

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 2, 1904

Number 1102

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STOCKS AND PROSPERITY.

Wall Street, with all its faults and vagaries, is still entitled to great consideration as a barometer of national prosperity. When a year ago the great upheaval in industrial securities produced a general liquidation, followed by a period of profound stagnation in speculation, there was a quite general belief that the great prosperity that had prevailed for several years was at an end. People with money to invest held aloof, and the bulls and bears of Wall Street found their occupation gone for the time being.

Such was the condition of affairs with which this year opened, and it must be admitted that the outlook was not particularly promising. There was, for instance, the shaking of confidence, resulting from the bursting of the industrial bubble, to cope with, and there was also the approaching presidential election, always a disturbing influence. Then, again, there were the falling off in bank clearings and railroad earnings and a diminished output of iron and manufactures.

Fortunately, the forebodings have not been realized, and it is largely because it has been found that these expectations have come to naught that a favorable reaction has set in. The presidential election has not proved the disturbing element in business which was feared, because through the famous telegram of Mr. Parker, the Democratic candidate, all risk of currency discussion was set aside, and the country was assured that whoever was elected to the presidential office business would not be interfered with by radical legislation. The Far Eastern war, with which the year commenced, has not proven as serious a factor in business as was feared and crops generally have turned out good. Added to all this the money market has been put in a thoroughly safe condition by the previous conservatism, so that

money has been abundant and cheap, a fact conducive to a good demand for investment in the stock market.

For some time past there has been great activity in Wall Street, and all who have analyzed the movement regard it as indicative of a revival of general business prosperity. Most of the wildcat securities having been eliminated, the security market is in sounder condition than has been the case in several years, and as really first-class securities have been relatively cheap, there has been good reason for a healthy advance without fear of the movement being soon overdone.

That the revival of trading in Wall Street argues returned confidence goes without saying, and that was really all that was needed to cause a general revival in business. Moreover, good crops have come to the assistance of business men. Abundant yields increase the purchasing power of the agricultural classes, and this in turn stimulates general business.

The restoration of confidence and activity in Wall Street is, therefore, a sure indication that business also is reviving, and that the present season will show as great prosperity as was witnessed prior to the passing setbacks that occurred last spring, which, although due to merely temporary causes, nevertheless gave ground for apprehension.

EXPANSION OF THE NAVY.

There can be no denying the fact that the expenditures for military purposes have greatly increased since the war with Spain and, although there has been no special attempt made to turn the fact into campaign thunder during the presidential canvass, it has been touched upon. Even so prominent a leader as Senator Gorman, of Maryland, in the one speech he has made since the campaign opened, touched briefly upon the increased expenditures for military purposes and deprecated the drain upon the Treasury in the case of the Navy as well as the Army.

Even before the war with Spain it was recognized that our extensive coast line could only be made secure by the possession of a truly great fleet, and that the upholding of our position with respect to the Monroe Doctrine only added to the necessity of a large navy. No European power except Great Britain has accepted our view of the Monroe Doctrine, therefore no others consider themselves bound to respect it. We can only hope to establish our views on this question by being always prepared to back up our pretensions by an adequate show of force.

Several years before the war with Spain a naval policy board held that

the country's needs demanded a fleet of at least forty first-class battleships, besides a proportionate number of other classes of ships. Notwithstanding the activity displayed in navy building in recent years, our fleet is still far short of the forty battleships deemed essential before the war with Spain, hence, although it is probable that the war stimulated construction and hastened the time when the naval programme will be complete, it has not actually altered the estimate of our naval needs and can not, therefore, be held responsible for the increase in military expenditures as far as they apply to the naval establishment.

As yet there has been no popular demand for the stoppage of naval expansion, and there is no indication that such a demand is impending. There is, however, a very decided disposition to criticise Government expenditures more closely, and even the naval establishment will not escape and should not escape where it can be shown that money has been uselessly squandered on fads and questionable experiments. That the naval expenditures must continue gradually to increase is inevitable, and it would be folly to build expensive ships if they are not to be kept in commission. The personnel of the Navy must, therefore, be added to both in the commissioned and enlisted ranks, no matter if a few million dollars are added to the already large expenditures.

Fortunately, the upbuilding of the Navy is not a party question, but a patriotic one, hence it is not likely to be approached in any narrow or partisan spirit.

Dr. Chalmers Prentice, of Chicago, advances the theory that drunkenness can be cured by wearing the proper kind of eyeglasses. The liquor habit is "all in your eye," according to his ideas. He claims that among those who use their eyes at close range the thirst for liquor is most prominent. Any work, he contends, that increases the use of the eye indoors, or for near vision and close application makes the labor of focusing so great that the brain centers rob the other portions of the body of their just proportion of energy, induces a condition of nervous irritability which is especially evidenced by a craving for alcohol.

One of the peace delegates in a talk at Philadelphia declared that woman's love of brass buttons was the cause of war. Women have made a good deal of trouble since the world began, but never before has it been charged that owing to them the world has been repeatedly ravaged by war.

Faith creates the future.

MASTER BAKERS.

Stenographic Report of the First Annual Convention.

The master bakers of Michigan, to the number of about half a hundred, met at the Hotel Pantlind Oct. 25 and effected an organization of the Michigan Association of Master Bakers, which is expected to receive the co-operation of every employing baker in the State. The convention was opened by an address given by Mr. Morton, as follows:

"I can assure you that it is a great pleasure for me to meet here to-day and preside over the first meeting of a State Association of Master Bakers in the State of Michigan. I think that it augurs good for the trade; it augurs good for us as individuals; we should derive great good not only from the bonds of friendship, but from business association.

"Now, gentlemen, I will not weary you with any address. Our time is short, but I hope that the enthusiasm that is shown by the gathering here to-day will go on until our State Association stands well with any of the state associations in this country.

"I had the pleasure a week ago of meeting with the Indiana Association, and I assure you, gentlemen, that from their reports the Association is aiding them in eradicating the differences between the bakers in different sections and gathering them together from time to time in a way that has made friends of enemies for the general good of the trade. I hope what it has done for them will be done for our State of Michigan. The initial meeting of this Association was held during the meeting of the National Association in St. Louis. There were only eleven present at that meeting. The understanding was that we should meet at the date appointed and form a permanent Association. The officers appointed at that Association meeting were to hold their offices until the present.

"We have various duties to perform and among them we have to adopt a constitution and by-laws; we have committees to appoint; we have no papers to read at this meeting—it will be simply a business session. This evening arrangements have been made for a banquet, which I hope every person will be sure to attend."

The Secretary read the minutes of the meeting held at St. Louis, as follows: "The meeting was called to order by Mr. Morton, who was nominated as President, Mr. Wilmlink as Vice-President, Mr. Wolfarth as Treasurer and Mr. Witwer as Secretary. There were several other bakers present. It was decided that the annual meeting be held at Saginaw, but later it was changed to Grand Rapids.

It was moved that the minutes be accepted as read.

Officers for the ensuing year were elected as follows:

President—Robert Morton, Detroit.

Vice-President—A. B. Wilmlink, Grand Rapids.

Secretary—Weldon Smith, Lowell.

Treasurer — Frank J. Wolfarth, Saginaw.

Mr. Smith, of Lowell, in a short address, stated that he would endeavor to do the duties that would be required of him in connection with his office as Secretary to the best of his ability; that it is highly beneficial to the bakers in general if they would organize an association and would get together and talk over their business affairs in a way that would be mutually helpful to all concerned.

Mr. Witwer spoke of the importance of getting interested in an association of this kind, even if the baker had only a small shop in a small town, and that it would be to the welfare of the bakers to have men representing the baking trade from the small as well as the large towns.

tion to attempt to carry on their work successfully unless the members of the organization show an interest in same and are willing to lend their assistance in whatever form it may be required.

Homer Klap stated that there are many grievances which could be adjusted only through an independent organization and that it is impossible to accomplish anything at all until such organization shall be formed, and that every member should stand back of it.

E. C. Mangold, of the Voigt Milling Co., stated that as competition is very strong some of the bakers consider it their duty to cut prices and sell cheap; that it was of great importance that a bakers' organization should be formed so that the members of it could become acquainted, and the more acquainted

the following draft and recommended its adoption:

Article I—Name.

The name of this organization shall be The Michigan Association of Master Bakers.

Article II—Purpose.

The purpose of this Association is to promote the best interests of the baking trade—

1. By elevating it through the application of science and advanced baking practice.
2. By encouraging the provision of facilities for technical education and scientific research.
3. By developing and improving methods of manufacture.
4. By meeting in convention for the discussion of trade matters and for the cultivation of fraternal relations and good fellowship.
5. By uniting the members in measures for its general good.

Article III—Membership.

Section 1. There shall be three classes of members: (1) Regular, (2) Associate, (3) Honorary. Those of the first class only shall be entitled to vote or hold office.

Sec. 2. The Regular membership shall be composed of individuals, firms or corporations conducting the baking business in the State of Michigan—each individual, firm or corporation being entitled to one vote only.

Sec. 3. The Associate membership shall be composed of individuals, firms or corporations conducting lines of business affiliated with that of baking.

Sec. 4. The Honorary membership shall be composed of persons who have rendered special service to the baking trade or to the Association also retired master bakers.

Sec. 5. Regular and Associate members shall be elected by a three-fourths vote of the Executive Committee after application through the Secretary and recommendation by at least one member of the Association.

Sec. 6. Honorary members shall be elected by a three-fourths vote of the members of the Association present upon recommendation of the Executive Committee.

Article IV—Officers.

Section 1. The officers of the Association shall be a President, a Vice-President, a Secretary and a Treasurer.

Sec. 2. The officers shall be elected by ballot at the last day's session of the annual meeting of the Association and hold office for one year, or until their successors are chosen.

Article V—Committees.

Section 1. There shall be an Executive Committee consisting of 4 members specially elected for one year, with the President, Vice-President, Secretary and Treasurer ex officio.

Sec. 2. The Grievance Committee shall consist of three members, to be appointed by the President, each time a grievance is presented to him in proper form.

Article VI—Duties of Officers.

Section 1. The President shall preside at all meetings of the Association and Executive Committee, and perform such other duties as are incident to his office.

Sec. 2. The Vice-President shall perform the duties of the President in his absence.

Sec. 3. The Secretary shall keep a correct record of all business; send notices of all meetings of the Association and Executive Committee, and keep a correct account between the members and the Association; receive all moneys paid in, collect the annual dues and pay the same over to the Treasurer, taking his receipt therefor. He shall perform such other duties as pertain to his office, and shall receive such compensation for his services as the Association may determine, upon the recommendation of the Executive Committee.

Sec. 4. The Treasurer shall deposit all moneys in the name of the Association in a depository approved by the Executive Committee; pay all bills contracted by the Association and approved by the Executive Committee, and perform such other duties as are incident to his office.

Sec. 5. The Executive Committee shall have general charge of the affairs of the Association, and in the intervals between meetings may exercise the powers of the Association. It shall be the duty of the Executive Committee to elect Regular and Associate members, to nominate Honorary members, to prepare programs for the annual meetings, and to appoint sub-committees on Finance, Membership, Conventions and Auditing.

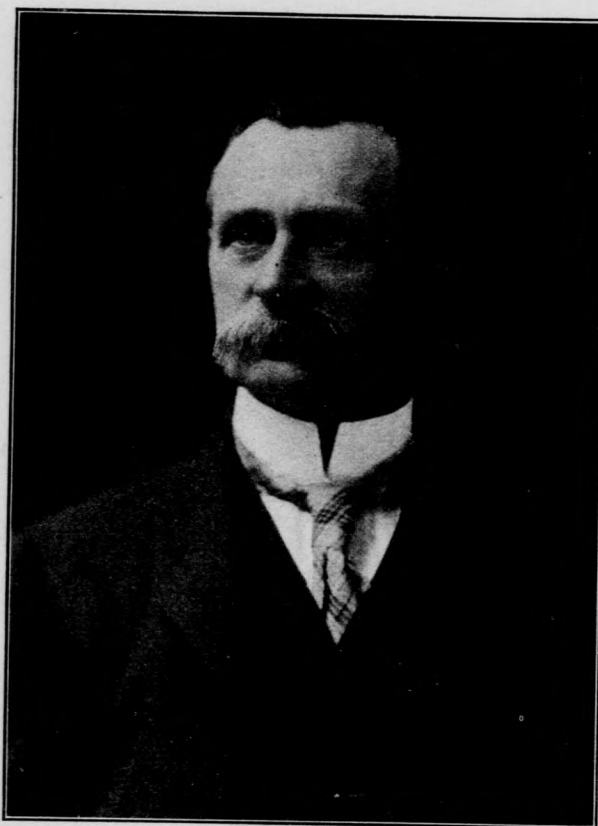
Sec. 6. The Secretary, the Treasurer, and the Executive Committee shall present written reports to the Association at each annual meeting.

Article VII—Meetings.

Section 1. The Annual Meeting of the Association shall be held the first Wednesday in October of each year, at such place as the Association may by vote determine.

Sec. 2. Quarterly meetings of the Association shall be called by the Executive Committee. They may also be called by the President upon a petition duly signed by not less than ten per cent. of the regular members of the Association. At special meetings no business other than that provided for in the call shall be transacted.

Sec. 3. The Executive Committee shall meet after adjournment of each annual convention, and for these meetings members of the Committee attending shall be allowed mileage at the rate of 3 cents per mile.



Robert Morton

It was moved and carried that the chair appoint a committee of five to draft a constitution and by-laws for the use of the Association, and Mr. Wittlesberger, of Detroit, Mr. Blake, of Grand Rapids, Mr. Witwer, of Kalamazoo, Mr. Aikman, of Port Huron, and Mr. Lawrence, of Lansing, were appointed as a committee. The committee repaired to the adjoining room for the purpose of preparing a report.

Fred W. Fuller, President of the Retail Grocers' Association of Grand Rapids, stated that he was pleased to be present and hoped that the next annual convention would be represented by a much larger gathering. He stated that the work of the grocers' associations at times weighs heavily upon the shoulders of the officers and that it would be useless for the heads of any organiza-

tion to attempt to carry on their work successfully unless the members of the organization show an interest in same and are willing to lend their assistance in whatever form it may be required.

E. A. Stowe, editor of the Michigan Tradesman, responded to a call for a speech by relating a couple of mirthful stories, which excited much laughter and helped to enliven the proceedings to an appreciable extent.

The special Committee on Constitution and By-Laws then presented

Article VIII—Executive Sessions.
Section 1. The Association may by vote go into executive session at any time during its meetings and to such executive sessions none but regular members of the Association shall be admitted, except at the discretion of the President.

Article IX—Dues.
Section 1. The annual dues shall be \$5, payable on or before annual meeting.
Sec. 2. On payment of all dues each member shall be furnished by the Secretary with a Credential Card.
Sec. 3. Honorary members shall be exempt from fees or dues.

Article X.
All complaints for grievances shall be sent to the President, with \$15 to help defray expense, the balance to be paid out of the treasury, and the President shall have the power to appoint a committee of three to investigate the grievance.

Article XI.
The Secretary and Treasurer shall each furnish surety bonds in the sum of \$500, the expense of same to be paid by the Association.

Article XII—Amendments.
This Constitution may be amended at any annual meeting of the Association by a two-thirds vote of the members present, provided notice of proposed amendment has been given to the Association at least one day previous to such action.

The meeting then adjourned until Wednesday morning.

At the Wednesday morning session it was requested that the bakers who are shipping bread throughout the State meet together and discuss that matter.

Those present were: Mr. Wagner, Mr. Scott, Grand Rapids; Mr. Wittlesberger, Detroit; Morton Baking Co., Detroit; Mr. Wolfarth, Saginaw; Mr. Austin, Benton Harbor; Stringer & Son, Bay City; Mr. Peterman, Jackson; Mr. Schust, Saginaw; Mr. Wilpink, Grand Rapids, and Mr. Witwer, Kalamazoo.

It was suggested that if any trouble should arise in a city the Secretary be notified and he would notify the members of the Association throughout the State.

It was suggested that the price on bread be raised throughout the State and sold at one price.

Mr. Morton thought that the shippers of the bread do not particularly care in regard to what some of the local bakers are doing and that the adjustment of all the prices could be safely left to the shippers.

It was considered inexpedient to try to do too much at once, but that in the course of a year's time a uniform price for bread could be brought about.

It was suggested that bread could be shipped outside the city of Detroit of less weight, that is, to certain places where there are no ordinances.

It was suggested that loaves be scaled 14 ounces and that they should be sold at 5 cents a loaf.

It was stated by one of the shippers present that he was getting 4 cents a loaf and the retailers paid the express.

It was suggested that if the shippers from Grand Rapids were shipping bread to Ionia at 4 or 5 cents and that another man who belongs to the Master Bakers' Association should desire to ship bread to that point also he should not sell at a lower price than the shippers from Grand Rapids, but that all should maintain a uniform price.

The fact was mentioned that, inasmuch as a few towns have weight ordinances, a uniform price by the bakers could be maintained. It was mentioned that thirteen ounce loaves were sold successfully at Lansing years ago, but that a weight ordi-

nance is at present in existence and the bread is weighed every Monday.

It was suggested that a bill be passed through Lansing to have the Legislature compel every baker to bake a pound of bread and no less.

It was suggested that no person should have the privilege to sell a loaf of bread unless it weighs a full pound, but it seemed to be received with little favor, as it was suggested that the only step that could be realized in that case was an advance of one cent on a loaf; that if the price on flour should rise 50 cents a barrel the price on bread would have to be advanced another cent.

It was suggested that the weight of the loaves of bread be stamped thereon, but it was declared impossible, as there can be no State law compelling such act.

The fact was mentioned that some bakers were selling their loaves weighing twelve ounces at 3½ cents a loaf.

It was suggested that every shipper present should give to the Secretary a list of towns he is shipping to and that if bread must be sold cheaper in some towns than in others the organization be made aware of the fact and, inasmuch as in certain sections sugar is sold for less money than in others, it was thought advisable that the bakers should do likewise.

A member said that for some time in the past it was customary for him to ship bread at the rate of 3½ cents a loaf and that the receivers paid the express charges. He also stated that Chicago and Milwaukee were just as anxious to raise prices and that it would take but a comparatively short time to arrive at a conclusion that would not only be satisfactory to the sellers but also to the consumers.

It was suggested that one price be agreed upon and that if one desired to sell higher he might do so, but not lower than the agreed standard.

It was stated that in Detroit arrangement to raise the price on bread was made and on a certain day little circulars were prepared, stating that on account of the advance in flour, etc., it was decided that one pound loaves of bread would sell at 5 cents wholesale and two pound loaves at 9 cents wholesale. As a consequence of such action there was but little loss in trade.

It was suggested that prices be fixed so that every consumer would pay his own express charges.

A motion was made to take a vote and ascertain who were in favor of raising the prices to 5 and 9 cents.

They were all in favor of a uniform price with the exception of Mr. Wilpink, who was not ready at present, and Mr. Austin and Mr. Wolfarth made the proposition to have full prices wherever Milwaukee and Chicago do not compete.

It was suggested that there should be a meeting for shippers, and each baker who is acquainted with shippers in near-by towns should send their names and addresses to the Secretary.

A motion was made and supported

that a meeting of the shippers be held the second Thursday in November at Kalamazoo. It was carried.

All the shippers present handed in the names and addresses of the brother shippers with whom they were acquainted to the Secretary.

The next order of business was the reading of bills:

Stamps, postal cards, etc.....	\$ 14 00
Hotel, 65 plates at \$1.50.....	97 50
Menus	10 50
Flowers	2 00
Cigars	6 40
Music	9 00
Badges and pins.....	4 50

Total\$143 90

The bills were approved and ordered paid.

A vote was then taken on the selection of the next place of meeting. Twenty-five votes were cast in all, as follows:

Four were in favor of Saginaw.

Four in favor of Jackson.

Sixteen in favor of Detroit, and one blank.

It was adopted that the next annual convention of Master Bakers meet on the first Wednesday in October in the city of Detroit.

Motion was made to elect an Executive Committee. Those receiving the highest number of votes were Mr. Schust, Mr. Gardner, Mr. Scott and Mr. Wagner.

E. A. Stowe, editor of the Michigan Tradesman, extended an invitation to inspect the linotypes and feeding machine at his place of business, also to visit the new public library and museum. The invitation was accepted.

A vote of thanks was extended to

the Grand Rapids committee of arrangements, when the meeting adjourned.

The Canadians are sensitive about their weather. They have never forgiven Rudyard Kipling for calling Canada "Our Lady of the Snows." Recently the Montreal Board of Trade called for the discontinuance of the ice festivals, which have been such an attraction in the past. The vote was unanimous. "The holding of the winter carnivals in Canada," said the resolutions on the subject, "emphasizes unduly our winter climate, creating an impression in other countries that ice and snow are normal conditions here, which impression tends to discourage immigration, which is so necessary for the development of this Dominion." The Canadians can hardly expect to hold out the attractions of tropical countries, and if immigrants go there expecting to find a mild climate they won't tarry long.

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

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Ask for Catalogue "M"

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

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.

AROUND THE STATE

Movements of Merchants.

St. Clair—Chas. J. Streit has purchased the lime kiln of Bruno Streit.

Volinia—Cuddeback & Curtis succeed Wm. N. Wright in general trade.

Rochester—B. A. Phelps, of Cass City, will open a new grocery store here.

Bellaire—O. E. Close has removed his grocery stock from Custer to this place.

Detroit—Michael Haller is succeeded by J. M. Kirn in the hardware business.

Cheboygan—J. & A. Bohn will open a new hardware store at 118 Main street.

Bellaire—J. B. Greenman has sold his meat market to Arthur Doty, of Battle Creek.

Cedar Lake—Jno. W. Taylor & Son succeed D. E. Cole in the grocery business.

White Cloud—Richard Gannon has sold his meat market to J. W. Johnson, of Fremont.

Port Huron—Silas Armstrong will retire from the wholesale cigar and tobacco business.

Owosso—Little Tom & Co., of Toledo, have purchased the confectionery stock of Williams & Santos.

Owendale—Jones Bros. are succeeded by Hinkley & Jones Bros. in the elevator, hay and hardware business.

Escanaba—J. S. Mosier has opened a grocery store at North Escanaba. Mrs. Mosier will have charge of the new enterprise.

Montgomery—R. J. Miner has purchased the hardware and implement stock of O. H. Ellis and will continue the business at the same location.

Brown City—Miss Cora Lutes has opened a shoe store one door east of her grocery store, where she has also moved her stock of groceries.

Millington—Clawson & Co. have sold their interest in the jewelry store formerly owned by E. H. Dimonds to Chas. B. Bryan, of Otisville.

Traverse City—S. Adsley has sold his grocery stock to O. B. Adams, formerly of Detroit, who will continue the business at the same location.

Tustin—Geo. M. Bisbee has purchased an interest in the general stock of A. R. Bentley & Co. The new firm will be known as Bentley & Bisbee.

McBrides—Jacob McCrea & Son have sold their drug, furniture and undertaking stock to Geo. W. Pearce, who will continue the business at the same location.

Adrian—Charles R. Sweet and Lizzie Staiger, dealers in bakers' goods, have filed a petition in bankruptcy, placing their liabilities at \$900.25 and their assets at \$697.

Ishpeming—The Scandinavian Co-operative Society is succeeded by the Ishpeming Store Co., a corporation with a capital stock of \$30,000, of which \$22,000 has been paid in.

Onaway—W. B. Gregg, the shoe

dealer, has the sympathy of the trade in the loss he has sustained by the death of his daughter, Bessie, aged 17 years. Deceased was ill only one day.

Mancelona—The firm of Brown Bros., harness makers and dealers, has been dissolved, W. O. Brown retiring on account of bad health. The business will be continued by Clyde N. Brown.

Lansing—S. H. Dodge, of Ypsilanti, and Louis D. Whitney, of Lansing, have formed a co-partnership under the style of Dodge & Whitney for the purpose of engaging in the jewelry business about Nov. 15.

Marquette—Frank H. Gooding has sold his interest in the clothing firm of Gooding, Ormsbee to L. W. Atkins, who has formed a co-partnership with Mr. Ormsbee. The business will be continued under the style of Ormsbee & Atkins.

Richmond—The stock of dry goods, groceries, wall paper and crockery of Geo. M. Grennis has been sold under a chattel mortgage. The stock was bid in by W. H. Acker. He has put the stock in the hands of J. M. Haviland.

Lapeer—Burnham, Stoepel & Co., Edson, Moore & Co. and Phelps, Brace & Co. have filed a petition in the United States District Court to have Nye Allen, general store merchant here, adjudicated a bankrupt. Their claims aggregate \$5,285.12.

Ovid—The bankruptcy case against Hazel & Clark, shoe merchants, has been wound up and creditors will receive 100 cents on the dollar. The case was started in 1898, the first involuntary one under the law of 1898, and during the bitter contest waged has made its appearance five times in the Michigan Supreme Court on questions of jurisdiction.

St. Clair—Joseph Meyers has purchased the stock of the St. Clair Grocery Co., which he has added to his stock. G. W. Binney, who has been manager of this store ever since it was purchased from the St. Clair Milling Co., about a year ago, will return to his home in Oil City, Pa. To furnish better accommodations for an increased stock Mr. Meyers will build an addition to his store.

Traverse City—A. B. Cook and Thomas Young have formed a co-partnership for the purpose of engaging in the hay, grain and feed business. Both members of the firm are well known in this city, Mr. Cook, having for years previous to his resignation, about a year ago, been book-keeper for the J. E. Greilick Co. Mr. Young was a member of the firm of Stanley & Young, which sold out to Foote & Son, on West Front street.

Manufacturing Matters.

Constantine—The Constantine Carriage Co. will remove its plant to Three Rivers about December 1.

Lowell—The Lowell Cutter Co. has installed a fine steam power plant, dust arresters and electric lights at its factory here.

Grand Haven—The Challenge Refrigerator Co. is filling a large order for kitchen cabinets placed by Montgomery Ward & Co., Chicago.

Plainwell—The suspender manufacturing business of S. D. Wilkes has been closed, the machinery being sold to Kalamazoo parties and the stock disposed of.

Kalamazoo—Albert G. Neumaier has merged his City Union brewery into a stock company under the style of the Kalamazoo Brewing Co. The capital stock is \$75,000.

Detroit—The John H. Foss Co. has increased its capital stock from \$10,000 to \$25,000, of which \$5,000 is preferred and \$20,000 common. The amount paid in is \$10,000.

Port Huron—The Aikman Baking Co., has been placed under the active management of R. P. Anderson, formerly of Chicago, Ill., and the scope of its business is to be enlarged.

Flint—The Stewart Manufacturing Co., turning out brush blocks and handles, potato crates and other novelties, has purchased a site and will erect a factory at this place.

Detroit—The Detroit Red Pressed Brick Co. has been adjudicated a bankrupt by default in the United States District Court. The petition for adjudication was filed by Walter H. Randall and others.

Chassell—Operations at the Worcester Lumber Co.'s shingle mill have been discontinued for the winter. Within a couple of weeks the saw mill will be closed for four weeks, during which repairs will be made.

Detroit—The Look Furniture Co. has filed articles of incorporation. The capital stock is \$25,000, of which \$2,500 has been paid in in cash. Frank J. Look has 1,100 shares of stock, A. M. Myers 390 and Geo. H. Look 10.

Detroit—The English Purity Mills, capitalized at \$5,000, has been organized by C. R. Berry, Robert M. Lavery and Andrew Watson. The company will manufacture marmalades, jams, etc., and will take over the present business of C. R. Berry and Robert M. Lavery.

Allegan—A new concern, known as Baines, Mosher & Co., has been organized here to succeed Baines & Mosher in the manufacture of kitchen cabinets. The firm's factory burned recently with a loss of \$2,500 and only \$600 insurance. The plant of the Allegan Wheel Company will be occupied by the new company.

Detroit—Articles of association have been filed by the American Color Co. with a capital stock of \$75,000. Of the capital, \$5,000 has been paid in in cash and \$30,000 in property, including inventions, formulas, etc. The stockholders are A. S. Ramage, of Cleveland, O.; W. L. Jenks, of Port Huron; F. A. Platt, of Flint, I. W. Durfee and I. W. Durfee, trustee, of Detroit.

Saginaw—Prominent master bakers, representing leading houses of Saginaw, Bay City, Flint and Detroit, as well as those in intermediate territory, met at the Bancroft House Nov. 1 and organized a district association in affiliation with the national and State bodies. Among others present was Robert Morton, Detroit, President of the State organization, which was effected at Grand Rapids last week. The association is organized to deal with all matters pertaining

to the trade, and for mutual help and improvement. A State meeting of shippers will be held at Kalamazoo November 10.

Poultry and Beans.

Buffalo Market on Butter, Eggs,

Buffalo, Nov. 2—Creamery, fresh, 20@23½c; storage, 19@21c; dairy, fresh 16@20c; poor, 12@15c.

Eggs—Candled, fresh, 24@25c; cold storage, 19@20c; at mark, 18@19c.

Live Poultry—Chicks, 10@12c; fowls, 9@10c; turkeys, 14@17c; ducks, 12½@13½c; geese, 10@12c.

Dressed Poultry—Turkeys, 15@20c; chicks, 12@13c; fowls, 11@12c; old cox, 9@10c; ducks, 13@15c.

Beans—Hand picked morrows, new, \$2.75@2.85; mediums, \$2@2.15; peas, \$1.80@1.90; red kidney, \$2.75; white kidney, \$2.75@3.

