of the wearer. Some of the fancy eoliennes have the openwork and in addition have small effects, such as polka dots, scattered between the openwork. For a rich and choice gown the foregoing is unexcelled. The two weaves, crepes and eoliennes, are strong favorites. Which will lead in volume of sale for social functions is uncertain.

As the season advances it is noticeable that darker shades of brown are appearing, the shades of autumn tint. It has been hinted in the past weeks that burnt orange is a new shade. There is also appearing a shade known as copper which is a possible favorite. Light blue on the order of cadet is another favorably received. Gray continues to press itself on the attention of the best shoppers. Many of the latest gowns seen upon the streets are in the new shades of brown, the most popular shades being bright and sharp.

Voiles figure prominently in the fall and winter lines. They should be classified and considered carefully by merchants. Generally considered, there are three classes of voiles, namely, chiffons, wire and London twines. Some would not class the latter with voiles, but in a distinct class by themselves. The chiffon voiles are lightest and softest. The wire voiles are a mediumweight and do not crush easily. For this reason they are much better liked by some of the trade. London twine is suitable for tailormade gowns to a greater degree than the others. The twines are considered more by the city trade than they are by the out-of-town trade. Crepe de chine and eoliennes are two strong materials for dress fabrics, but while both possess the same qualities eoliennes are preferred for the reason that they do not crush as easily as do crepe de chine, because they have more wool than the other fabric.

## "Clothes of Quality"

Have achieved a fame as lasting as time, and when you sell them you give your customers the best value and quality.

**Our Salesmen Will Soon be in Your State  
Do You Want to See One?**

He will show you the very best that is produced in clothing. These justly famous "Clothes of Quality" are the best investment a merchant can make.

**Sample Garments Cheerfully Sent Prepaid**

## M. Wile & Company

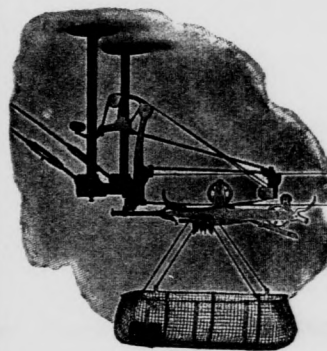
**High-Grade, Moderate-Priced Clothes for Men and Young Men.**

MADE IN BUFFALO



### Cash and Package Carriers

**Insure Perfect Store Service**



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

Save time and steps.  
Check all errors.  
Prevent "shop-lifting."  
No overmeasure.

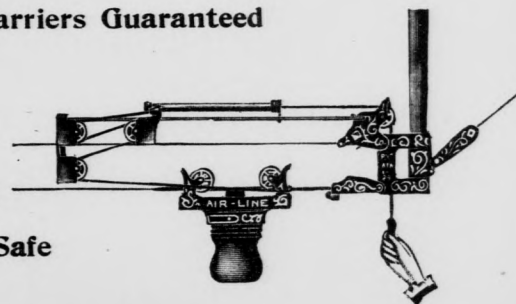
**Investigate**

**All Carriers Guaranteed**

**Rapid**

**Strong**

**Safe**



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



### Riches Cause the Real Test of Character.

Written for the Tradesman.

The other day the newspapers told a curiously pathetic little story that illustrates the weakness of human nature so completely that it is worth repeating here. In New York there lived a young couple who were happy, devoted to each other and rich. Through some mishap the man lost his fortune and came home in despair to his wife. Being a good and sensible woman, instead of reproaching him for his bad management or repining at her fate, she put her arms about him and said:

"Never mind, Charlie, you can get a job and I can cook."

And she did. She turned off her servants, went to live in an humble little flat and did her own work and, despite their poverty, the couple lived in devotion to each other and peace and happiness. After two or three years of this simple idyllic life, however, the wheel of fortune again turned for the young couple and they inherited riches, but, instead of being a blessing, they proved a misfortune, for the husband fell into evil ways, was untrue to the little wife who had stood so nobly by him in his dark days, and the story ended in the divorce court.

Perhaps this story is not so remarkable, nor its ending as unexpected as it seems, for the real test of character is not in meeting poverty bravely, but in bearing riches with equanimity. Many a man is saved from being a drunkard by lacking the price of a drink, and there is no such conservator of the domestic virtues as for a man having to work so hard all day he is too tired to leave his own fireside at night. Poverty is a great moralist and our purse as often as our principles decides our course of action.

The question thus suggested, however, of whether poverty or riches make for connubial happiness is an interesting one. According to the old adage when poverty comes in at the door love flies out the window,

but here is a case where when riches came down the chimney, love sneaked out the back stairs, and so the problem is left unanswered.

Undoubtedly bitter, biting poverty is a hard test for love to stand. In its essence even love must be material. When you are hungry you are more stomach than heart. When you are cold you think more of the temperature of your body than you do of the temperature of your affections. When you are harassed by bills and hounded by collectors money, and not sentiment, fills your waking thoughts and nightly dreams. Love has to be comfortable, so to speak, before it can work.

On the other hand, it can be smothered to death by too much luxury, and our common observations, as well as the records of the divorce courts, go to show that love and married happiness are among the luxuries that no millionaire has money enough to buy. Occasionally they are his by chance, but nobody in search of the ideal Darby and Joan would hunt for them in the palaces of the wealthy.

There are many reasons why the possession of great wealth should tend to separate people who are married, instead of drawing them together. The greatest, in this country, is because of the fact that the American man who achieves a fortune spends the first part of his life in making it and the balance in taking care of it. He lives in a world apart from his wife, whose interests she does not share and whose language she does not speak. He gets up early and stays out late, and when he is at home he is generally too nervous and tired to talk. The richer the man becomes the higher this barrier grows, until the wife of the multimillionaire finds that she has no husband—nothing but a money-making machine.

That money brings temptations to the rich man that the poor man never knows goes without saying. In the first place, if he inherits his money, it is harder for the camel to go through the eye of the needle than for him to escape being married for his possessions. Then, married or single, women smile upon him who can reward their glances with jewels and flowers and candy, and so it is that the man who, had he been poor,

would have been permitted to walk the straight and narrow path in peace, because he is rich finds himself the victim of adventuresses.

Statistics show that the ratio of divorce is much greater in rich and fashionable society than among the poor. This does not necessarily imply, as many seem to suppose, any greater moral laxness among the rich than among the poor. Take them man for man, and woman for woman, the smart set are probably just as virtuous and with as high principles as the bourgeoisie who criticise them. There is doubtless just as much incompatibility of temper and un congeniality of taste in green grocery circles as there is in banking circles. The only difference is that the green grocer is lucky enough not to have

time to think of his domestic misery. He is so hard worked trying to make both ends meet that he has not time to consider whether his wife represents his ideal of feminine perfection or not, while Mrs. Greengrocer's thoughts are effectually and permanently diverted from yearnings for a real soul mate by having to get up and get breakfast and patch her husband's trousers. Insofar poverty is the handmaiden of domestic happiness.

The rich miss this aid to marital bliss. Being freed from the daily grind they have abundant leisure to take note of each other's little imperfections and the state of their own affections. Mrs. Croesus, having nothing else to do and having exhausted all other pleasures, sits

## 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

"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.



with her finger on her pulse and observes that her heart beats do not quicken as they did ten years ago when her Henri Adolphus approached, from which she argues that she made a mistake in matrimony and missed her real mate. Or, being of a jealous nature, she applies her little thermometer to her husband's love and finds that from fever heat it has gone down to normal, and the result of her discovery figures as "alienation of the affections" in the divorce court. Or perhaps it is Mr. Croesus who, observing that his Mathilda's looks are not what they once were, starts out to hunt for thrills, the end whereof is trouble and tribulations and alimony.

Furthermore, the habit of self-indulgence is strong upon the rich, and the man and woman who are not used to doing without anything they want are pretty apt not to deny themselves a forbidden flirtation. But most of all it is ennui, the desire for fresh sensations and fresh amusements, and a general lack of something to do that are at the bottom of the domestic infelicities of the rich. You haven't time to hunt for affinities or even to know that you have not one when you are hustling for a living, and that is the reason that poor people so seldom get divorces.

The wisest prayer that was ever offered to Heaven was when the psalmist exclaimed: "Give me neither poverty nor riches," and this petition might well be incorporated in the prayers of the marriage service. Undoubtedly, the happiest couples are those where there is neither the wolf nor the automobile at the door. Nor need one look far to seek the cause of this. Where both the husband and the wife must make the home, where the furniture is gathered together bit by bit and every new adornment is the fruit of plans talked over a hundred times together, the couple have a community of interest that is the strongest bond in the world. The friends that all of us find most congenial are people who are engaged in the same occupation we are, who know the same things and have the same thoughts and to whom we can talk shop. This is doubly true of a married couple and it is a great argument for women assisting their husbands in their business.

But even if the woman is merely the housekeeper it is a great tie between her and her husband if she saves and sacrifices to help him get an interest in the firm he is clerking for or if she denies herself if he is a professional man that he may take some special course of lectures or get the instruments or books he needs. Such a couple, working side by side, with the same ambitions, the same aim, the same triumphs and successes, know the very highest joy that married life can give. I have heard many rich and famous men say that the days of their early married life, when they and their wives were working up together in the world, were the happiest days of their lives, and I know more than one bediamonded lady living in a palace who frankly bemoans the three room cot-

tage in which she went to house-keeping.

The very lack of money for amusements throws a couple on each other for companionship. They have not the means for the long European trips and the summers apart, that unconsciously, but inevitably, wean husband and wife from each other, for there is a habit in loving as in other things, and we can get used to doing without people. Right here, in this particular, is where narrow means are most a blessing in disguise, for when a husband and wife have reached the point that they are not necessary to each other's happiness the finest flower of love lies dead.

So, after all, the story of how Croesus chased Cupid away from the hearthstone is not so remarkable. Life is full of compensations, and the most wonderful and beautiful of all is that the beggar may have that which no money can buy—true and disinterested love. Dorothy Dix.

#### The Present Popularity of Bicycles.

A prophecy made early in the present year, to the effect that the demand for bicycles would during the summer and spring season of 1904 be greater than it has been in recent years, has, according to Cleveland dealers, been entirely fulfilled.

The reaction following the fad which prevailed shortly after the invention of the modern safety has now worn away and a healthy demand has set in, not only in Cleveland, but in many other parts of the country. Dealers questioned on this subject estimated the demand this season to be at least 50 per cent. above that which existed a year ago.

"The wheel seems now to have fallen into its proper place," said one dealer. "Many people are using bicycles for business purposes, both men and women, and there is also a good demand for them on the part of people who want this sort of exercise. It is not being overdone, however, in this latter respect, the demand being mainly in directions where there is really a need for the wheel. Suburban residents, park policemen and

police officials in the country towns about the metropolis are using wheels extensively. Considered purely as a sport the interest in bicycling is greater this year than it has been since the craze was on full blast. As evidence of this, witness the interest shown in the races which are soon to take place in Rockefeller Park. There seems to be quite a revived demand for the tandem safety this year. Many young women are again taking to bicycling as an exercise, and considering the question in a

general way it would seem as though the wheel was yet destined to have nearly as large a popular esteem as it had in its palmy days."

Life carefully puts her jam on the very top shelf, but she adores persons with enterprise enough to climb up and steal it.

She who cheapens herself should not be disappointed when she discovers that few people care for bargains.

## Facts in a Nutshell

# BOUR'S

## COFFEES

### MAKE BUSINESS

### WHY?

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

## YOU CAN'T FOOL A BEE



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

# Karo

CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

## TUMBLEWEED.

## Story of a Girl Prone to Acrobatic Exhibitions.

Written for the Tradesman.

Life is made up of strange contrasts and it seems as if I have run across more than you could shake a stick at this last week in the lives of acquaintances.

There must be something about me that invites confidence, for certain it is that I am made the willing repository of all sorts and conditions of love stories, of both young men and girls, and many a time am made the unwilling repository of tales of woe of those whose love story long since died—died long before its natural period of existence.

Sometimes a story is so funny or so pathetic that I say to the narrator that I would like to put it into print—always with her express permission, of course—changing names and localities, so that even her own mother would scarcely recognize her.

\* \* \*

There is a young lady I know who has had some very odd experiences. She has the love of adventure as a prominent characteristic, and the generally-attendant sense of humor is strongly developed in her. She is a pretty girl, winning in her ways and has no end of admirers.

These are of widely varied types. There is one who is not exactly what you would call an ascetic—in short, he likes a fast horse, bets on the races a little, etc., etc. In reality, he is a professional athlete.

Another lover is a minister.

"Widely separated as to individuality or occupation," say you.

Yes, but, remember, the young lady in question is mercurial in temperament.

Recently, she has had two laughable incidents fall to the lot of herself and the above young gentlemen. The comical thing about it is that the occurrences were so similar.

I will let her relate them in her own words:

\* \* \*

"My beau came to see me last night," she began, a twinkle in her eye, "I mean the athlete you've heard me speak of before. The young lady of the family where I board had a caller, so, as the evening was warm, I received my friend on the veranda. It happened that all the chairs had been carried around to the side opposite the hammock corner. My athlete offered to go and get me one, but I said, 'Never mind, I'll sit on the ledge here and swing you.' So he comfortably stretched himself out in the 'hummock,' as 'Jimmie Moore of Bucktown' calls it, and I sat on the piazza ledge lazily swinging him.

"After I had been engaged in this occupation for some little time, 'See here,' exclaimed my friend, 'I'm getting all the good of this hammock and you not any—come over here and sit with me. I can still be just as lazy and you just as kind, for you can still swing me as you sit and talk.'

"'All right,' I acquiesced.

"And then the funniest thing hap-

pened you ever heard of! I don't know how on earth it came about—my friend said I did it. As I remarked, he was stretched out full length in the 'hummock,' and I sat down on the edge of it. He solemnly declared afterward that he never stirred, but the next thing we knew the 'hummock' had flopped completely over, my athletic caller lay sprawling on his back on the other side of it, and I—well, I was sitting in the middle of his stomach, with my heels in the air, they in some inexplicable manner having caught in the meshes of that measly 'hummock,' so that I was 'held by the enemy,' as it were, while I was leaning more or less gracefully on my left elbow. Actually I was reclining at an angle of 45 degrees!

"I was first to right myself—my arms are long and I quickly disentangled those miserable little French heels—and the young man breathed a sigh of relief as I bounded off his stomach. I weigh only 110 pounds, but even that may seem heavy when planted without previous notice and with sudden violence in the middle of a man's digestive cavity!

"The athlete says he had considered me a slender girl, but he now knows for a certainty that I am no featherweight.

\* \* \*

"I must tell you another ridiculous circumstance that took place the evening I went car riding with my preacher friend," continued this jolly girl.

"When the recent Methodist Conference was in session I quite unexpectedly came into communication with an old flame of mine, in the person of one of the ministers in attendance. I conjectured that he would be here, and, as I had been engaged to him formerly, and he had never since married, I telephoned to the wife of a certain resident minister I know and through her found out that my old lover was here!

"It began to get real romantic. I wrote my more than friend a note and sent it to the Methodist church one morning by a messenger boy, inviting my minister friend to call on me at noon on that day, if perfectly convenient to him.

"As noon approached you may imagine my heart was going flippity-flop. I turned all colors of the rainbow by turns.

"I had set the time at 12.20, so as to allow the rest of the girls where I work to get out for their noon shopping or walk, and I lingered behind with a purpose!

"Promptly at the minute I had named in my note by the messenger, my old lover put in an appearance.

"In a trice the athlete and any other 'strings to my bow' were as completely forgotten as if they never had existed, and all the dead past came up before me like an open book.

"He invited me out to luncheon. We hurried over to Herrick's and sought a quiet, unnoticed corner.

"Where that noon hour—or two-thirds of it—went to I never knew.

# YEAST FOAM IS A

Trade maker for the Retail

Grocer.

It pleases his customers, they

come again for it and

buy other goods also.

## MORE BUTTER MONEY

In buying Salt for butter making, there are just two points to be considered—economy and the quality of the product.

The Parma Butter Co., Parma, Mich., recently made up a churning with different kinds of salt, including Diamond Crystal, using the same quantity in each lot, and asked a customer to decide which was the best. Without knowing the brands used, he reported that the butter made with Diamond Crystal contained the most salt, and was the best in quality.

Diamond Crystal Salt is used exclusively by a majority of the largest creameries in the country—and none of them has any motive in the matter save interest.

If these creameries find it profitable to use the Salt that's ALL Salt, grocers ought to find it profitable to sell this kind of salt to the country trade which furnishes the butter the grocer sells.

We've just published a book of letters from Diamond Crystal Salt users of National Reputation, which we are very glad to send free to any address on request.

**DIAMOND CRYSTAL SALT COMPANY,**  
St. Clair, Mich.



I think neither of us tasted so much as two mouthfuls of food, so eager were we in talking over old affairs.

"I loved him the first time I ever saw him; and many and many a time had he said the same in regard to myself.

"This all happened, it seems to me now, ages and ages ago. In reality it was about seven years ago that we parted, never, as we supposed, to see each other again. But that was not to be.

"One o'clock came all too soon. In the meantime we had arranged to spend the evening together. The minister was obliged to be at the church until a little after 8 o'clock and I was to come there about that time. I had an engagement, as it chanced, with a dressmaker near the church that very evening, and I would be through with her just about the hour my ministerial friend planned, so I was to come to the church and sit down in a seat near the door and wait for my minister to join me.

"This programme we carried out and then we went for a street car ride.

"The air was delightful—soft and balmy as a warm spring night. First, we rode out to North Park, then out to the Lake, then out South Division street. Here the seats were turned and the car waited quite a while.

"Let's walk a little," suggested the preacher, becoming impatient at the delay.

"So we left the car and walked down a short side street to the end of it and then started to retrace our steps.

"In front of the prettiest of the cottages, and for some distance beyond, there was a row of fine old shade trees. These cast a dense shadow. Just beyond the prettiest house the lot sloped from the sidewalk to a depth of four or five feet. Along the edge of the walk, about a foot from it, ran a wire fence some two feet high.

"The minister and I were earnestly talking over our old love matters and all the changes that had come into our lives since last we met. I remember I was recounting some of the ludicrous incidents of my life, and was gesticulating wildly in illustration.

"I was to gesticulate wilder and yet more wildly, for the next thing of which I was conscious the minister and I had cleared that Page wire—or some other old wire—fence and were rolling over and over down the embankment I mentioned.

"Once upon a time I attended a play in which a raw young Swedish emigrant girl addressed the audience, telling of her great difficulty, at first, in understanding the manners and customs of her new environment. After each story she told she ended up with, 'I was astonishment!' which was accompanied by the most extravagant of gestures to express her former distracted condition.

"Well, to state that 'I was astonishment' over the predicament in which I so speedily found myself puts it very mildly. I didn't know what on earth had happened.

"When we sat up—or rather sat down—at the foot of the bank, after recovering our disordered senses somewhat we burst into ungovernable laughter. I guess we sat there fully five minutes, so convulsed over the ridiculous plight in which we were so precipitately placed that the tears rolled down our cheeks.

"The girl is generally the first to regain composure under preposterous happenings and I proved no exception to the rule. As soon as I could come to a semicolon in my giggling, I pulled myself together and 'bobbled up serenely.'

"I gave my hand to the preacher man, but he was still so full of merriment he could not rise, and that made him laugh all the more.

"Finally, the minister got to his feet, helped me up the bank and we began to examine into the cause of our unlooked-for tumble.

"We found two pieces of wire looped securely into a crack in the board walk, and it was these that had caused our downfall. We unwittingly had stepped into the traps (perhaps left inadvertently by the fence-makers, perhaps purposely spiked down by the Wicked Small Boy) and before we knew it had lost our balance and toppled over in the extremely undignified fashion I have described.

"If we had waited in that poky old street car until it was ready to mog along all this never would have transpired and I would not now be rehearsing it.

"During the ride home we sobered down somewhat, but every once in a while the Conference man and I would burst into a fit of uncontrollable mirth.

\* \* \*

"These two accidents strongly remind me of the contretemps I endured when as a child I tripped my foot at the head of the long stairs and never stopped my downward flight until I had kicked open the half-closed door at the foot and landed in a heap of enraged childhood in the midst of a large company of select and sedate grown-ups!

"I possessed a sensitive child's horror of appearing in an embarrassing situation before older people, and this one was certainly embarrassing enough to have delighted my dearest enemy—if I had one." H. S.

#### Light Farming.

"Does Squire Justin still practice law in Clarktown?" asked an old acquaintance of the Squire's of a colored man who had come from the town mentioned.

"No, sah," was the reply; "the Squire's done got too old."

"Well, then, I suppose the young man has succeeded to his father's law business?"

"No, sah."

"What is the young man's occupation, then?"

"Husbandry, sah."

"What, farming! I didn't suppose he liked work enough for that."

"He don't. I means he married a gal, and don't do nothin' but 'tend ter her."

#### A Time for Caution.

A certain man in Kalamazoo is noted for a pair of the worst crossed crosseyes in the country. Not long ago he decided to kill a calf belonging to him, for the purpose of putting it on the market. He called a negro boy to hold the calf while he knocked it in the head with an axe. The boy seized the calf, and the man got his axe.

Suddenly Sambo dropped his hold on the bovine and exclaimed:

"Hol' on dar, Massa Tom; I wants ter ax you a question."

"Weli, Sambo, what is it?"

"Is you gwine ter hit whar you's lookin'?"

"Yes, right where I'm looking."

"Den, Massa Tom, fer de Lawd's sake git somebody else to hol' dis calf."

#### The Foundation of Success.

The foundation of success in modern commercial life is system; the foundation of system is energy. The successful business houses of to-day are those in which energy has been concentrated and directed toward specific purposes—in which the forces have been organized to get the greatest results. And the process by which these forces are utilized—the system by which the powers and plans of a business enterprise are put into operation—are the fundamental factors in business building.

Samuel A. Goldschmidt.

Gold never yet gilded a woman's heart.

## 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.

IT PAYS TO SELL  
GOOD GOODS!

Walter Baker & Co.'s  
COCOAS



TRADE-MARK

—AND—  
CHOCOLATES

Are Absolutely Pure

therefore in conformity to the Pure Food Laws of all the States.

Grocers will find them in the long run the most profitable to handle.

41 Highest Awards in  
Europe and America.

Walter Baker & Co. Ltd.

ESTABLISHED 1780,

DORCHESTER, MASS.

## 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.



### Relative Merits of the Pointed and Wide Toe.

I venture to say that the duration of the narrow toe shoes will be short and their retirement from the market will be as sudden as their entrance at the present time. The narrow toe shoe is a novelty or extreme of the staple styles and all novelties, no matter of what nature, are but short-lived; of course, there are exceptions in all cases, and this exception may apply to the wide or "Columbia" toe shoe that has been on the market for the past five or six years. The narrow toe shoes of the present time will not meet with public favor or be in demand as long as the "Freak" or "Columbia" toe shoe.