Potatoes—Round white, 40@50c; mixed and red, 40@45c.

Rea & Witzig.

Bell Company Sends Trade to Detroit.

Owosso, Oct. 28—So strenuous has the war grown between the Michigan Bell Telephone Co. and the Union Telephone Co. that the operators of the rival phones do not speak to each other, and the girls of each line have warned their young men friends to have nothing to do with the opposite party. Since the dry goods stores have taken out the Bell phone, that company has been paying the expenses of their operators to Detroit to do their shopping.

Now Is the Time to Buy.

So long as our present stock lasts, we will give our customers two extra 5 per cent. discounts on all rubbers of the Lycoming, Keystone and Woonsocket brands. This opportunity may not occur again in the course of a lifetime. Send for list showing sizes on hand. Geo. H. Reeder & Co.

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.

Elk Rapids—H. S. Amerson, who two years ago, in company with L. N. Spring, purchased the dry goods and clothing departments of the Elk Rapids Iron Co., has removed to this place and will devote his entire time to the interests of Spring & Amerson.

See our quotations in Grocery Price Current on page 45.

Dettenthaler Market.

Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids
Detroit Opera House Block, Detroit

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



The Produce Market.

Apples—Winter stock is moving freely on the basis of \$1.50@1.75 per bbl. Some jobbers are asking about a quarter a barrel more for apples and doubtless all will come to that level or higher before long. The impression that this is to be a season of very cheap apples seems to be erroneous. While New York has an excellent crop the demands on that State are very heavy. Sales are large.

Bananas—\$1@1.25 for small bunches; \$1.50@1.60 for Jumbos. Bananas are better sellers now than some of the other fruits are not so plentiful. The jobbers are having little trouble in getting full supplies at prices that are considered reasonable.

Beets—40c per bu.

Butter—Creamery is about 1½c higher than a week ago and the market is strong and tending still higher. Local dealers have marked their selling prices up to 23c for choice and 24c for fancy. Dairies are arriving in such meager quantities that quotations have advanced to 17@18c for No. 1 and 12@13c for packing stock. Renovated is strong and active at 17@17½c.

Cabbage—35c per doz.

Carrots—40c per bu.

Cauliflower—80c per doz.

Celery—15c per doz. bunches.

Cranberries—Cape Cods are in ample supply at \$6.50 per bbl. Home grown are in moderate supply at \$6.

Eggs—Case count fetch 20c and candled 22c. Storage are steady at 19@20c for April stock. Receipts of fresh contain a large percentage of held eggs. Receipts are not nearly equal to the demand.

Frogs' Legs—Local dealers pay 5@60c per doz., according to size.

Grapes—Malagas, \$4.50@5 per keg.

Honey—Dealers hold dark at 10@12c and white clover at 13@15c. Receipts have increased recently and the demand has also picked up. Prices have advanced somewhat on the top grades.

Lemons—Verdillas and Californias command \$4.50@5 per box.

Lettuce—Hot house fetches 15c per lb.

Onions—Home grown are moving freely on the basis of 55@65c per bu. Spanish are a little higher, having advanced to \$1.40.

Oranges—Jamaica stock is in light demand and ample supply at \$3.25@3.30 per box.

Parsley—25c per doz. bunches.

Pears—Keefers fetch 65c per bu. Russets range around 85c.

Pigeons—Local dealers pay 60c per doz.

Potatoes—Local dealers pay 28@30c and outside buyers are taking in large quantities, ranging from 25@28c. Jobbers note a particularly good demand for the cities. The dealers seem to be putting potatoes away, or else the consumption is largely increased over last year.

Pop Corn—90c for old and 50@60c for new.

Poultry—Live is in active demand. 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; Nestler squabs are dull and slow sale at \$1.25. Dressed poultry (drawn) ranges about 2c per lb. higher than live.

Radishes—20c per doz. for round.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—Virginias are steady at \$2 per bbl. Jerseys have advanced to \$3.25.

Turnips—40c per bu.

Some Sights in Kansas.

A traveler from the East shortly after leaving Kansas City asked the porter how long it would be before the train emerged from the tunnel through which it was passing. "Dis ain't no tunnel, sah," replied the porter. "We's jes' passin' fru de Kansas cawn belt and de tall stalks shuts out de sun. Yo' won't see no mo' daylight foh 200 miles."

Cut Prices on Rubbers.

We are offering two extra 5 per cents better than the first prices on Lycoming, Keystone and Woonsocket rubbers. Send for price list, showing list of sizes on hand.

Geo. H. Reeder & Co.

American Money for Foreign Ships.

The United States pays nearly \$1,000,000 a day to foreign ships for carrying its products.

Chas. E. Bassett, of Fennville, was elected Secretary of the National Federation of Horticultural Societies at St. Louis, Mo., last Wednesday. The selection is not only a tribute to Michigan as a horticultural State, but reflects much credit on the recipient of the office, proving conclusively that the faithful service he has accorded the State organization as Secretary has given him a reputation which has reached far beyond the confines of a single state. Mr. Bassett will give the National organization the benefit of his wide experience, both as a horticulturist and a clerical expert, and the Tradesman confidently looks forward to marked results from this alliance.

Arthur Kraft, formerly in the employ of Church & West, has purchased the drug stock belonging to the estate of the late N. R. Whalen, corner of East street and Fifth avenue, and will continue the business at the same location.

Richard D. Swartout has gone to Petoskey to take charge of the dry goods stock of Sherman & Byram, which is now in the possession of Peter Doran as trustee for the creditors.

James W. Johnson has sold his grocery stock at 119 Plainfield avenue to A. B. Carpenter and wife, who will continue the business under the style of A. B. Carpenter & Co.

See our quotations in Grocery Price Current on page 45.
Dettenthaler Market.

The Grocery Market.

Sugar—Sensational advances in the European beet sugar market occurred Saturday and Monday. The cause of the advance is generally believed to be that the fabricants will make a reduced estimate of the crop, although F. O. Licht has reiterated his recent estimate of 5,120,000 tons for the entire crop. The advance in the prices for beet sugar now brings the price up to about ½c per pound above New York market. In sympathy with the stronger market abroad the local market showed a firmer tone and while refiners appeared to be willing for either spot or nearby sugars, the limited supplies on offer were withdrawn and held for higher prices. Neither were there any sellers of new crop Cuban sugars for January-March shipment. The movement of prices in the refined market continues as puzzling as ever and for the time being the demand has fallen off and the trade has shown a disposition to await developments. At the opening in New York Monday, prices were unchanged, with Arbuckle Bros. 10 points below other refiners and business reported as light. At 2 p. m. both the American and the National advanced prices 5 points. Arbuckle Bros. thereupon put their list up 10 points, then for a time refused to take orders and finally countermanded the advance and accepted orders at the old price. Both the American and the National are now selling on the basis of 5c less 1 per cent. cash for granulated in either bags or barrels and are firm at that price, while Arbuckle Bros. are 15 points lower in barrels and 20 points lower in bags. Instead of stimulating the demand the advance appeared to cause buyers to hold off and await developments.

Tea—Japans are strong and the market is in a healthy condition. The market in Japan has practically closed. It is evident that there will be a scarcity of high grade Japans and the market is working upward slowly but surely. The demand is first-class. The trade is taking tea in a more liberal manner than for some time.

Coffee—The market has been without particular feature during the past week. Options have shown slight advances, by reason of continued small Brazilian receipts. Reports keep coming from Brazil of a poor outlook for the next crop, but this is too far away to bother the trade much. The leading package brands are now sold at the same price.

Canned Goods—Corn presents no new features. The market is firm, although good corn is obtainable at prices that are possibly lower than most jobbers expected two months ago. The pack is somewhat short, of course, and there is little chance of any easing off in the price before the next crop, at least on high grades. Jobbers are well satisfied with the situation in tomatoes. There appears to be a pack fully commensurate with the probable demand and there is no reason in sight why the business should not be on a sound basis for the next year. It is hardly likely that there are as many tomatoes in sight now as a year ago—and that is a

good thing for the market. The pack, while not really short, seems to be enough under last year to make a better condition all around. Stocks of canned fruits on the coast are being cleaned up rapidly and the packers are feeling very good over the situation. They are getting an excellent price for their product and it promises to be cleaned up completely before the new crop. Conditions in the salmon market show no change of note. The market is very strong and it is now more of a question of getting the goods than of price. The trade is reported to be buying better than usual at this season of the year, evidently realizing that it is now or never for high grade salmon. Cheaper lines are not so difficult to get hold of, but anything desirable is high and scarce.

Dried Fruits—Seeded raisins are strong. Loose raisins are unchanged but strong. Prunes are in fair demand, especially the large sizes, which are scarce. There has been no change in price during the week. A good many prunes seem to have gone into consumption in the last few weeks. It seems now as if there would also be a shortage in small sizes, as it did not pay the growers at the price quoted on small sizes to pick them up. Consequently much of that part of the crop has gone to waste. Size 50-60 is plenty, however, and there is also a fair amount of 70's. Peaches are scarce and are selling at very high prices. The demand takes all it can get. It looks like higher prices for peaches and some holders prophesy a price of 12c before the season is over. Apricots are also high and scarce.

Rice—The quality of the yield this year is excellent and prices are very reasonable. Reports from the South indicate that the harvesting is progressing under favorable conditions.

Syrups and Molasses—Sugar syrup of good flavor is in demand at unchanged prices. Low-grade sugar syrup of good flavor, however, is slightly higher. Molasses was in fair demand until news came that some new crop had been delivered in New Orleans, and the trade are now holding off waiting for it. Prices show no change.

Fish—Shore mackerel are low in price. Irish mackerel are about holding their own, but the tendency is weak. The receipts are very heavy. Norway mackerel are also coming in heavily, and the market is inclined to be easy. The demand is not particularly heavy. Sardines are about unchanged. Deliveries have about been completed, and the jobbers who bought futures have no special demand for goods on spot. There is some little demand, however, from buyers who bought no futures. Prices all around are unchanged. Cod are still very high, but show no further advance. The price is already seriously interfering with the sale. Ocean whitefish are all sold out, and lake fish are unchanged and quiet. Salmon show no change.

See our quotations in Grocery Price Current on page 45.
Dettenthaler Market.



Admirable Window Dressing on Monroe Street.

Beginning at Steketee's and ending with Spring, it is hard, indeed, to tell which windows of all those between these limits are the most pleasing.

* * *

The woman of a practical turn of mind, she who looks after the affairs of her household with careful scrutiny, could not but cast longing eyes at the pretty lightweight silk-line comforters in Steketee's window nearest the Morton House, and wish with exceeding great wishing for that beautiful eiderdown coverlid made of white flowered satine of a quality like unto the real satin. About a foot from the edge all around is a wide piece of pink satin of a lovely shell tint. This is machine stitched on each edge and through the middle, the same as all the rest of the quilt. The price marked is only \$11, and if Steketee's clerks tell you the quality of the filling you may depend upon their word, for they are never allowed to misrepresent merchandise.

If this store's window dresser were at all given to imagination he would have had an awful creepy-crawly feeling come over him as he handled those funeral pedestals supporting the glass shelves in the collar section of the west window. They are enough to drive a person with morbid tendencies 'way across the street! They leave a very unpleasant impression on the mind of the beholder, and the windowman would do well to re-cover the somber things before using them again.

* * *

At either side of the entrance to Muir's drug store is a most unique curtain, resembling a rope portiere. One of them is made entirely of fine cord tied around oval-shaped peppermint lozenges, the other showing a similar arrangement of string and little horehound cylinders rounded at both ends. Below these, on the floor of the windows, is a quantity of the respective confections in large pails, while arranged near the glass are small packages showing how much may be carried away for a nickel. It is a good advertisement and the packages sell "like hot cakes."

* * *

Herpolsheimer has two fine opera cloaks to tempt the ladies. One is fashioned of white zibeline with the merest touch of tan in the trimming; the other is of cashmere of the peculiar rose shade one sometimes discovers in a bouquet of mixed nasturtiums—sort of a pink flame color. Farther on in the windows is one of the largest and most attractive displays of gloves I remember ever to have seen in Grand Rapids. They are for both ladies and gentlemen, and range from white kid evening gloves of a soul-delighting length to the biggest fur gloves you ever ob-

served on mortal man. They might appropriately bear a card reading:

And there were
giants in those days!

In the upright sidewalk show case at the west are some extremely odd course sets in china; one being composed entirely of lettuce leaves, another of strawberries and their foliage and a third of green leaves with small red lobsters crawling over them. The first mentioned sets are very pretty; the lobster set is too realistic.

* * *

Siegel's suit store presents a study in brown and white, the white part being a dream of a broadcloth opera coat with wide flat collar of white silk braid worked out in an intricate design. This ornamentation continues down the front. The sleeves have two wide scant circular ruffles of the goods.

* * *

Across the road Berand Schrouder always has windows that make you stop in spite of yourself. This time it's "Joss Sticks," and there are two placards accompanying the "haythen" things:

Burn Incense
For Luck
and Luxury
2 bunches for 5c

Burn a Joss Stick.
"Change the Odor,
Change the Luck."
2 bunches for 5c.

Best Grade Chinese Incense.

The card writer evidently was shy on time to consult the dic. as to the spelling of "Incense," but it isn't likely that the average pedestrian knows any difference.

The big wooden paper-covered box in which these goods of the Orient arrived should have been given more prominence. If the top had been left open public curiosity would have been better satisfied. The box is tied round and round with stout vegetable fibers, secured in place with "Melican" looking double pointed tacks! There were also small shingle nails used that are exactly like our own.

* * *

The Boston Store, Foster, Stevens & Co. and Spring all have excellent window exhibits this week, but space forbids more than a mere mention of them.

Domestic Science and Biology.

Two small girls were bragging about the smartness of their respective relatives, and neither was willing to be outdone by the other.

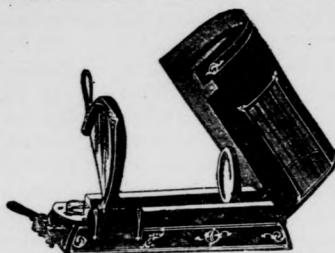
"My father," said Susy, "is the brightest lawyer in town."

"I don't care," retorted Lottie; "my uncle's the best doctor."

"I've got a brother that's in the eighth grade and studies algebra."

"Huh! That's nothing," crowed Lottie, triumphantly. "My sister in the High School takes sarcastic science and bi-gology, too."

Don't push cheap goods; above all, don't exaggerate their virtues. Customers often expect the same wear and satisfaction from rubbish as from merchandise of merit. And then the trouble begins!



Long Horn Cheese Cutter

Takes place of cheese case, cutter and computer. By use of this machine, you are able to neatly and correctly cut any amount of cheese, at any price desired, off of any weight long horn or 10 inch brick cheese. Write for prices and terms.

MANUFACTURED BY

Computing Cheese Cutter Co.

621-23-25 N. Main St. ANDERSON, IND.

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 \$10.00 to \$75.00 a pair, from your silk scraps. Ref. Western State Bank.

METROPOLITAN RUG WORKS

150 South Western Avenue, Chicago

A MEAN JOB

Taking Inventory

Send now for description of our Inventory Blanks and removable covers. They will help you.

BARLOW BROS., Grand Rapids, Mich

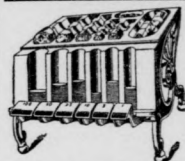
Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago



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.

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.

We manufacture

**RELIABLE
HARNESS**

And warrant them
to give

Absolute Satisfaction

Send for our catalogue

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

RED ROOSTERS

Have been popular for a long time and the manufacturers tell us their present standard will be maintained.

Remember they are made in a clean factory from selected stock and have been a good smoke for a long time now.

Mr. Dealer, take our advice,
BUY, SMOKE and SELL

Red Rooster Cigars

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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

Send for circular.

Recent Trade Changes in the Buckeye State.

Brookville—The Brookville Manufacturing Co. has been incorporated for the purpose of manufacturing wagons and buggies, with an authorized capital stock of \$25,000.

Bryan—Howey Bros. & Sons, hardware dealers, are succeeded by Howey, Son & Strayer.

Canal Dover—Meyers Bros. have purchased the stock of stoves and tinware of W. L. Rice.

Dayton—The Stork Manufacturing Co. has been incorporated with a capital stock of \$20,000 for the purpose of manufacturing household utensils.

Fremont—The Fremont Suspender Co. has absorbed the M. Y. Suspender Co.

Lancaster—The Eldridge & Higgins Co. have purchased the wholesale grocery stock of N. R. Butler & Co.

North Hampton—F. B. Small will succeed Overpach & Small in the grocery business.

Pleasant City—S. Grossman is closing out his stock of dry goods, clothing and shoes.

Van Wert—The Van Wert Lumber Co. has recently been incorporated under the same name.

Zanesville—H. J. Baker has purchased the grocery business of W. L. Harsch.

Lancaster—The Jas. A. Ward Co. has assigned its chair manufacturing business to O. W. Aldrich.

Maumee—A receiver has been appointed for the manufacturing business of the Toledo Window Glass Co.

Toledo—Steinberg Bros., former dry goods dealers, have filed a petition in bankruptcy.

Toledo—The Toledo Stamping Co. has applied for a receiver.

Wapakoneta—Jos. Buehler & Son, hoop manufacturers, have made an assignment.

Recent Business Changes Among Indiana Merchants.

Gabril—C. G. Egle, of C. G. Egle & Co., general store dealers, has retired.

Hanover Center—The Estate of Frank Massoth is closing out its stock of general merchandise.

Indianapolis—David Collins succeeds Collins & Tysinger in the retail grocery business.

Little York—J. H. Fricke succeeds Fricke & Price in the hardware business.

North Manchester—W. W. Barnhart, of the firm of A. G. Lautzenhiser & Co., implement dealers, has retired.

Oaktown—Woolfe & Neal have purchased the grocery stock of Blau & Co.

Rochester—Harry Wert succeeds Wert Bros. in the cigar business.

Rushville—W. E. Cover will continue the business formerly conducted by the Rushville Milling Co.

Urbans—H. S. King & Co. are succeeded by the Urbana Hardware Co.

Indianapolis—John H. Eagle, retail grocer, has filed a petition in bankruptcy.

Indianapolis—A receiver has been

appointed to close up the wholesale and retail business of the Morehead Jewelry Co.

More Care in Making Tan Shoes.

There is one thing that shoe manufacturers must bear in mind in filling orders for tan shoes for the coming season. Dealers will insist on tans being perfect in leather and workmanship. Conversing with a shoe dealer the other day it was observed that last summer many of the tan shoes came through imperfect in many respects. For instance, many shoes were spotted, or the rights and lefts differed slightly in the shade of leather, and other slight defections were noted. But the retailers, in their anxiety to get the shoes into the hands of waiting consumers, overlooked these things and took the shoes as they were without so much as a grumble. The coming season these dealers, and all dealers, in fact, are likely to be more particular. Without doubt the manufacturers last season pushed the tan shoes through their factories in greater haste than is customary, thus overlooking many of the defects. Unless the shoes come through right for spring it is more than possible that manufacturers will get some of them back. At best it is difficult to manufacture tan shoes and keep them clean and free from spots, but with timely warning they should be able to save themselves much expense and trouble.

Hides, Pelts, Tallow and Wool.

The hide market still shows considerable firmness. Country hides are in small supply, with dealers sold ahead. All are asking more money, which has not been effective as yet. Prices are crowded to the extreme high point and tanners do not respond. A reaction is likely to follow as the kill becomes greater in the cool weather.

Sheep pelts have again sold at a higher value and are sold ahead at extremely high value. Not alone the wool at an advance is wanted, but there is a good demand for stock. New uses create new wants.

Tallow is simply holding its own, with values a trifle more steady. Demand is fair, but not at higher values.

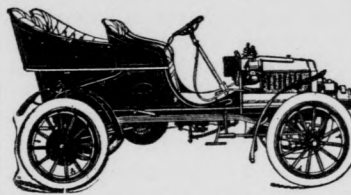
Wool is strong and sells at the highest notch for years. The demand is greater than the supply. Contracts in the Territories are being made for wool on sheep's backs for the coming year. The outlook is for still higher prices. Wm. T. Hess.

He Would Take No Chances.

Two men in the West were to be hanged for horse stealing. The place selected was the middle of a trestle bridge spanning a river. The rope was not securely tied on the first man to be dropped and the knot slipped; the man fell into the river and immediately swam for the shore. As they were adjusting the rope for the second man, an Irishman, he remarked:

"Will yez be sure and tie that good and tight, 'cause I can't swim."

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.

We Are Distributing Agents for Northwestern Michigan for

John W. Masury & Son's

Paints, Varnishes and Colors

and Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

Harvey & Seymour Co.

GRAND RAPIDS, MICHIGAN

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

Progressive Merchants

Are ever on the alert to increase their business To do this it is necessary to take advantage of every opportunity to make a good profit.

Superior Stock Food

Not only brings a good profit with each sale, but sells better than any other stock food because it is the best on the market. Write us for full information.

Superior Stock Food Co., Limited Plainwell, Mich.

OUR LARGE FALL AND WINTER WHOLESALE CATALOGUE

Is now ready for the trade.

1100 pages of General Merchandise at from

10% TO 15% LOWER PRICES

than other houses ask.

Sent free to dealers on request.

Ask for No. C390.



LYON BROTHERS

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

PAPER BOXES

OF THE RIGHT KIND sell and create a greater demand for goods than almost any other agency.

WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

Grand Rapids Paper Box Co., Grand Rapids, Mich.

PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

No. E 90 AS SHOWN 24 LBS.

No. T 90 WITH TIN SCOOP.

No. 92 1/2 BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO. CATALOGUE, 35 STYLES. CHICAGO.





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OF BUSINESS MEN.

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E. A. STOWE, Editor.

WEDNESDAY - NOVEMBER 2, 1904

THE AMERICAN PERIL.

The gray-haired readers of the Tradesman will easily recall the fact that Austria, through the manipulation of Louis Napoleon somewhere near the end of our Great Rebellion, concluded to do a little colonizing in Mexico and sent to that country a certain Maximilian, who, to make a long story short, was shot. Strange to say, Austria has never forgiven the United States for that bit of self-preservation and not many years ago Count Goluchowski, the Austrian Minister, in making what is known as his "yellow peril" speech, said things of us in harmony with the Austrian opinion but not what we or our friends could possibly consider complimentary. The thought which the American public did not consider worthy of comment seems to have found a resting place in the European heart and not long ago a former Prime Minister of France, in a leading article in the "Republique Francaise," has considerably to say about "The United States in Asia," making the burden of his paper the "American peril," and by a change of adjective retaining and intensifying the Austrian's "yellow" idea.

Will the interested reader with the "yellow-peril" terror before his eyes listen to this:

The Russo-Japanese war, which has given rise to so many conflicting passions and interests in the world, has revealed certain secret appetites which may have been suspected, but the intensity of which was not known. The attitude of the United States and the marked favor which that power displayed toward Japan at first caused a little surprise, are now better understood, and no mistake is made in Europe in regard to the vast designs in the Far East on the part of the Great Republic. It is in that direction that it is evidently turning its commercial ambitions for the future, and it is on economic conquest of Asia that its entire hopes rest. Its colossal industry, which is stifling within its frontiers, asks with concern where it will find its immense markets which it will shortly require. First it "tried to invade Europe," but the European markets are well defended(!) and if the bar-

riers that protect them were to become insufficient to check American inundation it is probable that they would soon be increased. Energetic measures of protection might be taken, and too much has been heard of the United States in Europe for the Americans not to have made a note of it.

It follows as a natural consequence that American industry is changing its tactics and is seeking elsewhere a field for its expansion. It has soon been found. Small and miserable Europe, with its pitiful 300,000,000 inhabitants, provided by its own national industries, is nothing when compared to China with its 400,000,000 consumers who will only begin their economic existence to-morrow, and whose innumerable wants must be satisfied. With such an outlet we can double and even treble our production without provoking the slightest internal crisis. The future of our exports is secured; but in order to reach China it is now necessary to pass Japan, which has taken the lead of the yellow races and is herself a good customer. That is why our Government hastened to seize the opportunity, afforded it by the Russo-Japanese war, to manifest to Japan our secret sympathy. This will continue to go on until the end of the war and it is to be hoped that no complication will arise to call forth the intervention of the powers, for it is very probable that it is not towards Russia that the American President would turn, who, we are called upon to remember, once said that "the Pacific Ocean was destined to become an American lake." The whole American policy tends to justify these prophetic words. The fact of the case is, "The commercial conquest of the countries bordering on the Pacific began long ago and is progressing with gigantic strides," and much more to the same effect, all of which goes to show that there are perils and perils, that human nature is human nature and will therefore choose the least, and that the "American peril," and not the "yellow peril" is the one the world has most to fear.

It is respectfully submitted that the Austrian Minister and his French brother, the leader of the French Protectionists, are not far out of the way. They certainly have ample grounds for the evident fear that is in them; and if the American President did call the Pacific Ocean an American lake it was not with the idea of belittling the Pacific so much as of aggrandizing the American enterprise which before many years will secure there its greatest triumphs. One comforting fact about the "peril" idea is that the American species blesses whatever shore it touches, as first-class commercialism always does, proving itself to be a "peril" only to the inferiority with which it comes in contact. The Grecian peril drove ancient barbarism from the Aegean Sea. Roman enterprise proves a peril to the maritime traffic of the Mediterranean. The stormy Atlantic proffered a stormy submission to the peril-bearing Sax-

on and gave to England a reluctant acknowledgment of Mistress of the Seas only because that nation had proved itself superior to the crudeness that opposed it. That is all. The same conditions exist to-day that have always existed. The played-out is always in peril of being superseded, but only by its superior, and the United States bases its only hope of the conquest of the Pacific upon its superiority of hand and brain—a superiority be it remembered that can hope to be a success when brought in contact with skill that is less skill and with brains that are convinced of nothing but their own invincibility.

The United States enters upon this conquest of the Pacific with no false notions of the nature of the fight. Commercialism knows no friends and expects none; and the confidence with which our country enters upon this new enterprise has come from what she has already won upon many a well-fought field. It is true that we first "tried" to invade Europe and it is also true that the invasion was and is a success. On her own ground we have conquered Europe and the "American peril" has already proved a blessing to the hide-bound inferiority that for centuries has hampered the once-leading continent of the world. South America is easily ours for the same good reason that has forced American goods upon European markets and China's 400,000,000 are attractive to American enterprise only as that enterprise is sure that it is more than a match for the skill and the cunning which have played their part in the world's progress and which will continue to play until forced to admit its inferiority and retire from the contest.

What troubles the Prime Ministers of Austria and of France is that, like Belshazzar, they see the handwriting upon the wall, but, unlike him, they can read the writing and know without an interpreter that the "American peril" is to repeat in Asia what it has been and is doing the world over. It is winning success as they won it in their day by superiority over their competitors, and they know as well as history can teach them that the President was right; that the Pacific is an American lake; that American brain and American skill and American enterprise are ahead and will remain ahead as long as the Pacific seas wash the Continent of Continents, its lord and master.

A London correspondent says the impression prevails there that when the struggle between Russia and Japan ends there will not be another great war for fifty years. A prominent Englishman who was in Japan at the outbreak of the war and is a relentless enemy of Russia now predicts that the campaign in the Far East will end in a draw, after each antagonist has exhausted the other's resources. The advantage, he adds, now lies with Japan, but Russia has endless battalions in reserve and must ultimately have peace on honorable terms.

GENERAL TRADE REVIEW.

It is necessary to the success of speculative markets that prices should fluctuate by going down as well as up. Indeed, it has been a matter of wonder that the course of speculation should move so steadily upward and yet keep so large a volume of transactions. The excuse for a reaction came in the sensational reports of the firing on the British fishing fleet. This, on the face of it, was startling enough to bring a veritable panic had there not been too much confidence in the public mind in the reluctance of any really great power to engage in war. However, there was a sharp reaction to meet the speculative need, but recovery was prompt and the volume of operations increased to about 2,000,000 shares per day, the largest for many months past. The revival in prices continued until the secondary scare in the report that the Russian fleet had sailed without an understanding with Great Britain, and that the latter country was preparing to intercept it at Gibraltar, but this was received with so little credulity in this country that the reaction is only momentary, probably a reflection from the less well informed financial centers of Europe. The value of 68 leading railway properties has gone well above 100 and the leading industrials are as rapid in recovery as is warranted by healthy conditions. The report of iron and steel, indicating conditions of past months, is disappointing to many, who fail to note the significance of the fact that current orders are much larger than any time since the great reaction, thus giving assurance for future business.

While there is still conservatism in merchandise distribution the volume of trade as a whole is far beyond expectations. Orders have been placed with regard to the most obvious requirements, but in many cases they are found insufficient and rush orders and complaint of slow transportation are numerous. In iron and steel demand is steadily increasing, and while some forms are being materially reduced in price, others, as pipes and tubes, are advancing on account of increasing demand. Reports from the textile centers are more uniformly encouraging than for a long time past. Cotton can now be bought for less than ten cents, the first this year, which puts that industry in better shape than for two years past. Woolen continues in a healthy condition. Footwear shipments from Boston are heavier than a year ago and demand for spring goods is encouraging. Hides and leather are still advancing.

War generally produces a generous crop of "grafters." In Russia, it is said, the Eastern war is regarded as a grand opportunity for officials to acquire riches. Some of the stories are probably exaggerated, but there must be a measure of truth in them. The report that the funds of the Russian Red Cross Society have been plundered is the most serious of recent accusations. If it isn't true it ought to be instantly refuted.

THE MAN WHO FAILED.

Importance of the Quality Plainly Called Grit.

This is a story of a failure. It is told because it has a moral in it a striking lesson to the young worker who lacks self-confidence. Its relation ought to instill into every ambitious mind the importance of that quality plainly called grit.

Lack of self-confidence has caused more failures among young men and women than lack of ability will ever cause. Most aspiring workers have merit. If they were able to collect their thoughts, be calm—be themselves, in fact—at the crucial moment, they would be able to hold the position they desire to attain, be it their initial attempt or merely a promotion.

It is not surprising either that young people do fail at the crucial moment—"fall down," to use a slangy but telling expression. The tension is great. The telegrapher, after having practiced six months and supposedly perfecting himself so that he can send or receive with perfect ease and accuracy, finds suddenly when he sits down to a wire where real business is being carried that he is nearly overcome by "stage fright," if it may be termed that in the telegraph business. He finds that the dots and dashes are confusing, as they fairly leap out of the sounder, and they almost bewilder him. He tries his own hand on the key and the dots instead of being full and strong are weak and the dashes often resemble dots. When he gets to the point where it really means something he is apt to lose his head. But if he calms himself; if he refuses to let his mind "get rattled;" if he works as he did in practice, he will not fail.

It is so with the young stenographers. They become able to take dictation at the rate of sixty words a minute from their instructor, but when they sit before a business man—their employer—they are possessed with the same sort of a feeling as attacks the operator. They are nervous and fearful. If the man does not talk distinctly at all times they become irritated and are unable to catch his words. This leads to questions that are not only embarrassing to the employe but may be fatal to his success in the start.

The young reporter sent out on his first assignment goes with a heavy heart, afraid that he will "fall down" on the story. Thus burdened he is not apt to put forth his best efforts; he is apt to give up too easily. He lacks the self-reliance of the older reporter, who is able to do seemingly impossible things because he has the grit and is not afraid to go ahead.

This same lack of self-confidence is the greatest preventive of the young workers to take advantage of opportunity. There is an old adage once at each door. This may not be literally true, but it is certain that many aspirants to success have failed in promotion because, when the opportunity to attempt something great—that says opportunity knocks only

er came, they faltered and, fearful that they would not "make good," preferred to stick to what they had.

As a rule it may be assumed that a person to whom such opportunity is offered has everything to gain and nothing to lose if he attempts to enter the broader field.

With this in view, therefore, it is always safe to try for the greater position when it is offered. Surely no harm can come, if one fails, and a person is in reality much more likely to win than to fail. At any rate, the risk is well worth taking—and it may be some time before an opportunity again presents itself. Of course, the essence of success in such cases is self-confidence, self-reliance and grit.

This story deals with a man who failed because he was afraid to take the risk just mentioned. He, too, had everything to gain and nothing to lose, but he let the opportunity pass without even as much as a courteous bow.

James Murphy lived in a small town out in Minnesota. He came to America from Ireland when the West was still young. With him came a brother, Joseph, three years younger. The boys had been well educated in Ireland, well educated enough to enable them to teach school. Locating in a town of 3,000 inhabitants they sought employment.

The town board was in need of a school teacher, and James Murphy secured the position. The younger brother, however, was forced to seek other means of livelihood, because there had been only one vacancy in the schools. He secured a job as clerk in the postoffice, and at a considerable lower wage than his brother was to draw.

James Murphy was a success as a school teacher. That is why he failed later—he thought he could do nothing else. The position only paid \$45 a month, but he was content with that for a while, at least. The years went on, still he taught school at \$45 a month.

In the meantime his brother had been winning laurels in the postoffice. He was a bright young fellow—no brighter, however, than his elder brother, but it was only a few months before he made himself indispensable in the postoffice. The postmaster, desiring to give more time to his private affairs, let the young man run the federal institution, who learned all of the mail business that he could in an office so small as the one in this town. But the clerkship enabled him to become acquainted with mail clerks that run on the trains, and from conversation with them and study of the map he became familiar with the routing of the mail not only in his vicinity but of all mail destined to the northwest. He knew about in what bag a letter addressed to Grub Center, S. D., went, as well as one addressed to Red Wolf, Wyo.

It was not so difficult to secure a position as mail clerk on the railroad then as it is now. The civil service qualifications had not been put into effect, and he made application for a job.

To his surprise he was notified that there was a position open to him—if he was experienced. Though he had no actual experience sorting mail on trains he felt that he did know the business, and he stretched the truth just a little and told the official he had had experience.

He was accepted and, backed by self-confidence that he would not fail, he made his first trip. It is true he was a bit nervous, but he held himself in check, and worked so well that, at the end of his run, his companion remarked:

"Well, you're the best new partner I've ever had."

Thus was the way of Joseph Murphy. Thirsting for more knowledge, he extended his learning of the business of carrying mails. A dozen years later he was given the post of superintendent of mails on his division, and his salary was increased from \$65 a month to \$100.

His brother was still struggling away in the small Minnesota town. His pay had not been raised, but he had taken unto himself a bride, and it was not long before there were other mouths to feed—still at \$45 a month. Once he was offered the position as principal of the schools, but he hesitated and said:

"No, I don't believe I'll try it. I might not be what they wanted, and, then, perhaps I should be out of a job."

So the school trustees gave the place to a woman, less experienced and even less capable than himself, who had no difficulty in giving satisfaction.

Then his brother Joseph came to his aid. "Now, let me get you a job in the mail service. I can fix it all right so that you can hold it even while you are learning. You have just as good an education as I have and your mind is just as active. You will have no trouble mastering the work."

But again the brother hesitated. He was the veritable doubting Thomas—of himself. "No, no, Joe, I don't believe I'll try it," he said. "I might make a failure of it, and what would become of Carrie and the babies? I must think of them."

"Oh, pshaw," exclaimed the brother, who had heard of the episode relative to the principalship. "You let

one opportunity pass by. Why let this? Why don't you have a little confidence in yourself?"

"Well, Joe, how do I know I could sort mail? I might be able to teach the kids—and even be principal," he added regretfully. "But why should I give up what I have for something I have never tried?"

"Shucks," responded the other, "you can get a job teaching school any time. Take my advice and try this. You'll come out ahead."

"No, Joe, I don't believe I will," replied James.

A year later Joseph Murphy appeared with another proposition—another opportunity. The superintendent of the elevator was going away, and Joseph had secured the promise of the position for his brother. The old superintendent was to teach the newcomer thoroughly the whole business of buying and selling wheat before he left, simply because no one was available for the job at that time. It would require only a few months, and the elevator man was in no particular hurry to go away. The job meant a life post with a remunerative salary and something on the side as well. But the doubt arose in the heart of James Murphy once more, and, for lack of self-confidence, he refused this offer and continued to wield the birch at \$45 a month.

Then, while his brother was prospering, sickness came into his family, and his meager stipend went for medicine and doctor's bills. He became heavily in debt. Not long after murmurings arose among the people of the town, and he was declared to be "old fashioned" and not up to date. Then some one demanded that the "old fogey" be ousted and some one be given his place who "knew something."

That, too, was the upshot of the agitation, and poor James Murphy, gray haired and almost broken down, was turned out, and with no trade to which he could lay his hand.

Let us draw the curtain on how his prosperous brother had to provide for him, and point only to the moral:

"Be self-confident."

There was a man once who knew everything in the world, but he got no satisfaction out of his knowledge. Nobody would listen to him.

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Your Competitor May Be Better Able To Win Trade.

You may find that your competitor shows his goods to much better advantage and more attractively than you do, thus tempting customers. He may be a better judge of human nature.

You may be in a bad locality, not in the current of traffic. It often-times makes a great difference whether you are on the right side of the street or not. The current of traffic often changes from one side of a street to the other in an inexplicable way. This is such a powerful factor that it often makes a store on one side of the street worth almost double what the same store would be worth opposite. It is easy to say that there is no sense in this, and that it ought not to be, but if you are a level-headed business man you will take things as they are. You will study tendencies—facts, not theories.

Young merchants often make great mistakes in locating. They start out with limited capital, and will often take stores on side streets because they think the rent will be much less, and they reason that they will be able to deflect the traffic and attract the tide of customers to their stores, but many a young merchant has met his ruin in trying to draw trade out of its natural channels. It makes a great difference whether you take advantage of the natural current of trade or depend upon the tributaries of the side streets and unfrequented thoroughfares. A store right in the current of traffic and on a great thoroughfare may be cheaper at \$50,000 rental than one at \$3,000 two blocks away on a side street. It may be better for you to pay what seems an enormous rent, in the right location, than to get free rent in a bad location.

You may not know the pulling power there is in an attractive entrance. If patrons must ascend or descend several steps to enter your store, it may be a serious drawback. In some sections of one large city it has been found that even three or four steps may keep away hundreds of customers, since people do not like to climb steps. Is your store badly lighted or poorly ventilated? This has a great deal to do with your patronage. Everything that makes your store a pleasant place to visit and makes examining goods there easy and satisfactory is important, and every defective arrangement kills trade.

There are a thousand and one reasons why a customer goes to one store and does not go to another. Make it a study to find out the reasons, and you will be able to apply the remedy needed in your case. Many a patient who has died might have averted the fatal disease if he had had courage to ask for a proper diagnosis by a specialist, but he did not dare to. He was afraid that it would be unfavorable, and that knowledge of the fatal fact would kill him. The actual knowledge of what the trouble is in your business, a scientific diagnosis of what is causing

the falling off of trade, no matter how unpleasant or how humiliating it may seem, may save you from something worse.

One of the dangers to a large establishment comes from the fact that the immense volume of business, the vast number of employees and the infinite detail make it difficult to recognize the thousand and one enemies which are indirectly undermining its growth or healthy progress. By ceaseless study of methods and comparison with your competitors you will, however, be able to meet the situation, and, putting your lessons into practice, you will soon discover that you are a more progressive merchant. People will say that everything has a more up-to-date appearance about your store; that it is neater, more attractive and more orderly; that you have a better class of clerks than you used to have; that they are more polite and more accommodating; that they are more inclined to please; that there is evidence of new blood in your business, and they will wonder whether you have taken in new partners or new capital, or gotten a new lease of life yourself, because all these things are evidences of excellence and business ability, and reputation for these will bring you trade.—Success.

The advertising brings the shopper to the store. It is up to the clerk to make a customer of her.

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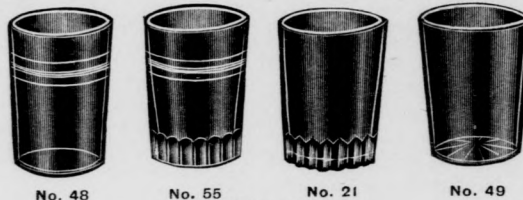
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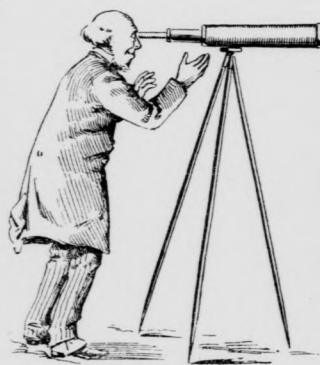


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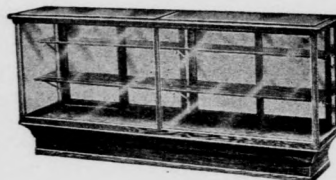
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PRICE DROPPING.

Practice of Some Stores to Hold Certain Trade.

Written for the Tradesman.

There is a store that I know of which sometimes employs methods of increasing sales which, if not actually questionable, are at least susceptible of suspicion.

I am acquainted with several of its clerks and some of them are more voluble than they should be in regard to the affairs which take place within the four walls of the store which pays them their salary. One in particular is given to chattering of things she should keep to herself. She is a jolly little roly-poly body and I can't help liking her even while deploring her dearth of good judgment. As I shall give no clue to her identity, or that of the firm for which she works, I may, with propriety, repeat some of her chit-chat:

"I had so much fun to-day waiting on an old lady who has been a customer of mine ever since I came to this place," she began and, as I didn't exactly see how to stop the young thing, I let her rattle on. "She seemed to take a fancy to me the first time that ever I saw her," she continued. "Somehow or other the old ladies appear to enjoy trading with me and I've learned how to manage 'em to a T. They are all more or less funny in their way, every one of 'em, although they don't know it, bless their hearts. They are all full of queer little crochets, but they wouldn't for a moment admit it.

"Maybe it never occurred to you, because you have had no experience behind the counter, but many stores have little tricks of catching difficult trade that are unknown and unsuspected by those upon whom they are practiced. Perhaps this way of doing is not just exactly right, but—oh, well, we can't be too particular nowadays, you know. The store proprietors sanction these little stratagems and recommend them in certain cases, so we clerks are immune from censure.

"One of these little schemes to get business is to charge a big price for an article, a price out of all proportion to its legitimate retail value, then come down to a middle ground if the customer can not be influenced to buy and, as a last resort, dropping to the ordinary selling price to bag him—it's generally a 'her' at this counter, though—if the case prove obdurate."

The department over which this ingenuous young woman presides carries knit shawls of soft wool, also those manufactured from silk, knit underwear and plain and fancy hose supporters, besides a few other articles pertaining to feminine attire.

"This old lady I mention," the clerk continued, "comes in my part of the store quite a few times during the year. She belongs to one of three distinct classes: Either she is very poor, she is very stingy or she doesn't care enough for pretty garments to put any money into them.

"In appearance she is anything but

prepossessing. Tall, spare and toothless, she looms over one like some avenging Nemesis.

"There are old ladies and old ladies, just as there are young ladies and young ladies. Some people seem to have no eyes for anything in the shape of a woman except those who are in youth's heyday, but, to my mind, a fine old lady has much more attraction than a young one. The latter is, generally, unformed. All her life lies before her. She has had practically no experience with the big world in which she finds herself and has everything to learn. But, take a woman of, say, 65, one who has 'kept herself up,' who dresses with taste and keeps her person immaculately clean, who is particular to get herself into her clothes properly, a woman of education and of refinement in all ways, the world behind her—such a woman, is she not a thousand times more interesting and entertaining than a little chit of a thing who knows nothing but to be pretty, and yet who considers herself the very soul of the universe?"

"But the old ladies are not all like my ideal, oh, no. They are cross and crabbed and fault finding and given to bickerings, and life in the same house with them must be—well, nothing less than, we will call it, Muskegon! Their ill-spent lives show right in their faces, which are seamed with the wrinkles of discontent and worry. When I look into their dissatisfied old eyes, which may be lack-luster or so piercing they will bore a hole right through one, I recoil with a feeling that I am glad I come into no closer than store relations with them.

"The one I started out to tell you about makes me shudder every time she comes in my vicinity, she's so sour looking; but, in spite of the instinctive antipathy I have for her, I flatter myself she has not the ghost of an intimation of the feeling I entertain for her. She buys her underwear of me, and I have succeeded in being so pleasant to her that she will have no one but me to wait on her.

"She is not at all lacking in cold cash, I am told by those who know her situation in life, but for some reason unknown to me she hates to part with it and invariably seeks to beat me down. In such cases we are permitted by those in authority here to have as many prices for an article as may seem expedient. So I begin way up in the clouds. Oh, she won't pay any such price, she wouldn't dream of it. I descant on all the good qualities of the article under consideration, still keeping up the asking price. Of course, I know all the time what will be the finale of the transaction, and after a course of reasoning I arrive there sooner or later.

"Mrs. Stingy Moneybags gets the goods at her own price—ostensibly, but really at what I get for the same thing forty times a day!

"Then this queer old person hies herself off home, her wrinkled dirty old face—she actually shows in the

pores of her skin the pressing need of the soap she is too penurious to use—wreathed with satisfied grins to think how she has 'beaten me down!'

"Ah, well, it does no harm, as I know of, to let her think she has had her own way—we are just so much trade to the good."

Amy Hobart.

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Price \$2.00

HIRTH, KRAUSE & CO., GRAND RAPIDS, M'CH.
Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.



Observations of a Gotham Egg Man.

The refrigerator egg situation appears to have settled down to a "waiting game" so far as the majority of the holders are concerned. The current trade distribution is now reaching fair proportions and most of the large holders seem disposed to sell what they can at a reasonable price and trust to fortune for a final windup. The position is variously regarded. Some holders are taking a hopeful view of the future and believe that the position will improve as the season advances; others feel blue but are not ready to accept the low prices which it would be necessary to name in order to unload large quantities within a short time. I heard of one Western holder of a long line of April stock who says he is a seller when he can get \$7 a case—and he does not care whether he has to wait until the holidays. There are few, however, who are not ready to accept about present quoted prices when they can find a buyer.

Current production seems to have fallen to a very low point in most sections of the West, but in some of the more southerly sections there are evidences of a moderate current lay. Some recent receipts from Kentucky, although quite badly mixed in quality, have shown a fair proportion of new eggs and I noticed a fair-sized line of Missouri eggs one day last week from which the candler told me he had secured 22 to 26 dozen to the case of strictly fresh production.

The statistics of our market indicate that since September 1st the trade output has been just about on a par with that of last year, and if this parity should continue during November and December it would seem that we must expect our present excess of about 120,000 cases held stock (compared with last year) to be still with us January 1st, even if our current receipts should be as small as last year, when they amounted to only 141,050 cases in November and 109,686 cases in December.

This year our October receipts up to the 22d were very nearly the same as for the same time last year—showing an increase of only about 3,000 cases—but there is a strong probability that our receipts during November and December will show a material increase over those of last year. Late in 1903 the very light stock of refrigerator eggs throughout the country made a very small movement of held eggs from West to East and an early opening of severely cold weather interfered with country collections of fresh goods to an unusual extent. It is generally agreed that the stock of laying poultry in the country is now much larger than it was a year ago, and while weather conditions can not be foretold the chances are cer-

tainly against the repetition of the unusually cold weather experienced last winter. And the much larger interior supplies of refrigerator eggs give reasonable expectation of at least some increase in the eastward movement of these. On the whole it will be fair to figure on about 500,000 cases as our prospective receipts for October, November and December, which with 400,000 cases of refrigerator reserves on hand Oct. 1 would make a prospective total of 900,000 cases. Last year our trade output during the last three months of the year was only about 695,000 cases, but during the most of this time prices were much higher than they now are, especially during late November and December when we had extreme egg values. But as our October output up to this time seems to have been scarcely any more than last October we have only two months in which a material gain over last year's consumption can be realized. Last November our trade output was about 231,000 cases and our December output about 188,000; if we make a gain over these figures this year of 55,000 cases—which would seem to be a liberal estimate—there would still be a stock of about 150,000 cases left on January 1st if our guess at prospective receipts proves to be about right.

Of the elements of the above estimate the statement of storage stocks, last year's receipts and the rate of output last year may be regarded as established facts; of course the estimate of future receipts and rate of output is guesswork, but the guesses are founded upon known tendencies and would seem to be fairly within the range of probability.—N. Y. Produce Review.

Why the Japs Are Strong.

The Japanese are allowed to be among the very strongest people on earth. They are strong mentally and physically, and yet practically they eat no meat at all. The diet which enables them to develop such hardy frames and such well balanced and keen brains consists almost wholly of rice, steamed or boiled, while the better to do add to this Spartan fare fish, eggs, vegetables and fruit. For beverages they use weak tea without sugar or milk, and pure water, alcoholic stimulants being but rarely indulged in. Water is imbibed in what we should consider prodigious quantities—to an Englishman, indeed, the drinking of so much water would be regarded as madness. The average Japanese individual swallows about a gallon daily in divided doses. The Japanese recognize the beneficial effect of flushing the system through the medium of the kidneys, and they also cleanse the exterior of their bodies to an extent undreamed of in Europe or America.

Another—and perhaps this is the usage on which the Japanese lay the greatest stress—is that deep, habitual, forcible inhalation of fresh air is an essential for the acquisition of strength, and this method is sedulously practiced until it becomes part of their nature.

You Won't Have Trouble

IF YOU BUY

Ladd's Full Cream Cheese

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

Manufactured and sold by

LADD BROS., Saginaw, Mich.

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

If you are shipping five to fifty cases

FRESH EGGS

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

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison Street, New York

Egg Cases and Egg Case Fillers

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

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

Butter, Eggs, Apples, Pears, Potatoes, Beans and Onions

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

R. HIRT, JR., DETROIT, MICH.

Poultry Shippers

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

William Andre, Grand Ledge, Michigan

Fresh Eggs Wanted

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

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce
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Distributor in this territory for Hammell Cracker Co., Lansing, Mich.

BUTTER, EGGS AND CHEESE

Consignments solicited.

Highest Market Prices and Prompt Returns.

HENRY FREUDENBERG

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Citizens Telephone, 6048; Bell, 443

Refer by Permission to Peoples Savings Bank.

Cost of Raising Turkeys—Average Price Realized.

The growing of turkeys seems to have improved within the last few years as a result of a determined effort on the part of producers of what is termed standard-bred, or exhibition, stock to demonstrate that it is more profitable to use pure bred breeding stock than the smaller and less vigorous stock of days gone by. Their efforts to introduce throughout the country the several standard varieties of turkeys have greatly benefited the turkey-growing industry of this country. This effort has supplied rich, new, vigorous blood throughout the whole country, adding strength and vigor to innumerable flocks, and thereby, to some extent, building up the stock that had become deteriorated through the carelessness and inattention of the producers themselves.

There never has been a more active demand for market turkeys than during the past ten years, and there is no reason why this should not increase very materially in the next few years as a result of the growth of population.

The market statistics show that there has been an active demand for turkeys for many years past. The records of the winter of 1903-04 perhaps show the highest prices that have ever been paid for the turkey crop, which seems to have been considerably less in proportion to the demand than for several years past. The wholesale prices paid in the Western States ranged from 10 to 15 cents a pound, dressed, with the head, feet and entrails. The average wholesale price as recorded in New York for the past ten years has ranged from 8 to 20 cents a pound. Boston shows a valuation higher than this in a few instances only, and the Chicago market has recorded from 6 to 18 cents. In considering these figures one must always remember that the best quality of stock can always be sold at good paying prices, while for poor, ill-favored stock one must accept whatever price can be got.

The census of 1900 shows that, with a little over 5,000,000 farms in the United States, not much over 6,500,000 turkeys were produced. Among the states Texas is in the lead, having produced almost 650,000 turkeys. Following Texas come Missouri, Illinois, Iowa, Ohio and Indiana, in the order named.

It is claimed that in the West and the Southwest under ordinarily good conditions turkeys can be grown and sold at 8@8½¢ a pound, live weight, and return a profit to the growers. When the possibility of an advance of 3 or 4 cents per pound is considered it will readily be seen that there is a chance for good profits. In addition to this there is an opportunity for smaller growers who live near towns and villages to dress and sell their turkeys to private customers at the local retail prices.

There is no other kind of live stock that will return so large a profit to the successful producer as poultry, and no kind of poultry is more profitable than turkeys when

properly handled. The fact that turkeys will, from the time they are six weeks old until winter sets in gain the greater part of their entire living from bugs, grasshoppers and waste grain that they pick up in their wanderings over the range, assures their existence through this period at little or no cost to the grower. In other words, they may be termed self-sustaining foragers where they have sufficient range.

The chance for profit in the production of turkeys is gradually improving as a result of a more general use of the flesh. They are now used not only for roasting, but to an increasing extent as cold cuts for sandwiches and for salads, and large numbers of poult are used for broilers. Late-hatched poult do well for this purpose, and, while there can not be much opportunity for growing poult to maturity when they are hatched late in the season, they may be sold for broilers at a good profit.

Turkeys that are hatched early in the spring should grow to weigh from 14 to 20 pounds by Thanksgiving week. These weights are often exceeded by the best growers, but as they are the most popular and most readily produced they are suggested as the most advisable. The average yield of turkey hens is from 18 to 30 eggs, each of which can usually be counted on to produce a living poult. The question of profit from keeping turkeys simply resolves itself into the ability of the grower to bring them to a marketable size.

In feeding for market the end most desired is complete growth and the greatest possible weight by Thanksgiving time. The records of years show the highest value for market turkeys to have been reached during the last week of November. While the demand is not quite so brisk at Christmas time the prices are almost as high.

After the turkeys are grown and ready for market, quite as much care and attention should be given to the killing and shipping as to the proper growing. When these things can not be done to good advantage, it is better to sell them alive. Buyers who are prepared to kill, dress, pack and ship turkeys, and to save the feathers, should be in position to pay what they are worth alive; and should be able to handle them at a profit, better than can the grower, who may not be prepared to do the work to advantage. Kill nothing but well-fattened stock. It seldom pays to send ill-favored stock into market.

T. F. McGrew.

Wouldn't Run Him Into Debt.

"Did you get your bill from Dr. Price-Price yet?"

"No, but I think he's going to let me off easy."

"Why do you think so?"

"He asked me, and I told him, how much money I had in bank, which leads me to believe that he's going to be satisfied with that."

No man could live up to the picture of himself taken when he was a baby.

Butter

I would like all the fresh, sweet dairy butter of medium quality you have to send.

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 29—The weather conditions here are simply perfect and have been for a month. It is an ideal time for buyers and they are here in full force. They are riding on the streets, over the streets, and now, after thirty years of waiting they can ride under the streets. There is a very large volume of business being done in almost all lines and the jobbing grocers are especially busy.

Sugar has been rather quiet, as might be expected after the canning season has closed, but quotations are well sustained and, in fact, some advance has taken place, as Tradesman readers know before this. New business especially is quiet and most of the trading is in withdrawals under old contracts.

There is a stronger market for coffee and quotations show a slight upward movement. At the close Rio No. 7 is worth $8\frac{3}{4}$ @ $8\frac{1}{2}$ c. In store and afloat there are 3,801,147 bags, against 2,713,769 bags at the same time last year. West Indias are steady and importers are not inclined to shade prices in any degree. Good Cucuta is worth $9\frac{1}{2}$ c and good average Bogotas $11\frac{1}{4}$ c.

Every day this week has shown a good demand for teas and the situation, as compared with a few months ago, is certainly most hopeful. There is a growing call for teas in packages and more and more retailers are putting the same in stock, either one of the famous brands or their own. There is no demand for teas which have stood in open chests in the air for months. There is a good run of line business and, all in all, the trade is hopeful.

There is a fairly good demand for rice and, with rather light supplies, the market shows more strength than a week ago, although there is still room for improvement. Prime to choice domestic, $3\frac{3}{4}$ @ 4 c.

There is little to note in the spice trade except the burning of quite large quantities of cassia, pepper and nutmegs in Brooklyn warehouses. Just how much is not yet known. Prices are firm for every article and the demand is active. No change in quotations.

Grocery grades of New Orleans molasses have met with excellent demand and have sold from 34 @ 38 c to arrive for new crop. Reports indicate a higher parity of prices prevailing in New Orleans than here. Low grades are firm, but in rather light request this week. Syrups are steady and unchanged.

There has been a good demand from the retail trade for canned goods, while brokers say they are doing a very light trade with jobbers. It is very likely that the pack of tomatoes will be shorter than last year, but there seems little disposi-

tion on the part of buyers to purchase ahead of current wants. Maryland stock ranges from $67\frac{1}{2}$ @ 75 c and Jersey from 95 c@ 1 . Corn is doing fairly well, especially for choice Maine goods. Other vegetables are rather quiet.

Choice dried fruits in cartons, raisins and prunes are now meeting with a fair holiday demand and holders appear to be quite confident. The average run of prunes are being worked off at retail in the big department stores at 2 @ 3 c per pound and a big demand exists.

The top grades of butter are very firm and supplies are not overabundant. Prices, consequently, have shown a slight advance and are now about 22 c for extra Western creamery; seconds to firsts, 18 @ 22 c; imitation creamery, 15 @ 17 c; factory, $13\frac{1}{2}$ @ 15 c; renovated is steady at $14\frac{1}{2}$ @ 17 c.

Supplies of cheese continue liberal and not over 10 c can be quoted for top grades. The demand is not sufficiently active to keep the market cleaned up and there is some accumulation.

Fresh-gathered eggs, of course, continue in good request and top stock fetches 30 c for nearby. Best Western are held at $23\frac{1}{2}$ @ 24 c and average best at $22\frac{1}{2}$ @ 23 c; seconds, 20 @ 21 c.

Old Fowls Should Be Sold.

The foundation of the best profit from poultry is eggs in winter, and it is the early hatched pullets that are brought to laying maturity before cold weather overtakes them that give us the winter eggs. The old hens should be sold off, regardless of whether they are laying, and clear the way for the profits from the winter eggs of the pullets.

The best all round profit from poultry is gotten by a systematic rotation of laying stock, keeping the one generation of layers until close up to the time of the annual clean up and making ready for the new, then marketing the old ones and giving the house room to the pullets; they in their turn laying the eggs in winter which pay the goodly profit, and going off to market the following season to make room for their successors. By having the business systemized and following a regular plan, the best all-the-year profit is secured, and a systematic clearing off of old hens is one step in getting that profit.

In almost all cases it is better to sell the birds alive, either to the local buyer or shipped to the commission dealer in a city. If dressed they must be packed in ice if shipped any distance, and the great losses resulting from dressed stuff arriving in poor (or wholly spoiled) condition warrant the advice to ship alive when selling between the months of March and November. If there is a local buyer it is generally better to sell to him if he treats you reasonably well as to prices.

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

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.

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104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

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Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers

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It's Up to You

If you want the flour business of your town why not go after it with the right kind—the kind that will back up all the good things you can say about it. That is

New Silver Leaf Flour

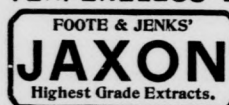
There is both pleasure and profit from selling this flour—pleasure from satisfied customers, profit from increased sales. Correspond with us about it.