In the first place, the narrow toe is not as comfortable to the wearer as the wide toe; they are not as easy to fit, and they will not hold their shape as well as the wide toe. Most of the narrow toes are made on a decidedly flat last, the toe and tread of shoe touching at the same time. Yet the top or vamp of the shoe is just as full as it is on a curved sole shoe. In fitting a narrow toe it is necessary to fit them longer in proportion than the wider toes, in order to give the foot ample room for expansion from the tip forward to the end of the toe of shoe. If this rule is not observed the narrow toe will in a short time become very uncomfortable to the wearer, as it is well known that the foot will work forward in a shoe while in use and in the narrow toes the farther the foot settles forward the less room there is and the toes necessarily become cramped and uncomfortable. If these conditions exist for any length of time the wearer of the shoe will find himself in possession of soft corns between the toes, caused by the cramped position of the foot in the shoe. If the regular order of fitting in conjunction with narrow toes produces these results, why not fit the shoes longer than is customary in order to give ample room for the toes to expand and relieve the pressure of the toe joints? It usually results in an evil equally as serious as the above, for the reason that when the narrow toe is fitted long enough to offset any possible contraction at the toes, the foot will not rest comfortably in the shoe, because the wide part of the foot is placed too far back from the pit of the shoe and is resting on an incline, causing a pressure on the vamp seam at the front of the foot, which is very annoying and painful.

The reader will also notice that when the narrow toe shoe is fitted long enough to secure freedom there is a surplus of leather, which forms into large deep wrinkles just behind the tip of the shoe, and cuts into the great toe of the wearer, often-times cutting through the flesh. This

is on account of the lasts being too full on top for the flat bottom, and just as soon as the toes begin to turn up at the end, which they must eventually do, the surplus leather falls back in folds to wrinkle between the tip and the seam of the shoe, and usually forms the deepest where there is the least pressure, and that spot is just back of the tip.

The reader may perhaps say, "Why, the writer of this article is in error in his statements. Look at the shoes made to order by custom shoemakers. They are flat in the bottom and do not wrinkle on top when the shoes turn up at the toes from constant use." This also is very true, simply because the custom-made shoes are made the shape of the foot, and if the foot is thin the last is also thin and made to conform to it. Then, again, there are no two pairs of custom-made shoes made alike. But it is necessary to make shoes carried in stock uniform in order to fit the fleshy foot as well as the thin foot. At the time of purchasing a narrow toe shoe they seem quite comfortable, and in most cases they are. It is after the shoe has been worn for some length of time, and the foot has moved forward into the shoe, that they become uncomfortable, and as the wide part of the foot settles forward they also lose their shape by running over the sole. If these conditions are true (I shall let the reader be the judge) then it is good policy to limit the lines of the narrow toe, for, like the razor toe that has come and gone, the narrow toe will follow after a comparatively short run.

It is safe to predict that the wide or "Columbia" toe shoe is here to stay for a long time at least. Never since the beginning of shoemaking has there been a shoe placed upon the market that has given more satisfaction to all concerned than the wide toe. They fit well, hold their shape well. They are comfortable, and look well. It is a very common occurrence to have a customer ask for a duplicate of the shoes just worn out ("Columbia" toes), at the same time remarking that he never had a shoe that gave him more satisfaction, and declaring he will not purchase other styles when he can get the wide toe. They cured his corns, etc., and the longer he wore them the better they felt. Incidents of this kind warrant me in saying that the wide toe is here to stay.

There is one style of shoe that the merchant may always feel safe in carrying in stock, and that is the staple shoe. It is made up on a medium width toe, both in box tip and soft toe tip. Shoes of this style can be carried in stock made up in all kinds of leather, and are always in demand, and at all seasons of the year. It makes no difference what the so-called style is, the staple toe shoe is never changed. This being so, the shoe dealer may safely carry a large stock on hand and feel secure of receiving full value at all times for same.

The narrow toe is not going to be in demand for a very great length of time, although at present they are in

## Business Opportunity

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

## BOOTS AND SHOES

STATE



AGENTS

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

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

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

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

A Genuine Box Calf Shoe For School  
Boys--Solid Throughout

No. 6512 Boys 2 to  
5½ at .....\$1.50

No. 6412 Youths' 12½  
to 2 at .....\$1.35

No. 6612 L. G. 8 to 12  
at .....\$1.15

Our Own Make  
Guaranteed



Hirth, Krause & Co., Grand Rapids

16 and 18 South Ionia Street

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

## 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.



good request, and carried in stock in all kinds of leather, from the light weight vici kid to the heavy box calf, with the military heel predominating.

Now that the furore of the narrow toe shoe has been met by the shoe dealers keeping a large stock on hand, the future is the critical point for the shoe merchant. It is quite reasonable to assume that the merchant who stocks up sparingly with the narrow toe will be dollars and cents ahead of the merchant that stocks up heavily.

Of course it is necessary to carry some lines in novelties in order to meet competition. But they should be carried in addition to the regular and staple lines and not to the exclusion of regular lines, as is most frequently the case.

The medium toe shoe is a safe investment and should be kept sized up in full at all times, and the shoe dealer may feel secure in doing so. It makes no difference what the style is, this kind of shoe never changes and is always in demand.

In predicting a short life for the narrow toe swing last, I do so from the fact that not one person in a thousand has a foot shaped like the shoe, and while the ball of the foot apparently has plenty of room, the toes are pressed into space a great deal smaller than the width required for them, necessitating a cramped position. Those conditions in themselves will eventually condemn the present style of narrow toe.

The freak toe, on the contrary, while fitting tight from the ball of the foot back to the heel of the shoe, gives ample room for expansion at the toes; in fact, it is impossible to crowd the toes in a "freak" or "Columbia" toe shoe, unless the shoe is fitted too short, a condition very easily avoided.

I do not wish it to be understood that my actions to my employer are governed by my expressions in this article, as very frequently customers intend making a purchase, and when asked what style of shoe is wanted, remark, "I do not know. What is the latest style?" It is up to the clerk, in such a case, to determine, and his judgment in most cases is accepted by the customer. It is a duty the clerk owes to his employer to sell the style of shoe that is most liable to become dead stock, regardless of his own opinion. When left entirely to his judgment, of course, the exception applies to this assertion. But the above is true in a majority of instances.—Jos. Bryan in Shoe Trade Journal.

Noise isn't necessarily news. This is the age of ball bearings. The man who "gets there" must secure a minimum of friction in order to get up a maximum speed. Superlative generalities in big black type will not impress people half so favorably as a modest little stickful of news bearing the earmarks of sincerity and telling precisely what you have to sell and how much you ask for it.—Jed Scarborough.

Life without love is as tasteless as a Dago's goose without garlic.

#### Travelers Out With Spring Shoe Samples.

Jobbing houses have not had much demand for footwear the past week, but another week is expected to develop more trade. Retailers have purchased as little as possible because they have small trade now and do not care to take on stocks that are not in demand. Houses are showing full lines and getting ready to make deliveries. Manufacturers, too, have not been slow to put out their samples for the coming spring. Retailers throughout the country have had fairly good success in unloading their stocks, and, from what roadmen have been able to ascertain, it is judged that buying for fall will be active and free. Duplicate demands have been fairly good and the season is referred to as having been satisfactory on summer lines. Indications for the future are equally as good as in past years at this time. One of the largest manufacturers in this section of the country said that his business the past week had been heavier than that of the corresponding week of the preceding year, and that orders, to be filled next week, would be larger than his firm had ever been called upon to fill in a similar period at this season. A well known manufacturer stated that orders received by his concern in the last sixty days had been heavier than for any period in the history of the firm. And still many people are complaining that this year is going to be an off one as regards trade.

It is very evident to manufacturers who study fashion conditions that the public was never in a more receptive mood, so far as novelty footwear is concerned, than at present. Previous to this year a number of the best manufacturers followed a well-beaten path, and could not be induced to produce anything excepting those lines that were well established. The marked success of several striking and high class novelties in footwear this season has changed the opinion of many conservative manufacturers, and it is safe to say that the coming season will contain more distinctive novelties than for several seasons. These shoes will not only please the eye, but will be manufactured with enough care to insure long service to the consumer.

Sample shoes have a summer time suggestiveness about them, and properly so for they are the advance styles of footwear for the spring and summer of 1905. The spring selling season is on and a large force of salesmen will introduce the new fashions from now on. Many shoe travelers have already started. This is especially true of Southern representatives who visit that section where summer shoes displace winter shoes long before people in colder sections think of changing from heavy to light footwear. There are pessimists this season, as usual, but there will be business notwithstanding. The man with the right goods and the ability to sell them will get orders if he tries to.

Several new lasts will be shown by manufacturers the coming season

## 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



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.

on up-to-date shapes. A modified freak shape, finished with both regular trim and Chicago edge, is new. This model has a wide outside and straight inside trim. This last will no doubt be popular with the Western trade, being designed as a leader for dealers in that section. The college toe is a medium opera shape, new this season, and will be a staple seller everywhere. The Potay is especially intended for city trade. It is a flatiron trim, flat tread and Cuban heel. There are several other lasts for different sections where something new is desired, while, as a matter of course, all staple shapes are shown in the line.

Retailers should not be afraid to ask better prices for rubbers. They are paying more now for rubbers than ever before, yet some of them have not raised prices. The supply of crude rubber is diminishing while the demand is increasing. Prices of rubber boots have not advanced, although dealers are paying 50 per cent. more for these goods. They make a profit of about 25 cents on a pair whereas they should make 50 or 75 cents. This fall most dealers will ask 60 and 65 cents for women's rubbers, which is simply an advance of 5 cents in the best grade. Last season nearly all dealers asked 60 cents straight. Formerly these grades sold at 40 and 45 cents.

One of the best retail shoe authorities says that special spats, or overgaiters, are going to be worn a great deal this autumn, thus encouraging the wearing of oxfords late into the season. This same authority has contracted for 10,000 pairs of oxfords to be made up during the dull months; this gives him the advantage of selling \$3 oxfords for \$1.90.

#### Carpets Woven By Boys.

Boys from 8 to 12 years old do a great part of the carpet and rug weaving in Persia. They are very deft. Having been shown the design and coloring of the carpet they are to work, the boys rely on their memories for the rest of the task. It is very seldom that one will see on any of the looms a pattern set before the workers. The foreman of a loom is frequently a boy from 12 to 14. He walks up and down behind the workers, calling out in a sing-song manner the number of stitches and the colors of the threads to be used. He seems to have the design imprinted in his mind. A copy of the famous carpet now at the South Kensington Museum is being made. The design and coloring are unique, but the boys who are working on the copy are doing it without the design before them, and at the rate of from thirty to thirty-five stitches a minute. Nothing but hand work is employed in the manufacture of Persian carpets and rugs, and none but natural vegetable dyes are used. This accounts for the superior quality of the Persian products. The secret of the beautiful dark blue dye used in the olden days has been lost.

The man who never praises his wife would have a better one if he did.

#### FINANCING FAILURES.

##### Wily Capitalist Uses Merchants for His Own Gain.

Financing failures is the latest development of twentieth century business enterprise, and, strangely enough, this beginning of the century undertaking for up-to-date capitalists has developed in slow, sleepy Philadelphia. It is a profitable business, too, if the statements of those who have been investigating it are to be believed.

This new form of business enterprise was first brought to the public attention, although it has been known to credit men for some time, at the meeting of the New York creditors a few weeks ago of a Philadelphia woolen firm which had failed, owing about \$100,000 to nearly a hundred of the big woolen firms of New York. At that meeting three of the leading lawyers in Philadelphia got up and announced that they knew that this was one of a dozen failures in Philadelphia during six months that had been financed and engineered by one man, that they knew who that man was and exactly how he worked, but that he had been so careful to cover his tracks and eliminate all that might be used as evidence against him in a court of law that they did not dare to mention his name in an assemblage as large as that which they were addressing.

The record of this man and of one or two others who, it is said, have devoted their capital to the same strange and extremely profitable business, has been thoroughly investigated by Henry C. Quinby, counsel for the National Association of Credit Men, but even this investigation has failed to disclose any evidence that would justify a prosecution. There is a lot of testimony by accomplices, but so far no one has been able to discover the smallest scrap of writing to incriminate the head center of the whole conspiracy. It is said that he never gives a receipt and is very chary about even signing his name to a personal letter. Checks are things that he does not deal in. They are dangerous.

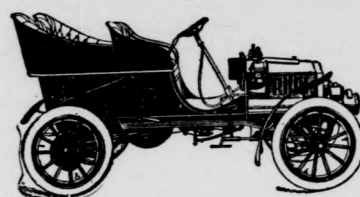
Not only in Philadelphia has this new business enterprise been developed. A couple of years ago there was a series of very suspicious dry goods failures in Rochester and Buffalo, and Mr. Quinby believes that he has traced them to the same man, who, he is convinced, financed and engineered the Philadelphia failures last year.

The method pursued is one requiring a great deal of patience and some capital. If the game is to be undertaken on a large scale, with a number of "firms" operating at once, a great deal of capital is required. Strangely enough, the lawyers and merchants who have investigated the game unite in declaring that in the beginning, at least, the persons who actually become bankrupts are innocent victims of the commercial spider who weaves his web for both them and the wholesaler who is to be fleeced. As a rule all that they get out of it is enough to pay the lawyer, who sometimes succeeds and

sometimes fails in keeping them out of jail. So carefully does the spider cover his tracks, however, that the actual bankrupts seldom know who has financed them, and are consequently not in a position to "squeal."

The method usually pursued is to fix upon a couple of young men who are doing what is known as a jobbing business in a small way. Usually the business is little more than peddling. They buy a few pieces of woollens at auction and job it around among the small manufacturers. Once the men are selected they are approached by an agent of the spider, who offers them a bargain or two in woollen goods. He professes to be impressed by the rapidity with which they dispose of the goods, and remarks that it is a pity that men with such marked business ability should be restricted by the lack of capital. The next thing is to suggest that two such clever business men should form a partnership and open a store. The young men are willing enough, but the capital is lacking. A few

## 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.

## 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.

## You Can't Do Better



VELOUR

Than handle some up-to-date men's Goodyear Welt Shoes we make out of first quality Velour, Box Calf and Vici Kid.

They satisfy the foot, the pocketbook and the eye, and contain more wear than you usually find in Welts that retail for \$3.00 and \$3.50.

Rindge, Kalmbach,  
Logie & Co., Ltd.

Grand Rapids, Mich.

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



days later the spider's agent sends in great haste for the young men and tells them that he has found just the thing for them. He has a friend, a capitalist, who has some idle money and is willing to lend it to any one whom he recommends, at a reasonable rate of interest. The agent has been so much impressed by the business capacity of his young friends that he can not think of a better investment for his friend's money than to finance them. The victims of course bite greedily at the bait, and a few days later they are established in business, with \$3,000 or \$4,000 to their credit in the bank and the spider's agent at their elbow as a "friendly adviser."

Then begins a long fight to establish a credit on which the final operation is to be based. The spider's agent advises in every step. He supervises the investment of the capital to the best advantage in a stock of goods and then advises his victims how to go about building up a credit.

First one of the partners visits one of the big mill agents in New York. He introduces himself, makes a statement of his assets and liabilities, and asks for \$100 worth of goods on credit. The credit man of the concern inspects his statement, looks him over, and decides that he is honest, and to be trusted with \$100 worth of goods for the usual thirty days. A week later he comes in enthusiastic and declares that the goods have sold like hot cakes, and that he must have \$200 worth more. He pays \$75 on the first bill and takes advantage of the usual discount. In another week he is in again with an order for \$400 worth and a payment of about \$100 on account.

So the game goes on until one morning, about two or three years after the firm has started business and after an excellent credit has been worked up with anywhere from fifty to a hundred houses, the agent of the spider appears. He is very sorry, but his principal has fallen upon hard times and must have all that money he has been advancing to extend the business for the last two years—at once. The partners are in despair. The "angel" seemed so willing to wait that no provision had been made. To pay off all his advances now would mean the utter ruin of the business that they had been working for two years to build up. At this juncture the agent appears again.

He has a plan which will enable them to get out and start in business again with plenty of capital and a clean slate, and he whispers bankruptcy into their ears. At first the partners balk, but the agent is persuasive. He points out how easy it is and how, if they fail to accept his suggestion, they will be ruined. As a general rule they accept, and then the credit which has been so laboriously established is worked for all it is worth. Goods are ordered from every wholesale house with which the firm has been doing business to the limit of the credit, and are either sold at once below cost or shipped away and concealed. Then

the failure comes and the creditors find that goods to the amount of \$100,000 or more have disappeared in a month, leaving no trace.

The investigation which follows usually satisfies them that there has been fraud, but fraud of a kind very difficult to prove. Perhaps the partners go to Canada or Europe, and perhaps one of them is brought back for trial. If that happens he usually jumps his bail before the trial comes off. It is said that the spider usually gets about 50 per cent. of the proceeds of the failure, the agent gets 25 per cent., and the partners get 25 per cent. to pay the lawyers to keep them out of jail. As a rule they never see the principal or even know who he is.

#### Recent Business Changes Among Indiana Merchants.

College Grove—Conner Bros. have purchased the general stock of John W. Holland.

Delphi—Ralph Hill has purchased the grocery stock of Chas. Pigman.

Ellsworth—J. M. Ellis has sold his general stock to F. Nolan.

Lanesville—John N. Geis has purchased the general stock of J. L. Wolford.

Marengo—Hawkins & Ross, general dealers, are succeeded by Ross & Waynick.

Noblesville—J. H. Eller will succeed Hays & Eller in the grocery business.

Oolitic—George & Porter have succeeded George Bros. & Porter in the furniture and drug business.

Pendleton—Sheridan Bates will succeed Bates Bros. in the meat business.

Russellville—Goodwin Bros. have purchased the restaurant and bakery business of Long & Simpson.

South Bend—Felix Dominiski has purchased the general stock of Max Hurwich.

South Bend—Smith & Co., grocers, have changed the style of their name to Smith & Bassett.

Indianapolis—Frank Monaco, retail druggist, has applied for a receiver.

Muncie—Alvin A. Frazier, druggist, has filed a petition in bankruptcy.

#### Magnetic Manganese Alloy.

The production of magnetic alloys from non-magnetic metals is a matter of recent successful experimentation, particularly with respect to the production of manganese steel. With the same manganese that obtained a practically non-magnetic iron alloy a magnetic copper alloy may be produced an alloy having considerable ducted. The non-magnetic metals, copper, aluminium, and manganese, combined in certain proportions, produce magnetic properties. No combination of copper and aluminium produces a magnetic alloy; hence the presence of magnetic properties must be ascribed to the manganese. The manganese was submitted to the temperature of liquid air, but no change was found to occur, the metal remaining non-magnetic. This was found to be the case with the copper and aluminium. A curious point was

that reversibility was brought about by aluminium. The magnetization of the alloy increased with the increase of aluminium, the maximum being attained when the alloy contained equal proportions of aluminium and manganese. The alloy was extremely brittle and resisted all attempts to forge it cold or hot at various temperatures, even at full red heat. With an ordinary horse shoe magnet the magnetization is distinctly apparent.

#### What Women Most Like.

A woman likes to be truly loved and to be told so.

She likes some noble, honorable man to be thoughtful of her, kind and considerate of her welfare.

When well and becomingly dressed, a quiet notice of it is always appreciated.

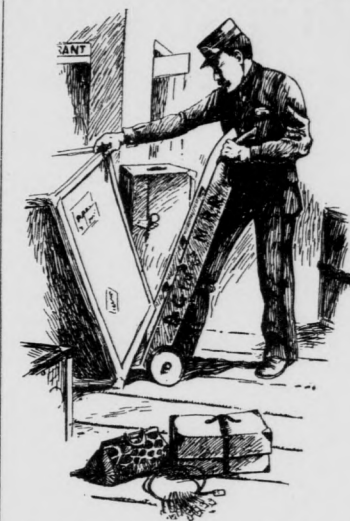
A word of praise for a nice dinner or supper often more than compensates her for the worry and work of preparation.

She wants her husband not to be her supporter, but her companion, remembering that it is the kind word that often brings her greater happiness than a new set of dishes, although presents like the latter are always welcome.

She likes to be made to realize that she is good for something besides a mere household drudge.

She likes to be petted occasionally, but not in public. The little private pet names are very dear to a woman's heart.

## Tim the Truckman



Tim the truckman, who trundles the trunks, Trying to thump them up into small chunks, With his trusty truck in shine or rain, He breaks up the trunks with might and main And if they don't break with the awful abuse, He jumps on them hard with his HARD-PAN shoes.

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

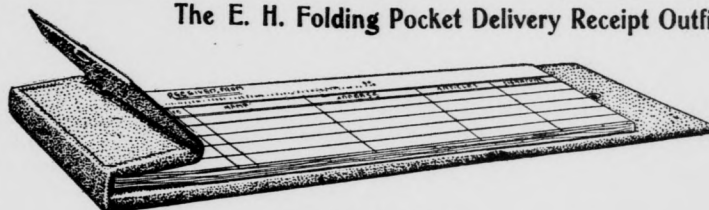
Write us for reasons why.

**Herold-Bertsch Shoe Co.**

Makers of Shoes

Grand Rapids, Mich.

#### 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

## 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

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## CLERKS' CORNER

### Still Plenty of Room at the Top.

Perhaps there is no piece of uttered philosophy which is so sure to be the aim of some one's sneers wherever it is spoken as the old and oft repeated motto: "There is always room at the top."

"Room at the top?" says the cynic when the subject is mentioned. "Out at our office there is a row of applicants always waiting to take your job away. Why, there is not even room for a fellow at the bottom of the hill, to say nothing of getting a chance to go to the top. Don't tell me about the room at the top. That was a good old saw in the days gone by, before the advent of the fierce competition of to-day. Now it is one of those that ought to be buried alongside of the one about the rolling stone gathering no moss."

This is a plaint, the like of which is heard often, far too often, among the workers of to-day. Undoubtedly there is much to discourage the ambitious one who has worked at one business for five or six years without achieving what might be termed success in any sense of the word. The days and weeks and months come to him with never ending regularity, always in the same degree monotonous, always bearing with them the same weary round of work, and with no prospect of rising to a position of worth appearing over his horizon.

When he hears anybody speak about the opportunities of the worker of to-day he is apt to venture the opinion that he has not any. He recalls how hard it was for him to get the position he now holds, how hard he must work to hold it, how little he gets beyond the actual needs of life for a salary, and how many men there are waiting to take his job the moment he falls away in his standard of work or becomes ill or dies. He thinks of the thousands of other men that he knows are in just the same fix that he is. He remembers the conditions of his office—always a surplus of men on hand and always a long list of applicants waiting to sell their time and services for the pay that is only sufficient for one's immediate wants, and which offers no chance to save and accumulate enough to bring the worker within hailing distance of independence.

So he sneers and says there is no chance for a man to make anything but a fair living, and gives the lie direct to the "room at the top" proverb.

But when Mr. Cynic voices the opinion, "There is not even room for a fellow at the bottom," he should stop and think.

It is quite true that at the bottom, the ordinary everyday positions, the positions which require nothing more than ordinary ability, knowledge, or application, it is crowded. There is no reason why they should not be. In a position which any one can fill, where an inexperienced man can

come in from the street and with six or seven months' training at the hands of an experienced man do the work in a manner which, while it may not be all that may be desired, is sufficient to the needs of the employer, there is little cause for surprise in the fact that the pay is not all one might wish, or that there are always, in all seasons and times, a great number of men to be found anxiously waiting to take the position. There is always a surplus of the unskilled and of mediocrity. It is in the level of the poor or ordinary worker that the crowding is in evidence. But when a man begins to distinguish himself in some way through his work, when he gets to be just a little better worker than the great crowd, then he will feel the pressure of the crowd begin to lessen immediately.

Said the head of one of the departments of a great packing industry, a man who is the actual head of over 200 clerks of all kinds:

"There were never truer words said by any man than 'There is always room at the top; it is the bottom that is crowded,' and there is no place in the world where it can better be verified than in a place just like this. We have in this department a class of clerks we pay \$12 per week. We do not care how long a man has been with the house, if he is in that class of clerks he only earns \$12. Then we have another class that is paid \$15 and one that gets \$18. These are just ordinary, every-day clerkships that I am talking about. When we need a man to go into the \$12 class we reach down into the drawer of a desk and take out the oldest of over 100 applications. This number may vary some, but that is a fair average. For a \$15 man we do the same, only we do not have quite so many applicants to select from. But when we want a clerk that can earn \$18 per week we have to advertise."

This, it should be borne in mind, was spoken only in reference to clerkships. The work done by the clerk who is paid \$12 in this office is of such nature that nearly every man with a common school education and average intelligence can perform it satisfactorily. And so there are always a hundred applicants waiting. In the next class, and it is only \$3 a week higher than the other, the crowd begins to thin out a little, and in the next the surplus of idle men is hardly perceptible. Even in the performance of the duties devolving upon an ordinary clerk is there opportunity to attain such degree of excellence as to attract immediate attention and recognition, for the difference in the wages paid the clerks in this man's office was adjusted only to fit the ability of each class.

In this same office and department there is one branch of work that is all done by first class clerks. It is the foreign invoice desk, and, because of the volume of business which this firm transacts in its export department, the high price of each item invoiced, the necessity of rendering the invoices with the amount shown in the money equivalent of

the country of export and import, and for having the invoices absolutely correct it is imperative that all men employed on the desk be the best to be found in the department.

There is a head clerk on this desk. After the work has passed through the hands of the other clerks, and has been checked and rechecked by them, this man goes over the entire invoice and checks it again before it is allowed to leave the house. Upon the accuracy of this man the proper invoicing of the firm's foreign business lies, and his work, the discovering of inaccuracies and wrong denominations of money expressed on the invoice, has saved the house a great amount of trouble, worry, and lost trade. Because, for year after year the man who sat at this desk checked the work of other men better than any one else ever checked it before, he was paid \$50 per week, nearly twice as much as the other men on the desk received. He died suddenly.

Another man, one who had worked on the desk five years or longer, was put in the expert's chair. In just sixteen days, or exactly the time that it takes for a return mail, the firm's Liverpool branch returned a large invoice with a serious error and the request that the repetition of such a thing be made impossible. In turn each man on the desk was tried out, and in turn each one "fell down."

The department head threw the position open to the entire department. "If there is any man among the clerks who thinks he can hold down the job, and wants to make a trial at it, he has the opportunity, and if he proves that he can do it satisfactorily he will receive the same wages from the start as Blank received." Strange as it may seem, there were only two among the 200 clerks in the department who tried for the place, and neither of them approached the standard required.

Then the manager remembered a red headed boy out in the Kansas City branch house who was "the best" in his department. His line of work was quite different from that of the foreign invoicing, but he was the best at it. He was sent for and the situation explained to him.

This was some time ago, but the red headed boy is still at the head of the foreign desk. "There isn't a whole lot to him," said the manager. "He isn't possessed of the qualities that make a captain of industry, nor has he the mind of the great man in the embryo. He's just a clerk, but he's the best in his line and he'll be making double the wages of the old man inside of another year."

Here was a direct case where there was room at the top for a good clerk. Down in the \$12 and \$15 classes in this office undoubtedly there were, even while the trials were going on, many men who were complaining of their lack of opportunities to rise, and the crowding was there much in evidence. But up at the top the crowd was so small as to be conspicuous by its absence.

Over near the river there is a large firm of carpet manufacturers. The

main office, factory, warehouse and salesrooms are all located in one building. An extensive Eastern business is carried on by this firm. This business was established in the territory visited by a certain salesman, and was so extensive as to amount to a practical monopoly in the carpet trade in that section of the country. For years the firm sold more goods in the district visited by this salesman than in any other of the same size.

When this salesman retired to live on a farm the firm kept a salesman out of the territory for over a month. Then the orders began to fall off. At first the decrease was not sufficient to cause alarm, but in another month the firm began to feel the loss. Immediately one of the partners went post haste to make investigation. When he began to make enquiries he found the reason for the loss of business in one man's answer: "O, — didn't come around this month, so I didn't send any order."

A salesman was sent into the territory with orders to hustle and get back the lost trade. He was a good, ordinary salesman. He worked a month and was recalled as a failure. Another met a like fate.

Again the partner went to ascertain if possible the secret of the decreased trade. This time he learned that — was the best salesman that had ever carried a line of the firm's goods and that his ability was all that had created and kept the trade in what was an extremely hard region to sell goods. It was another case of plenty of opportunity for the best.

This firm sent every salesman on its staff down into this country in an effort to win back their customers, but in vain. Finally a stenographer, who had proved to be the best stenographer ever employed by the firm, was, at his own earnest solicitation, given a trial. In a month he had the majority of the old customers back and was daily finding new trade. This stenographer had started with the overwhelmingly large salary of \$8 per week. He had worked for four years at the salary of an ordinary stenographer until he proved that he was best. When he was made private Secretary to the President he had worked himself out of the crowded places.

It is only a few years since this one time stenographer left his old associates to embark in business for himself, and to-day he has one of the largest establishments in his line in the country; for this is a true story in every detail—only it was not carpets that the firm sold.

When this man is asked the secret of his success he replies that there is no secret to it. He simply was best in his line of work in the office, and so brought himself to the attention of the heads of the business.

There could be cited many more examples of opportunities that rise for the man who is better than the rest—who is the best in his work. They come in all walks of life and in all vocations. They present themselves particularly to the worker who



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

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

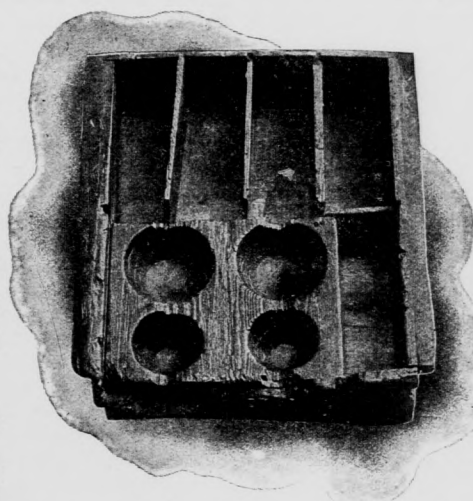
Through all change of systems from the time of its establishment when the proprietor only had access to this cash-drawer, when all the clerks used it, and during the period a cashier used it, the drawer was never changed.

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

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

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

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



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

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

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

Name \_\_\_\_\_

Address \_\_\_\_\_

This does not put me under any obligation to buy.

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

Michigan Tradesman.

has little to lift him in the struggle save his own ability. They are not the gilded domes of the pinnacle of success but they are vantage points whence the pinnacle can easily be gained, and even if they lead to nothing more they are assurance to the worker that there is always reason for striving for excellence in one's work, no matter what that work may be; that there is still plenty of room at the top.

Joseph R. Emory.

### Why the Grocery Clerk Has a Cinch.

I hear a good many young fellows kicking because they are not in business for themselves. Very often they are clerks in grocery stores at good salaries.

Still they are not satisfied. They think the only life is the proprietor's.

These fellows can have one more guess at my expense. At a salary of \$10 or \$12 a week they are a thousand times better off than hundreds of grocers who run their own stores.

The clerk is sure of his salary, anyway, and he can make plans for it, because he knows exactly what his income is.

The grocer never knows what his income is, or perhaps I ought to say that he knows what it is, but never what it is going to be.

He may be doing \$500 a week, with profits over everything \$35 a week. He may have averaged that for five years and feel himself on Easy street.

To-morrow a measly cutter may move into his neighborhood and with a series of lurid cut-price sales may steal half his trade.

Precisely that thing happened to a friend of mine last spring. After the cutter came his trade dropped from \$500 a week to \$350. He worked and he worried and he laid awake at nights, but he has not gotten the lost business back yet.

Whether he will get it back is a mighty doubtful proposition. You fellows know how hard it is to get back a customer who has once slipped away to a cut store.

This grocer had four clerks. One got \$12 a week, the next \$10, the next \$9 and the youngest \$6.

Through all the time that trade was drifting away from the store and flesh from the owner's bones these clerks received their money every Saturday night.

It is no cinch depending for your livelihood and your future on the business that the very sun may melt away.

One day last week I lounged in my graceful fashion through one of the Philadelphia department stores which has a grocery department. Behind the counter devoted to selling 60-cent tea for 30 cents I thought I saw a familiar face. I looked a little closer and knew I did.

One of the clerks was a little old bald-headed man with a bristling white mustache.

"Well, I'll be dadburned, Jimmy!" I said, "how long have you been here? The last time I saw you you

were in your own little store up Forty-eighth street."

"I give that up three months ago," said the old man. "Me and my wife talked it over and we come to the decision that there wasn't enough in it. I wasn't doing much and it got less all the time, so I put in my application here and got the job pretty soon. I was always a good tea man, you know," finished the old fellow, proudly.

It seemed to me rather pitiful that the poor old fellow, in his old age, should have to give up a business of his own that might have supported him until he died and go behind the counter of a department store selling bargain tea. He did not look at it that way, though.

"Well, Jimmy," I said doubtfully, "do you like this as well as having your own business?"

"I guess I do!" he said. "I look on this as a haven of rest, Mr. Vanderbilt. What with the cut stores and the trading stamps and what not, there isn't no pleasure in having a store of your own any more. And there isn't no money in it, either. What chance did I have against Tommy Hunter? Why, I was so afraid he would come and open up a store near me that I couldn't sleep nights. I never knew when I had anything. Why, when my wife wanted a dress or a bonnet I didn't know whether I could afford to take it from the business or not. What kind of a worrying life is that to lead? I don't want any more of it; I'll tell you that! Here I get my \$12 when pay day comes and I know what I have. And when I'm through here, I'm done."

There is a good deal of philosophy in the old man's tale. The salaried man at least has that advantage—that he knows where his eggs are. No merchant ever knows for any length of time. He may be all right to-day, but to-morrow any one of a dozen things may smash the daylight out of him.

There is not a week goes by that somebody does not ask me to find a buyer for his store. Sometimes these stores are good things. The owner may be in bad health, or for some perfectly good reason may want to get out.

Very often the cause of selling is—don't make enough money. Usually it is put under another name—"haven't capital enough;" "don't like the grocery business;" "my wife doesn't like the business;" "haven't time to attend to it," and so on and so on, but it nearly always comes down to the one thing—the would-be seller is not making money enough.

If I had a dollar for every grocer in business to-day who is only making a living—not getting a cent over his expenses—I could buy a new head of hair.

I know one of the most prosperous-looking grocery stores in the best suburban district of Philadelphia. There are several partners and they do a big business, but the business as a business is not making a cent. It has not added a dollar to its capital

in ten years. The partners each draw a salary—not such a large one—and I suppose they are content with that, forgetting that that plan does not bring them back a cent on their money invested and that they could get the same salary working for somebody else with no money invested.

The fact is that independence is worth something—a good deal, maybe—but it is not worth what a great lot of grocers pay for it. Take the above firm. They are paying the interest of maybe \$50,000 for their independence, for all they get is their wages for the work they do.

A clerk who has a substantial job at a comfortable salary; who does not have a personal worry when receipts fall off \$50 without cause; who does not have to lose sleep when the rumor goes forth that Hunter is about to open No. 143 around the corner; who does not have to fume and feaze over whether he should give out trading stamps—who simply has to do his honest work and get his money—has a cinch! He ought to practice saying to himself, "I have a cinch," "I have a cinch," "I have a cinch."—Stroller in Grocery World.

### How to Care for the Delivery Horse.

The average merchant gives too little thought to the proper care of his delivery horse. He invests perhaps \$100 or even \$150 in each one of his two or three animals, and then intrusts each to the care of a delivery boy, who may or may not know how to properly care for a horse.

In the big stables where rich firms keep their scores of horses there is always present an expert who sees that each animal is properly cared for every day. The difference in appearance between the horses in these big stables and those of the small merchant is great. Even when the latter pays just as much for a horse as the big merchant does it appears inferior because it receives less care.

The man who cares for a delivery horse should water and feed the animal long enough before he himself has breakfasted so that it will have time to rest after feeding before beginning the day's work. Four quarts of oats is an average feed. While these are being eaten the stable may be cleaned out and the horse left with a little hay to finish off with while the man goes to his own breakfast. After breakfast he should curry and brush him. Then the animal will be on the trot with only short intervals of rest for four or five hours until noon.

Blanketing a sweating horse when it is necessary for him to stand unsheltered is a precaution too often neglected. Even in mild weather a horse should never be allowed to stand unblanketed while overheated. True, the delivery horse is a hardy, common animal, but it pays to take care of him.

At noon give him water and another four quarts of oats. He should have an hour's rest at noon. Then he will be ready to work until night, when he should again be watered, fed and curried. If you want to keep your horse in the best condition

don't put him up at night without a thorough cleaning. The stable should be warm and well aired and it should be cleaned every morning.

Besides the three feeds of oats every day a horse likes a little salt once a week—say, Sunday mornings—and some horses need a bran mash three times a week. This latter, of course, depends on the condition and constitution of the horse.

If you feed him too much he will lose his appetite. The only way to nurse back his appetite is to offer him little, say a handful of oats, at a time. Don't let him see any larger quantity. If he does not eat these within twenty minutes take them away and let him go without anything until next feeding time.

If your horse goes lame, even slightly, lay him off if you possibly can. Meanwhile try to find out what causes the lameness. If there is a nail in his hoof it should be extracted and a salve applied to the wound. For any illness, however slight, that you do not understand consult a veterinarian without delay, since a slight thing if neglected may ruin your horse.

Have him shod at least once a month, so that his hoofs will always be in a good condition; never let him drink when heated, and last, but not least, never allow him to be irritated by careless harnessing, and your \$100 worth of horse flesh will do better work and will last enough longer to more than repay you for the extra care you have bestowed upon him.

All that has been said as to the proper care of the horse on the delivery wagon applies equally to any horse that is working on the city streets all day. You can not expect a delivery boy who has just escaped from the sixth grade to learn all this without being told more than once and you can not expect him to do all this even after he has been properly instructed unless you help him out with a little personal supervision.

### Physical Degeneracy a Myth.

Interesting facts regarding the question of physical degeneracy have been furnished by the use in England of old tailor measurements for comparison. A firm in the north of England has compared the measurements for clothing made two generations ago with those of to-day, the results going to show that chest and hip measurements are now three inches on the average more than they were sixty years ago. The same conclusion is reached by the experience of the ready-made clothiers, who, it is said, nearly always find that the present-day wearers of clothing require distinctly larger sizes than their ancestors.

### There Are Others.

Muggins—An alchemist is a man who changes an inferior metal into a more valuable one, is he not?

Huggins—You have said it.

Muggins—Well, I'm one of those chaps.

Huggins—What are you giving me?

Muggins—Facts. Yesterday I changed my nickel watch into two silver dollars—in a pawnshop.



"I am  
prompted  
to do this  
for two  
reasons,"

Tom Murray

**MENTAL SHORTSIGHTEDNESS****Of the Man Who Is Wedded To His Business.**

In line with the heartless pronouncement that "Business is business," and, by inference, nothing else in life, some one has added a bit of philosophy that is quite as offensive to the best that is in man. He says: "The man who can make his business his hobby already has handicapped his less fortunate rivals who must separate their amusement and their work."

A leading question is involved in the statement. At once there is brought to the surface the doubt as to whether business ever should be anything else than business—the question whether man should be in business for the wherewith to live, or whether he should live for the mere conduct of a heartless business into which he has merged every ambition with every other purpose, worthy and unworthy.

Within the last twenty-five years there has been too much evidence at large that the philosophy of business as business, for mere business sake, has gone too far. Years ago it was remarked that after a great war that developed a great general through trying campaigns, the peace that followed ordinarily was his shroud. To-day on all sides there are evidences of the possibility of men's retiring from the sharp contests of business to the serenity of a comfortable old age. If the campaigns of business have not left them physical and perhaps mental wrecks

at 60 years old, these business activities have developed in them the spirit of campaigning that can not stand the tranquility of retirement. Strenuousness must mark the business life until, with the men making the colossal business successes of the age, there are no such word as leisure and no such virtue as sympathy and good will toward all mankind. Too frequently it is that in the later life of these martyrs to business the individual has a partial awakening to his callousness toward his fellow man in his early life and seeks to make some half hearted amends to the world in his scarcely ante-mortem bequests to a favored cause or institution. He makes his amends in this way to the world, perhaps, but he has no amends possible to his own misguided self. He has had his strenuous business day and the long night is at hand.

A few years ago an eminent neurologist remarked to the writer that a rounded intellectual equipment was by no means necessary to success in business. As a neurologist he had the courage to say, in short, that some of the best types of the successful business man to-day are abnormalities. Thus in the philosophy of this man, whose business and pleasure are one, the neurologist may read mental defectiveness; he may discover even that pathology suggests treatment for the condition. When he has done so the philosophy which suggests the handicapping of the business rival who must find his pleasure in something other than his

business is reduced to the bald statement that the normal man in business life is menaced by the weaklings of his kind.

Some of the weak points in the philosophy of business along merely business lines is being uncovered and cast out. For instance, last summer in one of the big establishments of Chicago it came to the ears of the general manager that Jones, one of the best of superintendents of departments, was insisting that he did not need a vacation. The general manager sent for Jones on the minute. Why did Jones not feel that he needed a rest? Jones did not know, really; he was extremely busy; he had been head over heels in work for so long, in fact, that he had got used to it; he did not feel he needed a vacation—the idea had not occurred to him at all this year.

The manager was a shrewd manager, worth every cent of the \$15,000 salary that was coming to him. "See here, Jones," was his ultimatum; "you have had two weeks' vacation every year now for seven years and have wanted it; you take four weeks this year and you stay out of town, somewhere, for every day of the time." It is the philosophy of this wise manager that a man never needs a rest so greatly as when in the midst of pressing duties he fancies that he does not.

Here is the shortsightedness of the man who is wedded to his business. Not only does the man who finds his pleasure in the conduct of business put his physical and mental

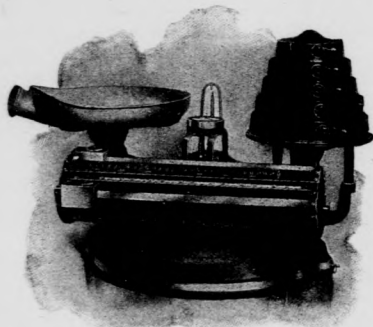
self upon the rack with never a relaxation of the pressure, but he is a hardship upon his rational competitors and a standing bad example to the world of rational living. Oddly enough little emphasis has been laid upon the fact that the literature of success, where men have attained it by having one strenuous idea and impetus of business, has been in the form of obituary matter in the newspapers in nine cases in ten.

Brown is dead, perhaps at 45 years of age. It is too bad. He was a man of such promise and was just on the point of realizing all that his years of hardship and self-denial had seemed to earn for him. Friends will recall for the newspaper reporters how in Brown's early life he struggled to save; how he ate cheese and crackers three times a day and slept on the counting room table in order to save room rent. The nights were never too long for him to sit up for daylight if anything in the office needed to be done. His motto had always been, "Business first and pleasure afterward"—but somehow the time for pleasure had never come. And Brown is dead, too—very dead.

It is too bad from any point of view. The business man who believes in the philosophy of business as business sees the pity of it in a shortened career in business; the philosopher worthy of the name reads it in the pathos of a ruined life.

John A. Howland.

Most girls regard marriage as a lark, instead of as a leap in the dark.



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

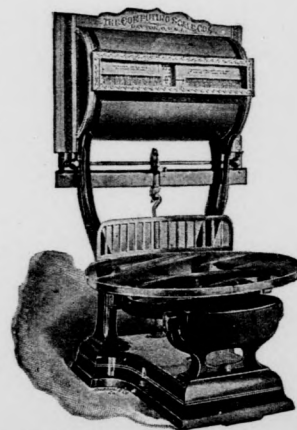
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## THE DIGESTIVE PROCESS.

## Some of the Curiosities of the Function.

Digestion may be exactly defined as consisting of those functions or actions which result in the conversion of the food into a state or condition in which it can be added to the blood. If the aim of food taking is to renew and repair the vital fluid—subject to continual loss as the result of bodily work—it is clear our nutriment must gain admittance to the blood before its duty can be discharged. A point not ordinarily realized is that our food exhibits a more or less close resemblance to the chemical composition of the body itself. Thus, meat foods and the like show a decided similarity to our own bodily structure. Vegetable foods, on the other hand, consisting largely of starches and sugars, require a greater amount of digestive work to fit them for their office. The more like a food is to ourselves the more easily is it incorporated with us, to become part and parcel of us, or to afford us the material out of which we can develop "energy," which last is "the power of doing work."

One of the curiosities of digestion is that found in the case of certain plants. In all plants, of course, digestion occurs, whereby the water, minerals, carbonic acid gas and ammonia (which constitute the menu of the ordinary plant) are converted into plant tissue. Many plants store up food against what may be called a physiological rainy day. This result we see in the case of tubers, full of starch, which, converted into sugar— for starch and sugar are chemically allied—is ultimately used in the processes of vegetable life. It is much the same with ourselves. We consume a deal of starch daily, finding it in bread, rice, tapioca, potatoes and like foods; but starch, as such, is useless to us. It must be converted into a sugar before it can be utilized in the frame. The saliva of our mouths effects this starch conversion, as also does the sweetbread juice; for sugar is soluble and can be carried by the blood, while starch is not.

Animals and plants, therefore, exhibit a close likeness in respect of certain of their digestive processes. Still more clearly is this seen when we contemplate the case of plants which feed on animal matter. Such plants as the Venus flytrap and the droseras, or sundews, capture insects by aid of their sensitive leaves. In the leaf the insect is duly digested by means of a secretion which is poured out from the leaf glands. When analyzed this secretion is found closely to resemble either the gastric juice of the animal stomach, or, as some botanists think, the juice of the sweetbread. The result of the action, however, is practically the same in the plant as in the animal. The food is digested in the truest sense of the term.

One curiosity of digestion is undoubtedly that which has reference to the work of the stomach itself. The popular notion that the stomach "digests everything" is utterly erroneous. For the stomach has little or

no power to affect starches, sugars and fats, and as these foods make up the bulk of our daily nutriment it may, therefore, be said that the organ in question plays only a small part in digestion. Yet that part is important enough. The foods over which the stomach exerts its power are what are called "nitrogenous" materials. They are represented by beef juice, white of egg and milk, and similar substances. Such foods are changed by the stomach into "peptones," while the starch, sugar and fat are pressed onwards to be digested in the intestine.