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



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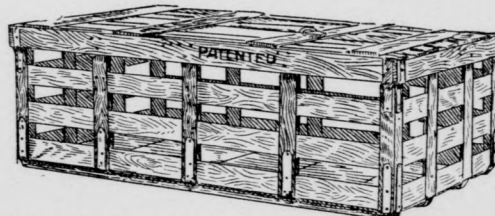


FLOUR

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
42x26x18, 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.

Butterine Colored With Palm Oil Must Pay the Tax.

Creamerymen throughout the country are enthusiastic over the recent decision of the Supreme Court that oleomargarine colored with palm oil is subject to a tax of 10 cents per pound. This important decision which affects the dairy interests everywhere is considered the greatest victory ever recorded in the fight against oleomargarine.

The case in question was the People vs. August Cliff and was appealed to the Supreme Court several months ago. The first decision in the lower courts favored the plaintiff, but the defendant, Cliff, carried the case to the higher court.

Justice Brewer delivered the opinion which sustains the contention of the Commissioner of Internal Revenue and the decision of the United States District Court of the northern district of Illinois. The question of the power of the Commissioner to decide upon the ingredients is put aside by the Court as not necessary to discuss in the case at bar. Chief Justice Fuller and Justices Peckham and Harlan dissented, but without submitting their views in writing. The opinion quotes from the testimony to show that in 160 ounces of oleomargarine there was only 1½ ounces of palm oil. The opinion in detail says:

In order that the price contention may be understood we quote the following from one of the briefs filed by the plaintiff in error: "By parity of reasoning when one is speaking of oleomargarine natural coloration means a coloration due to a natural ingredient of oleomargarine, and to find out whether a certain ingredient is a natural ingredient of oleomargarine we turn to the statute which defines the nature of oleomargarine. The statute confers no power upon the commissioner to prescribe the formula for the manufacture of oleomargarine, or the different ingredients, or to exclude any ingredient, except upon the ground of its being deleterious to health. But does not the government, in effect, assume such power when, by reason of his arbitrary classification, based upon the quantity of palm oil used, it requires a tax of ten cents a pound upon oleomargarine containing only a small or minute quantity of palm oil?"

We hold that this argument can not prevail. It is true that under the last clause of section 2 oleomargarine includes "all mixtures and compounds" of the substance named, "made in imitation or semblance of butter, or, when so made, calculated or intended to be sold as butter or for butter," and that palm oil is a vegetable oil, one of these substances. But, in this enumeration, Congress included not only those substances which, entering into the composition of oleomargarine, made it suitable for food, and, so to speak, form the body, but also others used for coloring. After naming some, it adds specifically "and other coloring matter." The purpose of so including "coloring matter" is obvious. It was to prevent excluding from the operation of the statute anything in its nature oleomargarine by the addition of a substance not in reality an ingredient, but serving substantially only for the purpose of coloring the product to cause it to look like butter.

The fact that one of the ingredients of the compound is palm oil does not show that such oil did anything else but to color the product composed of

other ingredients, and if it did substantially only this it is rightfully styled an artificial coloration. Otherwise the proviso practically nullifies the body of the section. For "other coloring matter" includes all coloring matter, at least all of the nature of those named; and hence coloring matter, at least all of the nature of those named, and hence the addition of any coloring matter, would produce only a natural and not an artificial coloration, and thus relieve the product from the 10-cent tax. It will be noted that the regular tax imposed upon oleomargarine by Section 8 is 10 cents a pound, the exception there to being stated in the proviso, and a party who claims the benefit thereof must make it clear that his oleomargarine is within its scope. That exception was to prevent the sale of oleomargarine artificial coloration that causes it to look like butter of any shade of yellow. Bearing in mind also that one of the purposes of this legislation was to prevent the sale of oleomargarine as and for butter it must be held that when any substance, although named as a possible ingredient of oleomargarine, substantially serves only the function of coloring the mass so as to cause the product to "look" like butter of any shade of yellow, it is an artificial coloration.

The verdict of the jury is conclusive upon a question of fact unless plainly against the evidence. The same weight, as we have said, must be given to the finding of a court, and upon the testimony received without objection a finding that this palm oil served substantially only to color the product can not be disturbed. Indeed the fact was made certain by the testimony offered by the defendant, although that testimony was afterward stricken out by the court as immaterial.

We see no error in the record and the judgment is affirmed.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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.

We wish to call attention to our large line of

Fur and Fur Lined Coats

We have them in all grades and prices, the most complete line, large stock. Can fill orders promptly. Also a large line of Duck Coats, fur lined. Send for special price list.

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GRAND RAPIDS, MICH.

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in carlots. Write or telephone us.

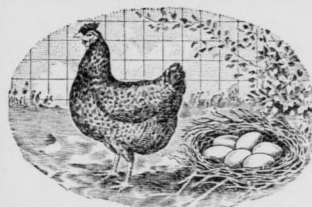
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DR. WILLARD M. BURLESON

Rectal Specialist

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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.

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.

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.



Novelties in Men's Furnishings Are Selling Well.

Retail haberdashers have experienced a better business for a month past than have the clothiers, and have had an excellent business in practically all lines, due largely to favorable weather. The public, too, has evidently been in a buying mood, for a number of prominent haberdashers state that the season so far has eclipsed any like period for some time past. This prosperity has touched nearly every section equally, better than others.

The neckwear sections of the retail furnishing goods stores present more novelties and striking effects this season than usual. These are not in the cheap, catch-penny goods as much as in the high-grade lines, and not so much in the matter of shapes as in fabrics and patterns. Many new colorings and patterns in silks are now being shown by the retailers with excellent effect. In fact, as the hues are derived largely from natural colors, it has made window trimming particularly effective. For instance, in the browns, there is wood brown, which is the same shade as the bark of many trees; there is tobacco brown, the shade of tobacco leaves; smoke brown, etc. Then there are burnt orange, salad green, butterfly blue, etc. The use of the article from which the name is derived is always attractive in a window.

Some changeable warp effects are new and pleasing. There are brown shot with purple; brown shot with heliotrope; black with burnt orange and purple with burnt orange. Mahogany, dark myrtle, cadet, deep wine and purple are also in favor. Burnt orange gives excellent results in blendings with subdued shades. Solid colors seem to be less in demand. The trade in ties is restricted to the very wide forms, two and one-fourth inches. Above all, the demand is for color, not loud, but unmistakably rich. More attention is given by manufacturers of high-class goods this season to the niceties of finish, to the strengthening of the cravat at the band and the knot where the most severe strain is.

For formal evening dress, fine French dimity cords, one and three-fourths and two inches wide, will be used in addition to soft-finished piques, plain lawns and dimity lawns. For the evening jacket, plain black barathea or peau de soie will be approved. Evening jacket ties should be soft and unlined to enable tying into a firm and graceful knot. The newer jacket ties are not adjusted with a batwing effect, but lie almost straight under the collar and give a full, broad knot.

The fall shirt trade has been good and is largely in favor of negligees. Retailers bought sparingly of stiff bosoms for this season and a far larger proportion than usual of soft shirts in anticipation of this demand.

Pleated bosoms are being sold by some to a fair extent, but plain shirts are leading in nearly all cases.

Never has the cry for novelty in shirtings been so insistent as now, and it comes from both makers and dealers. The weavers are doing their utmost to produce different things, but they are not very successful. Buyers of spring goods say that they have looked at line after line and found nothing except variations of well-tried treatments. It seems as though the time were ripe for a change, for novelty is unquestionably the life of the shirt business. The rapidity with which the finest imported cloths are copied in domestic goods makes it harder and harder to preserve the exclusiveness of patterns which must always be the distinguishing mark of the upper-class fancy shirt. Formerly woven shirtings were in a sense a protection against indiscriminate reproduction, and were confined to printed fabrics; but to-day even the finest foreign woven goods find their way into low-class lines very soon after they are brought out. Of course, the high-class shirting is easily distinguished from its cheaper rival, but the consumer knows and seems to care little about the quality of the shirt; it's the pattern that attracts him.

Plain bosoms on negligee shirts were uniformly favored last summer by the high-class trade, and there is reason to believe that the plain bosom will be the best seller next season as well. The pleated front, on the other hand, will be most sought for spring wear with the waistcoat.

The wing and fold styles of collars are running about even to-day in point of sales; the former for dress, and the latter for business wear entirely. The wing styles that are selling best are those of conventional shape and moderate proportions. The middle height fold collar, with moderate spacing in front, is selling better than other shapes.

Middleweight underwear has moved fully as well as usual this season, and there has been a fair amount of interest in heavyweights, though this trade is not expected to develop to any great extent until cold weather really sets in. There has been a big business in sweaters of every description; in fact, it has been one of the best seasons for many houses.

Skin gloves have sold with considerable freedom in the retail trade this fall and largely in the popular \$1.50 and better grades. Fabric gloves although not selling at retail for general wear, are selling for golfing and other out-of-door sports.

Perhaps the most interesting feature of hats for the wholesaler or retailer is the possible standing of brown stiff goods. Both manufacturers and retailers have made special drives on these, and duplicate autumn orders have called for a good proportion of them. The public has not altogether accepted them, although they have been pushed hard by the sellers and makers. They have gone so far as to have special displays in brown derbys, and on those days every man connected with the establishment, wholesale or retail, has worn a brown derby.

25 Years Before the Public

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

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

The William Connor Co., Grand Rapids

Wholesale Clothing Manufacturers

Bell Phone, Main, 1282

Citizens' 1957

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

THEY FIT

Gladiator Pantaloons



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

THE PAN-AMERICAN GUARANTEED CLOTHING



IS
Union Made

and the strongest and best line
of medium priced Men's
and Youths' clothing
on the market
today

Spring
1905

WILE BROS & WEILL

BUFFALO, N.Y.

A New Suit for Every Occasion, One Price

The "Fit" Is the Whole Thing.

One of the salesmen in an up-town clothing house is the author of an epigrammatic saying that is likely to be helpful to his employers. The establishment handles ready-made clothing exclusively and is naturally interested in preventing the spread of the prevailing idea that a garment must be made to measure by a custom tailor in order to fit the wearer.

"Don't you make anything to order?" a customer asked this salesman the other day.

"We do exactly as a custom tailor would do," the salesman replied. "We make the suit. If it does not fit, then we make it fit."

Subsequently the young man elaborated his idea: "You never yet met a tailor who would guarantee a fitting garment without trying it on after putting it together. That's all we ask. You try on the garment out of stock, and we alter it to make it right, just as the tailor alters his first work to make it fit."

Doubtless the tailors will contend that the argument of the salesman is fallacious. But that is not to the point so far as it concerns the proposition that the salesman has invented a plausible and rather convincing statement of his side of the case. The average man will think this salesman has put it effectively—and that he has found a way to make himself more than commonly valuable to a ready-made clothing firm.

An Active Glove Market for Spring.

Fair activity is being experienced in fabric gloves for spring. This condition obtains with local buyers and seems to be better in the West than East, where some lines, notably silks, are reported to be slow. Double tipped fingers in lises and milanese are now included in the spring orders which are being placed.

Glove prices in European markets for the most part show little change. Schmaschens are held a little firmer in Europe, but generally the advance here has been comparatively slight. However, several of the best retailers who paid \$9.50 and \$10 for gloves are marking those goods \$1.10 and \$1.15. They also carry gloves that doubtless cost \$9 per dozen in stock at \$1, but make an attempt to sell the better grades. Where this is done more expert salesmanship is required. A salesgirl who really knows the difference between the \$1 article and those that must bring \$1.15, because they are better, has little trouble in convincing customers that the higher-priced article is a better investment. Interviews with several leading retail glove managers as well as importers show that the desire for cheap gloves and the education of the public in that direction are reducing kid glove profits all along the line. Retailers know very well that some of the gloves that retail for \$1 are in reality better values than should be placed on the counter at that price; this is an unfortunate state of affairs, but retailers who have the trade's confidence should be in a position to change

prices sufficiently to insure a better retail profit at least.

The fall and winter retail glove trade has experienced a marked improvement during the past few days. The subject of colors will mean more this fall than ordinarily, but it is a little early to pick the favorites, as actual buying in dress materials has not progressed to any degree. Many women are interested in dress goods but they have not come to the point of actually making selections. Until they do so the fall glove demand is largely problematical and particularly regarding colors in kid gloves. But no glove man can be found who doubts that a generally good business will be experienced by the trade during the coming season.

Considerable interest has been taken in overseams. One glove dealer has expressed confidence in suedes. He says that his first purchase of suedes has already been sold out and he is buying more, as he expects the demand will be good during the season. No other glove wears better than does the pique. It is sewed in a manner to insure good service. The seams seldom rip, and the stitch is not reached so quickly by perspiration as is the case in other styles of stitches. The puffed finger has the appearance to some shoppers that the glove has been tried on. Quite frequently a customer will buy a flat finger for this reason. The truth is that the puffed finger costs more than the flat. The expense of puffing is about 10 cents a dozen and this expense lessens the profit of the glove dealer.

Older Than the Chinese.

Older than the Chinese, the oldest existing nation, are the cliff dwellings of Southwestern United States, homes of a race whose very name has perished from the earth. Explorers, puzzling through the Mancos and Casa Verde canyons of Arizona and New Mexico, have found the houses of this strange people in the wildest and most inaccessible of the mountain sides. Did the cliff dwellers antedate the pyramids of Egypt? Were they of blood relation to the early inhabitants of the land where the Nile is god? Some students are prepared to answer both questions affirmatively and to give what is to them abundant proof. The pottery from their long-wrecked homes suggests Egypt, and the few inscriptions found have similar suggestions. Mummies, bodies wrapped in cloth, feathers from the breast of the turkey have been dug from burial places among the cliffs, and, in bone and hair much unlike the Indian of to-day, there is a hint of resemblance to a more Oriental type. If the cliff dwellers left any descendants, however remote, they are doubtless the Moki and Zuni Indians, who, resembling them in habits and appearance, are their closest kinsmen.

An Autumn Dream.

The naked hills lie wanton to the breeze,
The fields are nude, the groves unfrocked,
Bare are the shivering limbs of shameless trees—
What wonder is it that the corn is shocked!
Amelie Rives.

**"CLOTHES OF QUALITY"****"Clothes of Quality"**

Possess More Good
Features Than
Any Other Make

Hand Felled Collars,
Well Modeled Shoulders,
Unbreakable Fronts,
Sewed Throughout with Pure Dye Silk,
Cloth Thoroughly Sponged and Shrunk,
And Our Guarantee Besides;

in fact, there is not a single detail missing necessary to make a perfect garment. Facts like these should make you one of our customers.

Let us send you a few samples—you will be pleased with them.

OUR SALESMEN ARE IN YOUR STATE
SHALL WE SEND ONE?

M. Wile & Company

High-grade, Moderate-priced Clothes for Men and Young Men
MADE IN BUFFALO

Ocean to Ocean

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

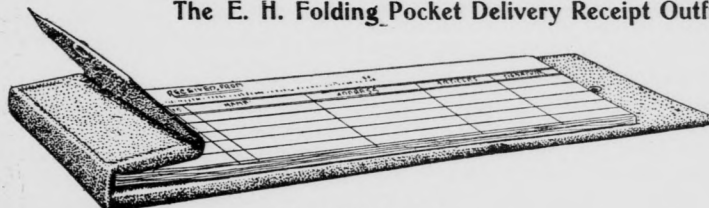
Copper Wires

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

ROCKY MOUNTAINS

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

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C. E. WILDE, District Manager, Grand Rapids

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

Statuts of the Shirt, Collar and Cuff Market.

Had retailers anticipated their requirements for fall with greater confidence and foresight than were displayed when first orders were placed, there would have been no cause to complain about the cream of the season's patterns being tardily delivered. So many ventured staples to win at the inception of the buying season that they awoke rather late to the fact that the trend was fancywards. Now that novelties are wanted, and the orders for them have come in late and found manufacturers unprepared with stocks for immediate delivery, it is charged against them that they failed to anticipate demand.

Although many dealers take an apprehensive view of the fancy part of the business and continue to hold on to staples as being less speculative, the fancy end is growing apace, and with many bringing better results in the way of sales than are reported on staples. It is the pattern that sells the shirt, and as tastes are much diversified, and good taste is exercised as much in the selection of fancies as in staples, the shirt department thrives and expands when the line includes enough variety to appeal to all kinds.

A growing shirt department is a proud possession. It brings business on other lines. Notably successful departments, whose bills for merchandise annually amount to from \$40,000 to \$65,000, are said to have been built upon a reasonable number of reliable brands and a varied stock. Methods that have brought success to the leaders should be helpful to the many if judiciously followed. Variety is the life of the shirt stock, but to many furnishers there is something comforting in the belief that "you can never get stuck on staples."

Makers of the best grades report that shops of the better class have sold more helios, pinks, reds and corn yellows so far this season than were disposed of all of last fall. This is viewed as encouraging for colors for spring. Even in the medium grades brighter colors are having "a look in," and as these old-time favorites are not as garish as when the color vogue last prevailed in shirts there is some prospect of their coming back, and if this season sees but the introduction of bright colors they should be stronger in the spring. Such a change will be welcomed, as the chances for selling more shirts are improved when the color range includes snappy tones.

The makers of a very well known brand have put out for the present season some combinations in patterning and colors that would have been considered "loud" a season or two ago, but just now rank as "high novelties." Among these are madras in narrow red, white and blue alternating cluster stripes, divided by a stripe of canary yellow. A retailer displayed a group of these styles and called attention to them with a window card bearing the following: "Only Six Shirts Like These in the City. Why? We buy imported

shirtings by the piece and have them made up to our order." This is a good selling point for the retailer, who can select six shirts of the same pattern and color from his stock for a like play upon the fancy of the man who is a stickler for something exclusively different.

The bulk of fall retail sales thus far is made up of negligees, with oxfords showing material improvement. Even the better class stores have sold more negligees this season than is usual in the autumn. Yet stiff bosom fancies have been better property during the last two months than they were in September and October of a year ago. One of the features in the retail demand, much talked about over the counter, is the persevering demand for negligees from college boys. It is said that they will buy only the soft fronts for day wear. Pleats are doing only fairly well, although the pleated fronts of this season are much improved in their set and style. Fancy flannels with stiff cuffs and neckband are in demand for sporting wear.

White dress shirts, with fancy self-figured and striped fronts and cuffs, are liked for half and full-dress day wear. The style has hitherto been considered strictly dress wear, but has been taken up for morning and afternoon use by natty men, as befitting the cutaway coat as business and full-day dress.

It is as yet uncertain whether the improved demand for wing collars is the result of the change in seasons when many men lay aside their fold collars and take to the wing as the proper fall and winter style, or is due to the increasing popularity of the collar. There has not yet been sufficient increase in the sales of wings to warrant the latter conclusion.

What shirtmakers feared might come about through the introduction of quarter sizes in collars has been heard from—it is the introduction of quarter sizes in shirts. The promoter says he recognizes in this departure an opportunity to increase his shirt sales. Quarter sizes in collars helped his collar business and he believes that there is a strong selling feature in quarter size shirts. Of course quarter sizes in shirts means a bulkier stock for the retailer, but if business can be expanded thereby it should be worth while. Some furnishers' trade will stand such an innovation, others will not.—Apparel Gazette.

It is understood that both the Adams and the American Express companies show earnings of at least 25 per cent. annually, and each has accumulated a large surplus. Both are close corporations, and issue no reports to stockholders. Adams Express is selling higher than American, because it pays larger dividends. For the last two years the Adams disbursement has been 10 per cent. annually and the American 7 per cent.

Work is the angel that leads man back into Eden.



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—OUR—
NEW OVERALL
\$4.50

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



Flynn the Fireman



Flynn the fireman, fighting the fire,
Is always willing to climb up higher,
But when on the level, enjoying life,
He feels he is well prepared for strife
If he has on a pair of **HARD-PAN** shoes,
For they are the kind he can always use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

The Kent County Savings Bank

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

3 1/2 Per Cent.

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Resources Exceed 2 1/2 Million Dollars



Get our prices and try
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**Rubber and
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Send for Catalogue and see what
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Near
Bound of Trade



Man's Views on the Subject of Flirting.

Written for the Tradesman.

One of the learned professors of the Northwestern University of Chicago, in a lecture to the co-eds of that institution, has just laid down the following rules of conduct proper for a young lady:

Do not seek the attentions of young men.

Never notice young men who look at you from the corner of the eye.

Do not stroll on the campus with more than one escort.

Do not employ little devices to attract young men—a man of real worth will seek you for yourself alone.

Do not encourage the attentions of too many young men; such conduct cheapens a woman.

These are such admirable precepts for the way to become an old maid that it is safe to say that no co-ed will be silly enough to follow them, but the professor's views are interesting as showing how little a man knows of what attracts a man in woman, and of how little man is able to distinguish the snares that are set for him or perceive the trap in which he is caught.

No subject is matter of more perpetual wonder among women than this, for every Benedict thinks he married for one thing while his wife knows that he married for something else. The things a man thinks he admired in a woman are never the qualities that actually attracted him, and if a man could really find his ideal he couldn't be induced to marry her. The funniest thing about courtship is that although the man makes all the leads in the game, he never knows how it is played.

Take, for instance, the professor's first rule of correct conduct for young women: "Do not seek the attentions of young men." Theoretically, nothing is so distasteful to a man as the thought that he is being pursued by a woman. It is doubtful, if women had the privilege of proposing, if it would do them any good, because every man would say

"No" when a fair one popped the question. A man likes to think, when he courts a woman, that he is storming a citadel that no other man could take, and that puts up a good fight against him, and is only finally overcome by his irresistible attraction. On the other hand, to marry a woman who is plainly anxious to marry him makes him feel that he has been taken in in a confidence scheme.

When a man thinks about getting married he has a picture of himself seeking out some shy, modest, retiring little creature who has always been kept unspotted from the world in the sacred seclusion of her own home, but, as a matter of fact, when he does marry he does nothing of the kind. He marries some girl who was right out in the middle of the stage, with the calcium light turned full upon her so that he could see her. The girl who takes a man's advice about the best way to catch a husband being to stay quietly in the background is doomed to have Spinster carved on her tombstone. It is true that men admire the modest and unpretentious violet, but they never notice it until they see it done up in purple ribbons behind the plate glass of a florist's window.

As for seeking the attentions of young men, no woman who knows her business does it—so far as the man knows. If she did she would not get them. She merely puts herself, as our Methodist friends used to say at the love feast, in an attitude to receive the blessing. She does not run after a man, but she camps along the path he is in the habit of walking. She doesn't hold him up for civilities, but when he tenders her courtesies she is so appreciative and subtly flattering that she inspires him to repeat them. She does not pop the question to him, but she leads him to the proposing point so that he topples over of himself.

"Never notice young men who look at you from the corner of their eye." This is the academic way of referring to the goo-goo eye, and to eliminate the goo-goo eye is to do away with the first aid to lovemaking. It is the manner in which dawning interest wig-wags its signal from heart to heart. As long as a man stares at a woman with a plain, full, wide opened eye there is no occasion

for her to notice him. So he looks at a stranger, so he looks at his grandmother, so he looks at his boarding house keeper, so he looks at his laundress, but when he takes to glancing at her out of the corner of his eye that is another story. He has differentiated her from the crowd. It is love's first overture, and if no woman noticed the man who glanced at her out of the tail of his eye there would be no more marriages.

"Do not stroll on the campus with more than one escort" is bad advice any way you take it. In love, as in war, there is safety in numbers, and the girl who has a dozen beaux is just eleven times less likely to fall in love than if she had one. Divided attractions distract her attention. She

admires Dick for his intelligence, Tom for his good nature, Harry for the droop of his moustache. Bob thrills her with his football exploits, Charles comes up to her ideal of Christian manhood. Harry's chocolate creams plead for him in his absence, and it is so impossible to choose the best among so many good things that she does not choose at all.

The other side of the proposition also merits consideration for, as far as men are concerned, no woman is so admirable as the much admired, and the girl who limits herself to one beau seldom has any. When it comes to women, men are like sheep—they follow the leader. No man has the courage to admire a woman that no other man admires, but he is cheerfully willing to chip in with

YEAST FOAM IS A

Trade maker for the Retail

Grocer.

It pleases his customers, they

come again for it and

buy other goods also.

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

Guaranteed to comply with the Pure Food Laws.

the majority and burn incense before any woman who has already established a reputation as a belle. Thus will it be seen how unwise it is for a girl to limit herself to one man, whether she wishes to remain single or get married.

"Don't employ little devices to attract men—a man of real worth will seek you for yourself alone." These are noble words, full of cheer, but unfortunately feminine experience does not bear them out. For the most part men are blind and unobserving creatures and the girl who does not call their attention to the line of attractions that she carries is mighty apt to have them overlooked. What man, for example, would ever notice what fine eyes a girl had unless she rolled them at him, or what a little foot she possessed except for the fact that her slippers had a habit of coming chronically untied, or what a sweet and pure and unworldly expression she had except that she always sat in her parlor under a picture of the Madonna?

Then there are the artifices of dress. Of course, women do not dress to please men. We have the statement from their own lips. Equally, of course, men deprecate women's frivolity and the amount of time and thought and money they spend on frills. Every man will tell you that the kind of a woman he admires is one who dresses plainly and simply and hygienically and who would never be guilty of the folly of pinching her waist or wearing high heel shoes, but it is worth while for women to take notice that no man is ever caught out with a female dressed according to his theories, and that the fluffier, the frillier and the silk lineder she is the more attention she attracts from the opposite sex.

As for men seeking out humble and unattractive merit and marrying it, that, too, alas, is a fallacy. It is a sad truth that the girls in every community who are fitted to make the best wives all get to be old maids. Even when a woman does possess the domestic virtues she has to call attention to them. As long as a girl is satisfied to practice cookery in the kitchen she does it unrewarded of man. It is only when she performs her stunt in public in the chafing dish that man perceives and applauds her housewifely accomplishments. It is the girl who darns her stockings on the front porch instead of in the privacy of her bed room who is celebrated as a paragon of thrift and industry, who will make a good wife.

"Don't encourage the attentions of too many young men." Alas, what is often attributed to woman for vanity is, in reality, merely self-preservation. Custom does not permit woman to seek her mate. She can only take what comes her way, and, in order that she may possibly find the one man, she is forced to encourage all men. For a woman to get the reputation of being "offish," of being hard to please, of snubbing chance men to whom she is introduced, is for her to build a quarantine around herself that no man will attempt to

break through. Men are afraid of her, they dare not risk getting the cold shoulder, and so they leave her severely alone. This cuts her chances of marrying down to nothing, and so did men but realize the martyrdom that woman goes through while she is sitting on the anxious seat waiting for the possible HE to come along—the callow youths she has to listen to, the drivelling grandpas she has to endure, the bumptious self-esteem of egotists whom she has to pretend to admire—they would pity instead of blame her.

On the whole, the professor's advice about flirtation will be of little use to the co-eds. The way of a maid with a man is a mystery past finding out, but it is one of the things which the silliest girl knows more about in a minute than the most learned savant does in a lifetime.

Dorothy Dix.

Call of the City.

Faint and fair, like a thing of dreams,
With palace and mart and spire,
With the tread of a million hurrying feet,
With hope and regret and desire—
The city lies and it calls with a voice
That touches men's souls with fire.

The fields stretch far to the rim of the day,
And afar to the rising sun,
The valleys between bear lillies white
As the snood of a cloistered nun;
The winds of heaven, untrammelled and sweet,
Fan meadow and fen and fall—
But ever and ever the wind fares forth
With its burden, the city's call.

The maid who dreams by the side of the brook
That flows from the niche in the hill
Heeds not that the bird on the blossoming spray
Sits mute to hear her trill
The tender lilt of an old love song,
For she catches the throng's acclaim
In the voice of the brook and the whispering breeze—
They bring her the message of fame.

The youth with his hand on the stubborn plow,
As furrow on furrow he turns,
Bares his head to the tempter breeze
And a wondrous fire there burns
In the depths of his steadfast, grave young eyes,
As he stands there strong and tall—
For over the hush of the fallow field
Comes stealing the city's call.

The student bending to parchment and page,
While the midnight oil burns low,
Delves on and on, for the way is long
That the searcher for truth must go—
But a glow o'erspreads his strange, wan face,
As he lets the last page fall,
For into the quiet, shadowed room
Comes creeping the city's call.

Faint and far, like a thing of dreams,
With palace and mart and spire,
With the tread of a million hurrying feet,
With hope and regret and desire—
The city lies and it calls with a voice
That touches men's souls with fire.

Helped Him Extricate Himself.

An exchange tells of a grocer who was caught out in the woods during a storm. He did not want to get wet, and the only dry place he could find was a hollow log, into which he managed to crawl. The rain lasted a couple of hours, when the fellow decided that he had better be going home. He tried to extricate himself, but found that the soft wood had swollen, and he could not budge a peg! There alone in the desolate wood, many miles from the nearest habitation, the poor man lay thinking of all the mean things he had ever done, when all at once it suddenly dawned upon him that he had read his trade paper nearly three years without paying for it, and then refused to take it out of the postoffice. It made him feel so small that he crawled out of the log without further difficulty.

Facts in a Nutshell

BOUR'S

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WHY?

They Are Scientifically
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Toledo, Ohio



Read
the
neck
band.