The history of the "peptones" into which our meat foods are converted in the stomach constitutes yet another curiosity of the digestive process. They are intended for rapid absorption into the blood. They must, therefore, be dealt with speedily and at once, since they constitute the material which goes to repair the actual tissue waste of the frame. The stomach, having converted the meat foods into peptones, passes them on to the liver. This organ, which has, theoretically at least, to bear a large share of digestive troubles and burdens, deals with the peptones, converts them into a form suitable for bodily nourishment, and pays them out to the blood in this latter shape. But a more curious fact remains for explanation. Why the peptones should be sent to the liver for treatment might form the subject of a rational query.

To this enquiry the reply given by science is clear enough, if it is also startling. "Peptones" are poisons, and, if they gain access to the blood, render us subject to an attack of illness. Darwin himself remarked that one of the most astonishing facts of life was that our food at a certain stage of its digestion was of a poisonous character. This is true, and so long as the liver acts as a kind of filter between the blood and the food, all is well. When the duties of the liver are neglected we then suffer accordingly.

The microscope has made us also acquainted with many curiosities of digestion. It is now admitted that certain microbes which inhabit our interior have much to do with the proper performance of digestive work. But these are friendly germs, not foes, as are some of the host of living particles that environ and encompass our life. Even the process of nourishing ourselves may thus be shown to exhibit actions which, in respect of their strange nature, fall little short of the romantic.

Andrew Wilson.

## The Progress of Wealth.

"When they began to get rich five or six years ago they thought it necessary to go abroad every summer."

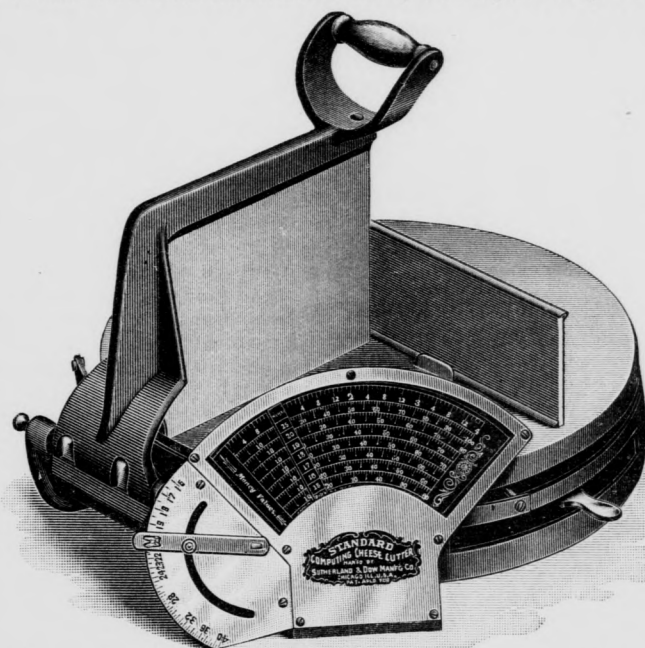
"But, they didn't go this summer, and they're still rich."

"Oh, they're so immensely rich now that they don't have to make that sort of show."

The ascent of the ladder may be difficult, but somehow we never notice the splinters until we begin to slide down again.

## You Have Said There Is No Money In Cutting Cheese

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



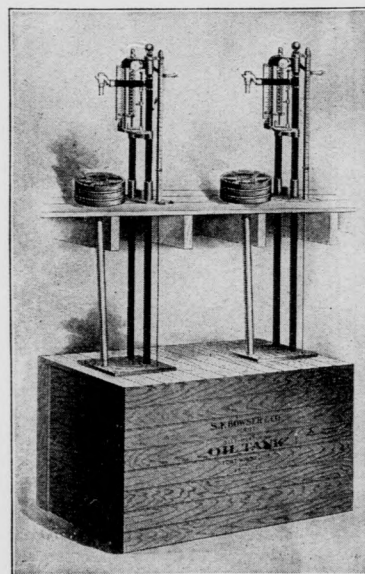
## "Standard" Computing Cheese Cutter

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

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

## DON'T DECIDE

NOT TO BUY NOW UNTIL YOU  
HAVE FULLY INVESTIGATED




DOUBLE CELLAR OUTFIT

## The Bowser

Self Measuring

## Oil Outfit

is greatly improved and the best we have ever made.

It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write today for full information. It's free. Ask for Catalog "A" 

S. F. BOWSER & COMPANY  
FORT WAYNE, INDIANA



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

Special Correspondence.

New York, Oct. 8—The week has developed some weakness in the coffee situation and, to a layman, the wonder is that this did not develop sooner in view of the fact that stocks are so large and crop prospects anything but discouraging. The receipts of coffee at Rio and Santos from July 1 to Oct. 6 are not so very much short of last year, amounting to 4,817,000 bags. The cable advices from Europe have tended to a lower basis, but the decline there did not prompt large buying. Purchasers here took small lots and are seemingly not enthusiastic over the matter of buying largely ahead of current wants. In store and afloat the stock aggregates 3,782,674 bags, against 2,630,342 bags at the same time last year. With this supply of more than a million bags ahead of last season, what can be looked for save a low range of values for a long time to come? At the close Rio No. 7 is worth  $8\frac{3}{4}$ @ $8\frac{1}{2}$ c. The demand for West India sorts has been light, but supplies are moderate and quotations are well sustained, with Good Cut at  $9\frac{1}{2}$ @ $9\frac{3}{4}$ c, and good average Bogotas  $11\frac{1}{2}$ c. East Indias are steady.

The sugar market is almost stationary. Buyers are simply taking enough to last "over Sunday" and acting as if they thought a lower level of quotations might be made at any time, even although some decline has already been made.

Holders of tea do not seem at all anxious to part with their goods and certainly are not inclined to make any concessions. The market has been fairly active and, with stocks not overabundant, the outlook is for a steady situation for some time to come. The finer grades, especially, are well held.

The rice market is moderately active. This probably means that there is a good deal of room for improvement. Prices are on about the same low level which has prevailed and holders certainly can not be making a very great amount of money.

There is hardly as much activity in the spice market as prevailed a fortnight ago, owing, perhaps, to the fact that buyers may be pretty well supplied. Prices, however, show no weakness and it is hard to find any job lots.

Molasses is steady and the demand is probably all that could be looked for at this season. Some business has been done in withdrawals under old contracts and less in the way of new trading; but it is rather warm yet and the holiday demand is not in full blast. Low grades are in limited supply and well held.

There is an active call for Maryland corn and some large lots have changed hands at 75c f. o. b. factory for what is known as Maine style.

There is a big range in prices—from 55c@\$1.10. Tomatoes are offered freely at about  $67\frac{1}{2}$ @70c. Buyers show little interest. Other vegetables and fruits are doing fairly well, but there is not any great amount of life. Salmon is quiet at about previous rates.

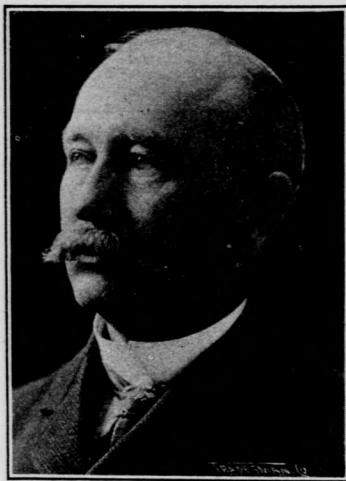
The market for butter is quiet and rather inclines to a lower basis. Supplies are rather larger than needed to supply the demand and at the close the outlook is in favor of the buyer. Fancy Western creamery,  $20\frac{1}{2}$ @ $20\frac{3}{4}$ c; seconds to firsts, 16@20c; Western imitation creamery, 15@17c; factory, 13@14c, the latter for finest early make; renovated, 12@15c and moving very slowly.

Cheese maintains its recently-acquired strength and is firmly held at  $10\frac{1}{2}$ c for New York State full cream, fancy stock, small sizes, and  $\frac{1}{4}$ c less for large. There is hardly anything doing in an export way.

For the finest grades of near-by eggs there is a steady call and quotations seem well held. Aside from that, there is a dull thud. The supply is growing too large and some break has set in, so that finest Western can not be quoted at more than 21@22c. Refrigerator stock is being worked off at some decline and the chances are for a still lower level.

### Colonel Bennett as County Treasurer.

The Tradesman notes with pleasure that Col. John R. Bennett, of Muskegon, has been nominated by the Republicans of Muskegon county as their candidate for Treasurer. There is no reason why the genial Colonel should not make a good Treasurer, because there will be little opportunity in such a position for him to indulge the controversial and



Col. John R. Bennett

vindictive characteristics which have made his career as food inspector so obnoxious to the merchants and served to place the Food Department in such an unfavorable light before the people. The Tradesman trusts that every merchant and business man in Muskegon county will work and vote for Col. Bennett, no matter what his politics may be, because his election as Treasurer will prove as fortunate to the county as his retirement from the Food Department will be for the State.

## WE ARE BUYERS OF CLOVER SEED AND BEANS

Also in the market for  
Pop Corn, Buckwheat and Field Peas  
If any to offer 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.

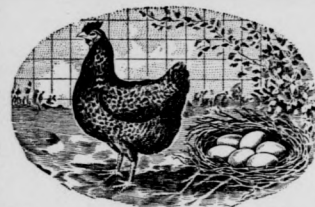
We are distributors for all kinds of FRUIT PACKAGES in large or small quantities.

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.**

WHOLESALE

# OYSTERS

CAN OR BULK

**DETTENTHALER MARKET, Grand Rapids, Mich.**

## It Will Soon Be Time for Calendars

Wouldn't it be better to place your order early than to wait until the last moment and then have to wait? Remember, we are the largest calendar manufacturers in the West. We will send you samples and prices upon application.

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



### Prevents Gasoline Explosions.

England has a device for preventing the explosion of receptacles containing highly inflammable liquids which give off explosive gases. It is an application of the principle of the Humphrey Davy safety lamp used in mines. If a vessel of ordinary type, containing an explosive liquid, be subjected to sufficient heat outside, or if the contents be lighted at orifice, the walls of the tank will burst by the force of the expansion. A twenty gallon tank was partly filled with gasoline and placed upon a lighted bonfire. The fusible screw cap, made in two parts which were simply soldered together, soon blew out, the solder having melted, and the ascending vapor caught fire immediately; but no explosion followed, because

car tank, to which the device was affixed, was lighted with a match, and extinguished at will. A gasoline can without the device exploded almost instantaneously.

### What Constitutes Successful Advertising.

Attempting to attract attention to anything you may have and wish to dispose of, and in order to accomplish this using practically the same language and employing the same methods as are used by all of your competitors is called "advertising"—but, it is mighty poor advertising and simply results in wasting a lot of ink and greatly reducing your bank account. Make your advertising so distinctive and original that the merchant or consumer will, after a few

the people whom you wish to influence. Do this and keep on doing it and, if your goods have merit, you will certainly win out on this phase of your business. W. L. Brownell.

When hope goes effort weakens.

### Do You Wear Good Clothes?

#### Are They Soiled or Shabby?

No matter how badly soiled or shabby, we make them like new by the latest French method (which we control in the U. S.) of cleaning and dyeing. Save money by having them renewed. Send them now so they will be ready for winter.

We make the best RUG on the market from YOUR OLD CARPET, and handsome Portieres, such as sell at \$40.00 to \$75.00 a pair, from your silk scraps. Ref. Western State Bank.

#### METROPOLITAN RUG WORKS

150 South Western Avenue,

Chicago

Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

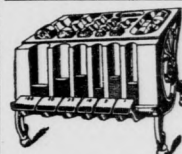
H. ELMER MOSELEY & CO.  
GRAND RAPIDS, MICH.

## PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.



### Lamson

#### Coin Cashier

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

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



Boyne Falls, Oct. 10—I send you herewith photograph which you may wish to reproduce in the Tradesman. The oldest of the four is N. B. Pierce, a pioneer farmer of Weston, Lenawee county. The next is F. L. Pierce, Superintendent and General Manager of the Hankey Milling Co.'s flour mill here and village President. The younger is Norman B. Pierce, employe of the above named company, and the child is a son of the latter, making four generations in direct line. Four generations, all male, and take in one group are quite rare.

Jay H. Fraser.

the orifice of the tank formed the upper end of a tube which projected down inside the vessel to its bottom; where it was closed to allow the oil or gas to penetrate from the interior of the tank each of the metal layers of which this tube was composed had been perforated, and while the perforations would permit the spirit to be poured out, they prevented the passage of the burning gas to the interior by absorbing its heat as the wire gauze does in the Davy lamp. While the gasoline contained in the tube burned the flame did not extend to the liquid or accumulated vapor in the half full tank. The flame was easily extinguished with a bundle of rags, and then lighted and put out several times. A motor

doses, be interested in reading what you have to say about the article you are spending your money in attempting to induce them to purchase, but above all things never feed the public anything in an advertising way that does not leave a pleasant taste, with a desire for more. In attempting to be original do not be over funny or put the reader to sleep with long prosy talks before you have reached the point to your argument. Make your advertising short, sharp and crisp. Illustrate freely, but never drag an illustration into an advertisement which can not be understood at a glance and applied to your text. Successful advertising is simply keeping close to human nature and using the best mediums to reach

## You Win

Every time you put your money in

### New Silver Leaf Flour

You never keep a stock of it on hand long because it sells so readily. We know, because we make and sell five hundred barrels of it every day, and are making preparations to manufacture more because of the ever increasing demand for this best of winter wheat flour. Write to your jobber or us.

#### MUSKEGON MILLING CO.

MUSKEGON, MICH.

### FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS' JAXON Highest Grade Extracts.

FOOTE & Jenks JACKSON, MICH.

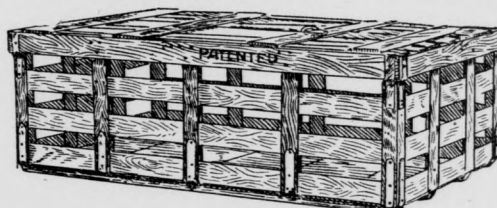


## FLOUR

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



#### Standard Sizes

##### For Chickens

36x24x10, each....\$ .55  
42x26x12, each.... .65

##### For Turkeys

36x24x16, each....\$ .65  
42x26x16, each.... .75

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.

## FOOD LAWS.

## Why Their Administration Is Sometimes Criticised.

The administration of food laws is criticised because of the character of many of the officials, some of whom have been political favorites, absolutely ignorant of commercial affairs and without technical and oftentimes ordinary knowledge of food products; men more interested in gathering funds for a campaign than in seeing fair play for those whose interests are affected by the laws they are to see executed. As a general proposition where there is a large field for the gathering of "graft" there will be found the grafter. The food industry of this country represents trade and commerce to the extent of several billions of dollars. Food manufacturers who have built upon merit a national or international reputation for their trade-marks are liable to be held up and publicity given to unsustainable charges against the integrity of their products and are liable to enormous losses through the inconsiderate act of a food commissioner or by some dishonest attack on their good name. We must acknowledge that too frequently some special interest seeks the aid of the food commissioner to discredit a competitor's product. It is notorious that food commissioners have brought deserved reproach upon their office by asking campaign contributions from large manufacturers in other than their own state and whose interests they imagined would be affected by their ruling. What can the trade infer when the commissioners, collectively or singly, allow the solicitation of advertisements at a high rate for journals in which they have a direct or indirect interest?

Many will recall the turmoil in one large state where an over-zealous commissioner with an ambition to become governor waged a reckless war against food products, particularly such as were competitive with the farm products of his own state, in order to win the political support of the farmers, and against whom or his deputies open charges were made of seeking graft. I could specify further and give the reason why one who has been prominent in the work of securing food laws was constrained to say: "I have reluctantly come to the conclusion that the whole pure food propaganda is a network of graft and blackmail." Another expressed it in these words: "It is simply a question of fight or settle, and it is usually cheaper to settle." The trade want honest, competent men, specially qualified for their work as food commissioners, and not the favored political worker of some governor or the party hack looked up to to find places for the boys and so administer his office that the revenue pays the expenses of administration. It always looks suspicious when a charge is brought against a non-resident manufacturer with a view of making a precedent when manufacturers within the State are doing the same thing as the outsider.

Among other things open to criti-

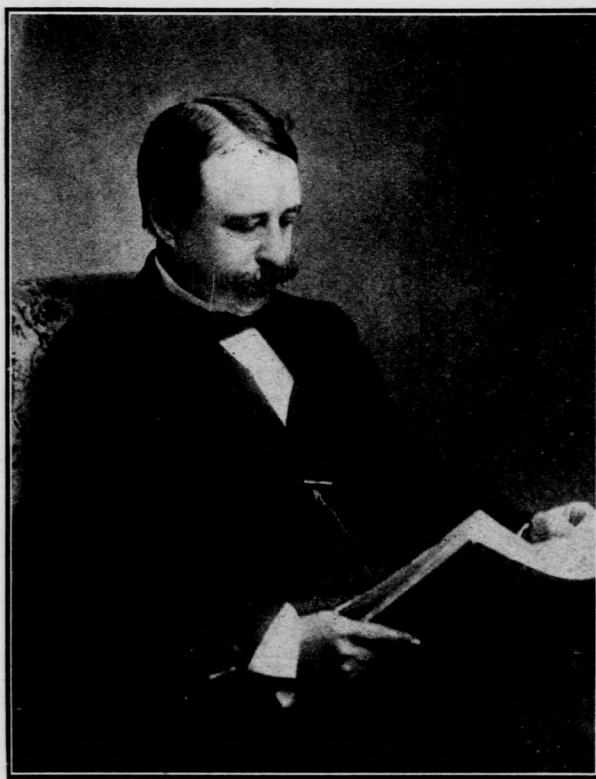
cism in connection with administration is the stress laid upon the positive declarations and work of many of the official chemists, often novices or students, entrusted with analytical work of a delicate nature and whose verdict is accepted against that of chemists of extensive training. All large interests identified with food maintain laboratories in charge of chemists who are specialists in their respective lines; men who have devoted twenty-five, thirty and in one case forty years to one line of work. And yet the conclusions of these men are often challenged by commissioners simply on statements or deductions of laboratory assistants. The commercial world pays the highest price for chemical service, many times over the recompense of the official chemists, and we claim that the work of commercial laboratories

frequently with facilities incomparably inferior to those of our large private commercial laboratories. Co-operation between these interests is imperative if a national standard of foods is to be valuable and respected.

Frank N. Barrett.

New York, Oct. 5—Mr. F. N. Barrett, editor of the American Grocer, has returned from St. Louis, where he attended the Pure Food Congress. He explained yesterday the nature of his criticisms that gave offense to some of the commissioners and declared that he had not a single word to retract. Mr. Barrett asserted that he made no statement "that the pure food laws were neglected and impure foodstuffs allowed to swarm the markets," and he did not assail the national chemists.

"My remarks gave offense to cer-



Frank N. Barrett

and not that of state or even the Government laboratory should be given the preference in deciding questions in relation to adulteration and the fixing of standards.

We are glad that the body of official agricultural chemists and the Bureau of Chemistry of the United States Department of Agriculture take special pains to invite the commercial chemists to their hearings to arrive at standards and seek their co-operation. These men are not only thoroughly up in their profession, but they have large commercial experience and are keenly alive to trade as well as professional aspects of any question. Their experiments and analyses are on a large scale and cover operations extending over years, while oftentimes the official laboratory jumps at conclusions after a very brief period of investigation and

tain parties present," said Mr. Barrett, "and led to a very animated debate during the two following days which threatened to disturb the peace of the Congress. Upon being accorded the platform the second time, I stated that I not only stood by what had been said in my paper, but emphasized it, and had nothing to retract. This led to a somewhat bitter debate, after which Mr. Critchfield, of Pennsylvania, connected with the Pure Food Department of that State, presented a resolution for the appointment of an investigation committee of five to examine into certain charges of blackmail, which resolution he supported by reading two affidavits, one signed by a well-known preserving company of Baltimore and the other by a large distributing concern of this city, practically charging blackmail in

connection with the securing of advertisements for a book containing the official proceedings of the Pure Food Congress and put out under the auspices of the commissioners of four or five states. These were to the effect that a party having a letter of introduction from the president of a former pure food congress solicited advertising at \$100 per page, to be published in a report of the official proceedings.

"It was stated that the presence of advertising matter in the work would be practically an indorsement of the firms so advertising. This affidavit in substance charged that a refusal to advertise would be reported to his superior (a food commissioner) and that it was possible that the goods of the firm would not enjoy the same immunity in states where his employers administered the law. It was to investigate the charges made in the affidavits that the Congress decided to appoint a committee of five. The history of the publication of the official proceedings supports the criticism advanced.

"I also stated that a food commissioner approached the vice-president of one of our most prominent corporations for a campaign contribution, and was coldly refused; that the president of one of the oldest and best companies in the United States had said that the execution of the laws was nothing but graft. I also stated that as the secretary had said they were there to 'co-operate and not to fight,' and would welcome criticism, and as the president had remarked that they wanted competent and honest officials, I had the courage to present the views of the trade, but they were not to be regarded as the opinion of the American Grocer nor its editor."

## Her Pertinent Query.

"Of course," she said, "I realize that you have every confidence in me, as you say, but I must admit that it would be a great satisfaction to me if you would tell me why—"

"Yes?" he said anxiously, as she paused.

"—if you would tell me," she repeated, "why it is that you deem it necessary to put your love letters through a copying press?"

Then he instantly recalled that she had once been a stenographer in a business house and was "on to" his little precautionary measure, so to speak.

## Ahead of the Game.

Two retail dealers of Springfield, Mass., who have been on the unfair list of the unions for several months, report that their business has steadily increased since the boycott was put on. They can not see that they have lost many of their old customers, and the advertising of the boycott has brought them a large number of new ones.

## Must Stop for Repairs.

"You ran over that chap. Are you going to stop?"

"Yes, just as soon as we reach a repair shop. I heard something break when we hit him."



## The Drought in Europe.

The severe drought that is inflicting European countries has had various injurious effects. It has caused frequent and large fires; it has stopped river navigation entirely in many districts, causing a scarcity of fruits and garden truck, coal, wood, and so forth, and greatly advanced prices; it has forced works operated by water power to cease running. But it is particularly the insufficiency of feedstuffs for cattle and horses which causes anxiety in agricultural and commercial circles.

The governments of Bulgaria and Roumania have already issued decrees prohibiting the exportation of corn and other cattle feed. Exceptional freight rates, amounting to a reduction of about 50 per cent., are given by Hungarian and Prussian railroads for corn and feedstuffs. The beef and pork supply will be diminished, as farmers are averse to paying high prices for the feed required for raising stock.

Servia and Austria-Hungary also have issued decrees prohibiting the exportation of corn, hay and other feedstuffs. The order of the Austro-Hungarian government is most rigid and sweeping, as it includes, in addition, bran, barley, potatoes and beans, oil cake, clover and the husks, dregs and waste materials of malt and sugar beets; in short, everything, even including swill, that can serve as food for animals.