You can dye any kind of catsup red. Most catsup makers do. Columbia, "The Uncolored Catsup," blushes with the honest red of the perfectly ripe tomato. Nothing else to blush for!

COLUMBIA CONSERVE COMPANY.

WORDEN GROCER COMPANY

Distributors

GRAND RAPIDS, MICHIGAN

AMIABLE GIRLS.

Cogent Reasons Why They Make the Best Wives.

It is difficult to guess why it should be so generally regarded as uncomplimentary to speak of a girl as "amiable;" why any woman should resent the epithet as applied to herself, or deduce from it, as descriptive of another, that that other is remarkable neither for beauty nor for brains, and is probably without strength of character. The definition of the word, as given by standard dictionaries, is "worthy to be loved," and surely nothing can be more desirable in a person with whom one is to live than sweetness of temper. There are few qualities which go so far to insure the happiness of their possessor; certainly none which make more for that of other people. King Solomon declares it "better to dwell in a corner of the housetop than with a brawling woman in a wide house." Good humor and tact are the two virtues which do most to smooth the pathway of life, and the latter is rarely perfect unless accompanied by the former.

It is also a singular thing that few people hesitate to confess to a quick temper. "But it is over in a flash," they say, complacently. So is a quick knife thrust or a stinging word, but the harm which lasts a lifetime may be done in an instant, and the consequences of an outburst of temper are often irremediable. There are few harder to get along with, few who do more to upset the peace

and comfort of daily life, than those who speak hastily in the sudden squalls of passing ill temper, and who, when they are again in good humor, expect everything to be just as it was before. It is a fundamental law of life that in this up and down hill human nature of ours there is no such position possible as "the used to be." Yesterday never returns. Every act or word is a step by which we mount higher or sink lower in the constant journeyings onward of all conditions of life; and the people who give way to their quick tempers often drop down to a degree which necessitates a stiff climb back again.

Moreover, words once spoken, whether sincerely meant or not, whether true or false, are rarely to be recalled; they usually live in the memories, and, still worse, in the hearts of those who hear them long after they have been forgotten by the speaker. And although he may plead that in the heat of anger he said what he did not really mean, nor yet believe, it is almost impossible for the sufferer not to feel that unless the thought had first been the utterance had been impossible.

It is the part of wisdom to avoid quarrelsome people. Where one is born to them, as in one's own family, one must endure them as best one can, but he or she who chooses such a partner of one's joys and sorrows is likely to sup more sorrow than joy. It is more than human nature is capable of to love on where the return is made in bickering, not to

say abuse; where one is never sure, however cautious, not to give offense; and it passeth understanding how many and how varied are the skeletons which a man or woman can unearth to rattle in the face of a beloved(?) spouse. This is the great trouble about lovers' quarrels. No one can tell how far they may go, neither where they will end; that that end is sometimes in suicide or murder, or both, the police courts of all cities witness. Prate as one may of the delights of "kissing and making up," such pleasure can not possibly compensate for the pain of the tears, the heart aches, caused by cruel words, scarce meant to be unkind. And quarrels and making up become monotonous as every day performances. The people who can not avoid disputes and dissensions as lovers will be wise to let matrimony alone.

A clever English novelist makes one of her heroines assert that there exists in people's minds a distinct social precedence among the vices. The remark surely seems to apply with regard to the varieties of bad temper. The code of fashion, for instance, has decreed that a passionate temper is much better than a sulky one. Yet of the two the latter is least to be condemned, in that its chief injury is to itself. Like the little girl who, when vexed, always refused sugar on her fruit, the culprit may suffer most individually, but that is surely better than the suffering to the innocent which is produced by an open explosion of temper—

what school boys call "a regular row." In anger, silence is undoubtedly golden, in that, while perhaps quite as unbecoming, it is usually less disturbing than violence, and it is a failing which leans to virtue's side, to be able to keep one's ill humor to oneself. But of all forms of temper there is none more perplexing than that which is known as "queer." In the midst of apparent sunshine down comes a bolt from the blue, and a sudden gloom and moroseness obscure the horizon. A persecuted air is assumed, a martyr's halo is carefully pinned on, and happy every day life becomes an impossibility. Persons who wish to be loved, or to be liked, should never be "difficult." Society has not time, even if the inclination were not lacking, to study private idiosyncrasies and humor petty prejudices. The passionate and the sulky temper are forgiven more quickly than the difficult, and are, perhaps, easier to endure, as well as to cure.

Women who ask how to make themselves charming can be given no better advice than to cultivate good humor, which is more than anything else the corner stone of adaptability. The world is a mirror which reflects the aspect you present to it. True, it may not always give smile for smile, but it unfailingly returns frown for frown. The age has opened its eyes wide to the power of personal attractiveness, and it is difficult to pick up a family newspaper which does not contain some hints for the creation or the preservation

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.

of feminine beauty. Among all the recipes, however, suggested for beautifying, the simple one of a good temper is left out, and yet there is nothing, short of actual deformity, so ugly and repulsive in a woman as a bad temper freely displayed. Women often do not realize this until their good looks are marred and their lives spoiled by its indulgence. Other women may excuse bad temper, but men never do. It is, in their eyes, the unpardonable sin, and wisely so, since nothing so quickly creates and insures an unhappy home. Let the women who take such pains to cultivate beauty remember that the expression of a face counts for as much as does any feature thereof, and when they are willing to do and bear so much for the attainment of the power of beauty, brilliance, or charm, it is surely worth while to give up one's own way for the acquirement of so great and lasting a charm as the merry heart which doeth good like a medicine.

It can not be denied that bad temper has its advantages. The question is: Are they worth the cost? It undoubtedly purchases in large measure its own way. The worst temper ordinarily rules the household, and for the sake of peace and quiet ill tempered people are given up to far more than is good for them. Few of the minor matters of life are worth a struggle with those of one's own kith and kin, so that much is yielded to those who will not brook contradiction without a scene. They get what they want, but not as a gift to one who is worthy. The getting is the pound of flesh for a preposterous and deeply resented demand. Love is left out of the matter, and the omission is apt to rob the possession of its value. For, after all, one's actual happiness depends far more on the amount of personal affection which one wins than upon the course of unhindered self-will which one is able to pursue. To give and to take in love is better than to monopolize, and a dinner of herbs, the wise man hath told us, is to be preferred to a stalled ox and hatred therewith.

Helen Oldfield.

How Pitkin Learned His Business.

Albert J. Pitkin, President of the American Locomotive Co., began his career as an apprentice at the age of 17 in the Webster, Camp & Lane Machine Company's shops at Akron, Ohio. He got sixty cents a day chipping castings with hand tools. Later he assisted in setting up stationary engines in neighboring villages and, on the expiration of his time, was engaged at two dollars and twenty-five cents a day. For his betterment, after a year, he considered it wise to avail himself of an opportunity to enter the locomotive repair shops of the Cleveland, Akron & Columbus Railroad. He had always felt the common romantic interest in locomotives and had delighted to watch their movements. The locomotive then became his study. When he crawled under one to make repairs it was with a student's interest as well as a workman's skill. He familiarized himself with the mechanism

of all the existing styles on that railroad.

The company whose head he is today at an unusually high salary has nine plants—eight in the United States and one in Canada. It employs over sixteen thousand men and turns out three thousand locomotives a year. It is capitalized at fifty millions of dollars.

Waiting on Customers.

It is customarily recommended that customers be waited on in the order in which they entered the store—"in turn," as it is commonly called. This is not always advisable, however, as may readily be observed by any one who has ever been in a busy store. The customer who wants a cigar, a package of gum or some such trifle

that can be quickly handed out does not always care to wait until all those ahead of him have been waited upon; while the man hurrying to catch a street car or railroad train must, of course, receive preference over other customers. Then there are others who are seeking advice from the druggist or his clerk and are willing to wait until there is a lull in the trade. The necessity for nice discretion in the order of waiting upon customers is most noticeable in stores located on intersecting car lines in large cities.

With a fair amount of brains and a reasonable expenditure of energy any healthy man has but little excuse for not attaining the goal of any reasonable ambition.

Bargains in Hearts.

Dan Cupid is a merchant bold,
Who deals in human hearts.
He has them all, both young and old,
Some whole and some in parts.
The damaged ones he keeps in stock—
Of course, I mean the males—
And all the thrifty maidens flock
To Cupid's bargain sales.

But Cupid doesn't guarantee a heart,
For lots of them are damaged by his dart.
And that is why we all agree
That marriage is a lottery;
For Cupid doesn't guarantee a heart.

Dan Cupid doesn't advertise
His bargain sale of hearts,
But every maiden there who buys
Most gleefully departs;
And if a heart is broken when
She gets it home, you see,
She straightway takes it back again
And wants a guarantee.

But Cupid doesn't guarantee a heart,
For lots of them are damaged by his dart.
And that is why we all agree
That marriage is a lottery;
For Cupid doesn't guarantee a heart.

Destiny deals only in dope.

**Golden
Essence of Corn**

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

Karo
CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago.

IF A CUSTOMER

asks for

HAND SAPOLIO

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

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

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



Social Session of the Lasterville Shoe Dealers' Club.

The regular meeting of the Lasterville Boot and Shoe Retailers' Club was nearing its close when who should come drifting into the store but Melville-D. French, who travels for a new firm about every time he comes around.

It's got to be a regular joke with us to greet him effusively, before he has a chance to say a word, and rattle off an order for sizes on the line he sold us on the previous trip, being tolerably sure that he'll be traveling for a different firm, and not have any use for the easy order. Once he fooled us—but that will do for another story.

He had got in on a late train, and was going directly to the hotel to try and bribe them to give him some sort of a pick-up supper, when he chanced to see the light in our establishment and came in.

The fact that Mr. Ball was showing us how they used to stew oysters on the country store stove in the old days when he was a clerk, and the fact that Melville was invited right then and there to become an honorary member for that particular session, and, being hungry enough, as he affirmed, to eat an insole sandwich with paste blacking for butter, and bellows tongue for the meat thereof, taken together with the historical item as recorded in the minutes of the club and filed in its archives, that he ate one dish more than Willie Fitem, thereby depriving Willie of the record for that meeting, might have been the reason that he felt so jolly and proved so entertaining, that he was, by mutual consent, permitted to hog the entire programme.

I couldn't begin to tell you all of the stories of life on the road which Melville related.

I strongly suspect that some of them were experiences which happened to somebody else. In fact, two of the stories had been previously delivered in this store by George Stark, as episodes in his own life, but then that may have been, merely, because Stark got here first, after having met French, but I wouldn't want to state that.

There was one tale, though, which I am confident was strictly a bit of authentic "French" biography, and this is it:

In 1897 I took a job with the Scheuzenfitter Footwear Co., which made a full line of everything for women, misses and children, and tried to carry sizes in stock. It was one of the best firms I ever worked for, and I would probably have stuck with them until now if I hadn't been practically forced to go out with a line of Buffalo fine shoes. Man had been after me for three years, and finally he got so close to my figure that I had to accept. Old Scheuzenfitter said he hated to lose me, but

his partners would not allow him to go higher than a certain figure on traveling men's salaries, no matter how good the men were, and even then I was—but that has nothing to do with it.

I was pretty enthusiastic about the Scheuzenfitter line. It was a good line. One of the best I ever traveled for, and I was just as sure I could sell those shoes to every customer I'd ever sold before, as I was that I knew how to put the socks on a line of samples, and pack them into a shoe tray, in time to catch a train which was due in five minutes, at a station six blocks away.

In those days I had a line of customers along through Southwestern Pennsylvania, Southern Ohio and Southeastern Indiana that were a good deal more loyal to me than a good many of my customers are nowadays, and the mere fact that I was doing the advance work for the line was enough to recommend it to any dealer on my circuit.

Well, the Scheuzenfitter line took like hot cakes in Pennzy, and I did an Oriental business, I tell you, until I struck the Ohio line. I had three good customers in Cincinnati, and I jumped direct through to that city to call on them. Do you know, one of them had failed, one was dead and the other was so stocked up on a similar line that he wouldn't even give me a sample order of a dozen on each style.

If you've ever been on the road you, perhaps, have experienced the keen depression of a clean throw-down following a streak of good luck and plain sailing. I went back to the hotel a good deal depressed. I had jumped through a lot of small one-night-stand territory, as you might call it, to get to Cincie, thinking that I'd book a nice big order to show what a good fellow I was to the house, and then take a circular tour through Southern Ohio, up through the middle and back to Cincie, at my leisure. This changed the whole complexion of things, and I hated like a dog to take the back track under the circumstances.

There was nothing for it but to go back over my territory or go on and finish the rest of Southwestern Ohio, and then take in the Southeast on my return. When I got back to the hotel I found, by consulting bulletins, that the night boat for Louisville left at 5 o'clock and that the fare, including meals and berth, was only a trifle more than my hotel bill, so an inspiration told me to make the jump, cross the river into Indiana and work the territory backward.

At 5 o'clock I was on board, had a nice stateroom assigned to my exclusive use, had a rattling good supper and enjoyed the evening ride down the Ohio very much. There were about fifty passengers on board, but I didn't bother to get acquainted with any of them and turned into my berth early, in spite of the pretty moonlit river scenery.

My stateroom was aft, and, of course, opened one way onto the saloon and the other way onto the deck. The night was tolerably warm

and I had opened the regular door and closed the slatted door for ventilation. I was having a beautiful dream of a big sale to a new customer, and the dream kept getting plainer and plainer until when I woke up it went right on, and I found that what I had apparently been dreaming was a conversation between a couple of men who were sitting out on the deck smoking.

I soon discovered that one was a shoe drummer for a Cincinnati house, and the other a clothing agent for a Cleveland concern.

The "Whoo-f! Whoo-f!" of the exhaust into the big smoke stacks and the shudder of the engines and wheel made such a racket that I changed ends and put my pillow at the deck end of the berth, to hear better, and was not over three feet from them. This is part of what I heard:

"—one chance in a hundred."

"Yes, it's expensive, but I tell you they're worth picking up. Now, you're in shoes, and I'm in clothing, so we don't conflict, and I'm going to put you onto something if you'll agree to keep mum, even if you don't go in with me."

"Sure, I will, and I'll go in with you, too, you bet, if there's a ghost of a show of an order worth bagging."

"Well, now, I'll just put you on why I'm jumping over to L-ville. A friend of mine who covers a lot of territory out of Louie for groceries, and does a lot of traveling with a team to those little jerkwater towns, off from railroads and away from the river, put me next."

"At a little four corners called Hardingsford, in Indiana, away northeast of Louisville, there's a sort of retired farmer, who has all sorts of money, and who wants to go into business for the sake of his oldest son. The old fellow's head is sound, too, for there's quite a territory around there, with no store in a good many miles. He's built a big warehouse and store building, in connection with his house, and when my friend was through there, the other day, he sold him a thundering big order of groceries, and he advised me to slip down there and get his clothing order."

"What's his name?"

"That's just what I don't know. Probably it's Harding, for he must be the whole thing, but if we can find the town, of course, there'll be no trouble in locating the man."

"Sure not. What's the scheme?"

"My idea is to get off the boat at Jeffersonville, take the Ohio & Mississippi Railroad, until we get up somewhere near opposite this town; we can find out the station at Jeffersonville, get a double rig and drive over there together."

"I'm your companion. I'm on. I'll—"

"Let's turn in, now, and get some sleep for we may be up late to-morrow night."

They bade each other "Good-night," and drifted away.

In three minutes I was out of bed, dressed and had stepped out

into the saloon. It was after 11 o'clock and most of the lights were out, and the cabin watch had gone on duty. I strolled along up to the office. The clerk and the steward were working away over their books. Just as I got there the clerk finished up and came out with a Cincinnati paper and sat down under a light.

I saw that he had on a pin of my fraternity, in fact, he was a member of two of mine, and, as I discovered later, a young member at that—and enthusiastic, as all young members are. I gave him the grip and a little examination, and he was letter perfect and tickled to death.

"Can I trust you," L says, "for a little information?"

"Well, you know what 'fraternity' means," he says.

Then I told him what I wanted to do. Get in ahead of the other shoe-man.

He didn't know the town, but we got out a map and studied over it until we located it. It was about eighteen miles back from the river, and not directly back of any regular river town at that.

"It would be a good ways out of the way to go away down to Jeffersonville and back on the railroad," he said, "and then you wouldn't be any nearer to Hardingsford, which is fully that far from the railroad, too. I'll tell you my idea. I find we are going to make two plantation stops, to land freight, on that side of the river, and as near opposite your place as you can make it. You go to bed and I'll call you. They are not regular landings, you know, just the river end of a plantation, but I presume you can get some sort of conveyance."

I lay down with my clothes on, and about 3 o'clock the good clerk called me. It was dark and misty on the river. The big steamer was swinging around, preparatory to landing against the current, and the big searchlight was sweeping the bank to locate the end of the lane through the woods which led up to the plantation. It was a wonderfully good piece of piloting, almost a miracle, but finally the pilot found it, and the boat nosed up to the bank. The stage was lowered, and the niggers began to run ashore with the freight.

There was not a human being in sight and the bank was dark and gloomy. Outside of the searchlight you couldn't have seen even a ghost ten feet away. I confess, the idea of being left all alone there was too many for me and I crawled. Told the clerk I'd rather wait for the next landing. He laughed and agreed that he didn't wonder I hated to risk it, so I lay myself away again.

Just at daylight we nosed into the end of another plantation. Nobody would be up for three hours yet on the steamer, and with my two grips I climbed up the staging to the bank after the last "rouster" who carried freight ashore. The steamboat sailed away, with its nice warm berths and its good breakfast only a few hours off, with the kindly clerk waving me encouragement from the guards.

I sat by the little pile of freight

TOP=ROUND

Retails \$3.50 and \$4.00

One Dealer in Each Town==Free Advertising



Guaranteed
to be
The Best
on the
Market
for the
Money

Spring
Styles
Ready
Send for
Salesman
to
Call

One of our Stock Styles—No. 102—Prince Blucher, Corona Patent Colt
Box Kid Top, Single Sole, Potay Last.

Send for Catalogue.

We do more for our agent than sell him a bill of goods. (We help him sell them.) Send for information and catalogue. Price is only \$2.50 a pair after discount is off, and we give ALL LEATHERS and all styles, Blucher and Bals, at one price.

Send.....

Town.....

State.....

White=Dunham Shoe Co.

Brockton, Mass.

Factory 7

and I tell you I was lonely. All around was dense wood with only the narrow wagon track leading off toward the distant plantation. The clerk had told me that if the plantation people heard the "monkey whistle," which had been vigorously blown as we approached the landing, a nigger with mules would probably be rustled out to come down at once. I waited an hour, and I tell you it was a lonely wait.

Bye and bye I heard a dog baying and coming nearer and nearer. I want to say to you that I was scared. All that I had ever heard about bloodhounds and all that sort of thing occurred to me in spite of my good sense, and I just simply hopped up and climbed a tree. The dogs came nearer and nearer, there was a terrific pow wow for a little while, and then I heard the dogs barking along, until they finally broke from the woods and came running along right under my tree—two big loose-jointed hounds. They saw me and set up a great howling. They didn't seem to be very ferocious, but I daren't come down until a white boy came swinging down the path with a gun over his shoulder, laughing fit to kill himself at the idea of my climbing a tree to get away from those dogs.

I came down feeling pretty cheap. The boy was an ignorant cub and he didn't even know in which direction Hardingsford was, but he said the niggers and the mule wagon would be along in a few minutes, and that I could find out something. It was after six o'clock before we reached the "big house," over the roughest road I supposed was possible—until later.

The owner of the farm, or plantation, did not live there, and the overseer couldn't do much for me, but he gave me a breakfast of bacon and corn bread, with some horrible black coffee, and knew, in a general way, the direction to Hardingsford. He could loan me a mule to ride, but he said he didn't think it would be advisable to try to go with a buskboard. How to get the mule back was the question, but we finally solved it, and I started out riding on the saddle, with a blanket thrown over the hind quarters of the mule, my grips strapped together and slung across, like saddle bags, and with a little nigger, to bring the mule back, perched on behind. We must have made a funny picture, but we didn't look half as dismal as we did an hour later when it began to rain and we all got drenched.

Oh, but it was a horrible jaunt. The country got better and better the farther we got from the river, and when we were about four miles from Hardingsford I managed to hire a man with a mule and buckboard to take me the remainder of the distance, so that I drove up to the corners at Hardingsford just as a farm bell was ringing for noon.

It was not difficult to locate the new store. There it was, a big, unpainted barn of a thing, with warehouse attached, and I was confident that I was the first on the ground. The merchant's name proved to be

Harding, and he was a glorious old fellow. I told him of my hard jaunt.

"The best way to get here," he said, "is to go around by Jeffersonville and come up the railroad. The drive is more comfortable, for the roads are pretty good."

I told him that I presumed so, but I didn't reveal why I had taken the crosscut. He seemed a good deal flattered at the trouble I had taken, took me in to a mighty fine dinner, introduced me to his family, and then back to the store, where I opened up the samples. I could see that he'd never bought a shoe before in his life, and I believe that I could have sold him \$5,100 worth of unsaleable stuff, but I'm not that sort, and I helped him all I could, holding him down to safe widths, styles and quantities, so that when I closed my order book at 3 o'clock I had almost an \$825 order. It was a pretty good day's work and worth all the trouble, it seemed to me then, although I wouldn't go through that experience again for an order twice that size.

I went out on the platform of the store, just as a team of mules, with a driver, two well dressed men and some sample trunks and bags, came. I had never seen the men, but I knew at a glance they were my two agents.

The shoe fellow saw my cases, and you never beheld such a blank look come over a man's face, but he came up game, shook hands with me and said, "I'm representing Blank, Dash & Co., of Cincinnati."

"I'm from the Scheuzenfitter Footwear Co.," I said.

"You are?" he exclaimed, "You don't happen to be Melville D. French, do you?"

I was surprised, but I admitted that I happened to be.

"Well," he said, "you're just the man I'm looking for. A letter for you in care of our firm came yesterday, and they sent a man up to your hotel with it, but they told us there that you had gone on to Louisville. As I was just starting for Louisville myself the firm told me to hunt you up there and give it to you."

He held out a letter with my firm's card on it and addressed in the well known handwriting to me. I opened it, and this is what I read:

Lynn, Mass., Oct. 22, 1897.
Melville D. French, Esq.,
Cincinnati:

Dear Sir—We have just completed arrangements with Messrs. Blank, Dash & Co., of Cincinnati, to handle our goods as a jobbing line, exclusively in Southern Indiana, Southern Ohio, Kentucky, Tennessee and West Virginia. You will, therefore, sell no goods in the territory mentioned, but return to Pennsylvania, for work in that State. Route will await you at Pittsburg. Respectfully,

Scheuzenfitter Footwear Co.
They told me after I came to that I swore steadily for eight minutes, but I rather doubt it. The joke was too good to keep so I told the whole story, and it was so funny that I had to join in the laugh myself.

I turned my order over to the other agent, who was a good fellow, and added \$700 more to it from his general line.

We all rode back to the railroad to-

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.

Lycoming

Highest Grade Rubbers. Dealers and consumers fully protected from factory defects on this brand.

Keystone

Medium Price. Good rubbers for those who do not want the best.

Woonsocket

Boots and Lumberman's Overs. Price 5% lower than Lycoming but quality strictly first-class. Made in the only exclusive rubber boot factory in the world.

As State Agents for the celebrated Lycoming Rubbers we are in position to fill all orders same day received. Our stock comprises all styles made and is all new and fresh. Net price lists furnished

WALDRON, ALDERTON & MELZE

Shoe and Rubber Jobbers

No. 131-133-135 Franklin St.

Saginaw, Mich.

Big Cut in Rubbers

As we are now State Agents for the
Celebrated

Hood Rubbers

We will close out all our stock of
Lycomings, Woonsockets and Keystones
At Once

We will give 5-5 per cent. better than the
prevailing Trust prices for cash December 1st.

Hustle in your orders and get them filled
while our stock is large.

First come first served.

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 every day to Grand Rapids.
Send for circular.

gether, and parted at Louisville the best of friends.

As I say, he was a good fellow, for he wrote the whole story to his firm, turning in my original order, and they in turn forwarded the whole thing to the Scheuzenfitter people, and I got a very complimentary letter from the firm.

I could have been with them yet, only they could hardly afford to pay my price.

* * *

As the story ended the club rose as one man, took each a cigar from the box which Willie Fitem passed, and the session was over.—Boot and Shoe Recorder.

Conservative Buying in the Shoe Trade.

Buyers and dealers in various parts of the country have been pursuing a conservative policy in ordering for fall business, which, according to trade experts, will place them in somewhat of a predicament within the next few weeks. Just what they will do when the demand puts in an appearance is a problem. Not a few of the big dealers and buyers have ordered just enough to flavor up their last season's lines and do a fair early business. Beyond that they have made no provision. This being the case, how can they expect to have shipments made at the time when their business will most demand it? Now is the time to get under cover. The approach of the presidential election seems to excite comparatively little interest, and it is thought that so far as the shoe trade is concerned business will not be affected by the campaign or its result. The consensus of opinion among the foremost retailers, manufacturers and jobbers seems to be that a very good business will be done, although it will be along conservative lines until after election.

A fact worth noting is the tendency of dealers and buyers to select better grades of footwear. That is to say, shoes of good material and workmanship, and those that will not fall to pieces or wear out after a few weeks' use, are in greater demand. There was a time when retailers thought it good business policy for them to put in the cheapest lines they could get, without reference to actual worth. But this policy now appears to be a thing of the past. Dealers have realized that it did not pay.

Another redeeming feature of the trade situation is the apparent absence of large lots of jobs likely to be thrown on the market at ruinous prices. Careful study of the situation in various parts of the country shows that despite the uncertainty due to a presidential year, the shoe trade, as a whole, is looking forward to an extremely satisfactory fall and winter business. Prosperity is the rule, while indications in every branch of the shoe industry point to an extensive and profitable business.

There is one thing that shoe manufacturers must bear in mind in filling orders for tan shoes for the coming season: Dealers will insist on tans being perfect in leather and

workmanship. A shoe dealer the other day remarked that last summer many of the tan shoes came through imperfect in many respects. For instance, many shoes were spotted, or the rights and lefts differed slightly in the shade of leather, and other slight defections were noted. But the retailers, in their anxiety to get the shoes in the hands of waiting consumers, overlooked these things and took the shoes as they were. The coming season these dealers, and all dealers, in fact, are likely to be more particular. Without doubt manufacturers last season pushed the tan shoes through their factories in greater haste than usual, thus overlooking many of the defects. Unless the shoes come through right for spring, it is more than possible that manufacturers will get some of them back.

Flat bottoms and wide outside extensions will be the vogue in many of the newest styles in oxfords and boots. Kid will be much used for women's oxfords, because it doesn't soil and makes up neater than canvas or suede. Sailor ties promise to be extremely popular, and all leading lines show them. One and a quarter and one and three-eighths inch heels will be big sellers, while many good judges claim that lower heels will probably sell better than they have for some seasons. Patent colt, patent kid and patent calf will be the favored shiny leather—ranking in the order given—with glaze kid in its usual strong position, and dull calf trailing at the rear.

There is an increased demand for comfortable walking shoes. The new narrow toes and low heeled lasts are graceful and snappy. Patent leather figures a great deal in stylish fall shoes for boys and girls. The new leather for fall is called gun metal and is very durable. It is a fine soft calf of lightweight and polishes instead of requiring blacking. The Newport toe will be very popular next summer. This is a low toe made on an easy last.

Barefoot sandals for little children will be more popular next summer than this last season. They will be made with toe caps slashed for coolness. The single strap in front is passe. It was not comfortable by any means and hurt the feet. The shoe with quality is the shoe that sells.

Customers seem to have gone wild over tans last summer, and indications are that they will be even more popular next year. Shapely shoes are demanded by lady dressers and the new swing last is assured of a very successful future. The shoe that is modeled on the lines of the human foot is the shoe that is comfortable and popular with the best class trade. Shoes in the better grades are selling best. Evening slippers made of scarlet kid are considered quite the thing for fall.

Patent leather dress boots with scarlet heels and even scarlet tongues will be very popular for evening wear this fall. Tans are becoming more and more popular and will be worn late into the fall season.

Of Course

no one will know the true merits of the **Banigan Rubbers** until they have been worn. Many families in your immediate locality and elsewhere—people who demand and have the best of everything—are users of



Banigan Rubbers

Why not acquaint your customers with the fact that you carry them, too, by ordering at once? A postal will bring either our illustrated catalogue or a salesman, or you can mail us your order and we will execute the "Johnny on the Spot" act.

GEO. S. MILLER, Selling Agent

131-133 Market St., Chicago, Ill.

When You Stop to Consider



That we have been making Hard Pan Shoes since 1887, using during all these years leather in both uppers and soles that would wear well and last long under extra hard usage, it is not to be wondered at that they are among the most popular every day shoes worn in Michigan.

Long experience has taught the public that the second pair of our Hard Pans they bought would wear just as well as the first pair and that the two pairs would be liable to outwear four or five pairs of ordinary shoes.

Our Hard Pan is the original and genuine shoe of this name and always has our trademark on the sole.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Order Your Calendars Now

And have them ready to give to your customers the first of the year. We will cheerfully furnish you samples and prices on application.

Tradesman Company, Grand Rapids

MEN OF MARK.

Henry W. Carey, President Michigan Maple Co.

Fifty-four years ago in the city of New York a boy was born who has accomplished much in life. The reason for his success is not hard to discover—it has lain in his fondness for hard work and an inherent ability to do his work well. He has become a broad gauged man in every sense of the term and has dignified labor as have few of his fellows in his lines.