Roumania and Austria-Hungary have heretofore been the principal European supply sources for corn and feedstuffs for the other countries of Western Europe. This source of supply now being closed, Germany, Italy, France, Switzerland, Belgium, Holland and England, as well as the Scandinavian countries, will have to depend principally upon the United States, and, to a smaller extent, upon Argentina for food for their cattle and horses.

## The Reapers.

Me and Death and my Auto,  
Merry of mood we three,  
Went for a spin one morning,  
Friendly as friends could be.  
"Pouff! Pouff! Pouff!" said my Auto,  
And old Death winked at me.

Me and Death and my Auto,  
Speed with a strength divine;  
Women and men and babies  
Fell in our deadly line.  
"Hit! Hit! Hit!" said my Auto,  
"Bully," said Death, "they're mine!"

Me and Death and my Auto,  
Zipped like a shot through the town,  
While I directed the lever  
And the Auto carried 'em down;  
Put Death sat back on the cushions  
And whistled and waved his crown.

Me and Death and my Auto  
Were stopped by a cop on the hill,  
"Ten dollars fine," said the copper;  
"For faith he have sped to kill."  
"True," said Death, with a chuckle,  
"But the pleasure is worth the bill."  
—Wallace Irwin.

## Slugging Crews in St. Louis.

A union striker arrested in East St. Louis on the charge of being a non-union employe at the stock yards has confessed that his union had adopted the slugging method, and that squads were sent out to beat strike breakers.

You will never build yourself up by trying to pull down others. It will pay you better to extend the helping hand than to wield the knocker's hammer.

## Hardware Price Current

AMMUNITION					
Caps					
G. D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	2 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 60				
No. 2 Winchester, boxes 250, per m.	1 60				
Gun Wads					
Black Edge, Nos. 11 & 12 U. M. C.	60				
Black Edge, Nos. 9 & 10, per m.	70				
Black Edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of	oz.	Shot	Size	Per
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/2	1 1/4	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60				
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	7 00				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad.	15 00				
Garden.	33 00				
Bolts					
Stove	70				
Carriage, new list.	70				
Plow.	50				
Buckets					
Well, plain.	4 50				
Butts, Cast					
Cast Loose Pin, figured	70				
Wrought, narrow.	60				
Chain					
1/4 in 5-16 in. 3/4 in. 1 1/2 in.					
Common.	7 c.	6 c.	6 c.	4 1/2 c.	
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.	
BBB.	8 c.	7 c.	6 c.	6 1/4 c.	
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer.	65				
Socket Framing.	65				
Socket Corner.	65				
Socket Slicks.	65				
Elbows					
Com. 4 piece, 6 in., per doz.	net.	75			
Corrugated, per doz.	1 25				
Adjustable	dis.	40 & 10			
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps.	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis.	16 17			
List	12	13 14 15			
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	dis.	90			
Double Strength, by box	dis.	90			
By the light	dis.	90			
Hammers					
Maydole & Co.'s new list.	dis.	33 1/4			
Yerkes & Plumb's	dis.	40 & 10			
Mason's Solid Cast Steel	30c list	70			
Hinges					
Gate, Clark's 1, 2, 3.	dis	60 & 10			
Hollow Ware					
Pots	50 & 10				
Kettles	50 & 10				
Spiders	50 & 10				
Horse Nails					
Au Sable	dis.	40 & 10			
House Furnishing Goods					
Stamped Tinware, new list.	70				
Japaned Tinware	20 & 10				

## Iron

Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	7 1/2
Per pound.	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/2c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy.	40
Sciota Bench	50
Sandusky Tool Co.'s fancy.	40
Bench, first quality.	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 25
Wire nails, base	2 10
20 to 60 advance.	Base
10 to 16 advance.	5
8 advance	20
6 advance	30
4 advance	45
3 advance	50
2 advance	70
Fine 3 advance.	50
Casing 10 advance.	15
Casing 8 advance.	25
Casing 6 advance.	35
Finish 10 advance.	25
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 7 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal.	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's.	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 55
Barbed Fence, Painted	2 25
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought.	70 & 10

## Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	4 25
Quarts	4 40
1/2 gallon	6 00
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each Chimney in corrugated carton	
No. 0 Crimp	1 70
No. 1 Crimp	1 90
No. 2 Crimp	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab. 1	91
No. 1 Sun, crimp top, wrapped & lab. 2	00
No. 2 Sun, crimp top, wrapped & lab. 3	00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab. 3	25
No. 2 Sun, crimp top, wrapped & lab. 4	10
No. 2 Sun, hinge, wrapped & labeled 4	25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps	80
LaBastie	
No. 1 Sun, plain bulb, per doz	1 00
No. 2 Sun, plain bulb, per doz	1 25
No. 1 Crimp, per doz	1 50
No. 2 Crimp, per doz	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 15
3 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl. 20	00
No. 0 Tub., Bull's eye, cases 1 doz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 1/2 in. wide, per gross or roll	25
No. 1 1/2 in. wide, per gross or roll	20
No. 2 1 in. wide, per gross or roll	45
No. 3 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Books	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	7 00



### Weekly Market Review of the Principal Staples.

**Crepes**—Messaline crepe is one of the latest additions to the crepe line, and as its name implies is to a high degree lustrous, satiny and soft. Warp-print crepes de chine promise to be in high favor, as they are too beautiful not to sell easily. Broche crepes with hand-tinted designs, and embroidered crepes with diamonds, dots or crescents—all are conspicuous in high-class silk exhibits and appear in the latest gown models.

**Plaids**—The season has frequently been denominated a plaid season in trade literature, and it remains to be proven whether it has been misnamed. Certainly plaids are more conspicuous in all dry goods lines than in many seasons, but the final test of actual consumption alone will decide their success. It is reported that manufacturers of waists are using silk plaids liberally in both the French and Scotch varieties, and those who object to plaids in general are ready to indorse them in the form of the separate waist. The blue and green combinations, with or without the addition of black or bright colors, are the favorites.

**Ribbons**—The movement of ribbons is fully up to the expectation of distributors. Piece dyed ribbons in all the new shades find ready sale to milliners for hat ornamentation. The most encouraging reports concerning ribbons come from Paris. Manufacturers, distributors and milliners on the other side of the water are giving more attention to ribbons than at any time in recent years. From present indications it seems as if it were to be a ribbon year in this country as well. Glace taffetas are gaining in popularity every week, but are not as active as the plain colors, perhaps owing to uncertainty among the buyers as to their ability to select the exact shades desired. Plaid ribbon in all widths forms very effective trimming and it appears that it will be largely used for this purpose. One of the latest whims of fashion is to fringe the ribbons about half their widths, when, according to the breadth of the ribbon they form garnitures on flounces of the dress material. Every conceivable use for ribbon is being found by the fine modiste, and some of the novelty ribbons which are being shown this season should win the most conservative buyers over to their sides. Novelty ribbons are selling well. Milliners are using ribbons in greater profusion than for many years, and they are in great demand for trimmings of all kinds. Plaids are good in every line this year and they are being systematically pushed by makers of fashion everywhere. In no line does the plaid idea appear as a more decided vogue than in ribbons. Ribbons are copied directly from all the Scottish clan plaids and French

plaids in the most tasteful of color schemes. Plaid ribbons are not used in the restricted manner in which they have been employed in the past few years but are finding favor as trimmings for all sorts of costumes. Favorite colors appear to be the copper shades, ranging from a deep to a high tone. Browns are particularly good this year and run from a golden brown up to richer and darker tones. The fashion of shaded ribbons is finding ready favor in this country and the leather shades, as they are called by the trade, usually show from three to five shades of a color. These are used as trimmings on high-class hats.

**Silks**—Silk departments of jobbing houses have been as lively during the visits of merchants this fall as have any of the others. In fact, they have been much livelier than most of the others, and no part of the store is more aglow with richness and elegance than is the silk section. Silks are always and everywhere the equal of any other material in elegance. This season they are preeminently so because of the high luster which is one of their distinguishing features. The finish is a soft luster which radiates light. It can be distinguished farther than any other dress material. In addition to the high luster there is also the consideration of color. Browns, which are so much in vogue, show distinctly at a great distance. The colorings for fall are bright, high shades which in addition to the bright luster make them very conspicuous.

**Velvets**—Early prospects were that velvets would be considered more than ordinarily. Several weeks ago enquiry was made concerning the position of velvets for the coming season. Repeated enquiries were made of leading silk buyers regarding the probable status of velvets and velveteens. To most of these enquiries the reply was: "Wait; it is too early." The reason for such a reply was that silk people did not care to commit themselves too far along a line that might not develop. The period of the season has now been reached when it can be confidently said that a better than average sale of velvets and velveteens will be experienced. An examination of the models in the recent dressmakers' convention showed that both velvets and velveteens are greatly in evidence. Many of the richest costumes are of these materials and may be seen in the salesrooms of leading retail stores and also in their windows. Velvets and velveteens are both used extensively for full costumes and they are also being a great deal used for jackets and trimmings. The full costume and the coat require a great yardage of velvet. When the sales of the season shall have been estimated it is not unlikely that the totals will be surprisingly satisfactory. Indications are that the coming season will be the biggest velvet season experienced by the trade for five years. The demand for broadtails has been important now for several weeks. It is expected that they will continue in popularity for some time

### Percival B. Palmer & Company

Manufacturers of  
Cloaks, Suits and Skirts  
For Women, Misses and Children  
197-199 Adams Street, Chicago

### AUTOMOBILES

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

Michigan Automobile Co.  
Grand Rapids, Mich.

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

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



We get cash  
out of  
your goods

Cost out of "undesirables" and  
a profit out of  
better goods, by  
our

### NEW IDEA SALE

C. C. O'NEILL & CO.  
270-272-274-276-278 Wabash Ave.  
CHICAGO.

"Oldest and most reliable in the line."



## 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

GRAND RAPIDS, MICH.

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



## Over Shirts

Don't fail to see our line of flannel shirts. We have the "Presto." This shirt can be worn with laundered collar or with collar of same material.

We also carry a complete line of  
Cotton Jersey Shirts  
Wool Jersey Shirts  
Flannel Shirts  
Negligee Shirts  
Drill Shirts

We have them at all prices. Write for sample dozen.

### P. STEKETEE & SONS

Wholesale Dry Goods  
GRAND RAPIDS, MICH.

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



into the coming season, when plains will compete with fancies for favor. One of the most attractive retail windows this week is of chiffon velours in several colors. Heavy shantungs which are brought out in all of the new fall colors—modore, copper, leather and pale shades also—are well taken by high-class retailers for autumn cloaks and fall and winter costumes. The latest addition to these, which is of coarse natte weave, called Burlingham Sacking, has received much distinction from exclusive trade. Japanese silks continue in strong demand. A new heavy shantung will soon be exploited called "Le Jungle," and Shanghai silks in whites and pale shades are an important factor in silk lines. The revival of surahs is creating more interest than that of other weaves of old-time reputation; perhaps because the scope of its uses is greater. "Auroris" silks are meeting with pronounced success, which is in a measure due to their resemblance to satin surah with the latter-day modifications of extreme softness, or chiffon finish. "Punjab" silks, renowned for their excellent wearing quality as well as their attractive appearance, come in piece dyed goods of all the popular fall shades. Faille Francais is moving more rapidly than a month ago. Two new weaves are promised for the beginning of the spring season—namely, "Bond Taffeta" and "Bond Suiting."

Kid Gloves—Kid gloves are now replacing summer fabric gloves. The relationship of merchants and summer fabric gloves has not been any too intimate during the past summer. This is due to no fault of the fabrics. They would have been at the service of merchants and customers if they had been given a chance, but the weatherman has declined to allow the use of them. Sales during the past season might have been much better than they were, but the season has closed and there is no profit in worrying about what might have been. The best kid glove stocks are at the present time receiving enquiries for kid gloves. City stores have opened the season by special offerings of mended gloves. Some of these special styles are bona fide and some are not. It often happens nowadays that a store which secures a piece or two from some auction sale deceives itself into believing that it has purchased all the stock offered at auction. These mended glove sales represent that the store "has secured the entire stock of defective merchandise of some factory for the season." If all the advertisements about mended gloves are true there must be a tremendous lot of such merchandise. Some of the sales of mended gloves and defective merchandise are not bona fide. Even salespeople are often unable to point out what the defect is. At any rate, mended kid glove sales have inaugurated the fall season.

#### Mohair Fabrics Are Favored For Spring.

Domestic manufacturers and importers' agents acknowledge that the opening of the spring season has been

a trifle later that is usually the case, but with the improved sentiment regarding future business, now noticed throughout the country, every possible effort is put forward to shape all lines for inspection.

Some mill agents are willing to concede that mohairs are in strongest favor for next spring. The promise just now is for a greater demand than ever. This demand is worrying mills which are not prepared to meet it. Some of the buyers who have looked over spring lines have had difficulty in finding desirable patterns. At least these are the representations which they are making. "No new ideas" is the complaint which is made in many cases to the representatives of dress goods mills. The reply of manufacturers is that mohairs are having their run and it is no use to endeavor to stop the demand by offering an extensive line in wool materials. This is the explanation which seems most nearly correct if there is a weakness in the wool lines for 1905. The mohair demand is expected to cease some time, and when it does then the manufacturers of wool fabrics say they will offer encouragement with a more extensive line. Without doubt the mohair run is subtracting from the interest of other weaves.

Manufacturers not making mohairs are unable so far to bring out a substitute for them. While the manufacturers of wool dress goods are having their troubles, the manufacturers of mohairs are bringing out more and more attractive patterns in this weave. For fall the wool quotations in mohair are likely to continue the popularity of the latter fabric late into the coming season, although it will not displace wool for cold weather. Mohair weaves in wool suiting effects so closely resemble wool materials that it is very difficult to distinguish them from wool fabrics except by close examination. The camel's hair is an example of the success of the manufacturers in creating new ideas in this popular weave. The effects in mohairs for shirtwaist suits are most acceptable to the trade. Mohairs seem to be particularly well adapted for this style of costume and for skirts they are successful and popular. There is nothing in any other fabric in the wool stock to exceed mohairs in the new designs for certain styles of costume.

If the shirtwaist suit is accepted as a popular garment next spring, then mohairs will continue to be in prime favor. One dress goods manager says he has already accepted orders for mohairs for next spring. He reports that he has booked a 500 piece order in cream mohairs alone. This order comes from a manufacturer who is ordering the fabric for men's shirts. The manufacturer is asking that they be delivered to him in single fold rather than double fold. The purpose, of course, is to avoid the crease of the double fold. What he has used this season has been double fold, 36 inches, but he much prefers single fold, as he says it cuts to better advantage. The question naturally arises, may it not be advisable to produce the single fold

for the consumer as well as the manufacturer? How far into the ocean of the dress goods demand the mohair current will run this fall remains to be seen. It may run farther than ever before.

The appearance of plaids is noticeable in the better stores. The exhibits have been particularly noticeable in the stores that cater to the

choicest trade. Perhaps it is not known to all the trade that there are sections in some stores that handle exclusive novelties only. Certain of the best stores have designs made up for themselves only. Some of these patterns are made from designs supplied by the house which are prepared and given to the mills for manufacture in certain weaves.

## FRENCH CUBAN HEEL



Just what you want for your fine trade. We carry them in stock.

M. & F. wide in Goodyear Glove Romeos. The best wearing and fitting rubber made.



HIRTH, KRAUSE & CO.

GRAND RAPIDS, MICH.

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

## The Latest in Style



The Most Comfortable In Design and The Best in Value

Retailing at One Dollar

PURITAN CORSET CO.

KALAMAZOO, MICH.



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

United Commercial Travelers of Michigan  
Grand Counselor, L. Williams, Detroit;  
Grand Secretary, W. F. Tracy, Flint.  
Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, S. H. Simmons; Sec-  
retary and Treasurer, O. F. Jackson.

#### Selling Goods to the Grocery Trade.

"Maybe some things in life are an unqualified snap," remarked a fellow salesman to me, recently, "but selling to the grocers is not one."

This salesman was an exceptionally good one, and his remark was not intended as a reflection upon the grocers, but what he had in mind was the peculiarities of the business, and selling to the grocery trade is somewhat different from drugs or shoes. At the same time furniture and clothing are unlike drugs and shoes, so I take it, and I ought to know by experience, for I have sold in a half-dozen lines during the past twenty-five years. I am selling groceries now, and will, in all probability, be selling groceries for the next few years, and while one does have to do some things in this line that he does not in some others, I must say, I like the work.

When I was a boy I worked around my father's general store, and the mysteries of coffee, tea, crackers, sugar, and all the spices of the tropics filled my childish mind with interest. I was wont to study over the Chinese marks on the tea packages and by enquiry and out of my books I learned all I could about these articles, their habitat in the natural state, their culture, the countries in which they grew, from Brazil, "where the nuts come from," to Java which is responsible for certain other things. It was not much wonder, then, that after selling in some other lines, I should eventually get into the grocery trade.

I tell you what it is, Mr. Salesmanship, I find it interesting still, and the new things constantly coming up keep me just as much on the qui vive as did the staples in my father's store thirty-five years ago. I want to know all about my line and my goods for the sake of knowing, and then I must know for the sake of talking about my line. If I can tell some true stories about my goods—where and how grown, how harvested, how shipped, how carried, where stored, how handled and prepared for my selling, I have a good lot of talk and of the very best kind, particularly on some of our house specialties, like the different styles of olives, coffee blends with berries from five different places, and a hundred other things.

There is another peculiarity about groceries that is in favor of the salesman. If one has a good line and can get the taste of a community educated to it, it is not an easy matter for some one to come in and break you down, for the palate of the peo-

ple will long for your goods, if they have real merit and have been fairly introduced. It is true there is a class of buyers which is always looking for something different, but there is another and a better class which learns what it likes and which refuses to be switched to and from. When the grocer can be induced to put in one's good lines, and build up the trade, he is not only better pleased himself, but is better able to please his customers, and better than all else, he is your customer and your friend. You will always receive an order if he has one to give. He will always listen to you if you have something else which you can recommend.

My trade covers some good sized cities and a number of little towns. Proportionately I give the little fellows just as careful attention as the big ones. If the dealer is new in the business, I advise him in a friendly way. He may wish to order too much, and I advise him against it, for it makes me tired to go into a place and see a lot of shop-worn landmarks on the shelves. This cuts down my immediate order, but I am establishing confidence and reducing risks. The dealer begins to think that I am not simply out for all the money he has to spend, and if I really think he can take care of a larger lot of something than he has ordered, he will most likely increase at my suggestion. Do I stuff my orders? Never. I do not see how any one can and the only reason it goes is because human nature is long-suffering and inclined to give way rather than fight. But to me it seems a poor practice.

Besides coaching along the tyros in the business I look up their credits and keep the house advised. There are more people enter the grocery trade without previous experience than any other line. A farmer, a mechanic or a railroad man is likely to embark in the grocery trade, just because he thinks it an easy business to handle, and because he has a few hundred dollars to start. Many of them do not last long, but I have some on my list whom I have sort of kindergartened along until they know groceries and have an established trade. I got an order amounting to nearly three thousand dollars from one of these not long ago. It was a good sized one for him, but six years ago one-tenth of that amount would have been a plenty. He has learned and grown, and it did me no harm and my house much good to give him a little attention. Last month he positively would take no denial, and my wife and I were entertained out at his farm for a week. And yet I did no more in starting him right than I would do and have done for others.

The matter of looking up credits has been my duty along with making sales, and after one is acquainted in the several localities it is easy to get absolutely accurate information and opinion regarding customers, for in the smaller communities, especially, a man's resources and character are known to nearly everybody.

As to prices, they are more stable

than they were, yet one must be posted to explain whys and wherefores. Nevertheless, good, reliable salesmen, traveling even for small houses, will sell goods at better prices than can be gotten by a man in whom the trade lacks confidence.—Salesmanship.

#### From One Trouble to Another.

Mrs. Subbubs—Why don't you take the lawn mower down the cellar and put it away?

Mr. Subbubs—Because if I do I'm sure to see the furnace and I'm trying to forget that there is such a thing.

### LIVINGSTON HOTEL

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

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



### Putnam's Menthol Cough Drops

Packed 40 five cent Packages in Carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to ONE FULL SIZE CARTON FREE when returned to us or your jobber properly endorsed.

PUTNAM FACTORY National Candy Co  
Makers  
Grand Rapids, Mich.



### The La VERDO Cigar

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

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

Couldn't be better if you paid a dollar.

The Verdon Cigar Co.  
Manufacturers  
Kalamazoo, Michigan

### The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

### ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

### GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency



**Gripsack Brigade.**

If any of the boys are wondering why more of the two pages allotted to them is not filled with matter pertaining exclusively to the fraternity, they should remember that the Tradesman has excellent facilities for printing the news, but can not make news. If the traveling men will do their part by sending in the items which come to their attention, the Tradesman will make their department a hummer.

David Drummond (Brown & Sehlner Co.), who has been confined to his bed since Sept. 5 with an attack of inflammation of the bowels, is able to be about again, but will not be strong enough to resume his visits to the trade for a week yet. Dave had a close call and the suffering he has endured for the past five weeks is plainly indicated by the manner in which he has fallen off in flesh. His friends—and their name is legion—will rejoice with him and his family over his speedy recovery.

A Mishawaka, Ind., correspondent writes as follows: Having long been dissatisfied with the hotel facilities provided here and piqued at the derisive remarks made by commercial travelers concerning these establishments, the members of the Mishawaka Business Men's Association have secured an option on a desirable site and appointed a committee to proceed with the organization of a stock company. This new corporation will erect one of the most modern hotels in Northern Indiana, although for size it will be excelled by a few.

Hotel Life: There was a time when a hotel writing room was selected with a certain idea that it might be quiet. That was the tradition at all events, and it was presumably thought easier to attend to correspondence under these circumstances. But in going into some hotels it would seem the old myth is exploded. How often one finds the writing room the noisiest place in the hotel. There the telephone is, and there the typewriter rattles away, while guests dictate. It is also probable that the ticket office will be situated there, and in addition to all these departments is found the telegraph stand. It only requires a man with a good, loud voice at the typewriter, somebody ringing the telephone bell, a woman haggling over theater seats, and the telegraph receiver clicking to make it easy to collect one's thoughts, and write a letter in that place.

**The Heart-in-His-Work Man.**

Have all the good salesmen jobs? This question is worrying many business men. Some merchants were discussing the subject the other day. Said one: "I have a good line, the facilities to execute orders and I spend some money for advertising, yet a good salesman is indispensable to my success. Try as I will I can not get men who put their heart in their work. I myself have not the eloquence nor the persuasive powers necessary to a drummer, but I never go on the road without coming back

with more orders than any traveler ever brought me."

A paper dealer who does a very large business, serving some customers with as much as a carload of paper a day, had been listening.

"I am afflicted with the same trouble," he said. "My best salesman is myself. I have tried all sorts of men and have lost more money in salaries to incompetent drummers than in bad debts. I have about given up hope."

"It does my heart good to hear that you have the same experience which worries me." A third man began thus and heaved a great sigh. "I have interviewed applicants of all ages and nationalities who answered my many advertisements.