Many men have achieved success in a single line of endeavor, but not many are broad enough and big enough to extract success from numberless enterprises. The simplest way to gain success is to do some one thing in life but to do it surpassingly well. When a man shall do many things well he may be singled out as a character entitled to particular distinction.

The subject of this sketch is Henry Westonrae Carey, born on September 21, 1850. He secured his elementary education in the public schools and at the College of the City of New York. In his early life he was engaged on 'change in the metropolis and for several years was in the publishing business. He came of a literary line and literature has always appealed to him, his ability as a writer cropping out even in his business communications.

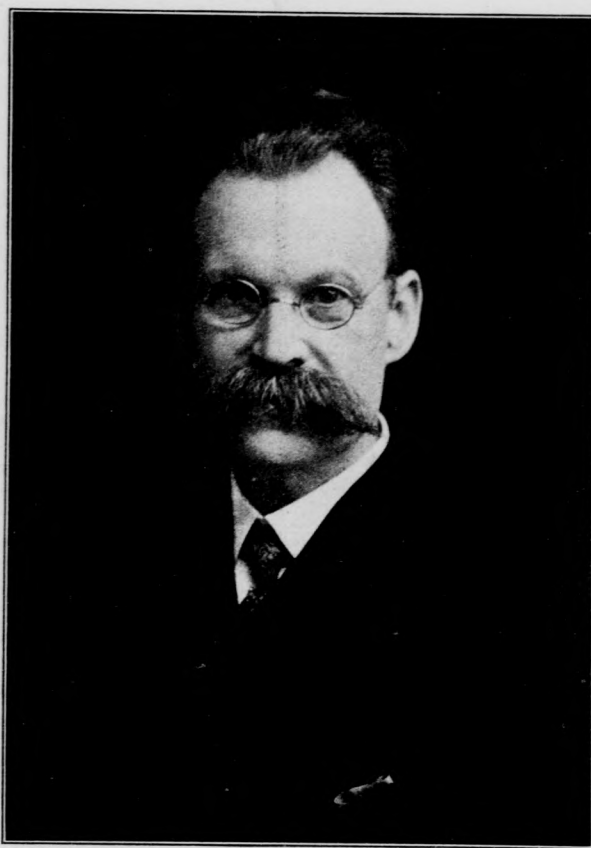
In 1881 he left the East for the Great West. His intention was literally to follow Horace Greeley's advice of "Go West, young man." By accident he stopped at Manistee, Mich., and came under the notice of R. G. Peters, of Manistee. Mr. Peters is a man who readily analyzes character, and the young man from the East with his polished manners, his business training and a fine education appealed to the sturdy lumberman. He said to himself, "Here is a young man I need in my business." Henry W. Carey entered the employ of Mr. Peters as private Secretary. It did not take Mr. Peters long to discover that the man was too big for the job and so a successor was installed and Henry W. Carey was pushed upward. He became a general utility man about the Peters saw mills and lumber institution. When there was a difficult piece of work to perform Carey was the man selected to do it. He "made good" and he kept making good. Apparently, the harder the job the better he liked it. When the R. G. Peters Salt & Lumber Company was organized he became Secretary and Treasurer of the company, which office he has retained ever since. It seems as though Henry W. Carey has always been up against hard jobs. Likewise, it is apparent that he has successfully mastered the difficulties of the projects he has encountered.

A few years ago the maple industry of Michigan was a good deal in the ruck. Apparently the wood was in overproduction. The largest buyers of it were the flooring makers. They dictated their own prices, grades and terms of payment. The R. G. Peters

Salt & Lumber Company was among the largest producers of this wood. The situation was not at all pleasing to Mr. Carey and after carefully thinking over the matter he concluded that a remedy could be devised and applied. Largely through his efforts the leading manufacturers of this wood were gotten together and the proposition of the future of the industry carefully analyzed. A sales company, known as the Michigan Maple Company, was organized, of which Mr. Carey was made President, which position he has retained. This company takes over the total output of maple lumber production of a large proportion of the leading manufacturers of the State and sells the product to the trade of the country. Mr. Carey knows to a nicety every day in the year just how much lumber is in first hands.

suit. The tannery people combined and insisted upon a price for bark that left no profit to the stumpage owners. Again Mr. Carey came to the fore with the proposition to hemlock stumpage owners, of which he was one, to organize the Hemlock Bark Company. This was done and of this corporation he is President, and the history of the Michigan Maple Company is being repeated in the bark company.

In addition to the acquisition of a thorough collegiate training Mr. Carey secured a soldier's discipline as a member of the Twenty-second regiment, National Guard State of New York, from which he retired with the rank of captain of the veteran corps of that regiment. His military training has helped him in business. Largely as a result thereof he employs system in everything that



Henry W. Carey

He knows the consuming requirements to exactness and keeps in touch with transportation features with equal minuteness. Largely through his efforts has been perfected a system for an improvement in maple lumber production. He is able to direct how the logs shall be sawed to the best possible advantage for meeting the requirements of the market. The Michigan Maple Company has been eminently successful. It has secured a handsome advance in the price of the product handled by it and has succeeded in securing and retaining the respect of the buying trade. It has created a stability and steadiness of maple prices that are a desideratum in the lumber trade. This has been only one of Mr. Carey's achievements. Last year the hemlock bark industry of Michigan degenerated into an unprofitable pur-

he does and by this means he is able to carry on the sundry enterprises in which he is engaged by so allotting his time that each receives the benefit of his education and training as a business man.

Mr. Carey's interest in educational matters found recognition as early as 1901, when he was elected a regent of the University of Michigan. In this position he has done splendid work for the University. While Mr. Carey is a thorough believer in "higher education," as it is known, he also is an equally firm believer in training youthful minds to thorough understanding of commercial pursuits; and it is largely through his efforts as regent that the students of the University of Michigan are taught both theory and practice of business methods. The collegians are trained in the importance of

transportation, successful business systems and in every detail of the finesse of commerce. During the past four busy years of Mr. Carey's life, which have been so crowded with material pursuits, he has given the time necessary to his University work and there has stood for the best development of the intellectual forces of a great part of the rising generation of the youth of the great commonwealth of Michigan.

Outside of the business institutions heretofore mentioned in which Mr. Carey is interested he is President of the Lakewood Lumber Company, of Grand Rapids; Treasurer of the Gillette Roller Bearing Company, Grand Rapids; Secretary of the Manistee & Luther Railroad Company; Secretary of the Batchelor Cypress Lumber Company, Panasoffkee, Fla.; Vice-President of the Peters Lumber & Shingle Company, Benton Harbor; President of the Wolverine Oil Company, Manistee, and a director of the News Publishing Company, Manistee.

Although always an enthusiastic worker for the Republican cause Mr. Carey for many years has held no public office, although it might have been his for the taking. While not in any sense an office-seeker he is and for years has been prominent in the councils of the party and is a recognized party leader. In 1888 he was made a member of the State Central Committee and for fourteen years has been a member of its Executive Committee. For years he was Chairman of the Manistee County Republican Committee and for a term he served as Secretary of the Congressional Committee of the ninth district of Michigan. At one time he was Vice-President of the National League of Republican Clubs. In 1893 Mr. Carey was proffered a colonelcy by Governor Rich and for four years he served the State as Paymaster General of the Michigan troops. For twenty years he has been a member of the Eastlake school board, on which he has done most effective service. In 1889 he became a Maccabee and his efforts for the betterment of that order soon won recognition and he has administered the office of Great Lieutenant Commander.

In 1879 Mr. Carey married Miss May M. Ransom, daughter of Jonathan Ransom, of New York, and their home has been blessed with three children—Mabel M., Archibald F. and Eleanor J. Carey. The son will soon graduate from the University of Michigan.

Concerning the winning of battles so much has been said that a blaze of glory which has remained undimmed for generations surrounds the names of successful generals. Shorn of the pageantry which goes with his military environment the successful general, however, does not differ materially from the soberly-clothed man of affairs who, although he may not win battles, yet is called upon every day and every hour of the day to carry the heights of successful endeavor against odds that would appear overwhelming to the

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

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

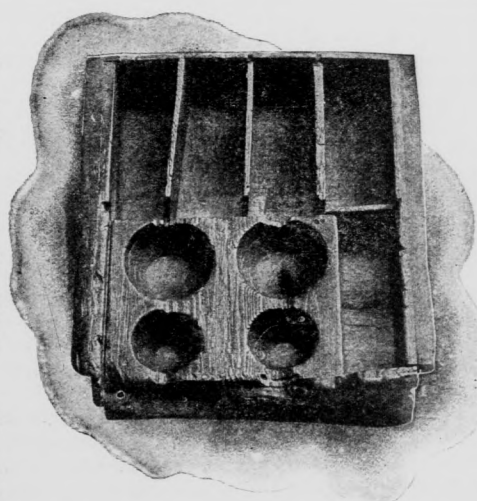
Through all change of systems from the time of its establishment when the proprietor only had access to this cash-drawer, when all the clerks used it, and during the period a cashier used it, the drawer was never changed.

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

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

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

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



TEAR OFF THIS COUPON AND MAIL TO US TODAY

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

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

Name _____

Address _____

This does not put me under any obligation to buy.

No. of Clerks _____

Michigan Tradesman.

average man. In the battle of business Mr. Carey has proved himself a successful general and as such he has attained the confidence and respect of all who come in commercial contact with him.

Personally Mr. Carey has a charming address, which is at once frank and sincere. He is a convincing talker and when he presents a carefully-thought-out business proposition it is pretty sure to be just and accurate. —American Lumberman.

Modern Tools and Skilled Mechanics.

Is the modern mechanic less able as a craftsman than the mechanic of old? Have modern equipment and method stunted his growth? Or is it mere excess regard for the glory of the good old times that makes one apt to magnify the labors of the pioneer? A professor has recently made some comments upon educational questions and finds fault with the acquirements of the average college product. One of his critics says that the American school boy has before him the best text books in the world, and study is made as enchanting as play, more attractive than any recreation of the old-time school boy. It is further asserted that there is a drawback to this; "just as the perfection of watchmakers' and machinists' tools has wrought a diminution of skill, so that the clever and resourceful mechanic of former days is becoming rare and more rare, so the very improvements of our text books have perhaps worked harm."

The clever and resourceful mechanic lives wherever a toolmaker or any other machinist is turning out special work at short notice with regular shop equipment. Many mechanics are but "handy" men with a majority of "unhandy" traits. They are developed in one direction only and crippled in all others. They may drill or bore with judgment and precision, but come to grief with further demands upon their reserve skill. Some of the machines they handle, and handle successfully, were beyond the facilities of the old-time machinist. These tools have supplemented his efforts; they have taken a good share of his training and embodied it in metal, and the product of the machines is held uniform to a degree unknown to the old-timer. The machinist trained to the expert working of metal to exact dimensions works naturally away from the position of a mere attendant upon a machine. His stock of experience looms large with the building of intricate mechanism, fixtures and tools of precision, and here his resource and skill are fertile in the application of means to ends. The greater facilities of the modern shop enlarge his opportunities and cut down the outlay of time. In fact, the main advantage of the latest tools is not that they remove the labor exactions, but they enable the workman to do more, and hence so much more should be accomplished.

It is true enough that the old mechanic was able to do a great deal. He made his steam pipes of lead, his connecting rods of wood, his main shafts of cast iron, and they made mechanical history. The lathe

was his mainstay, and it is yet the principal shop tool. It was at once boring machine, driller, miller, slotter, gear cutter and dividing engine. And there are shops that still work out the salvation of some unusual job by a revival of an old trick with the lathe. I have all the admiration in the world for the pioneer machinists, but I am not ready to admit that the chance for mechanical resourcefulness passed away with the later tools. They have given us a longer reach in the struggle, but we are expected to grasp and hold all that we can yet grip with handicraft. We have simply increased our means to do things, and men alive to the situation have a better chance. Skill is not a matter of tools only. The fountain pen will not spell better than a quill. Tool improvement certainly means very much to the expert and resourceful. It diminishes the drudgery of the work and leaves the astute craftsman greater freedom in the assertion of his superiority. And no one technically familiar with the very tools which are popularly supposed to prove the opposite will be ready to admit the inferiority of modern mechanics.

The passing of the chipping tools, the cold chisel and hammer, has come with the advent of pneumatic equipment and the key-seater. The ability to cut a long, straight groove in short order is of little account compared with the demands of other tasks. The latest machinery of the shops is designed for the drudgery of repetition, the cutting of the simpler shapes, with minimum demand for each piece of work, and therefore a greater product. The few tools of the early workman are now increased by an elaborate array of mechanical aids that, far from doing away with resourcefulness, increase the general scope and working power of designer and mechanic.—Iron Trade Review.

Poor But Polite.

"Want some money, do ye?" said the kind old lady. "Now, I wonder ef ye deserve it. What would you do with a penny ef I gev it to ye?"

"Lady," replied the polite beggar, "yer kindness would touch me so dat I'd buy a postal card wid de money an' write yer a note o' thanks."

Not Afraid.

Tommy Figgjam—Paw, can I have some more puddin'?

Figgjam—I'd be afraid to eat any more of that to-night, if I were you, my son.

Tommy—Well, some people's naturally more afraid o' gettin' their desserts than others is.

A flash in a pan might not accomplish much but still in some cases it has been the start of a large conflagration. And a flash in the advertising pan may not have amounted to much but there are instances where it was sufficient to illuminate the future with its possibilities to some struggling advertiser and lead him from his land of Canaan into an unexpected land of wealth.

Opposition cures apathy.

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.

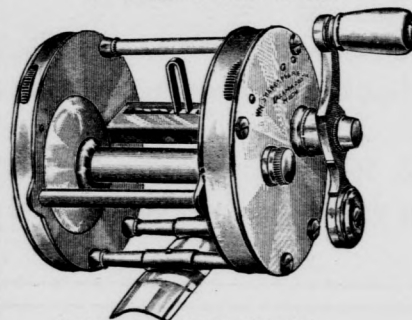


FOSTER STEVENS & CO.

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-Namel" at wholesale

Use Tradesman Coupons

BUILDING BY BRANDS.**Different Ways of Bringing the Same Profitable Results.**

Every one realizes that a good name is as much an asset as any other good property. Yes, and more, for with the backing of a good name, one dependable in every way, there is no limit to the direct benefit which may be built upon it.

Such is the principle of the manufacturer's advertising which endeavors to force its goods upon your counters by the erection of a demand proof against substitution. And in the majority of instances has it proved effective. When it has not, it was probably because the dealer was ignored, and all the effort concentrated upon the consumer to the entire exclusion of the dealer's interests. The value of any advertising which aims at the widest distribution must depend upon co-operative effort with the dealer who is to sell the goods. Not only must the demand be directed to him, but he must be induced to localize this demand by welding the manufacturer's advertising with his own.

This is brought about by the progressive manufacturer furnishing his dealers with store signs, electros for newspaper display, and other advertising ammunition, bearing the dealer's name, and focusing the general advertising of his brands upon the store that stocks his goods. Such mutual methods can not fail to produce—if the goods are worthy. And herein the alert dealer can learn

much to his own advantage if he will take notice and follow suit.

The manufacturer's successful example will prove of proper value in teaching how a name may be made the most of. No enterprising merchant need be told the value of his store signature over his advertising—he has taken due care that it be regarded as the stamp of truth and value. It is the mark of his store's reputation and is guarded as zealously as can be. And if this works well in the interest of the store as a whole, why can it not be reduced to help in the same measure with certain articles?

It can and it should. All unbranded articles, or such as attach no particular reputation to their name, should receive your own brand.

This brand of yours should be a pat miniature of your store signature and be placed, of course, only upon goods of certain value. You can advertise its significance from time to time, and your public will soon learn to recognize its worth and depend upon it accordingly.

It standardizes your goods and lifts them above the plane of the ordinary unmarked goods that everybody else sells. In short, it makes a tangible asset of your name and gives your trade a definite reason to trust your goods above any, just as it accepts the sterling mark as undisputed evidence of value.

This is no new argument to the biggest dealers of the great cities. They have reasoned it out along just these lines, adopted it, and found

that it paid in increased and confident trade. And just as profitably may it work out for any dealer who will remember that the value of his brand depends upon the goods it marks, and keep the one on a par with the other.—Store Life.

As He Understood It.

"Some men do not always understand what another means by the language he uses," said a local jobber the other day in talking of the difficulties that salesmen sometimes have to contend with. "Now there is one of our salesmen whom I overheard the other day boasting that a Northern buyer, who is celebrated wherever salesmen congregate as a hard man to do business with, had come into the store voluntarily and bought a large bill of goods. As soon as the other man had gone I asked our man if he really meant that the buyer had come in voluntarily.

"Sure he did," was the reply I got.

"How do you account for it?" I asked.

"Oh, well," said the salesman, "it's simple enough. The day he arrived in town I sent him a special delivery letter at his hotel, and followed it up in the afternoon with a call, at which I showed him a couple of samples. The next day I met him as he was going to lunch, and blew him off to the best meal he ever ate. That night I took him to the theater, and the next morning met him at his hotel before breakfast. Of course, I never let a chance slip to talk up our

goods, and this morning he just walked into the store and bought the biggest bill we ever got out of him."

"Well," said the jobber, "that was what the man called coming in voluntarily, and he meant it. Of course he did not have to hit him over the head with a club and drag him in. Every man is entitled to his own definitions."

To Make Steel by Electricity.

The Germans are trying to make steel by electricity. For several years the Aluminium Company, of Newhausen, has made a commercial success of the process devised by M. Heroult for the production of aluminium, and for some time past has been engaged in experiments in the direction of utilizing a method invented by the same Frenchman for the electrical production of high quality steel. The interest manifested in these trials has now induced the directors of the company to resolve upon a closer examination of the system by the building of works of moderate size specially for the purpose. Various offers for the purchase of the patents have been made. But before proceeding with the extended trials it is intended to await the receipt of further offers for the patent rights which the company holds for Switzerland, Germany and Belgium.

A long pull, a strong pull, a pull all together, will make the sales of the notion department as large as any other.

Cash Engineering

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

Lamson Consolidated Store Service Co.

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

CHILDREN.

The Sunshine of the Home and of the Universe.

Written for the Tradesman.

Children are the life, the joy of nearly every home, also the life and joy of all the nation. To them we look for the future's improvements. They are the wealth of the country, the power of the world. But for their presence in our midst we should be but a selfish, an unforgiving and crabbed people. But for them we should not look to the future state of civilization but live only for ourselves, and by thus doing we should lose all kindness, all loving qualities. Our pride and ambition lie in the love we possess for them.

We look to them to take up our labors and industries and carry them on to greater improvement. They possess new life and vitality and with them the whirl of our country is kept in motion.

The children of to-day are the literary men and women of the future, they are the source of future progress. Let us so rear them that they may be an honor to their Creator—rear them not only by teaching but by our setting for them the example in its most strict and elevated sense. The training of children can not be too carefully guarded.

They should be taught that to obey is divine. Children should not be governed by a strict law but through love and kindness.

It is seldom that children need other discipline than the hand of love. Criticise them, point out their faults,

but do it in a way that they may know that it is in love and for their betterment. Show them the tenderness of life, the good that follows loving, obedient children through life. Teach them that politeness is one of the essential qualities for children to possess to become the grace of the homes they enter. How people enjoy the society of well-behaved children!

Strive in all your undertakings to do your work well, and live a true and noble life so as to set a good example for them. Teach them to be honest and firm in what is right; that obedience is no indication of meanness but, on the contrary, a most delightful and honorable exhibition of character from them. Teach them to honor their parents who are their superiors; that they should be willing to render their superiors any service.

Parents should possess a deep love for their offspring, which renders it a pleasure to contribute to their welfare. They should give them every means in their power, the benefit of their own experience, for the eternal destiny of a child is placed in the hands of its parents. They are under obligations to instruct, or cause them to be instructed, in religious sentiments—those which they believe are right. Their duty to God and man is to instill in the minds of their children moral responsibility; to watch with vigilance the first appearance of vanity, envy, obstinacy, anger, revenge, cruelty, lying, malice, and the numerous other

vices, and by steadfast, unwearied assiduity strive to extirpate them before they have gained firmness by age or vigor by indulgence. There can be no greater unkindness than to allow children to grow up with such evil habits uncorrected. Then the influence that the companions and associates have on children should be watched by parents and controlled with independence, for they would be false to their trust if they, for the sake of gratifying the desires of their children, allowed them to form associates in any way injurious to them. They must also govern with impartiality, as doing otherwise will create jealousy and contention. The home should be made as pleasant as possible and in the parents' society should the children dwell. Parents violate their highest duty when they do not use their authority for the advantage of their children.

How sad to think of the little children drifting around the world who have never known a mother's love. They who have been reared without the tender solicitude of a mother have suffered one of the greatest of losses, although oftentimes they are unaware of it. Once an orphan child said to me that she envied every child its mother. Mothers, instead of leaving your precious darlings to the care of a nurse, take care of them yourself. I do not mean by this to make a slave of yourself, there is a limit to all things.

The same to fathers—entertain your young sons in your own home.

Do not allow them to seek amusement outside when they are yet too young to judge right and wrong. Practice what you preach. Strive to give them every opportunity to be of value to their country. Educate them so they may be capable of judging. Have them mingle with people of good and noble minds, for it is the children to whom we look for the reforms of the future.

Children are a pleasure to their parents if rightly reared. If rightly reared they are a comfort to every one. They are at once the sunshine of the home and of the universe. What a dreary world it would be were it not for their innocent, smiling faces!

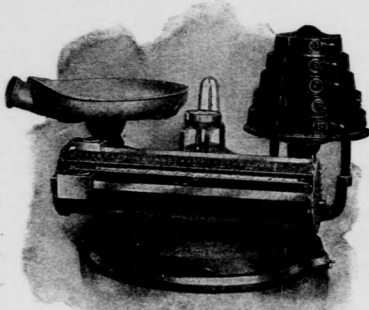
They are the stimulating power of their parents, giving them the noble desire to accumulate wealth in order to push progress with a higher civilization in view—in fact, do anything which would tend to make this place a better and a happier one for us to live in.

Our children are our pride. We live to promote their welfare and to share their joys and sorrows. In their rearing we show our character, our love for God. L.

The Passing of the Scrub.

Good-bye, Old Brindle, bony scrub,
The times demand a better breed;
You eat enough; but here's the rub,
You never pay for half your feed.
But pray remember as you go,
If this should break your bovine heart,
You broke my purse long, long ago.
So good-bye, Brindle, we must part.

A cheerful man is the best missionary in the field.



No. 76 Weightless. Even-Balance

40 per cent. Gain Over Last Year

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

MONEYWEIGHT SCALES

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

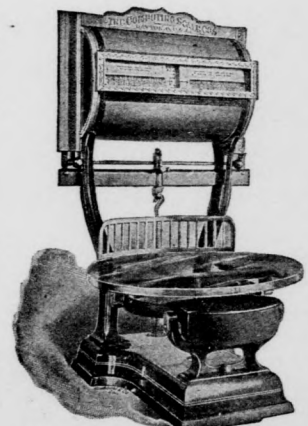
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

Save Your Legitimate Profits

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

Manufactured by
Computing Scale Co.
Dayton, Ohio

Moneyweight Scale Co.
47 State St., Chicago
Distributors



No. 63 Boston. Automatic Spring

Bright Colors in Silks Are Now the Craze.

Silk manufacturers and wholesalers have had no occasion to be disappointed regarding the sales of silks this season. In many cases buyers were not inclined to anticipate needs as much as formerly, but at the same time stocks throughout the country do not seem to be abnormally large, and an active sorting-up business has resulted. While the market is not over-crowded with novelties or striking innovations, it is certain that manufacturers are making an effort to produce goods with more individuality than heretofore. Half a dozen new weaves are now appearing on the market that will be extensively pushed for fall, 1904, and spring, 1905. The introduction of these novelties is certainly widening the field for silk consumption; silks are used for purposes for which woollens were formerly employed, and, after all, the former fabric is more desirable, because it lends a certain degree of elegance to the costume. Several lines of goods have been unloaded by manufacturers at prices that caused immediate interest and were somewhat below the intended selling price of manufacturers. Such a condition, however, is always to be expected; but aside from this, it is reasonable to say that the silk market is in a very satisfactory condition. Manufacturers have at least attempted to gauge their output by actual sales, and instead of making an unlimited supply of silk merchandise, looms for the most part have turned out only goods that will readily pass into consumption through the ordinary channels. The condition of the market for black taffeta is a case in point. The demand for black taffetas with the cutters-up and in the retail end has proved something of a revelation to the trade. At this time the black taffeta primary market is well supplied with goods, but great quantities are not piled up ahead of actual needs. The dearth of certain numbers has, for the most part, been overcome, and it is not generally difficult to secure goods to fill any reasonable orders.

The merchant who neglects his silk stock either this season or next will be making a serious mistake, because interest is growing in both silks and velvets. City stores are doing a fine business at the retail silk counters. The fall season opened in a most satisfactory manner, which is encouraging to both the retail and wholesale stores. The retail district appears in exceptionally bright colors, due to the high shades which prevail this season. Not for some time have the fall shades been so bright as they are this season. One of the shades that contributes to the holiday attire of the decorations is burnt orange. Attention was previously called to its introduction and it was predicted that the demand would probably be so pronounced as to create a scarcity. That scarcity is now being realized. The millinery trade in particular is finding it impossible to supply wants in the desirable materials in burnt

orange. A material that ordinarily sells at 75 cents a yard has become so scarce that the price has just doubled and it sells at \$1.50 when it can be procured. With burnt orange must be mentioned terra cotta, which is also in strong demand for millinery and dress trimmings. These are shades that may be expected to reign strong for the next sixty days at least, and then—look out. When the craze subsides some one is going to have burnt orange on his hands. But that should not prevent selling these ultra colors while they are in demand.

The season is now far enough advanced to insure a heavy sale in pile materials. Both velvets and velveteens are selling remarkably well. The season promises to be one of the best ever experienced in velvets. A demand is being received for both velvets and velveteens for dresses and dress and millinery trimmings. In both lines the demand is large. The entire range of velvets is receiving attention. Broadtails are conspicuously successful this season. The demand has developed into important dimensions. The jobbing houses are endeavoring to supply the demand by receiving their deliveries by express. One order of broadtails by express included 350 pieces. The sale this season will run into the thousands of pieces. A fine business has already been received, with the period of reorders not yet begun. Metallics are also selling well again this season. Plain can not be ignored, and even corduroys are receiving a share of the interest in pile fabrics. The millinery trade chooses pions, and in certain shades they have exhausted the stocks. Browns are the distinct favorite of fashion, the color running through all materials. Millinery houses are using up a large quantity of brown materials for trimmings.

Health Value of Laughter.

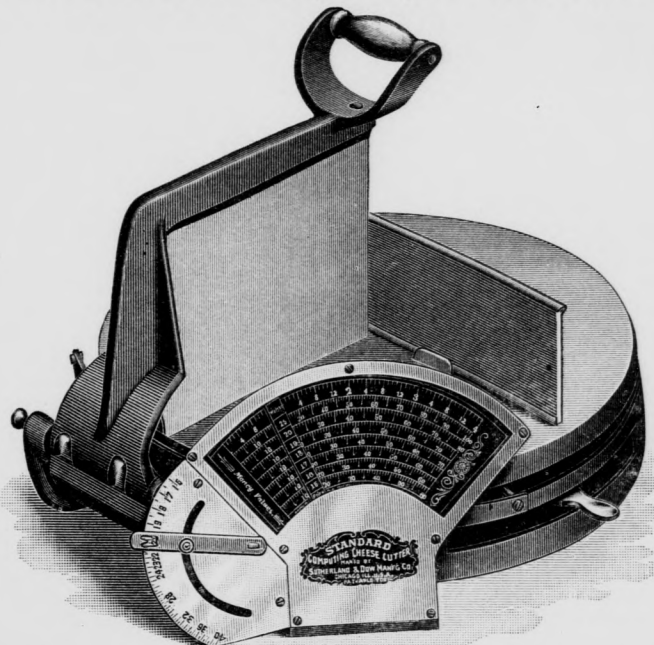
It is good to laugh. There is probably not the remotest corner or little inlet of the minute blood vessels of the body that does not feel some wavelet from the great convulsion produced by hearty laughter shaking the central man. The blood moves rapidly—probably its chemical, electric or vital condition is distinctly modified, it conveys a different impression to all the organs of the body as it visits them on that particular mystic journey when the man is laughing from what it does at other times. The time may come when physicians shall prescribe to a torpid patient so many peals of laughter to be undergone at such and such a time.

Some concerns give the customer the sensation of a visit to a cold storage establishment. It is a wonder they do any business whatever. Even at an ice factory the salesman should not suggest the refrigerator.

Who wouldn't swap a palace, pearls and luxury for poverty, potatoes and love?

Who ever heard of a man being sorry for what he didn't tell?

Yes--This is the One The Standard Computing Cheese Cutter



The "Merchants' Review," New York, September 30th, says:

"A recent 'demonstration' of the working of the STANDARD COMPUTING CHEESE CUTTER in this city was very convincing. The bystanders were tremendously impressed by the precision and simplicity of the cutter. The machine in operation is almost uncanny in its seeming intelligence. It weighs and figures the cost of the cheese. All it needs to do is to make change and say, 'Thank you,' and then it will be able to keep store."

Write for catalogue, testimonials, etc. Salesmen wanted.