"Scarcely one but asks about the salary before he knows what goods he is required to sell. I have put on men who looked like church deacons and some who resembled race track touts, in the hope that one might prove desirable.

"I have paid liberal salaries and commissions and have given the men every opportunity and encouragement, but I'm rapidly coming to your way of thinking, that all the good men have jobs."

The scarcity in every field of modern enterprise is of the "heart-in-his-work" man. There are thousands of people willing and anxious to take situations with salaries attached, but there are few who really go after their work. Probably it was always so, but one is impressed to surmise whether there is not something wrong with us as a people, or in our methods of thought and teaching. Is there not too much of a desire to do the easy thing, to avoid responsibility, to wait for directions, and to shrink from any mental or physical work that is outside of routine?

One writer has made the broad statement that the City of New York is so permeated with the idea of graft that it is almost impossible to develop a native into anything efficient. The statement is of course an exaggeration, but just the same the crying need of to-day is for the heart-in-his-work man.

**The Last Faltering Steps.**

Port Huron, Oct. 12—Only six members were present at the last meeting of the Merchants and Manufacturers' Association. They spent the time discussing the last faltering steps of the Association and blaming the newspaper men of the city for being the chief factors in its downfall.

President Canham, in discussing the Association, told the newspaper men that the M. and M. was not going to disband. "It will simply be the same boy with another name," said he.

Hopkins Station—Baxter & Davison have sold their hardware stock to W. M. and Floyd Roberts, who will continue the business under the style of the Roberts Hardware Co.

Tardiness is one of the most exasperating and inexcusable of faults in salespeople or others.

**The Boys Behind the Counter.**

Cassopolis—R. E. Decker, formerly of this place, but for the past two years connected with the Adler Bros. Clothing Co., South Bend, has resigned to accept a more lucrative position with the Askin & Marine Clothing Co., of Birmingham, Ala., with headquarters at Rochester, N. Y. The position pays \$1,500 the first year and \$2,000 the second.

Battle Creek—Will E. Carr has assumed the management of the Empire Clothing Co., at No. 6 East Main street.

Otsego—Geo. L. Lage, who has been with E. M. Kennedy, of Kalamazoo, for some time past, has taken the position of prescription clerk for Geo. D. Hofacker.

Adrian—Walter Wooten has severed his connection with Alf. B. Thompson's South Main street drug store, where he has been for the past three years, to go to Ada, Ohio, to take a course in pharmacy.

Allegan—B. Tripp has secured E. W. Wheeler, of Cedar Springs, to assist him in his dry goods department.

Ann Arbor—Theodore Braun, who has been with Lamb & Spencer for the past few years, has taken a position with Henry & Kyer.

Plainwell—Glenn Williams is clerking in Schoonmaker's drug store, having taken the place of J. M. Wolff, of Otsego, who has been employed there during the summer. Mr. Wolff has gone to Ann Arbor to continue his studies.

Battle Creek—Carl Freeman, who has been with Foster & Post here for over a year past, will have the management of the store in this city under the new owners, S. H. Knox & Co.

Boyer City—Fred Thorne has been engaged as head clerk by L. S. Walter, who recently purchased the grocery stock of D. C. Hutchins.

**Manufacturing Matters.**

Pontiac—Evi D. Benjamin, for the past six years manager of the manufacturing department of Nelson, Baker & Co., of Detroit, has acquired an interest in the Perry Weed drug store and has taken hold. Mr. Weed will devote part of his time to outside business.

Detroit—The Schwartz Motor & Fire Truck Co., capitalized at \$25,000, has filed articles of association with the county clerk and enumerates as stockholders Carl Schwartz, William H. Dritler and William J. G. Mourer, of Hancock; Byron J. Hart and Fred P. Obenauer, of Detroit, and William G. Bryant, of Brooklyn, N. Y.

Detroit—Walter W. Thorne, A. B. Packard, Charles L. Bartlett and Walter W. Thorne, trustee, have incorporated as the Wolverine Leather Specialty Co., with capital stock of \$25,000. Of this capital, \$5,000 has been paid in in cash and \$9,840 in property, the new firm taking over the stock, etc., of the old company.

Port Huron—The Summers Fibre Co. has secured a site near the foot of Thomas street, where a small building is being erected. The product of the company's work will be a fibre which is used in the manufac-

ture of binder twine. This will be made from the straw of flax, which will be secured from points along the line of the Pere Marquette Railway on the Port Austin division. A large stock of this material is now awaiting shipment to the city.

Belding—The Cook County Shoe Co. has practically completed arrangements for the removal of its shoe manufacturing machinery from Chicago to this place, utilizing the factory building formerly occupied by the Belding Shoe Co. The change of location is due solely to the desire of the company to get away from trades unions and the espionage and tyranny of walking delegates, local business men having pledged themselves to prevent the formation of unions in this peaceful and prosperous community.

**Paid the Penalty for Union Aggression.**

An amusing story comes from Savanna, a little town in Indian Territory. The Missouri, Kansas and Texas Railroad Company, commonly known as "The Katy," found it necessary recently to employ non-union telegraph operators at Savanna. The inhabitants of the town took it upon themselves to drive away the non-union operators, who had been employed to take the places of strikers. They were insulted, stoned, refused food and shelter and threatened with mobbing. After this had continued until the operators could not stand it any longer the railroad company had its Savanna station torn down, the side tracks removed and the place blotted from the railroad map. It is reported that without the railroad the town, which has a population of 600, can not last. Already people have begun to leave it, finding that since trains have ceased to stop there they have no means of earning a living.

**Hides, Pelts, Tallow and Wool.**

Hides are held higher than last week as they can not be replaced at the old price. Tanners hold off at the advance and work less hides. It is a question of finding a purchaser that must have hides to keep running even if not a new dollar for him.

Sheep pelts are in good demand at extremely high value as compared with the past few years. The supply is not equal to the demand and the market is well cleaned up.

Tallow is more quiet, with producers well sold up. The market is cleaned out, and only small offerings are put out, at a higher asking price. Later oils are expected in large quantities, which will affect prices.

Wool is firm in the Eastern market and shows an advance. Stocks are light and the demand is good. Woolen mills are all busy, running night and day on large orders. There is no wool left in the State.

Wm. T. Hess.

A wise employer or manager will give a word of praise or encouragement where deserved. Appreciation is like moisture on dry ground. It helps the crops.



### Michigan Board of Pharmacy.

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

### Michigan State Pharmaceutical Association.

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

### Improved Process for Solution of Magnesium Citrate.

In view of the present revision of the United States Pharmacopoeia, the writer would suggest a new method for preparing the solution of magnesium citrate so as to make it more palatable and stable.

As it is now, its most marked defect is the precipitation which occurs very often after the lapse of a few days. According to one authority this is caused by the presence of calcium salts in the magnesium carbonate used in the manufacture of the solution.

Another writer suggests that the solution be sterilized to prevent the growth of fungi, which are said to be the cause of this sediment.

Still another claims that if the bottles are not hermetically sealed, some of the salts will be thrown out of solution.

While these theories are plausible, they do not simplify a process which is still twenty years behind the times.

The writer has often observed that when the sugar, acid and the magnesium carbonate were mixed with hot water, so as to save time, the cold filtrate shows the presence of quite a large amount of grape sugar, which is probably formed by the inversion of the cane sugar employed. This is possibly owing to the action of the citric acid on the sugar in the presence of heat.

The action of potassium bicarbonate has never been questioned, probably because it has never disappointed in carbonating, yet the tendency to use too much of it occurs, in which case it either creates a double decomposition or causes the bottles to burst.

The improvement suggested consists in preparing a concentrated solution of magnesium citrate, adding the simple syrup and filling the bottles with carbonated water. The following formula has given the best satisfaction:

Magnesium carbonate ..... 15 Gm.  
Citric acid ..... 27 Gm.  
Oil of Lemon ..... 1 gtt.  
Simple syrup ..... 60 Cc.  
Hot water, q. s. .... 90 Cc.  
Carbonated water, q. s. .... 360 Cc.

Dissolve the citric acid and mag-

nesium carbonate in enough hot water to make 90 Cc.; the oil of lemon is dropped on the magnesium carbonate before it is added to the citric acid solution, and when the reaction is completed, filter.

This concentrated solution of citrate of magnesia will keep for a month or more if it is kept on ice and in completely-filled sterile bottles.

To make a bottle of solution use 90 Cc. of the concentrate, add 60 Cc. simple syrup, then add a sufficient quantity of carbonated water, or so-called soda water, to make 360 Cc.

It is imperative that the carbonated water be very cold when poured into the bottles, as it is then fully charged and retains its pungency longer. The writer fills his bottles from the tap or draught of the soda fountain, that being the most convenient way. It will be noted that by dispensing with the potassium bicarbonate a saving of 3 Gm. of citric acid is effected, which also makes the product more palatable.

A finer flavor can be imparted to the solution by using the freshly-grated lemon peel.

As a novelty in aperient waters, the concentrated solution can be flavored with freshly-grated orange peel and sold as a laxative or orangeade, or a small-sized siphon can be filled with either flavor in the following manner: The air is exhausted in the siphon; a moderate vacuum is needed, such as can be produced by the mouth, and the concentrated solution mixed with the syrup is introduced by dipping the spout in the solution and opening the valve. The siphon is then filled with carbonic water in the usual manner.

It would be desirable to have this method introduced in the U. S. P. as an alternate process to be used by those pharmacists who possess a soda fountain.

Emile Brunor, Phar. D.

### The Drug Market.

Opium—Is very much firmer, on account of higher prices in primary markets. An advance of 5c is noted. Morphine—Is unchanged.

Quinine—Was advanced by manufacturers 2c per ounce on Friday last, on account of higher prices for bark at the Amsterdam sale on Thursday. Another advance is probable.

Carbolic Acid—Continues to advance and is very firm.

Balm Gilead Buds—Are higher, as demand at this season of the year is large and stocks are small.

Chloroform—A decline of 5c was noted last week. The patent of the process now in use expires in June of next year.

Glycerine—Is weak and tending lower, on account of reduced prices for crude abroad.

Bayberry Bark—Is scarce and higher.

Sassafras Bark—Has again advanced and is tending higher.

Oil Wormwood—Crop is said to be short and prices have advanced.

Lobelia Seed—Is in small supply and is tending higher.

The retail pharmacist of to-day oc-

cupies rather an anomalous position, being, or attempting to be, a conglomerate of small tradesman, artisan and member of a liberal profession. In this varied calling he has acquired interests which are at least partially, if not wholly, antagonistic to each other, and which have certainly tended to keep him within distinctly narrow bounds. As a professional man he has not developed as rapidly as was confidently asserted he would half a century or more ago. Among the reasons for this lack of development may be mentioned, that as a whole he has become too numerous, and that the system of education which has been provided for him is entirely too inadequate to develop the principles necessary for the evolution and growth of a professional spirit.

The Mikado of Japan is said to be very happy over the success of his forces in the war with Russia. He is so hedged about that little or nothing is revealed concerning his sayings or doings. The latest information is to the effect that he devotes his spare time to the writing of poetry on the proper cultivation of the soul.

The man who was busy with the hoe last summer is now showing splendid samples of potatoes.

## 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.

## 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

## 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. The Yards Roses, Basket Roses and Art Plates Roses will make a handsome window trim for the holiday line. Place your order at once. H. & P. Drug Co. carry stock of Alsatian Roses.

The JENNINGS PERFUMERY CO.

GRAND RAPIDS

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

## 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—

Acidum		Alkaline		Tinctures	
Aceticum	60 8	Black	2 00 2 25	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Brown	80 1 00	Aconitum Nap's R	60
Boricum	7 17	Red	45 50	Aloes	50
Carbolicum	26 29	Yellow	2 50 3 00	Aloes & Myrrh	60
Citricum	38 40			Arnica	60
Hydrochlor	3 5			Assafoetida	50
Nitrosum	8 10			Atrope Belladonna	50
Oxalicum	12 14			Aurant Cortex	50
Phosphoricum, dil.	15 15			Benzoin	50
Salicilic	42 45			Benzoin Co	50
Sulphuricum	1 1/2 1 1/2			Barosma	50
Tannicum	1 10 1 20			Cantharides	50
Tartaricum	38 40			Cardamom	50
Ammonia		Potassium		Castor	
Aqua, 18 deg.	4 6	Bi-Carb	15 18	Catechu	50
Aqua, 20 deg.	6 15	Bichromate	13 15	Cinchona	50
Carbonas	13 15	Bromide	40 45	Cinchona Co	50
Chloridum	12 14	Carb	12 15	Columba	50
Aniline		Chlorate po 17 13	16 18	Cubebae	50
Black	2 00 2 25	Cyanide	34 38	Cassia Acutifol	50
Brown	80 1 00	Iodide	2 75 2 85	Cassia Acutifol Co	50
Red	45 50	Potassa, Bitart pr	30 32	Digitalis	50
Yellow	2 50 3 00	Potass Nitras opt	7 10	Ergot	50
Baccae		Potass Nitras	6 8	Ferri Chloridum	50
Cubebae	22 24	Prussiate	23 25	Gentian	50
Juniperus	5 6	Sulphate po	15 18	Gentian Co	50
Xanthoxylum	30 35	Radix		Guaiaca	50
Balsamum		Aconitum	20 25	Guaiaca ammon	50
Cubebae	12 15	Althae	30 33	Hyoscyamus	50
Feru	1 15	Anchusa	10 12	Iodine	75
Terebinth, Canada	60 65	Arum po	20 25	Iodine, colorless	75
Tolutan	45 50	Calamus	20 24	Kino	50
Cortex		Gentiana po 15	12 15	Lobelia	50
Abies, Canadian	18	Glycyrrhiza pv 15	16 18	Myrrh	50
Cassia	12	Hydrastis, Can.	6 17	Nux Vomica	50
Cinchona Flava	18	Hydrastis Can. po	12 15	Opil	50
Econymus atro.	30	Hellebore, Alba.	12 15	Opil, comphorated	50
Myrica Cerifera	30	Inula, po	18 22	Opil, deodorized	50
Prunus Virgin.	12	Ipecac, po	2 75 2 80	Quassia	50
Quillaja, gr'd.	12	Iris plox	35 40	Rhatany	50
Sassafras	20	Jalap, pr	25 30	Rhul	50
Ulmus	25, gr'd.	Maranta, 1/2	35 40	Sergularia	50
Extractum		Podophyllum po	22 25	Stromonium	50
Glycyrrhiza Gla.	24 30	Rhel	75 1 00	Tolutan	50
Glycyrrhiza, po.	28 30	Rhel, cut	75 1 15	Valerian	50
Haematox	11 12	Rhel, pv	75 1 35	Veratrum Veride.	50
Haematox, is.	13 14	Spigella	35 38	Zingiber	26
Haematox, 1/2	14 15	Sanguinari, po 24	22	Miscellaneous	
Haematox, 1/4	16 17	Serpentaria	65 70	Aether, Spts Nit 3	30 35
Flora		Senega	85 90	Aether, Spts Nit 4	34 38
Arnica	15 18	Smilax, off's H	40 45	Alumen, gr'd po 7	30 4
Anthemis	22 25	Smilax, M	25 30	Annatto	40 56
Matricaria	30 35	Scilla, po 35	10 12	Antimoni, po	40 5
Folia		Symplocarpus	25 30	Antimoni et Po T	40 50
Barosma	30 33	Valeriana Eng.	15 20	Antipyrin	20
Cassia Acutifol.	20 25	Zingiber	14 16	Antifebrin	20
Cassia, Acutifol.	25 30	Zingiber j	16 20	Argent Nitras, oz	48
Salvia officinalis,	12 15	Semen		Arsenicum	10 12
1/2 and 1/4	8 10	Anisum	13 15	Balm Gilead buds	60 65
Uva Ursi	8 10	Aplum (gravel's)	13 15	Bismuth S N	2 20 2 30
Gummi		Bird, is	4 6	Calcium Chlor, is	9
Acacia, 1st pkd.	65	Carul	10 11	Calcium Chlor, 1/2	10
Acacia, 2d pkd.	45	Cardamom	70 90	Calcium Chlor, 1/4	12
Acacia, 3d pkd.	28	Coriandrum	12 14	Cantharides, Rus.	61 75
Acacia, sifted sts.	25	Cannabis Sativa.	7 8	Capsici Fruc's af.	20
Acacia, po.	45 65	Cydonium	75 1 00	Capsici Fruc's po.	22
Aloe, Barb.	12 14	Cheopodium	25 30	Cap'i Fruc's B po.	15
Aloe, Cape.	25	Dipterix Odorate.	80 1 00	Caryophyllus	25 28
Aloe, Socotri	30	Foeniculum	10 18	Carmine, No 40	23 30
Ammoniac	55 60	Foenugreek, po	7 9	Cera Alba	50 55
Assafoetida	35 40	Lini	4 6	Cera Flava	40 42
Benzoinum	50 65	Lini, gr'd	3 6	Crocus	75 1 80
Catechu, is.	10 13	Lobelia	75 80	Cassia Fructus	35
Catechu, 1/2	14 15	Pharlaris Cana'n.	9 10	Centraria	40 50
Catechu, 1/4	15 16	Rapa	5 6	Cetaceum	45
Camphora	75 80	Sinapis Alba	7 9	Chloroform	47 57
Euphorbium	40 45	Sinapis Nigra	9 10	Chloro'm, Squibbs	21 10
Galbanum	1 00	Spiritus		Chloral Hyd Crst.1	35 1 60
Gamboge	1 25 1 35	Frument' W D.	2 00 2 50	Chondrus	20 25
Guaiacum	35 40	Frument' Co O T.	1 55 2 00	Cinchonid P-W	38 48
Kino	75 80	Juniperis Co	1 75 2 30	Cinchonid'e Germ	38 48
Mastic	60 65	Saccharum N E	1 90 2 10	Cocaine	40 54 25
Myrrh	50 55	Spt Vini Galli	1 75 2 60	Corks list d p ct.	75
Opil	3 00 3 10	Vini Oporto	1 25 2 00	Creta	75
Shellac	65 70	Vini Alba	1 25 2 00	Creta, prep	2
Tragacanth	70 1 00	Sponges		Creta, precip	9 11
Herba		Florida sheeps' w	2 50 2 75	Creta, Rubra	8
Absinthium, oz pk	25	Nassau sheeps' w	2 50 2 75	Crocus	1 75 1 80
Eupatorium, oz pk	25	Velvet extra shps'	1 50	Cudbear	24
Lobelia	28	wool, carriage	1 25	Cupri Sulph	6 8
Majorum	25	Extra yellow shps'	1 25	Dextrine	7 10
Mentha Ploz pk	23	wool, carriage	1 25	Ether Sulph	78 92
Mentha Vir oz pk	23	Hard, slate use	1 00	Emery, all Nos.	8
Rue	39	Yellow Reef, for	1 40	Emery, po	6
Tanacetum V.	25	slate use	1 40	Ergota	85 90
Thymus V. oz pk	25	Syrups		Flake White	12 15
Magnea		Acacia	50	Galla	23
Calcined, Pat.	55 60	Aurant Cortex	50	Gambler	8 9
Carbonate, Pat.	18 20	Zingiber	50	Gelatn, Cooper	60
Carbonate K-M.	18 20	Ipecac	50	Gelatn, French	35 60
Carbonate	18 20	Ferri Iod	50	Glassware, fit box	75 8
Oleum		Rhel Arom	50 60	Less than box	70
Absinthium	4 00 4 50	Smilax Off's	50 60	Glue, brown	11 13
Amygdalae, Dulc.	50 60	Senega	50 60	Glue, white	15 25
Amygdalae Ama.	8 00 8 25	Scilla	50 60	Glycerina	16 20
Anisi	1 75 1 85	Scilla Co	50 60	Grana Paradisi	25
Aurant Cortex	2 20 2 40	Tolutan	50 60	Humulus	25 55
Bergamit	2 35 2 35	Prunus virg	50 60	Hydrarg Ch Mt.	95
Calicut	1 10 1 15	Syrups		Hydrarg Ch Cor	90
Caryophylli	140 1 50	Acacia	50	Hydrarg Ox Ru'm	21 05
Cedar	35 70	Aurant Cortex	50	Hydrarg Amm'o.	21 15
Chenopadi	2 00	Zingiber	50	Hydrarg Ungue'm	50 60
Cinnamoni	1 10 1 20	Ipecac	50	Hydrargyrum	25
Citronella	40 45	Ferri Iod	50	Ichthyobolla, An	90 1 00
Conium Mac.	80 90	Rhel Arom	50 60	Indigo	75 1 00
Copaiba	1 15 1 25	Smilax Off's	50 60	Iodide, Resubl	85 2 00
Cubebae	1 00 1 15	Senega	50 60	Iodoform	4 10 4 20

Mannia, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthall	4 00 4 50	Sapo, G	15 15	Lard, No. 1	60 65
Morphia, S P & W	2 35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	41 44
Morphia, S N Y Q	2 35 2 60	Sinapis	28 30	Linseed, boiled	42 46
Morphia, Mal	2 35 2 60	Sinapis, opt	30	Neatsfoot, w str.	65 70
Moschus Canton	40	Snuff, Maccaboy,	41	Spts. Turpentine.	60 65
Myristica, No. 1	38 40	De Voes	41	Paints	
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	1 1/2 2 1/2
Os Sepia	25 28	Soda, Boras	11	Ochre, yel Mars	1 1/2 2 1/2
Pepsin Saac, H &	40	Soda, Boras, po.	11	Ochre, yel Ber	1 1/2 2 1/2
P D Co	1 00	Soda et Pot's Tart	25 30	Putty, commer'l	2 1/2 2 1/2
Picls Liq N N 1/2	2 00	Soda, Carb	1 1/2 2 1/2	Putty, strictly pr	2 1/2 2 1/2
Picls Liq, qts.	2 00	Soda, Bi-Carb	3 5	Vermillion, Prime	13 15
Picls Liq, pints.	85	Soda, Ash	3 1/2 4	American	13 15
Pil Hydrarg po 80	50	Soda, Sulphas	2	Vermillion, Eng.	70 75
Piper Nigra po 22	18	Spts, Cologne	2 60	Green, Paris	14 18
Piper Alba po 35	30	Spts, Ether Co.	50 55	Green, Fennular	13 16
Plix Burgun	7	Spts, Myrcia Dom	2 00	Lead, red	6 7
Plumbi Acet	10 12	Spts, Vini Rect bbl	2	Lead, white	6 7
Pulvis Ip'c et Opil	30 150	Spts, Vini Rect 1/2 b	2	Whiting, white S'n	90
Pyrethrum, bxs H	75	Spts, Vini R't 10 gal	2	Whiting, Gilders	95
P & D Co. doz.	75	Spts, Vini R't 5 gal	2	White, Paris, Am'r	21 25
Pyrethrum, pv	25 30	Strychnia, Crystal	90 1 15	Whit'g, Paris, Eng	21 25
Quassia	8 10	Sulphur, Subl	2 1/2 4	cliff	1 40
Quina, S P & W.	25 35	Sulphur, Roll	2 1/2 4	Universal Prep'd	1 10 1 20
Quina, N. Y.	25 35	Tamarinds	8 10	Varnishes	
Rubia Tinctorum	12 14	Terebenth Venice	25 30	No. 1 Turp Coach	1 10 1 20
Saccharum La's	22 25	Theobromae	44 50	Extra Turp	1 60 1 70
Salacin	4 50 4 75	Vanilla	9 00	Coach Body	2 75 3 00
Sanguis Drac's	40 50	Zinc Sulph	7 8	No. 1 Turp Furn	1 00 1 10
Sapo, W	12 14	Oils		Extra T Damar	1 55 1 65
		Whale, winter	70 70	Jap Dryer No 1 T	70 70

You are invited to  
inspect our

# Holiday Line

on exhibition on and after

Sept. 12, 1904

in the Blodgett Building  
opposite our office

Hazeltine & Perkins  
Drug Co.