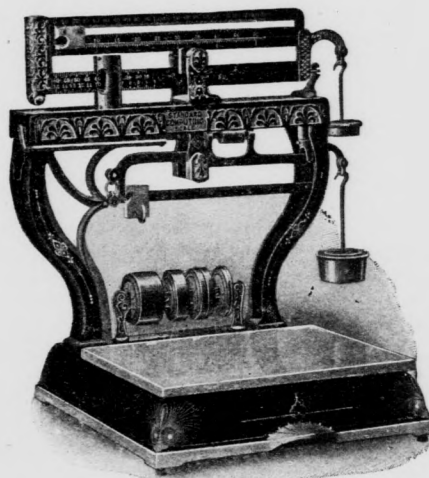
SUTHERLAND & DOW MANUFACTURING CO.
84 Lake St., Chicago, Illinois

A Confidence Game Worked

on a leading grocer who was induced to pay more than

\$39.00 for a Computing Scale

when this



can be bought at that price.

Every Improvement. Not Sold by the Trust. Write for Particulars.
Every wholesale grocer sells them.

Standard Computing Scale Co., Ltd.

Manufacturers
Detroit, Mich.



Weekly Market Review of the Principal Staples.

Ribbed Underwear—Interest has been manifested by merchants during the past few weeks for ribbed underwear. In certain fleeces the regular demand is looked for, but in ribs ranging from \$4.50 to \$9 more attention is expected. There is a steady and gradual increase in the popularity of ribbed goods. Dealers are expressing a willingness to push them for the reason that they yield a better margin of profit, and also for the reason that much of the trade finds that ribs wear better than do many qualities of fleeces.

Mercerized Goods—Complaints regarding the unsatisfactory wearing qualities of a certain mercerized underwear have been heard in the market. Investigation shows that in all such cases the complaint has been made against some of the very low numbers. This reflects in no way upon the medium and better qualities, because it proved by actual test that the genuine mercerizing process really improves the longevity of the yarn. The sale of mercerized goods has doubtless been injured by cheap imitation yarns that have a bright finish, but in reality are not mercerized. Extremely cheap mercerized goods, so-called, are not a success. Several manufacturers who have given mercerized yarns scientific consideration are in a position to guarantee their goods, and there need be no fear that merchandise in this class will not give satisfaction.

Mesh Goods—In the sales of cotton underwear for next spring, a notable increase in the demand for men's mesh goods is noted. Goods of this sort have gained recognition in all sections of the country. The first lines produced were practically non-elastic and so shapeless that even a reasonable fit was impossible. For the next season there has been placed on the market a new line of popular-priced mesh goods that has already sold remarkably well. This line bears the name of "Porous Knit Elastic Underwear." It is well-defined mesh, and yet the fabric has body enough so that fitting qualities are not impossible. This line will retail profitably at 50 cents, and comes in all the desirable tints, ecru and white.

Combination Suits—Linen, silk, mercerized, lisle and combination fabrics in union suits are winning additional popularity. A decided stand is being taken by responsible importers in favor of bracelet strippings in both underwear and hosiery. Shepherd plaids in neat alignments, Richelieu ribs, and accordin plait are meeting with favor. Delicate embroidery on silk plated half-hose is regarded by the fine trade as the most artistic. Separate instep figurings, extracted patterns and lozenge treatments, as well as two-tone clockings, are well rated.

Hose—For winter wear, heavy cashmere and wool hunting hose will be as good as heretofore. The all-year vogue of the low cut shoe among men and college boys insures to wool and cashmere hose their old place. Long golf stockings, too, are still a factor in the demand, though the orders are restricted to shops of the best class. As long as men favor cold weather sports, including skating, golfing and wheeling, so long will they call for golf stockings. Magenta grounds with white embroidered treatment are quite effective. Other modish half-hose grounds include Dresden blue, myrtle green and navy blue, which are offered in an extensive variety of clocking effects. Knee-length union suits are shown with coat-shirts, the buttons extending to the waist-line. A well-known Broadway retail shop disposed of 14,000 pairs of the current season's half-hose during a two day special sale. Crowds were attracted by the unusual offer made. Among excellent popular-priced sellers in half hose are solid color fancy Maco numbers, two thread throughout, elastic and durable. Medium weights are shown in tan, navy, cadet blue, slate and black. Included in values to retail at 50 cents are gauze weights in all-over four thread black and colored lises, re-enforced heel and toe, soft finish. An extensive range of color effects is presented to the buyer.

Black Silks—The movement of black silks is of average amount. Some silk houses report more than an average demand; 35-inch blacks are especially good. Black taffetas and peau de soie in the better grades are having a sale that is appreciated by the managers. These descriptions are being used for jackets as well as costumes. Shepherd checks are received by the trade now as staples, but some of the neatest silks are the new black and white effects. In some of these black predominates, while in others the ground is white or cream, with a small black design sparingly shown. A strong demand is being experienced for material suitable for shirtwaist suits. This demand is not confined to either plain, solid colors of the soft, messaline finish or to fancy silks, but not a few requests are received for blacks also for this purpose. A new garment which is popular in one store on Broadway is a cross between the tailor-made and the shirtwaist suit. It is a semi-dress gown, suitable for street wear also. The difficulty is to secure this style of garment among manufacturers of ready-made goods. This particular store is having the costume made specially.

Colored Silks—While the syndicate color card made a few rather striking disclosures to the silk trade, the demand so far has been confined largely to staples that have made themselves conspicuous during the summer season. For instance, the whole list of browns is again favored. Blues favoring the regulation navy are particularly good. The green list is showing considerable expansion. Both the olive and hunter's shades, modified to suit the new card, may be easily trac-

A \$2 Corset Retailing at One Dollar



The sooner you get away from the idea that **Price Represents Value** the more money you will make and the greater satisfaction you will give your trade.

PURITAN CORSET CO.
KALAMAZOO, MICH.

Have You a Good Line of Soft Hats?



If not, then look over our line. We have several styles in blacks at \$4.50, \$9.00, \$12.00 and \$18.00 per dozen, also seal, side nutria, pearl and navy at \$4.50 per dozen. We show the cowboy hats in two grades, \$4.50 and \$6.00, and in two colors, greys and browns. We also have a fine line of winter caps for men's and boys' wear. Prices range from \$2.25 to \$13.50 per dozen. Give us a trial order.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

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

ed in color assortments now selling. The sage and reseda shades are still popular, although there is nothing strikingly new about any of these effects placed on the market for this fall's use. The real innovations at this time are two or three bright greens and the revival of the mahogany and terra-cotta shades. Blacks are selling well from the best stocks of retail stores. Brilliant taffetas for whole garments are accepted without objection by the best trade. Black messaline radium for tailor-made costumes is one of the weaves recently developed. Eighteen to 25 yards are required for a costume with the tuckings which obtain. Lengths of the gowns are considerable, requiring a yardage that is important. A new color in silks is olive. Greens promise to be an important feature. Bordeaux is a dark wine shade with a tint of yellow. Mahogany is the shade among the elite. Then there are also the copper and leather shades. Greens, brown and navy in all shades seem to be receiving attention. The leather color is a shade of brown and all browns are particularly conspicuous. It is on the order of champagne only deeper. Chameleon and changeable silks are prominent. Manufacturers who have brought out soft-finish Ottoman and fine silks have found little difficulty in interesting the trade. Chiffon faille or a mousseline faille is a silk of varying weight showing a lateral cord, but finished so softly that it has none of the unyielding stiffness of the old-time faille silks.

Parisian Designs—While it appeared two months ago that the small-figured silk of several varieties was becoming immensely popular with all classes of trade, it is certain that small, unobtrusive fabrics have worn out their welcome. Certain weaves in small plaids on corded grounds are being offered in the market at a figure that makes a retail price between 60 and 70 cents profitable. Goods of this kind made by reliable manufacturers have wearing qualities and may be employed for a multitude of purposes. One of the innovations is the introduction of small, high-colored Persian combinations on dark grounds. In this case the term "Persian" applies more to the color-blending than to the figure. A few small conventional Persian designs appear, but in most cases the color combination alone discloses the Persian tendency. These cloths are desirable to retail from \$1 to \$1.25, are employed for the one-material costume, and will be used more or less for shirtwaists.

Clothes Are the Unmistakable Signification of Character.

Written for the Tradesman.

If it be a truth that "The tailor makes the man," how much more is it an axiom that a woman's clothes make all the difference in the world in her appearance. Indeed, I am often given to wondering whether the woman is her clothes or her togs the woman. After some deliberation I have come to the conclusion that both propositions are beyond dispute.

The woman's individuality is ex-

pressed—if her fancy be given free rein in the selection of her personal belongings—in the garments in which she encases herself and in the accessories with which she enlivens her costume. Her clothes are the reflection of her inner self, a part of the essence of her being.

When you see a woman gotten together at sixes and sevens—hair all wisps and tumbling down around her ears, collar showing neckband, four-in-hand carelessly adjusted, both cuffs buttoned the same way instead of in opposite directions, middle of shirt waist falling short two or three inches of "jibing" with placket, belt so slipshodly arranged that skirt-band is visible, skirt long in some places and short in others, Oxfords run down at the heel, with the strings or ribbons thereof coming untied or already so and dragging on the ground, gloves displaying rips or worse, hat set on the head at "any old angle" and horribly unbecoming into the bargain—I say, when you see a woman exhibiting all this unloveliness of attire, you may make up your mind that those unsightly clothes are the woman herself. They show her mind, her character, just as plainly as if they were an open book.

If such an one as this be an office girl or a clerk, you will find her negligent about being on time, heedless as to mistakes, disorderly as to desk or counter, uncleanly as to person, inattentive to and forgetful of instructions, inconsiderate of the feelings of co-laborers, inaccurate as to details, incautious in speech, listless where there is need of haste, heedless of consequences. In other words, she is, more likely than not, one of the mentally incompetent, a shiftless ne'er-do-weel.

On the other hand, such an employe is, probably, one of the salt of the earth as to natural jollity of disposition, and on this account the man for whom she works is generally inclined to forgive her a whole lot of remissness.

To be sure, in this hurly-burly, hula-baloo world in which we had the good fortune to be born, there is scant enough time for the average clerk in which to rattle into clothes for the day, but certainly there is the chance for most to go to bed with the barnyard fowls and rise betimes in the morning and so gain an hour on the cheery end of the day; and in an extra hour what wonders may be accomplished in the way of presentability for the diurnal office or store duties.

Jennie Alcott.

Make Your Own Gas

From Gasoline

one quart lasts 18 hours giving 100 candle power light in our BRILLIANT Gas Lamps

Anyone can use them. Are better than kerosene, electricity or gas and can be run for less than half the expense. 15 cents a month is the average cost. Write for our M. T. Catalogue. Every lamp guaranteed.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.

100 Candle Power



Fine Linens

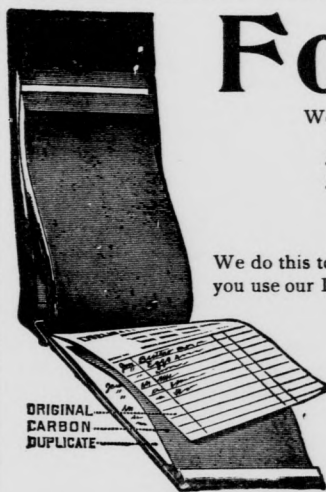
Nothing is more attractive than a nice line of Table Linens and Napkins and the better your assortment the better your sales will be. We have a good line of bleached and half bleached linens at from 42½c to \$1.50 per yard, napkins to match. Unions from 27½c to 38c per yard. Cotton Damasks at 21c and 22½c per yard. Red Cotton Damasks from 20c to 37½c per yard. Napkins from 85c to \$3 50 per dozen.

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Wholesale Dry Goods

GRAND RAPIDS, MICH.

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



For \$4.00

We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

A. H. Morrill & Co.,

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Gentlemen:

Our case assortments of
CHOCOLATES never fail to
please. Ask for price list.

Straub Bros. & Amiotte,

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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.

OPEN vs. CLOSED SHOP.

Summarized Statement of Conclusions of Courts of Last Resort on This Important Question.

In a strong and well-written article in the November McClure's Mr. Ray Stannard Baker, the well-known writer, has assumed to state the attitude of Mr. Roosevelt and Judge Parker toward trade unionism. Mr. Roosevelt's position is found from his various public utterances, his position in the Miller case and in the anthracite coal matter. For Judge Parker's sentiments Mr. Baker relies solely upon opinions delivered from the Bench of the Court of Appeals of New York, of which court Judge Parker was until recently Chief Justice. Mr. Roosevelt's attitude toward trade unionism is rightly found by Mr. Parker to be all that is fair and in accordance with American principles and ideals. Judge Parker and the Court of Appeals of New York are found to favor the "closed shop," which means a shop in which union men alone are employed to the exclusion of non-union men, and to believe in principles, the application of which tends to a monopoly of the labor market in favor of the union.

It must be assumed that Mr. Baker intends in his article to be entirely fair. His sincerity and his ability in his chosen field are alike above question, but his article, coming at the present time, must be attended with special and far-reaching importance. It is a campaign document, written, to be sure, by one presumably a non-partisan and scientific seeker for the truth, but in effect a powerful campaign document none the less. If, then, Mr. Baker, by failing to state all the facts or by unwarranted deductions from the facts stated, has committed himself to conclusions that are not correct, no one would desire to be set right more than he.

Mr. Baker is an expert in labor matters. In this field his judgment and his views have come to be regarded as authority—but he is not a lawyer. He is not familiar with the history of decisions upon labor matters. Neither does he recognize the principle that the decision of a judge upon an Appellate Bench limited to the narrow range of the facts "found" by the trial court, and governed by judicial decisions as he finds them, may be widely different from the views of a man in private life, or a man occupying an executive position. Mr. Baker undoubtedly did not know that the views enunciated by Chief Justice Parker have been expressed even more forcibly by former Chief Justice Holmes of the Supreme Court of Massachusetts, who, by the way, was said at the time to have been appointed to the Supreme Bench of the United States by President Roosevelt because of his special knowledge and liberal views of the law relating to labor matters; that they were laid down and expressed in similar terms by Chief Justice Shaw, of Massachusetts, one of the greatest jurists in American history; that they have been recently announced by the Court of Chancery of New Jersey, admittedly one of the ablest courts of the Union in Chancery Jurisprudence, and that they have been applied in other late cases by the American courts. Mr. Baker, in his article, has done Judge Parker an injustice as a presidential candidate. More than this, he has given a wrong impression of the law and of the attitude of the Court of Appeals of New York upon the closed shop and kindred questions. Most of all he has given impetus to a pernicious tendency on the part of trade unions and employers' associations to drag labor questions into politics.

Executive and Judicial Action.

That the executive and judicial functions are radically different requires no argument to make clear. The conduct of an executive is based upon totally different considerations from those which govern the judge. The man who can not forget his private views and rise to the dignity of the larger principles involved in his conduct as an executive or a jurist is not worthy of the position he occupies. So true is it, and so generally recognized, that private prejudices and views should have no place in official action that men striving for honest and fair official conduct, and fearing that their private views may bias them, oftentimes, out of this very fear, act to the very contrary of their private sentiments. It follows that official action, in an honest and high minded man at least, is no index to private opinions.

Nor are the same questions presented to a judge as to an executive upon the same state of facts. Take the Miller case, for example. Miller was out of favor with the union. The union demanded his discharge from the Government and secured it. Mr. Roosevelt reinstated Miller in his position on the ground that the Government of the United States could not discriminate between union and non-union men in its employ. No man, President of the United States, and familiar with the constitution, could have done otherwise. That the Government can not discriminate between different classes is one of the fundamental doctrines of our courts. Had the Government entered into an agreement with the printers' union to the effect that none but members of the union would be employed, no court in the country would hesitate to declare such an agreement absolutely void. It does not follow, however, that the action of the union in demanding Miller's discharge was illegal. Judge Parker would, undoubtedly, say it was not, were such a question presented to him as a judge. So also would say every court in the Union. It follows, then, that the action of a union may be within its strict legal rights and still be so manifestly unfair as to arouse popular disapproval. It fell to Mr. Roosevelt as an executive to resist the unfair demands of the printers' union and express the popular disapproval. Had the Miller case come before him as the McQueed case came, which is similar, it would have fallen upon Judge Parker to yield

to the letter of the law and to hold that the act of the union was legal. Shall Mr. Roosevelt, then, have praise and Judge Parker odium when each has but performed the functions of his office with high purpose and integrity? Mr. Baker's comparison from the very standards he has used is fundamentally unfair. Roosevelt as a judge might well have decided as did Parker. Parker as an executive would undoubtedly have done as did Roosevelt.

"Story of McQueed" Not Before the Court.

Mr. Baker's article is the "Story of McQueed," an honest Scotchman whose personality by the skill of the writer is made pleasing to the reader. We like McQueed; we sympathize with his misfortunes; and we resent instinctively any conduct on the part of the "villain" which oppresses the hero of this narrative. Herein lies another unfair feature of Mr. Baker's article. The "villain" is none other than Judge Parker, who (in the story) ruthlessly denies our friend McQueed almost the right to exist.

But the Court of Appeals of New York knew nothing about the "Story of McQueed." To them McQueed was the head of the National Protective Association, a union organized for the express purpose of competing with an older union of steam fitters. These two unions were engaged in a war for the control of the labor market in their particular trade. The older union was the stronger and secured the assistance of the Board of Delegates representing the other allied trades. With this assistance they practically crushed McQueed and his union. This they did by the simple method of refusing to work for any person who employed McQueed or any member of his union. This action on the part of the defendant union Judge Parker held to be within its legal rights. His decision is based upon the statement of facts sent up from the lower court and not upon the evidence of the parties. That statement of facts is set forth by Judge Parker himself as follows (See Natl. Prot. Ass'n. vs. Cummings, 170 N. Y. 327):

While I shall consider every fact found by the learned trial judge, I shall consider the findings in a different order, because it seems to me the more logical order. He finds that the defendants Cumming and Nugent, while acting in their capacity of walking delegates for their respective associations and members of the Board of Delegates, caused the plaintiff McQueed and other members of the plaintiff association to be discharged by their employers from various pieces of work upon buildings in the course of erection, by threatening the employers that if they did not discharge the members of the plaintiff association and employ the members of the Enterprise and Progress associations in their stead, the said walking delegates would cause a general strike of all men of other trades employed on said buildings and that the defendant Cumming, as such walking delegate, did cause strikes in order to prevent the members of the plaintiff association from continuing with the work they were doing at the time the strike was ordered, and that said employers by reason of said threats and the acts of the defendants Cumming and Nugent discharged the members of the plaintiff association and employed the members of the Enterprise and Progress associations in their stead.

A comparison of the above facts with those found in Mr. Baker's article will show that the Court of Appeals had an altogether different case presented to it than have Mr. Baker's sympathetic readers. This cold statement of facts by the court is not Mr. Baker's story of the persecuted McQueed. In the statement are found no malice, no personal violence, no manner of unlawful intimidation, force or coercion.

Judge Parker's Views.

What was Judge Parker's opinion on the facts found by the trial court, as above stated? Let him speak for himself. In his opinion he first outlines the principles of law which he considers apply to the case. The following is quoted from his language:

The order of the Appellate Division should be affirmed, on the ground that the facts found do not support the judgment of the Special Term. In the discussion of that proposition I shall assume that certain principles of law laid down in the opinion of Judge Vann are correct, namely:

It is not the duty of one man to work for another unless he has agreed to, and if he has so agreed but for no fixed period, either may end the contract whenever he chooses. The one may work, or refuse to work, at will, and the other may hire or discharge at will. The terms of employment are subject to mutual agreement, without let or hindrance from any one. If the terms do not suit, or the employer does not please, the right to quit is absolute, and no one may demand a reason therefor. Whatever one may do alone he may do in combination with others, provided they have no unlawful object in view. Mere members do not ordinarily affect the equality of the act. Workmen have the right to organize for the purpose of securing higher wages, shorter hours of labor, or improving their relations with their employers. They have the right to strike; that is, to cease working in a body by pre-arrangement until a grievance is redressed, provided the object is not to gratify malice or inflict injury upon others, but to secure better terms of employment for themselves. A peaceable and orderly strike, not to harm others, but to improve their own condition, is not in violation of the law.

And whenever the courts can see that a refusal of members of an organization to work with non-members may be in the interest of the several members, it will not assume, in the absence of a finding to the contrary, that the object of such refusal was solely to gratify malice and to inflict injury upon such non-members.

After stating the facts found by the trial court Judge Parker says:

Now, there is not a fact stated in that finding which is not lawful within the rules which I have quoted *supra*. Those principles conceded the right of an association to strike in order to benefit its members; and one method of benefiting them is to secure them employment, a method conceded to be within the right of an organization to employ. There is no pretense that the defendant associations or their walking delegates had any other motive than one which the law justifies of attempting to benefit their members by securing them employment. Nowhere throughout that finding will be found even a hint that a strike was ordered or a notification given of the intention to order a strike for the purpose of accomplishing any other results than that of securing the discharge of the members of the plaintiff association and the substitution of members of the defendant association in their place. Such a purpose is not illegal within the rules laid down in the opinion of Judge Vann, nor within the authorities cited therein; on the contrary, such a motive is conceded to be a legal one. It is only where the sole purpose is to do injury to another, or the act is prompted by malice, that it is insisted that the act becomes illegal. No such motive is alleged in that finding. It is not hinted at. On the contrary, the motive which always underlies competition is asserted to have been the animating one. It is beyond the right and the power of this court to import into that finding, in contradiction of another finding or otherwise, the further finding that the motive which prompted the conduct of defendants was an unlawful one, prompted by malice and a desire to do injury to plaintiffs, without benefiting the members of the defendant associations.

Having finished the discussion of the facts, I reiterate that, within the rules of law I have quoted, it must appear, in order to make out a cause of action against these defendants, that in what they did they were actuated by improper motives, by a malicious desire to injure the plaintiffs. There is no such finding of fact, and there is no right in this court to infer it, if it would, and from the other facts found it is plain that it should not, if it could.

The above excerpts from Judge Parker's opinion show clearly the scope

of his decision, so far as it related to the right of members of a union to refuse to work with non-members. It is found to be based upon individual freedom of contract and the individual right of a workman to sell his labor as he chooses. Men do not lose such fundamental natural rights because they become members of a union, and because in certain cases their exercise of those rights is unfair and oppressive. A land owner may so use his own property as to lessen the values of all adjacent property, and yet be within his rights. Or to use the apt illustration of Judge Parker himself in his opinion:

A man has a right under the law to start a store and to sell at such reduced prices that he is able in a short time to drive the other storekeepers in his vicinity out of business, when having possession of the trade, he finds himself soon able to recover the loss sustained while ruining the others. Such has been the law for centuries. The reason, of course, is that the doctrine has generally been accepted that free competition is worth more to society than it costs, and that, on this ground, the infliction of damage is privileged. (*Commonwealth vs. Hunt*, 4 Metcalf, 111, 135)

Nor could this storekeeper be prevented from carrying out his scheme because, instead of hiding his purpose, he openly declared to those storekeepers that he intended to drive them out of business in order that he might later profit thereby. Nor would it avail such storekeepers, in the event of their bringing an action to restrain him from accomplishing their ruin by underselling them, to persuade the trial court to characterize the notification as a "threat," for on review the answer would be: A man may threaten to do that which the law says he may do, provided that, within the rules laid down in those cases, his motive is to help himself.

A labor organization is endowed with precisely the same legal right as is an individual to threaten to do that which it may lawfully do.

Similar Views of Other Courts.

The principles applied by Judge Parker in this case are those announced by the ablest American courts in similar cases. The case of *Commonwealth vs. Hunt*, 4 Metcalf 111, decided by Mr. Chief Justice Shaw, of Massachusetts, in 1842 and cited by Judge Parker, is the leading American case. Defendants were members of a journeymen plumbers' union. The union had a by-law or agreement by which its members were "not to work for any persons who should employ any journeymen or other persons not a member of such society after notice given him to discharge such workmen." The union notified the employer of one Horn, a non-member of their society, that they would strike unless Horn was discharged. Horn was accordingly discharged and the members of the union giving the notice were indicted for conspiracy. The facts then are identical with those in the McQueed case. The language of Chief Justice Shaw will in substance and principle be found identical with that of Judge Parker. The following extracts are taken from his opinion:

The manifest intent of the association is to induce all those engaged in the same occupation to become members of it. Such a purpose is not unlawful. It would give them a power which might be exerted for useful and honorable purposes, or for dangerous and pernicious ones. If the latter were the real and actual object, and susceptible of proof, it should have been specially charged. Such an association might be used to afford each other assistance in times of poverty, sickness and distress; or to raise their intellectual, moral and social condition; or to make improvement in their art; or for other proper purposes. Or the association might be designed for purposes of oppression and injustice. But in order to charge all those who become members of an association with the guilt of a criminal conspiracy it must be averred and proved that the actual, if not the avowed object of the association was criminal.

Nor can we perceive that the objects of this association, whatever they may have been, were to be attained by criminal means. The means which they proposed to employ, as averred in this court, and which, as we are now to presume, were established by the proof, were, that they would not work for a person who, after due notice, should employ a journeyman not a member of their society. Supposing the object of the association to be laudable and lawful, or at least not unlawful, are these means criminal? The case supposes that these persons are not bound by contract, but free to work for whom they please, or not to work, if they so prefer. In this state of things we can not perceive that it is criminal for men to agree together to exercise their own acknowledged rights in such a manner as best to subserve their own interests.

Suppose a baker in a small village had the exclusive custom of his neighborhood and was making large profits by the sale of his bread. Supposing a number of those neighbors, believing the price of his bread was too high, should propose to him to reduce his price, or if he did not that they would introduce another baker; and on his refusal such other baker should under their encouragement set up a rival establishment and sell his bread at lower prices; the effect would be to diminish the profit of the former baker, and to the same extent to impoverish him. And it might be said and proved that the purpose of the associates was to diminish his profits, and thus impoverish him, although the ultimate and laudable object of the combination was to reduce the cost of bread to themselves and their neighbors. The same thing may be said of all competition in every branch of trade and industry, and yet it is through that competition that the best interests of trade and industry are protected.

We think, therefore, that associations may be entered into the object of which is to adopt measures that may have a tendency to impoverish another, that is, to diminish his gains and profits, and yet so far from being criminal or unlawful, the object may be highly meritorious and public spirited. The legality of such an association will therefore depend upon the means to be used for its accomplishment. If it is to be carried into effect by fair or honorable and lawful means it is, to say the least, innocent; if by falsehood or force it may be stamped with the character of conspiracy. It follows as a necessary consequence that if criminal and indictable it is by reason of the criminal means intended to be employed for its accomplishment; and as a further legal consequence, that as the criminality will depend on the means, those means must be stated in the indictment.

By applying the above principles Chief Justice Shaw reached the conclusion that the action of the defendants in securing Horn's discharge by threatening his employer with a strike was not unlawful and the case was dismissed.

In the case of a *Jersey City Printing Co. vs. James Cassidy*, 63 N. J. Ep. 759, decided in 1902, the Court of Chancery of New Jersey deals with these questions.

In this case the union demanded the discharge of non-union men and their demand was refused. They thereupon struck. Injunction was sought to restrain them from picketing, etc., during the strike. As to the general principles governing their right to strike, Vice-Chancellor Stevenson, who delivered the opinion, said:

From an examination of the cases and a very careful consideration of the subject I am unable to discover any right in the courts, as the law now stands, to interfere with this absolute freedom on the part of the employer to employ whom he will, and to cease to employ whom he will; and the corresponding freedom on the part of the workman, for any reason or no reason, to say that he will no longer be employed; and the further right of the workmen, of their own free will, to combine and meet as one party, as a unit, the employer, who, on the other side of the transaction, appears as a unit before them. Any discussion of the motives, purposes or intentions of the employer in exercising his absolute right to employ or not to employ as he sees fit, or of the free combination of employees in exercising the corresponding absolute right to be employed or not as they see fit, seems to me in the air.

Thus, there is a wide field in which employees may combine and exercise the

arbitrary right of "dictating" to their common employer "how he shall conduct his business." The exact correlative of this right of the employee exists in an equal degree in the employer.

Union workmen who inform their employer that they will strike if he refuses to discharge all non-union workmen in his employ are acting within their absolute right and, in fact, are merely dictating the terms upon which they will be employed.

In this case an injunction was issued against picketing by the union, although the court entertained precisely the same views of the law as Judge Parker. So in the McQueed case relief would undoubtedly have been granted had any unlawful act been shown.

In the case of *Bohn Manufacturing Co. vs. Hollis*, 54 Minn. 223, decided by the Minnesota Supreme Court in 1893, similar views were expressed. The opinion was delivered by Mr. Justice Mitchell, acknowledged one of the ablest jurists on the American Bench in recent years. In that case an association of lumber dealers, comprising both retailers and wholesalers, had a by-law or agreement prohibiting dealings by its members with any who were not members of the association upon penalty of expulsion. The purpose of the association was to maintain prices and control the trade. The right to enforce the by-law in question was involved. After an extensive discussion Mr. Justice Mitchell sums up the case as follows:

With these propositions in mind, which bring the case down to a very small compass, we come to another proposition, which is entirely decisive of the case. It is perfectly lawful for any man (unless under contract obligation, or unless his employment charges him with some public duty) to refuse to work for or to deal with any man or class of men as he sees fit. This doctrine is founded upon the fundamental right of every man to conduct his own business in his own way, subject only to the condition that he does not interfere with the legal rights of others. And, as has been already said, the right which one man may exercise singly, many, after consultation, may agree to exercise jointly, and make simultaneous declaration of their choice. This has been repeatedly held as to associations or unions of workmen, and associations of men in other occupations or lines of business must be governed by the same principles. Summed up and stripped of all extraneous matter this is all that defendants have done, or threatened to do, and we fail to see anything unlawful or actionable in it.