Grand Rapids, Michigan

## 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.

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Tobacco	8
Twine	8
Vinegar	9
Washing Powder	9
Wickens	9
Woodenware	9
Wrapping Paper	10
Yeast cake	10

## I

## AXLE GREASE

Aurora	55	6 00
Castor Oil	55	
Diamond	50	4 25
Frazer's	75	9 00
LXL Golden	75	9 00
BAKED BEANS		
Columbia Brand		
1 lb. can per doz.	90	
2 lb. can per doz.	1 40	
3 lb. can per doz.	1 80	
BATH BRICK		
American	75	
English	85	
BROOMS		
No. 1 Carpet	2 75	
No. 2 Carpet	2 35	
No. 3 Carpet	2 15	
No. 4 Carpet	1 75	
Parlor Gem	2 40	
Common Whisk	85	
Fancy Whisk	1 20	
Warehouse	3 00	
BRUSHES		
Solid Back, 3 in.	75	
Solid Back, 11 in.	95	
Pointed Ends	85	
Stove		
No. 3	75	
No. 2	1 10	
No. 1	1 75	
Shoe		
No. 8	1 00	
No. 7	1 30	
No. 4	1 70	
No. 3	1 90	
BUTTER COLOR		
W. R. & Co.'s, 15c size	1 25	
W. R. & Co.'s, 25c size	2 00	
CANDLES		
Electric Light, 5s	9 1/2	
Electric Light, 16s	10	
Paraffine, 12s	9 1/2	
Wickless	23	
CANNED GOODS		
Apples		
3 lb. Standards	75 @ 80	
Gals. Standards	2 00 @ 2 25	
Blackberries		
Standards	85	
Beans		
Baked	80 @ 1 30	
Red Kidney	85 @ 95	
String	70 @ 1 15	
Wax	75 @ 1 25	
Blueberries		
Standard	1 40	
Gallon	@ 5 75	
Brook Trout		
2 lb. cans, Spiced	1 90	
Clams		
Little Neck, 1 lb. 1 00 @ 1 25		
Little Neck, 2 lb.	1 50	
Clam Bouillon		
Burnham's, 1/2 pt.	1 92	
Burnham's, pts	3 60	
Burnham's, qts	7 20	
Cherries		
Red Standards	1 30 @ 1 50	
White	1 50	
Corn		
Fair	1 25	
Good	1 35	
Fancy	1 50	
French Peas		
Sur Extra Fine	22	
Extra Fine	19	
Fine	15	
Moyen	11	
Gooseberries		
Standard	90	
Hominy		
Standard	85	
Lobster		
Star, 1/2 lb.	2 15	
Star, 1 lb.	3 75	
Picnic Tails	2 60	
Mackerel		
Mustard, 1 lb.	1 80	
Mustard, 2 lb.	2 80	
Soused, 1 lb.	1 80	
Soused, 2 lb.	2 80	
Tomato, 1 lb.	1 80	
Tomato, 2 lb.	2 80	
Mushrooms		
Hotels	15 @ 20	
Buttons	22 @ 25	
Oysters		
Cove, 1 lb.	@ 90	
Cove, 2 lb.	@ 1 70	
Cove, 1 lb. Oval	1 00	
Peaches		
Pie	1 10 @ 1 15	
Yellow	1 65 @ 2 00	
Pears		
Standard	@ 1 35	
Fancy	@ 2 00	
Peas		
Marrowfat	90 @ 1 00	
Early June	90 @ 1 00	
Early June Sifted	1 65	

## 2

## Plums

Pineapple	85
Grated	1 25 @ 2 75
Sliced	1 35 @ 2 55
Pumpkin	
Fair	70
Good	80
Fancy	1 00
Gallon	2 25
Raspberries	
Standard	@ 90
Russian Caviar	
1/2 lb. cans	3 75
1 lb. cans	7 00
1 lb can	12 00
Salmon	
Col'a River, tails	@ 1 75
Col'a River, flats	1 85 @ 1 90
Red Alaska	1 50
Pink Alaska	@ 95
Sardines	
Domestic, 1/2 s	3 1/2 @ 3 1/2
Domestic, 1/4 s	5
Domestic, Must'd	6 @ 9
California, 1/2 s	11 @ 14
California, 1/4 s	17 @ 24
French, 1/2 s	7 @ 14
French, 1/4 s	18 @ 28
Shrimps	
Standard	1 20 @ 1 40
Succotash	
Fair	1 50
Good	1 60
Fancy	1 60
Strawberries	
Standard	1 10
Fancy	1 40
Tomatoes	
Fair	85 @ 95
Good	1 15
Fancy	1 50 @ 1 50
Gallons	2 50 @ 3 00
CARBON OILS	
Barrels	
Perfection	@ 12 1/2
Water White	@ 12 1/2
D. S. Gasoline	@ 14
Deodor'd Nap'a	@ 12 1/2
Cylinder	29
Engine	16
Black, winter	9 @ 10 1/2
CATSUP	
Columbia, 25 pts.	4 50
Columbia, 25 1/2 pts.	2 60
Snider's quarts	3 25
Snider's pints	3 25
Snider's 1/2 pints	1 30
CHEESE	
Acme	@ 11 1/2
Pearless	@ 11 1/2
Corson City	@ 11 1/2
Elsie	@ 11 1/2
Emblem	@ 11 1/2
Gem	@ 12 1/2
Ideal	@ 11
Jersey	@ 11 1/2
Riverside	@ 11 1/2
Warners	@ 11 1/2
Brick	@ 12
Edam	@ 90
Leiden	@ 15
Limburger	@ 13
Pineapple	@ 40
Swiss, domestic	@ 15
Swiss, imported	@ 23
CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Per'e	1 00
Sugar Loaf	55
Yucatan	55
CHICORY	
Bulk	5
Red	7
Eagle	7
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	23
Premium	31
Vanilla	41
Caracas	35
Eagle	28
CLOTHES LINES	
Sisal	
60 ft. 3 thread, extra	1 00
72 ft. 3 thread, extra	1 40
90 ft. 3 thread, extra	1 70
60 ft. 6 thread, extra	1 29
72 ft. 6 thread, extra	
Jute	
60 ft.	75
72 ft.	90
90 ft.	1 00
120 ft.	1 50
Cotton Victor	
50 ft.	1 10
60 ft.	1 35
70 ft.	1 60

## 3

## Cotton Wndor

50 ft.	1 30
60 ft.	1 44
70 ft.	1 80
80 ft.	2 00
Cotton Braided	
40 ft.	95
50 ft.	1 35
60 ft.	1 65
Galvanized Wire	
No. 20, each 100 ft long	1 90
No. 19, each 100 ft long	2 10
COCOA	
Baker's	38
Cleveland	11
Colonial, 1/2 s	35
Colonial, 1/4 s	33
Eppe	42
Huyler	45
Van Houten, 1/2 s	12
Van Houten, 1/4 s	20
Van Houten, 1s	40
Webb	72
Wilbur, 1/2 s	41
Wilbur, 1/4 s	42
COCOANUT	
Dunham's 1/2 s	26
Dunham's 1/4 s & 1/2 s	26 1/2
Dunham's 1/4 s	27
Dunham's 1/2 s	28
Bulk	13
COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Rio	
Common	11 1/2
Fair	13
Choice	15
Fancy	18
Santos	
Common	12
Fair	13 1/2
Choice	15
Peaberry	18
Maracaibo	
Fair	15
Choice	18
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
African	17
O. G.	35
P. G.	21
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	13 50
Dilworth	13 00
Jersey	13 50
Lion	13 00
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chic-	
ago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour Butters	6
N Y Butters	6
Salted Butters	6
Family Butters	6
Soda	
N B C Sodas	6
Select	13
Saratoga Flakes	18
Oyster	
Round Oysters	6
Square Oysters	6
Faust	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Animals	10
Assorted Cake	10
Bagley Gems	8
Belle Rose	8
Bent's Water	16
Butter Thin	13
Chocolate Drops	16
Coco Bar	10
Cocoanut Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cocoanut Macaroons	13
Cracknels	16
Currant Fruit	10
Chocolate Dainty	16
Cartwheels	9
Dixie Cookie	10
Fluted Cocoanut	10
Frosted Creams	8
Ginger Gems	8
Ginger Snaps, N B C	10
Grandma Sandwich	10
Graham Crackers	12
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crumpet	10
Imperial	8
Indiana Belle	15
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	25

## 4

## Lemon Biscuit Square

8	
Lemon Wafer	16
Lemon Snaps	13
Lemon Gems	10
Lem Yen	10
Marshmallow	16
Marshmallow Cream	16
Marshmallow Walnut	16
Mary Ann	8
Malaga	10
Mich Coco F's d honey	12
Milk Biscuit	12
Mich Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Selo'd	8
Moss Jelly Bar	12
Muskegon Branch, Iced	10
Newton	12
Oatmeal Crackers	8
Orange Slice	8
Orange Gem	8
Penny Assorted Cakes	8
Pilot Bread	7
Pineapple Honey	15
Ping Pong	9
Pretzels, hand made	8
Pretzellettes, hand m'd	8
Pretzellettes, mch. m'd	7
Revere	14
Rube Sears	10
Sandwich Cookies	10
Snowdrops	16
Spiced Sugar Tops	8
Sugar Cakes, scalloped	8
Sugar Squares	8
Sultanas	15
Spiced Gingers	8
Urchins	10
Vienna Crimp	8
Vanilla Wafer	16
Waverly	9
Zanzibar	9
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	5 1/2 @ 7
Evaporated	5 1/2 @ 7
California Prunes	
100-125 25 lb. boxes	@ 3 1/2
90-100 25 lb. bxs.	@ 4
80-90 25 lb. bxs.	@ 4 1/2
70-80 25 lb. bxs.	@ 5
60-70 25 lb. boxes	@ 6
50-60 25 lb. bxs.	@ 6 1/2
40-50 25 lb. bxs.	@ 7 1/2
30-40 25 lb. bxs.	@ 7 1/2
1/2 less in b. w. cases	
Citron	@ 15
Corsican	@ 15
Currents	
Imp'd 1 lb. pkg.	@ 7 1/2
Imported bulk	@ 7 1/2
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers 3 cr	1 90
London Layers 3 cr	1 95
Cluster 4 crown	2 60
Loose Muscatels, 2 cr.	5 1/2
Loose Muscatels, 3 cr.	6
Loose Muscatels, 4 cr.	6 1/2
L. M. Seeded, 1 lb. 7 1/2 @ 7 1/2	
L. M. Seeded, 1/2 lb. 5 1/2 @ 8	
Sultanas, bulk	8 1/2
Sultanas, package	8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	5
Med. Hd. Pk'd	2 00 @ 2 10
Brown Holland	2 50
Farina	
24 1 lb. packages	1 75
Bulk, per 100 lbs.	3 00
Hominy	
Flake, 50 lb. sack	



6	7	8	9	10	11
<b>MOLASSES</b> New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra <b>MINCE MEAT</b> Columbia, per case ... 2 75 <b>MUSTARD</b> Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 4 00 <b>OLIVES</b> Bulk, 1 gal. kegs ... 1 00 Bulk, 3 gal. kegs ... 95 Bulk, 5 gal. kegs ... 90 Manzanilla, 7 oz ... 80 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 90 Stuffed, 8 oz ... 1 45 Stuffed, 10 oz ... 2 30 <b>PIPES</b> Clay, No. 216 ... 1 70 Clay, T. D., full count ... 60 Cob, No. 3 ... 85 <b>PICKLES</b> Medium Barrels, 1,200 count ... 6 50 Half bbls., 600 count ... 3 75 Small Barrels, 2,400 count ... 8 00 Half bbls., 1,200 count ... 4 75 <b>PLAYING CARDS</b> No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover enameled ... 10 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808, Bicycle ... 2 00 No. 632, Tourist ... 2 25 <b>POTASH</b> 48 cans in case ... 4 00 Babbitt's ... 4 00 Penna Salt Co.'s ... 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess ... 13 25 Back fat ... 16 25 Fat back ... 16 00 Short cut ... 15 75 Fig ... 18 00 Bean ... 13 50 Brisket ... 16 50 Clear Family ... 13 50 <b>Dry Salt Meats</b> Bellies ... 9 75 S P Bellies ... 10 75 Extra Shorts ... 9 <b>Smoked Meats</b> Hams, 12 lb. average ... 11 75 Hams, 14 lb. average ... 12 Hams, 15 lb. average ... 12 Hams, 23 lb. average ... 14 75 Skinned Hams ... 13 75 Ham, dried beef sets ... 14 75 Shou'lers, (N. Y. cut) ... 11 Bacon, clear ... 11 @ 12 California Hams ... 9 Picnic Boiled Ham ... 14 Boiled Hams ... 18 Berlin Ham pr'd ... 8 75 Mince Ham ... 10 <b>Lard</b> Compound ... 6 75 Pure ... 8 75 50 lb. tubs, advance ... 7 75 50 lb. tubs, advance ... 7 75 50 lb. tubs, advance ... 7 75 20 lb. pails, advance ... 7 75 10 lb. pails, advance ... 7 75 5 lb. pails, advance ... 1 3 lb. pails, advance ... 1 <b>Sausages</b> Bologna ... 5 75 Liver ... 7 75 Frankfort ... 7 75 Pork ... 8 75 Veal ... 8 Tongue ... 9 75 Headcheese ... 6 75 <b>Beef</b> Extra Mess ... 10 50 Boneless ... 11 50 Rump, new ... 11 75 <b>Pig's Feet</b> 1/4 bbls. ... 1 10 1/2 bbls., 40 lbs. ... 1 80 3/4 bbls. ... 3 75 1 bbls. ... 7 75 <b>Tripe</b> Kits, 15 lbs ... 70 1/4 bbls., 40 lbs ... 1 25 1/2 bbls., 80 lbs ... 2 50 <b>Casings</b> Hogs, per lb ... 28 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 <b>Uncolored Butterline</b> Solid, dairy ... 10 Rolls, dairy ... 10 75 @ 11 75 <b>Canned Meats</b> Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Potted ham, 1/4 ... 45 Potted ham, 1/2 ... 45 Deviled ham, 1/4 ... 45 Deviled ham, 1/2 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/2 ... 45 <b>RICE</b> Screenings ... 2 75 Fair Japan ... 2 75 Choice Japan ... 2 75 Imported Japan ... 2 75 Fair Louisiana hd. ... 2 75 Choice La. hd. ... 2 75 Fancy La. hd. ... 2 75 Carolina ex. fancy ... 2 75	<b>SALAD DRESSING</b> Columbia, 1/2 pint ... 2 25 Columbia, 1 pint ... 4 00 Durkee's, large, 1 doz ... 4 50 Durkee's, small, 2 doz ... 5 25 Snider's, large, 1 doz ... 2 35 Snider's, small, 2 doz ... 1 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer ... 3 15 Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 3 00 L. P. ... 3 00 Wyandotte, 100 3/4 ... 3 00 <b>SAL SODA</b> Granulated, bbls ... 85 Granulated, 100lb cases ... 1 00 Lump, bbls ... 75 Lump, 145lb. kegs ... 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3lb. boxes ... 1 40 Barrels, 100 3lb. bags ... 3 00 Barrels, 50 6lb. bags ... 3 00 Barrels, 40 7lb. bags ... 2 75 Butter Barrels, 320 lb. bulk ... 2 65 Barrels, 20 14lb. bags ... 2 85 Sacks, 28 lbs ... 27 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2lb ... 1 50 Butter Bris, 280 lbs. bulk ... 2 25 Linen bags, 5-56 lbs ... 3 00 Linen bags, 10-28 lbs ... 3 00 Cotton bags, 10-28 lbs ... 2 75 Cheese Bbls., 280 lb. bulk ... 2 40 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. <b>Common Grades</b> 100 3lb. sacks ... 1 90 60 5lb. sacks ... 1 80 28 10lb. sacks ... 1 70 56 lb. sacks ... 3 25 lb. sacks ... 15 <b>Warsaw</b> 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 <b>Solar Rock</b> 56 lb. sacks ... 22 <b>Common</b> Granulated, fine ... 80 Medium fine ... 85 <b>SALT FISH</b> Cod Large Whole ... @ 6 Small Whole ... @ 5 75 Strips or bricks, 7 1/2 @ 10 Pollock ... @ 3 75 <b>Halibut</b> Strips ... 14 75 Chunks ... 15 <b>Herring</b> Holland White Hoop, bbls 25 @ 9 25 White Hoop, 1/2 bbl 25 @ 5 00 White hoop, keg ... 57 @ 70 White hoop mchs ... 75 Norwegian ... 3 60 Round, 40 lbs ... 2 00 Sealed ... 18 <b>Trout</b> No. 1, 100 lbs ... 7 50 No. 1, 40 lbs ... 3 25 No. 1, 10 lbs ... 90 No. 1, 8 lbs ... 75 <b>Mackerel</b> Mess, 100 lbs ... 12 00 Mess, 40 lbs ... 5 30 Mess, 10 lbs ... 1 50 Mess, 8 lbs ... 1 25 No. 1, 100 lbs ... 11 00 No. 1, 40 lbs ... 4 90 No. 1, 10 lbs ... 1 40 No. 1, 8 lbs ... 1 20 <b>Whitefish</b> No. 1 No. 2 Fam 100 lbs ... 8 50 3 50 50 lbs ... 4 50 2 10 10 lbs ... 1 00 52 8 lbs ... 82 44 <b>SEEDS</b> Anise ... 15 Canary, Smyrna ... 7 75 Caraway ... 8 Cardamon, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 75 Cuttle Bone ... 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz ... 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 <b>SNUFF</b> Scotch, in bladders ... 37 Macaboy, in jars ... 2	<b>SOAP</b> Central City Soap Co's brand. Jaxon, 5 box, del. ... 2 85 Jaxon, 10 box, del. ... 2 75 Johnson Soap Co. brands Silver King ... 3 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 J. S. Kirk & Co. brands American Family ... 4 05 Dusky Diamond, 50 8oz ... 2 80 Dusky D'nd., 100 6oz ... 3 80 Jap Rose ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 2 85 Satinet, oval ... 2 15 Snowberry ... 4 00 <b>LAUTZ BROS. &amp; CO. BRANDS</b> Big Acme ... 4 00 Acme, 100-3/4 lb. bars ... 3 10 Big Master ... 4 00 Snow Boy Pd'r. 100 pk. 40 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 2 85 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 3 10 A. B. Wisley brands Good Cheer ... 4 00 Old Country ... 3 40 <b>Scouring</b> Morgan's Sons Sapolio, gross lots ... 9 00 Sapolio, half gross lots ... 4 50 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 <b>SODA</b> Boxes ... 5 75 Kegs, English ... 4 75 <b>SOUPS</b> Columbia ... 3 00 Red Letter ... 90 <b>SPICES</b> <b>Whole Spices</b> Allspice ... 12 Cassia, China in mats ... 12 Cassia, Canton ... 16 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboyne ... 22 Cloves, Zanzibar ... 20 Mace ... 55 Nutmegs, 75-80 ... 45 Nutmegs, 105-10 ... 35 Nutmegs, 115-20 ... 15 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 25 Pepper, shot ... 17 <b>Pure Ground in Bulk</b> Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 43 Cloves, Zanzibar ... 23 Ginger, African ... 15 Ginger, Cochon ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singp. blk. ... 17 Pepper, Singp. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 <b>STARCH</b> Common Gloss 1lb. packages ... 4 @ 5 3lb. packages ... 4 75 6lb. packages ... 5 75 40 and 50 lb. boxes ... 3 @ 3 75 Barrels ... @ 3 <b>Common Corn</b> 20 1lb. packages ... 15 40 1lb. packages ... 4 75 @ 5 <b>SYRUPS</b> Corn Barrels ... 23 Half barrels ... 25 20lb cans 1/2 dz in case ... 1 60 10lb cans 1/2 dz in case ... 1 55 5lb cans 2dz in case ... 1 65 2 1/2 lb. cans 2dz in case ... 1 75 <b>Pure Cane</b> Fair ... 16 Good ... 20 Choice ... 25 <b>TEA</b> Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Nibs ... 22 @ 24 Sittings ... 9 @ 11 Fannings ... 12 @ 14 <b>Gunpowder</b> Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 <b>Young Hyson</b> Choice ... 30 Fancy ... 36 <b>Oolong</b> Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32	<b>English Breakfast</b> Medium ... 20 Choice ... 30 Fancy ... 40 <b>India</b> Ceylon, choice ... 32 Fancy ... 43 <b>TOBACCO</b> Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5lb. pails ... 56 Hiawatha, 10lb. pails ... 54 Telegram ... 23 Pay Car ... 49 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 42 Tiger ... 40 <b>Plug</b> Red Cross ... 31 Palo ... 37 Kilo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head 7 oz ... 47 Spear Head 14 1/2 oz ... 44 Nobby Twist ... 39 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 37 Hep's Heidsick ... 66 Boot Jack ... 80 Honey Dip Twist ... 80 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 <b>Smoking</b> Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 34 Bamboo, 16 oz ... 25 I X L, 5 lb ... 27 I X L, 16 oz, pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Buke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 43 Yum Yum, 1 2-3 oz ... 39 Yum Yum, 1lb. pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz ... 24 Corn Cake, 1lb ... 22 Plover Boy, 1 2-3 oz ... 39 Plover Boy, 3 1/2 oz ... 35 Peerless, 1 2-3 oz ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20-22 Silver Foam ... 34 <b>TWINE</b> Cotton, 3 ply ... 23 Cotton, 4 ply ... 23 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 75 <b>VINEGAR</b> Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 <b>WASHING POWDER</b> Diamond Flake ... 2 75 Gold Brick ... 2 75 Gold Dust, 24 large ... 4 50 Gold Dust, 100-5c ... 4 00 Eucalyptus, 24 4lb ... 3 90 Soapine ... 3 75 Babbitt's 1776 ... 3 75 Roseine ... 3 75 Armour's ... 3 70 Nine O'clock ... 3 35 Wisdom ... 3 80 Scourine ... 3 80 Rub-No-More ... 3 75 <b>WICKING</b> No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 <b>WOODENWARE</b> Baskets Bushels, wide band ... 1 00 Bushels, wide band ... 1 25 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow, Clothes, med ... 6 00 Willow, Clothes, small ... 5 50 Bradley Butter Boxes 2lb. size, 24 in case ... 72 3lb. size, 16 in case ... 68 5lb. size, 12 in case ... 63 10lb. size, 6 in case ... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 <b>Churns</b> Barrel, 5 gal, each ... 2 40 Barrel, 10 gal, each ... 2 55 Barrel, 15 gal, each ... 2 70	<b>Clothes Pins</b> Round head, 9 gross bx. ... 75 Round head, cartons ... 75 <b>Egg Crates</b> Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 <b>Faucets</b> Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 <b>Mop Sticks</b> Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12lb. cotton mop heads ... 25 Ideal No. 7 ... 90 <b>Pails</b> 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable No. 1 ... 70 3-wire, Cable No. 1 ... 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 <b>Toothpicks</b> Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 <b>Traps</b> Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 <b>Tubs</b> 20-in., Standard, No. 1 ... 7 00 18-in., Standard, No. 2 ... 6 00 20-in., Standard, No. 3 ... 6 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 5 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 <b>Wash Boards</b> Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 25 Single Peerless ... 2 50 Northern Queen ... 2 50 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 25 <b>Window Cleaners</b> 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 <b>Wood Bowls</b> 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 <b>WRAPPING PAPER</b> Common Straw ... 1 75 Fibre Manila, white ... 2 75 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 75 Wax Butter, short cut ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 <b>YEAST CAKE</b> Magic, 3 doz ... 1 15 Sunlight, 3 doz ... 1 00 Sunlight, 1 1/2 doz ... 1 50 Yeast Foam, 3 doz ... 1 15 Yeast Cream, 3 doz ... 1 00 Yeast Foam, 1 1/2 doz ... 58 <b>FRESH FISH</b> Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... 10 @ 12 White fish ... 10 @ 12 Trout ... 9 Black Bass ... 10 @ 11 Halibut ... 10 @ 11 Cliscope or Herring ... 5 Bluefish ... 11 @ 12 Live Lobster ... 22 Boiled Lobster ... 23 Cod ... 12 75 Haddock ... 8 No. Pickerel ... 9 Pike ... 7 Perch, dressed ... 7 Smoked White ... 12 75 Red Snapper ... 16 Col. River Salmon ... 15 @ 16 Mackerel ... 14 @ 15 <b>OYSTERS</b> Cans F. H. Counts ... 40 Selects ... 30 Extra Selects ... 35 Perfection Standards ... 25 Anchors ... 22 Standards ... 20 Bulk Oysters. F. H. Counts ... 1 75 Extra Selects ... 1 60 Selects ... 1 40 Standards ... 1 20 <b>HIDES AND PELTS</b> Hides Green No. 1 ... 8 Green No. 2 ... 7 Cured No. 1 ... 9 75 Cured No. 2 ... 8 75 Calfskins, green No. 1 ... 11 Calfskins, green No. 2 ... 9 75 Calfskins, cured No. 1 ... 12 75 Calfskins, cured No. 2 ... 11 Steer Hides, 60lbs. over ... 9 75 <b>Pelts</b> Old Wool ... 15 @ 1 50 Lamb ... 9 Shearlings ... 25 @ 60 Tallow No. 1 ... 4 75 No. 2 ... 3 75 Wool Washed, fine ... @ Washed, medium ... 25 Unwashed, fine ... 14 @ 20 Unwashed, med. ... 22 @ 25 <b>CONFECTIONS</b> Stick Candy Standard ... 7 75 Standard H. H. ... 7 75 Standard Twist ... 8 Cut Loaf ... cases Jumbo, 32lb. ... 7 75 Extra H. H. ... 10 Boston Cream ... 10 Olde Time Sugar stick 30 lb. case ... 12 <b>Mixed Candy</b> Grocers ... 6 Competition ... 7 Special ... 7 75 Conserve ... 8 75 Royal ... 8 75 Ribbon ... 9 Broken ... 8 Cut Loaf ... 8 English Rock ... 9 Kindergarten ... 8 75 Bon Ton Cream ... 8 75 French Cream ... 9 Star ... 11 Hand made Cream ... 14 75 Premio Cream mixed ... 12 75 <b>Fancy-In Pails</b> O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital Cream Opera ... 12 Ital Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Brilliant Gums, Cryst. 60 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperial ... 65 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Crème ... 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2 50 Buster Bites Goodies ... 3 25 Up-to-date Assmt. 32 lb. case ... 3 50 <b>Pop Corn</b> Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3 00 Pop Corn Balls, 200s ... 1 30 <b>NUTS</b> Whole Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California sft shelled, new ... 14 @ 16 Brazilia ... 10 Filberts, soft shelled ... 12 Walnuts, soft shelled ... 14 @ 15 Cal. No. 1 ... 14 @ 15 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 12 Hickory Nuts per bu. Ohio new ... 1 75 Cocanuts ... 4 Chestnuts, per bu. ... 4 <b>Shelled</b> Spanish Peanuts, 7 @ 7 75 Pecan Halves ... 25 Walnut Halves ... 33 Filbert Meats ... 25 Alicante Almonds ... 36 Jordan Almonds ... 47 <b>Peanuts</b> Fancy, H. P. Suns. 6 75 @ 7 Fancy, H. P. Suns. Roasted ... 7 75 @ 8 Choice, H. P. J'be. ... 8 75 @ 9 Choice, H. P. J'be. Roasted ... 9 75 @ 10	

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

BAKING POWDER  
Jaxon Brand

1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 55  
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  
2 lb cans 1200  
5 lb cans 2150

## BLUING

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

## BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes  
Per case . . . . . \$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's. \$2 00

## CIGARS



G. J. Johnson Cigar Co.'s bd.  
Less than 500 . . . . . \$3 00  
500 or more . . . . . \$2 00  
.000 or more . . . . . \$1 00

## COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case. 2 60  
85 1/2 lb pkg. per case. 2 60  
38 1/4 lb pkg. per case. 2 60  
16 1/2 lb pkg. per case. 2 60

## FRESH MEATS

## Beef

Carcass. . . . . 4 @ 7 1/2  
Forequarters. . . . . 4 @ 5 1/2  
Hindquarters. . . . . 6 @ 8 1/2  
Loins. . . . . 9 @ 13  
Ribs. . . . . 8 @ 11  
Rounds. . . . . 6 @ 7  
Chucks. . . . . 4 1/2 @ 5  
Plates. . . . . 4 @ 4

## Pork

Dressed. . . . . @ 7  
Loins. . . . . @ 12 1/2  
Boston Butts. . . . . @ 10 1/2  
Shoulders. . . . . @ 9 1/2  
Leaf Lard. . . . . @ 8 1/4

## Mutton

Carcass. . . . . 5 @ 5 1/2  
Lamb's. . . . . 6 @ 8

## Veal

Carcass. . . . . 5 1/2 @ 8



## CORN SYRUP

24 10c cans . . . . . 1 54  
12 25c cans . . . . . 2 30  
4 50c cans . . . . . 2 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-  
naw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fleibach Co., Toledo.

## COFFEE SUBSTITUTE

## Javril



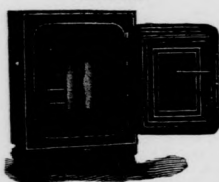
2 doz. in case. . . . . 4 50



## 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 25

## TABLE SAUCES

Halford, large . . . . . 3 75  
Halford, small . . . . . 2 25

Place Your  
Business  
on a  
Cash Basis  
by using  
our  
Coupon Book  
System.

We  
manufacture  
four kinds  
of  
Coupon Books  
and  
sell them  
all at the  
same price  
irrespective of  
size, shape  
or  
denomination.

We will  
be  
very  
pleased  
to  
send you samples  
if you ask us.  
They are  
free.

Tradesman Company  
Grand Rapids

A Catalogue That  
Is Without a Rival

There are something like \$5,000 com-  
mercial institutions in the country that  
is no catalogue of some sort. They are  
all trade-getters—some of them are success-  
ful and some are not.

Ours is a successful one. In fact it is  
THE successful one.

It sells more goods than any other three  
catalogues or any 400 traveling salesmen  
in the country.

It lists the largest line of general mer-  
chandise in the world.

It is the most concise and best illustrated  
catalogue gotten up by any American  
wholesale house.

It is the only representative of the larg-  
est house in the world that does business  
entirely by catalogue.

It quotes but one price to all and that is  
the lowest.

Its prices are guaranteed and do not  
change until another catalogue is issued.

It never misrepresents. You can bank  
on what it tells you about the goods it  
offers—our reputation is back of it.

It enables you to select your goods  
according to your own best judgment and  
with much more satisfaction than you can  
from the flesh-and-blood salesman, who  
is always endeavoring to pad his orders  
and work off his firm's dead stock.

Ask for catalogue J.

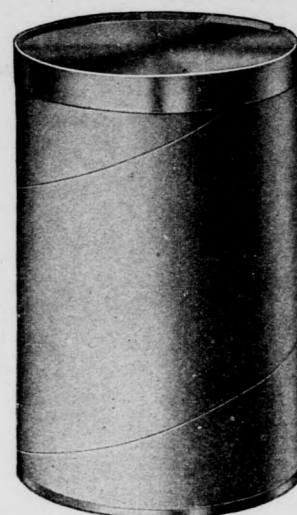
## BUTLER BROTHERS

Wholesalers of Everything—  
By Catalogue Only.

New York Chicago St. Louis

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

If you use this 1 lb. coffee box



## Gem Fibre Package Co.

Detroit, Michigan

Makers of

Aseptic, Mold-proof, Moist-proof and Air  
tight Special Cans for  
Butter, Lard, Sausage, Jelly, Jam, Fruit  
Butters, Dried and Desiccated Fruits, Con-  
fectionery, Honey, Tea, Coffee, Spices,  
Baking Powder and Soda, Druggists' Sun-  
dries, Salt, Chemicals and Paint, Tobacco  
Preserves, Yeast, Pure Foods, Etc.

COUPON  
BOOKS

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

Four kinds of coupon are manu-  
factured by us and all sold on the  
same basis, irrespective of size,  
shape or denomination. Free sam-  
ples on application. ♣ ♣ ♣ ♣ ♣ ♣

TRADESMAN  
COMPANY  
GRAND RAPIDS, MICH.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—Fixtures for grocery store—nearly new—including moneyweight scale. N. B. Chisholm, P. O. Box 366, Montague, Mich. 927

For Rent at Holland, Mich.—Brick store 20x80 inside. Plate glass front; excellent location on main business street. No. 47 East 8th St. Has freight elevator; now occupied by 5 and 10c store. Possession given Nov. 1st. Address C. J. DeRoo, Cor. Ottawa and Grand Sts., Lansing, Mich. 928

A desirable party to invest from \$5,000 to \$20,000 in a business that nets 100 per cent.; no chances, no competition. Address Box 117, Ypsilanti, Mich. 929

On account of poor health, I will sell my drug stock and fixtures located in northern Kent county at a bargain if taken at once. Business established twenty-five years. Stock and fixtures invoice about \$2,000. Address No. 930, care Michigan Tradesman. 930

For Sale—A stock of tinning and plumbing goods and tools; a good location in a thriving town of five thousand inhabitants; reason for selling, in poor health. Address J. E. McKey, 16 W. 4th St., Fulton, Mo. 931

For Sale—\$800 drug stock. Only stock in town. A bargain. Address No. 932, care Michigan Tradesman. 932

For Sale—General stock books, wall paper, china, sporting goods, etc., about \$3,500; clean; bears investigation; curiosity seekers please not answer. Muncy, Three Rivers, Mich. 922

For Sale or Rent—Up-to-date full roller process flouring mill with elevator; nine double rolls; water power. Address No. 923, care Michigan Tradesman. 923

Well improved farm of 320 acres to exchange for hardware, general merchandise or income property. F. W. Reagan, Clinton, Mo. 924

Mercantile stocks of all kinds in city and good towns for sale. Farms to trade for mercantile stocks. We have customer for good small grocery in good town. Stores to rent and more stores wanted. Clark's Business Exchange, Grand Rapids. 925

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

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

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

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—Small manufacturing business in best town if 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

For Sale—Country store and dwelling house, also \$1,750 stock general merchandise. Address No. 901, care Michigan Tradesman. 901

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

Wanted—A stock of merchandise in exchange for a well located improved farm. Address No. 906, care Michigan Tradesman. 906

Wanted—Stock of merchandise. We pay cash and rent store. Address particulars, J. A. Becker, St. Charles, Mich. 866

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

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 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

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 or Trade for small improved farm—Building and stock of groceries at good country location. Everything new. Address No. 850, care Michigan Tradesman. 850

Special Bargain—500 farms, stock ranches, Kansas or Missouri. Write for my free list. F. H. Humphrey, Fort Scott, Kan. 914

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. Feyreisen, 167 Dearborn St., Chicago. 887

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—Good up-to-date stock of general merchandise; store building; well established business. Stock will inventory \$5,000. Located in hustling Northern Michigan town. Address No. 744, care Michigan Tradesman. 744

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

Bakery—I will sell my bakery with or without property, a good chance. Write to Raymond Riede, Apen, Colo. 854

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—A 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, buckwheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich.; will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

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 Rent or Sale—Two-story brick building, also small stock of goods. Will sell cheap. Address Box 387, Portland, Mich. 860

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

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.

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.

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

## AUCTIONEERS AND TRADERS

Merchants—Want to reduce stock? Yes. Want to dispose of stickers? Yes. Want more money in the bank? Yes. Then try a reduction sale, by my new and novel methods—or if you want to close out your stock—my plan will do it. Write for terms and list of references. W. A. Anning, the Hustling Salesman, Aurora, Illinois. 926

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 to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 871

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

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.

Experienced ad. and card writer and window trimmer desires position with an up-to-date firm. High grade references given. Address Ad. Writer, care Michigan Tradesman. 921

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

Want Ads. continued on next page.

## We Will Furnish the Factory

Also the Tools, Dies, Patterns and Machinery Will manufacture your invention or specialty and ship direct to your customers. It is our aim to assist you in every way possible in all Patent-Mechanical matters.

Consult us free. Estimates furnished. Can furnish lists of every line of business and profession. We can reduce cost of production.

Miniature and full size models constructed along manufacturing lines. For prompt attention address, Estimate Dept. "J."

Michigan Novelty Works, Kalamazoo, Mich.

You should see our line of calendars and get our prices before placing your order. We are the calendar specialists of Michigan.

Tradesman Company  
Grand Rapids



**Played With Fate and Lost the Game.**

Chicago, Oct. 8—"I played with Fate and lost the game."—F. E. Roberts.

This statement contains the gist of the failure of F. E. Roberts, the butter, egg and poultry man, whose place of business has been at 227 South Water street for the past two years.

Liabilities, secured and unsecured, amount to about \$280,000; assets, secured and unsecured, about \$90,000. Many of the heaviest creditors are large Eastern firms, although the street here is caught for about \$60,000.

In amount, this failure has never been exceeded, except possibly in one instance.

It is thought that when a correct schedule of the assets is made out, it will show about 55 cars of eggs, which are said to be drawn on for about 16 cents; about two cars of butter, thought to grade about seconds, on which advances have been made at rate of 17c, and about 13 cars packing, on which about 11c has been drawn. If this is true, which some stoutly maintain, then in the language of the immortal poet, the creditors' names can be spelled "Mudd & Co." There is a hope, however, that the final reckoning will make a better showing, although it is admitted that little confidence remains to base the hope on. An old dealer, who is one of the creditors, said in talking with the Packer man: "From the facts before us, I believe the loss will be total. But we have great confidence in Herb, and if there is any way out of it he will find it. I am completely astounded to find that the liabilities could have reached the point shown in the schedule now." When asked how he accounted for it, he paused, sighed and said, "Read it in the stars." This is the general explanation, and there are those who are still wondering what went with the money.

It is said that F. E. Roberts has been interested lately in speculating in eggs, butter, etc. The direct cause of the collapse is charged to the sharp decline in the New York egg market. Mr. Roberts is said to have been buying largely in Western markets and shipping East. Lately, he is reported to have handled on an average of 80,000 cases a week. Contracts are said to have been made early in the season with Eastern dealers to supply certain shipments, and to carry out these contracts, he has been buying in Western markets for more than he could sell for to contractors in the East.

Then, it is held that an utter lack of business judgment and method is responsible for the failure. Mr. Roberts is said to have failed twice in business before, once in the butter and egg business and once in the grain business.

There is hardly a dealer on the street better known than F. E. Roberts. He has been in business here for about ten years, having been associated with S. S. Borden for about four years, and about the same length of time with H. L. Brown & Son, and about a year and a half at his last place, 227 South Water street.

He is married and is regarded as being attentive to business. In perfect fairness, it should be said that the failure is not thought to have been premeditated with the intention of defrauding creditors. As he says: "It was a game with Fate," and being less skilled than that famous celebrity, he lost. What the extent, and the final effect of that game will be time alone can tell. But it is the talk of the street and it will be a long time before the influence of this collapse will be overcome. Small knots of dealers have congregated every day at 'change to confer; the same is true on the street. No violence is threatened; no personal injury is expected. But it will make dealers here and elsewhere more cautious than ever before, and to say the least of it in the most charitable spirit, it will be a lasting example to those who are tempted to play the market without being competent to size up the ground ahead. This, it is hoped, will serve to all time as a wholesome example, and years and years from now when the scheme is being planned to "play the game," sage counselors will venture the remark, "Remember Roberts. Be careful."

Roberts is said to have come out of a deal in eggs last winter with something like \$25,000 to the good. Thereupon, he is reported to have cancelled some old debts that he had contracted before a former failure. This served to put his stock up 100 per cent. among business people here. They seemed to be favorable to giving him a living chance. Be it said to his credit, he showed a disposition to wipe out old scores and begin anew in the right way.—Chicago Packer.

S. Orwant & Son, who have been engaged in the butter, egg and produce business here for several years, have practically suspended payment, presumably as the result of a serious loss sustained on cold storage apples last spring. A representative of the creamery at Grove has caused garnishment processes to be served on the Grand Rapids Cold Storage Co., Dr. T. D. Bradfield, Boyd Pantlind and others and creditors from other towns are seeking the advice of attorneys, with a view to securing themselves if possible. Little available assets have been uncovered, giving ground for the conclusion that either Orwant & Son are keeping things under cover or lost more on the apple deal than they have heretofore conceded. The firm is composed of father and son, who started in business with small capital, but have been accorded the confidence of the trade because they were supposed to be honest, well-intentioned people. So far as the Tradesman's information goes, they kept faith with the trade until about a month ago, since which time many conflicting statements have been made and few promises have been kept.

J. H. Golden has purchased the grocery stock of Stowitts & Co. on Madison avenue.

**How to Climb Up the Ladder of Success.**

To begin with it is assumed that a young man has the desire to rise. Ambition is the spur to effort. Then he looks about him. Every bad habit is a clog—hence it is taken for granted that the young man who is intent on making a success of life has none that call him slave. None but the exceptionally brilliant succeeds despite bad habits, and only one man in a hundred is brilliant—the rest are all just "average men."

Settled where Chance, queer, unthinking Chance, has dropped him—few boys can really decide their own careers early in life—the young man should learn what his employer is driving at, and then make that policy his own. When a new scheme is devised by the head of the house to increase the Madagascar trade don't get behind a tall desk, chuckle and say: "Huh! Only niggers live in Madagascar!"

Get busy! Study up on the situation. Maybe you will discover that there is a small island seven leagues to the northwest of Madagascar where they need machinery to develop a mine. Lead out, feel around and let "the old man" know you are with him, that you are a thinking creature—not a mere machine—and that you are not trying to head off his success, but that you are leaping abroad, blazing the way for it and coaxing it. When "the old man" sees a ship-load of drills going out to that little island that he overlooked when he planned to send the hams to Madagascar, he'll think about you some. Just remember this—that, if you have not succeeded very much in life yourself, "the old man" himself hasn't succeeded nearly as much as he would like; he'll soon see that you are helping him. Then you're moving.

If he is a wise employer he knows that the man who can think, think clear and strong and fast, who is never a pessimist, nor yet wildly an optimist, and who is withal an earnest worker, is the man he wants close to his elbow. So up goes your salary! Later you are a member of the firm.

Don't be a grumbler. Be honest. Frankness is the acme of diplomacy. Don't blame your errors and failure to accomplish results to some other department. Certain young men begin with the notion that a strong bluff is as good as real knowledge, and they keep it up all through life, fooling their employer awhile, themselves sometimes and ultimately ending in failure. The employer who continually hears that it was "somebody else's fault" suspects presently that he is being duped. It's the results that show!

There is no luck in business, it has been said, but the young man is fortunate if his employer is a man of exceptional mental endowment. Then his honest efforts and loyal, eager assistance will not be thrown away. Such an employer knows genius instinctively and talent is his boon companion. He abhors "bluffs" and the man who makes believe that he is an expert does not last longer than

noonday at the Arctic Circle in January. Andrew Carnegie was such an employer. He knew that keen brains were all around him and he reached forth right and left and fastened them to his side—bright, ambitious, poor, young men! Every one of them grew with Carnegie, and when the chief stepped down there stood a circle of millionaires around his empty chair.

**Makes a Difference the Way You Do It.**

The railroad train is the best illustration that has ever been found to typify continuous advertising. A local passenger train takes just about twice as long to cover a hundred miles as an express train. Some people think it travels more slowly, but there is little difference in the actual running speed. The time is lost in making stops—slowing down and getting under way again. For this reason spasmodic advertising consumes twice as much energy as continuous advertising. It may cost considerable to continue the campaign. But it costs more to stop for a season.—Printer's Ink.

**Propose To Have Lower Insurance Rates.**

Mishawaka, Ind., Oct. 12—The Business Men's Association has instructed its Secretary to notify insurance companies that since the installation of the costly new fire department their rates are exorbitant and must be reduced or the business will be transferred to a merchants' company now being organized by the retailers' organizations throughout this and other states for mutual protection and to escape further imposition by the underwriters, who are said to be in a combine so far as rates are concerned.

A. J. Pauels, who has had charge of the linen department at Spring & Company's for the past fifteen years, and Henry Snitseler, the well-known dry goods traveler, have formed a copartnership under the style of A. J. Pauels & Co. and engaged in the dry goods business at the corner of West Bridge and Mt. Vernon streets. The Grand Rapids Dry Goods Co. furnished the stock.

**BUSINESS CHANCES.**

200 Ferrets For Sale—Best stock. Write for price. Lewis DeKleine, Jamestown, Mich. 936

Now no resident physician, and a good location for one in a village of twelve hundred people, and good farming country outside. Address Box 348 for information, Montague, Mich. 935

An exceptional opportunity to purchase a drug store doing from \$15,000 to \$18,000 cash business. Cheapest rent, cheapest light and best location in Battle Creek. No cut rate prices. Owner must sell at once to enter other business. Address Lock Box No. 2457, Battle Creek, Mich. 934

**HELP WANTED.**

Wanted—An all-round man in hardware, harness, implements, pumps, etc., with ability to conduct business in any of the above lines, and who has had experience as tinner. Must be temperate and not afraid of work. Man from small town preferred and who is familiar with farm trade. J. H. Whitney, Merrill, Mich. 933

Salesman Wanted—Experienced dry goods salesman who can do trimming; 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