He cites as authority the case of *Commonwealth vs. Hunt*.

The case of *Clémitt vs. Watson*, 14 Ind. App. 38, decided in 1895 by the Appellate Court of Indiana, is precisely similar to the McQueed case on the facts. The lower court found a judgment in favor of plaintiff because the defendants, "combined and agreed among themselves to quit work at the coal mine and thus stop the working of the mine unless the plaintiff was discharged from work," and by reason thereof, and of their acts, he was thrown out of work. The judgment was reversed. Mr. Justice Gavi said:

While it is true that under all civilized forms of government every man surrenders for the general good a certain amount of that absolute freedom of action which may adhere to the individual in an independent or natural state, yet under our institutions it is a cardinal principle that each man retains the greatest freedom of action compatible with the general welfare. The right to control his own labor and to bestow or withhold it where he will belongs to every man.

There is no law to compel one man or any body of men to work for or with another who is personally obnoxious to them. If they can not be by law compelled to work I am wholly unable to see how they can incur any personal liability by simply ceasing to do that which they have not agreed to do, and for the performance of which they are under no obligation whatever.

Views of Chief Justice Holmes.

The judicial views of former Chief Justice Holmes, of Massachusetts, who was appointed to the Supreme Bench of the United States by President Roosevelt "because of his views on labor law," are found in the late cases of *Vegeahn vs. Guntner*, 167 Mass. 92, and *Plant vs. Woods*, 176 Mass. 492.

In *Vegeahn vs. Guntner* injunction was sought by an employer against members of certain trade unions to restrain picketing during a strike. In a dissenting opinion Mr. Justice Holmes, speaking generally, said:

One of the eternal conflicts of which life is made up is that between the effort of every man to get the most he can for his services, and that of society, disguised under the name of capital, to get his services for the least possible return. Combination on the one side is patent and powerful. Combination on the other is the necessary and desirable counterpart, if the battle is to be carried on in a fair and equal way.

If it be true that workmen may combine with a view, among other things, to getting as much as they can for their labor, just as capital may combine with a view of getting the greatest possible return, it must be true that when combined they have the same liberty that combined capital has to support their interests by argument, persuasion and the bestowal or refusal of those advantages which they otherwise lawfully control. I can remember when many people thought that, apart from violence or breach of contract, strikes were wicked, as organized refusals to work. I suppose that intelligent economists and legislators have given up that notion to-day. I feel pretty confident that they equally will abandon the idea that an organized refusal by workmen of social intercourse with a man who shall enter their antagonist's employ is wrong, if it is dissociated from any threat of violence and is made for the sole object of prevailing if possible in a contest with their employer about the rate of wages. The fact that the immediate object of the act by which the benefit to themselves is to be gained is to injure their antagonist does not necessarily make it unlawful, any more than when a great house lowers the price of certain goods for the purpose, and with the effect, of driving a smaller antagonist from the business. Indeed, the question seems to me to have been decided as long ago as 1842 by the good sense of Chief Justice Shaw in *Commonwealth vs. Hunt*, 4 Met. 111.

The case of *Plant vs. Woods* is much similar to the McQueed case on the facts. As in the McQueed case, there was a contest between two labor unions of the same trade for control. The older union and the one affiliated with the National Organization adopted the same tactics as were employed to drive McQueed and his union out of business. It requested the different employers to discharge all who were not members of their union, failing such discharge, strikes and boycotts were to be declared against such employers. Under this pressure the members of the new union were discharged. Mr. Chief Justice Holmes, in a dissenting opinion, first holds that the legality of the action of the defendants depends upon the object or motive with which they acted. He then holds that the threat to boycott and to strike made to an employer to secure the discharge of non-union men is not unlawful if the motive be to strengthen the union and not merely to inflict malicious injury. He says in part:

To come directly to the point, the issue is narrowed to the question whether, assuming that some purposes would be a justification, the purpose in this case of the threatened boycotts and strikes was such as to justify the threats. That purpose was not directly concerned with wages. It was one degree more remote. The immediate object and motive were to strengthen the defendant's society as a preliminary and means to enable it to make a better fight on questions of wages or other matters of clashing interests. I differ from my brethren in thinking that the

threats were as lawful for this preliminary purpose as for the final one to which strengthening the union was a means. I think that unity of organization is necessary to make the contest of labor effectual, and that societies of laborers lawfully may employ in their preparation the means which they might use in the final contest.

But, subject to the qualifications which I have expressed, I think it lawful for a body of workmen to try by combination to get more than they are now getting, although they do it at the expense of their fellows, and to that end to strengthen their union by the boycott and the strike.

From this language it appears that Chief Justice Holmes considers it legal for a union to secure the discharge of a non-union man not only by threat of a strike, but by threat of a boycott as well. This is a step in advance of the other opinions. The refusal to work side by side with a non-union man is one thing; the securing of his discharge by threat of an organized boycott of the employer is another, and is, to say the least, on the border line of unlawful coercion and intimidation. The majority of the Massachusetts Supreme Court, overruling Chief Justice Holmes, considered it to be over the border line, and this rule obtains in the courts generally.

McQueed Case Not "Epoch-Making."

By limiting Judge Parker's opinion in the McQueed case to the facts before him and reading it in the light of the utterances of other courts and jurists in similar cases beginning with those of Chief Justice Shaw as early as 1842, what becomes of Mr. Baker's confident assertion that the decision to the McQueed case is "epoch-making?" The term "epoch-making" implies a new departure by the court, a radical change in judicial interpretation. Coupled with Mr. Baker's "Story of McQueed," filled as it is with personal violence, hate and persistent persecution, the application of this term to the decision of the Court of Appeals of New York can only mean to the average mind that that court has ignored existing rights, or created new rights in order to make lawful such a course of conduct by the union. That the rules of law applied by Judge Parker are not radical or novel clearly appears from the decisions above mentioned. No new rights are created, no license or privilege granted, not before possessed by all men, union and non-union.

But the injustice done Judge Parker by such an assertion is not so great as that done the working men of the country who read Mr. Baker's article. They are given the mistaken idea that the highest court of the great State of New York favors, and has practically licensed, the acts of violence and oppression recited in the "Story of McQueed." To the non-union man it means that he can not secure any protection in the courts of his country against any warfare, even to the point of personal violence, that the union may wage against him, and that he is safe only in the union—if he can get in. To the union man it means that in his union he is privileged and above the law, and is licensed to crush all opposition with any weapon he may choose to use. Both these men, union and non-union, laboring under such impressions and conducting themselves accordingly, may be led into grave and serious mistakes. They should know that in a case containing the malice, the personal violence and the oppression with which the "Story of McQueed" fairly bristles, not only the Court of Appeals of New York, but any other court—State or Federal—in the United States would not hesitate to grant summary relief. A case in which such relief upon such facts should be denied would certainly be "epoch-making." The epoch, however, would be more nearly a re-dramatization of the Dark Ages with a Twentieth Century setting than anything else.

Does Not Favor Closed Shop.

Neither does the decision in the McQueed case favor a closed shop, nor tend to the creation of a monopoly by the union, as Mr. Baker insists. No closed shop contract was involved in that case. The closed shop, as such, was not discussed. No question was before the court which called for an expression or a decision upon the closed shop. Under the first principles of judicial construction, it is clear that no decision as to the closed shop can even be inferred from the McQueed case.

Mr. Baker does not claim that the closed shop was passed upon in this case, however. Rather he gives the impression that the court has granted to the union rights and privileges not before possessed, the exercise of which naturally leads to the establishment of the closed shop and a union monopoly. How far this is from the truth has already been made apparent. No new rights are granted and the decision is based upon old established principles. The fact that unions which seek to use their power unfairly are learning how to do so, and still to keep within the law, should not bring censure upon the courts for adhering to the law, nor lead the courts into the dangerous practice of legislating from the bench.

It takes two to make a closed shop—the owner of the shop and the union. No court can "close" a shop, the owner of which keeps "open," and likewise no court can "open" a shop which the owner sees fit to keep "closed." The existence of the closed shop is due to lax public sentiment and the acquiescence of the employer, not to the attitude of any court. The remedy lies in an enlightened public sentiment which will insist that there is no place for a closed shop in a free country.

Closed Shop Contract Void in New York.

The Court of Appeals of New York, however, has an "epoch-making" case to its credit on the closed shop. It is the case of Curran vs. Galen (152 N. Y. 33), decided in 1897. In that case the validity of a closed contract entered into by a union and employers' association was squarely in issue. The court held such a contract void as contrary to the rights of non-union workmen, as tending to create a monopoly and as contrary to public policy.

The action was begun by a non-union engineer against members of the Brewery Workingmen's Union for damages for procuring his discharge. He

was requested to join the union and refused. His employer, a member of the Ale Brewers' Association of Rochester, was then requested to discharge him in compliance with a closed shop contract between the union and the association. This contract provided that all employees of the companies belonging to the association "shall be members of the Brewery Workingmen's Local Assembly 1796, Knights of Labor, and no employee shall work for a longer period than four weeks without becoming a member." The plaintiff was discharged at the union's request. To his action for damages, the above contract was pleaded as a defense.

The court held this contract unlawful, contrary to public policy and void, and no defense. The court said in part:

Public policy and the interests of society favor the utmost freedom in the citizen to pursue his lawful trade or calling, and if the purpose of an organization or combination of workmen be to hamper, or to restrict that freedom, and through contracts and arrangements with employers to coerce other workmen to become members of the organization and to come under its rules and conditions, under the penalty of the loss of their position, and of deprivation of employment, then that purpose seems clearly unlawful and militates against the spirit of our Government and the nature of our institutions. The effectuation of such a purpose would conflict with that principle of public policy which prohibits monopolies and exclusive privileges. It would tend to deprive the public of the services of men in useful employments and capacities. * * * While it may be true, as argued, that the contract (closed shop contract) was entered into, on the part of the Ale Brewers' Association, with the object of avoiding disputes and conflicts with the Workingmen's Organization, that feature and such contention can not aid the defense, nor legalize a plan of compelling workmen not in affiliation with the organization to join it at the peril of being deprived of their employment and of the means of making a livelihood.

Curran vs. Galen Not Overruled.

But Mr. Baker says the case of Curran vs. Galen is practically overruled by the McQueed case. His statement lacks any authority save his own and is not correct.

Judge Gray delivered the opinion in the case of Curran vs. Galen. Judge Gray also delivered an opinion in the McQueed case concurring with Judge Parker. In the latter case he says:

The case (McQueed case) is not within the principles of Curran vs. Galen. (152 N. Y. 33.)

Upon the facts of that case as they were admitted by the demurrer to complaint the plaintiff was threatened, if he did not join a certain labor organization, and so long as he refused to do so, with such action as would result in his discharge from employment, and in an impossibility for him to obtain other employment anywhere, and in consequence of continuing his refusal to join the organization his discharge was procured through false and malicious reports affecting his reputation with members of his trade and with employers. There is no such compulsion or motive here. There is no malice found. There is no threat of a resort to illegal methods.

So Judge Gray, who wrote the opinion in the one case and a concurring opinion in the other, and whose statement as to whether the two cases are in conflict is authoritative and final, does not agree with Mr. Baker that the case of Curran vs. Galen has been overruled by the McQueed case.

Indeed the distinction between the two cases should be readily apparent, even to a layman. In the McQueed case, as it was presented to the court, the union merely refused to work with non-union men, thus securing their discharge. By this means the union secured for its members the jobs of the discharged men. In the case of Curran vs. Galen, the union sought to compel a non-union man to join its ranks against his will and used a closed shop contract as a means of coercion. Such a contract, especially when used as a means of coercion and for an unlawful purpose, is plainly unlawful.

The decision in the case of Curran vs. Galen was unanimous, with no dissenting opinion. Of the eight judges who were on the Court of Appeals when it was rendered, seven sat in the McQueed case. It follows, then, that not only has the case of Curran vs. Galen not been overruled, but that that case expresses the views of seven out of eight judges who sat in the later case. The eighth judge is Judge Parker, who was not a member of the Court of Appeals at the time of the decision in Curran vs. Galen, but whose views, as we have seen, in no way conflict with that case.

Curran vs. Galen has become a leading case. It has been widely followed by the courts as an authority upon the invalidity of the closed shop contract. We repeat, then, that not the McQueed case, but the case of Curran vs. Galen is the epoch-making case in New York on the closed shop.

Judge Vann's Dissent.

Mr. Baker refers to Judge Vann's dissenting opinion in the McQueed case. A careful perusal of that opinion shows that Judge Vann and Judge Parker agree upon the legal principles involved. In fact, Judge Vann lays down those principles in almost the same terms employed by Judge Parker. The difference between them is not on the law, but in their differing inferences from the facts. The facts found by the trial court contain no finding of malice or improper motives. Judge Parker refuses to infer malice. He says: "It must appear in order to make out a case against these defendants that in what they did they were actuated by improper motives, by a malicious desire to injure the plaintiff. There is no such finding of fact, and there is no right in this court to infer it." Judge Vann, however, infers the malice and improper motives. He says: "The action of the defendants was wrongful and malicious and their object was to force men who had learned a trade to abandon it and take up some other pursuit." Herein lies the keynote of Judge Vann's dissenting opinion. He agrees with the majority of the court upon the law. He disagrees as to the inferences of fact to be made from the findings of the trial court.

In the last analysis, then, we find nothing "epoch-making" in the McQueed case—no radical views, no new principles. We find that the Court of Appeals of New York has not changed front on the closed shop. We find that that court is fully in accord as to the principles involved in such cases and that its division in the McQueed case is due to different conclusions of fact and not of law.

Unionism in Politics.

More than any injustice to Judge Parker, or than any mistaken statement of the law, is to be deplored the dragging of trades unionism into politics. This Mr. Baker's article clearly tends to do. He has assumed to hold up the two presidential candidates to view in their attitude on the closed shop. Either his labor is purposeless and fruitless, or it is intended that their fitness as candidates shall be judged by his readers from the comparison. If a man's views on the closed shop are to determine his qualifications for President, then it is but a step to the active entry into politics of the unions upon the one side and the employers' associations upon the other. Recent history, as written in Colorado, San Francisco and other places, teaches that such entry is disastrous to the union, disastrous to the employer and most disastrous of all to the public.

Only recently the National Federation of Labor sent a list of three questions to its different local branches over the country. These questions were to be presented to the different congressmen and a definite answer demanded. The questions were enquiries as to whether the congressmen would support certain specified measures to be introduced on behalf of organized labor. Is this not a vicious and dangerous precedent? Shall the unions with their votes and the employers with their money enter into a bidding contest for the pledge or support of legislators on measures relating to labor matters? Shall our political system be further complicated by the plots, schemes and counterplots of these two powerful and oftentimes unscrupulous contestants?

Aside from the usual evils incident to the removal of any contest to the political arena, a greater danger attends such a course. The laws of trade, as they are being molded to present conditions, together with an increasingly intelligent public sentiment, can be relied upon for a proper solution of labor problems. Legislation on such matters always introduces an artificial element requiring readjustment. Radical measures obtained by pressure not only defeat their own end, but seriously retard natural and healthy progress. Capital and Labor, each hoping and striving for some advantage gained from legislation by political aid, will scorn industrial peace and progress secured by arbitration, compromise and fair dealing. So politics in labor matters, besides its usual attendant train of ills, bids fair to delay seriously natural and healthy development and progress in the industrial world.

Walter Drew,

Attorney for Citizens' Alliance of Grand Rapids, Mich.

Evening Dress for Men.

Evening dress brings little change this season. Cravats are broad, two inches, and are fashioned of lawns, dimities and piques. The soft finished stuffs with an indistinct cord running through are smart. Either wide or blunt pointed ends are correct. For the evening jacket black barathea or peau de soie, unlined and cut very full, is indorsed.

Both the white tie and the jacket tie must be large and adjusted a bit loosely, rather than drawn into a hard knot. The white waistcoat may be double or single breasted, and white linen, drill or pique is the fabric. There are three buttons, pearl always. Gold and jeweled buttons are bad form, as are all attempts to give evening dress an ornate touch. The evening shirt may be plain white or pique, and may have one stud or two. The stud question is a matter of preference, not of propriety.

As hitherto, only pearl studs and links accompany formal evening dress. Gold is reserved for the evening jacket. The collar should be a lap front or a poke, never a wing, with the swallow tail. Silk handkerchiefs are not in good taste, although some men carry them. The place to keep the handkerchief is in the left inside pocket of the coat. It should never, of course, be tucked into the waistcoat bosom or even up the cuff. Evening socks are always black, silk or sheer lisle, and have self embroidery or self clocks. Laced socks and fanciful effects of every kind are unpardonable. White glace gloves with self backs are smarter than those with heavy black

silk backs. Evening boots are of buttoned patent leather or varnished calfskin, save for a dance, when pumps or low cut laced shoes are handiest.—Haberdasher.

Constancy of Sparrows.

The well known reluctance of birds to appear in public at the moulting season lends a humorous side to the situation. Individuals which in other days are fearless and confiding, even inviting acquaintance, now scamper to cover as if urged by a sense of common decorum.

A pair of song sparrows escape from my observation as fast as their legs can carry them, with that peculiar sidewise trot of theirs, as if conscious of possible arrest by the police if caught attired in so scanty garments. I respect these sparrows and towhees by reason of their conjugal fealty, not one of them having appeared in the divorce courts of California. They mate for life, and remain constant through thick and thin of vesture, through the better and the worse of the year's changes. So far as I know neither leaves the other to look after household affairs alone. Neither takes a pleasure trip to the shore or the mountains or back East! no, nor does either frequent the social clubs and participate in the dissipations of such gregarious birds as the wax-wings and robins and mountain blues.—Sunset Magazine.

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Where Do You Go from Here?

Where do you go from here?
How tired I am of that phrase!
Out of each year it greets my ear
Three hundred and sixty-five days.
As I leave my home after a rest
The conductor at the train
Takes a grip on my mileage slip
And fires it at me again.

The hotel man gets sociable,
As I pay for his high-priced cheer.
He drops my bill in his yawning till,
With a "Where do you go from here?"
The barber stands with a tip in hand,
And as I disappear
"Come in again!" he yells, and then,
"Where do you go from here?"

The friends I meet upon the street
Keep dinging it in my ear;
The only song, the whole day long,
Is, "Where do you go from here?"
At last I dreamed, and to me it seemed
That my time had come to die,
And with the angels bright I took my flight
To the pearly gates on high.

St. Peter stood, in thoughtful mood,
At the foot of the golden stair,
But raised his eyes as I drew nigh
And asked with thoughtful air,
"Your papers, please—what ails your knees?"
Then grinning from ear to ear,
"Oh! you're one of those traveling men—
Where do you go from here?"
J. W. Wilkins.

What To Do To Get Ahead.

How many salesmen bother themselves about this proposition? Not all; that's certain. What proportion will never be known, but their numbers fall a long way below a majority. Yet there is not an individual alive to whom that question should not ever be uppermost. To the ambitious it is always uppermost.

To the discontented with self it is always uppermost. It is the beacon-light that leads on to success. Spot an individual who has achieved success in any calling and you behold a person who is always asking himself, consciously or unconsciously, the above question, and one who is always striving to find a satisfactory answer. The measure of the success he achieves is but the criterion of his ability in shaping his course so as to "get ahead."

All ordinary persons start out with the same opportunities but, relatively, they do not long remain the same, owing to the great divergence of energy and intelligence of application.

The brightest and most thoughtful soon begin to develop opportunities through the acquisition of knowledge. First of a general nature and finally (by settling down to a chosen work) of a specific nature pertaining to a full knowledge and mastery of their work.

If you are not doing your best, brace up. If you have gone to sleep at your post and fail to keep a sharp lookout for "what to do to get ahead," wake up and get back to your beat.

If you are a salesman and have fallen into the habit of doing only

what you are told to do, and only serving your customers according as they force you to by leading questions and demands, you are asleep. Get out of that lethargy. Apply the pin pricks of conscience and ambition, look about you and figure out "what to do to get ahead." Your opportunities are many.

He Stopped It.

A bachelor is not usually credited with a knowledge of the proper treatment of children, but sometimes they step in where angels fear to tread. A confirmed specimen, who is pretty well on in years and not very fond of children, went to see a married sister the other day, and found her trying to amuse her little boy, aged 5 years.

Not long after he arrived she stepped out of the room to attend to some household duty or other, leaving him alone with the child. The latter eyed him dubiously for some minutes. He was a spoiled child if there ever was one, and had no idea of making promiscuous acquaintances. The bachelor tried to make the little one laugh, but all he got for his antics was a sour look.

Finally, without any warning, the child burst out crying. Here was a quandary, to be sure. He didn't care to pick the boy up and soothe him. His attempts in a verbal line were dismal failures. What should he do? Finally a thought struck him. He looked at the crying youngster, and the crying youngster looked at him through his tears. He was evidently much pleased with the impression he was making.

"Cry louder," said he.

The child obeyed.

"Louder yet," urged the bachelor. A yell went up that would have done credit to an Indian.

"Cry louder still," insisted the man, and the boy did his best to obey.

"Louder!" fairly howled his uncle.

"I won't," snapped the infant, and he shut his mouth with a click, and was quiet for the rest of the day.

Lincoln to Young Men.

On June 22, 1848, Abraham Lincoln wrote to William H. Herndon at Washington: "As to young men: You must not wait to be brought forward by the older men. For instance, do you suppose that I should ever have got into notice if I had waited to be hunted up and pushed forward by older men? You young men get together and form a club, and have regular meetings and speeches. Take in everybody you can get. Gather up all the shrewd, wild boys about town, whether just of age or a little under age. Let every one play the part he can play best, some speak, some sing and all 'holler.' Your meetings will be of evenings; the older men and the women will go to hear you; so that it will not only contribute to the election but will be an interesting pastime and improving to the intellectual faculties of all engaged. Don't fail to do this."

Tact tenderly protects her friends from one another.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequaled 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.

TYPHOID FEVER DIPHTHERIA SMALLPOX

The germs of these deadly diseases multiply in the decaying glue present in all hot water kalsomines, and the decaying paste under wall paper.

Alabastine is a disinfectant. It destroys disease germs and vermin; is manufactured from a stone cement base, hardens on the wall, and is as enduring as the wall itself.

Alabastine is mixed with cold water, and any one can apply it.

Ask for sample card of beautiful tints. Take no cheap substitute.

Buy only in 5 lb. pkgs. properly labeled.

ALABASTINE CO.
Office and factory, Grand Rapids, Mich.
New York Office, 105 Water St.

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
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NEW IDEA SALE

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

"Oldest and most reliable in the line."

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

LION BRAND SPICES

Now folks do say, and it is true,

That Cheap Spices are bought and sold by you.

Why go on from day to day

And sell the kind that does not pay?

"The best is the cheapest" the adage goes,

And any merchant who says he knows

That profit comes from the inferior kind

Will surely fall in the ranks behind.

Are Reputation Builders

WOOLSON SPICE CO.

TOLEDO, OHIO

Gripsack Brigade.

John E. Boynton, of Manton, has gone on the road for A. T. Morris, wholesale cigar dealer of Cincinnati.

An Ann Arbor correspondent writes: John Spencer, who has been with Lamb & Spencer for five years, has taken a position as traveling salesman for William H. Edgar & Son, of Detroit. He will make Charlotte his headquarters.

Floyd A. Goodwin, who recently sold out his interests in the Fraser House, Bay City, to run a hotel at Tiffin, Ohio, has returned and re-bought the Fraser. He sent a telegram from Tiffin to Bay City friends which read: "Have sold out interests here and leave to-night for God's country."

Richard Warner, Jr., formerly Michigan representative for the United Salt Co., and now occupying a similar position with the Colonial Salt Co., of Akron, Ohio, has returned from Detroit, where he put in three weeks at the food show. While there he engaged an assistant in the person of W. W. MacEwan, formerly with the Egg Baking Powder Co. and the J. B. Ford Co.

L. W. Atkins (L. Loewenstein & Sons) is now half owner of a clothing store at Marquette, having recently purchased Frank H. Gooding's interest in Gooding & Ormsbee. Mr. Atkins retains his interest in the clothing firm of L. W. Atkins & Co., at Ishpeming, which has been conducted under the management of J. L. Bradford ever since March 7, 1888. Mr. Atkins starts out with his spring line this week.

Cadillac News: Frank W. Palmer, a Reed City traveling man, must answer to a charge of embezzlement made by his employers in Cleveland, Ohio, according to a recent Supreme Court decision. Palmer was arrested several months ago, but he contested the requisition, issued by Governor Bliss, through his attorney, Charles A. Withey. Judge Chittenden, of this city, passed judgment on the requisition in a habeas corpus proceeding and pronounced it good. Mr. Withey appealed to the Supreme Court, which has now affirmed the decision of Judge Chittenden. Palmer must, therefore, appear in Cleveland to face his accusers.

Mancelona Herald: Fred Foster, Michigan traveling representative of the Winchester Repeating Arms Co., when he was here last week told of an amusing incident that happened to him while traveling in the lower part of the State recently. He was riding on the sunny side of a smoking car one afternoon when a wasp alighted on his coat sleeve; as it crawled down near his wrist Fred snapped it off with his finger. The wasp happened to alight on the end of the nose of a stranger just ahead of Mr. Foster and resented the rough treatment it had received by putting its stinger into operation. The stranger's nose soon had a bunch on it the size of a baseball and Fred did not think it necessary to explain where the wasp came from and what made it mad.

Byron S. Davenport (Judson Grocer Co.) recently invited Edward Frick, Richard Bean, Arthur Gregory

and E. E. Hewitt to spend a day fishing—very early in the week—at his cottage at Whitefish Lake. When the party departed they left a souvenir of their visit—unknown to their host—in the shape of a quart bottle of vinegar, handsomely labeled Sour Mash. A week later—quite early in the week, also—Mr. Davenport entertained Curtis Ball, the Stanton general dealer, on a hunting trip. Coming in cold and wet they spied the bottle and Byron proceeded, with a great deal of gusto, to treat his guest in the most hospitable manner possible. It is understood that some of the language which was used a moment later will not bear repetition in the Tradesman.

John W. Modders, general dealer at Moddersville, writes the Missaukee Republican as follows: Who does not know Barney Stratton, salesman for the Judson Grocer Co., of Grand Rapids? If you meet him once he will never be forgotten. He sells goods to half the dealers in Northern Michigan. A short time ago we met Mr. O. A. Ball, Vice-President of the Judson Grocer Co., at the Grand Central Hotel at Lake City, and while visiting Grand Rapids we gave him a call at the company's new building on the railroad. We had the pleasure of finding Mr. Ball at home and he showed us everything in the building that a person could think of from a tooth-pick to a nice fat ham. We were upstairs, downstairs, in basement and in warehouse, and among the new things seen was a process for making cheese last almost forever. Any storekeeper who does not take a look at what the Judson people have to show, while in Grand Rapids, is not in it. They employ over 80 men and have everything up-to-date. Call up Barney Stratton and tell him what you want. We are very thankful to Mr. Ball for the kindness shown us. Long may he live!

Albert E. Kent, a member of Grand Rapids Council, No. 131, recently met with a sad and painful accident which resulted in the loss of his left eye. Oct. 23 found Mr. Kent spending Sunday with O. L. Gehr, member of Ft. Wayne Council, at the Otsego Hotel, Jackson. Shortly before midnight they started for their rooms, which were located on the third floor. When within a few feet of his room Mr. Kent accidentally slipped, his head striking the cement flooring. While stunned for the moment, he quickly recovered himself and walked to his room, where it was quite apparent that his left eye was badly cut. A surgeon was immediately summoned and, after making a hurried examination, ordered Mr. Kent's removal to the City Hospital, where, assisted by the most skilled eye specialist in the city, the left eye was removed. Mr. Kent withstood the stock nicely and has already recovered sufficiently to be up and about the hospital. He hopes to resume his travels about November 15. For the past five years Mr. Kent has represented the J. Ellwood Lee Co., Conshohocken, Pa., in Michigan, making his home while in this city at the Morton House.

Remarkable Exhibit of Crude Drugs.

During the present session of the State Board of Pharmacy the Hazeltine & Perkins Drug Co. is exhibiting a collection of crude drugs and chemicals, the object being to afford those taking the examination an opportunity to familiarize themselves with the appearance of certain drugs and chemicals which are not often seen in their entire state in retail stores.

The collection, which was on exhibition in the laboratory, numbered over 200 specimens and included practically all the vegetable drugs of the Pharmacopoeia and a goodly number of the rarer drugs not accorded recognition by that authority.

To the layman the exhibit suggested the magnitude of modern commerce, which busies itself in gathering these things from the "utmost ends of the earth." Here drugs from the most distant climes were plentifully present. Musk, costly and odorous, from Tonquin; Nux Vomica "buttons" from Bengal; Kamala from Abyssinia; Guarana "paste" from Paraguay; Cinchona from Java; Jequirity seeds from Brazil; Cashew "nuts" from tropical Asia; gums and gum resins from the heart of Africa justified the assertion that all the countries of the earth contribute their quota to the modern materia medica. Here, also, were the spices once esteemed so precious—pimento from the West Indies; pepper from Sumatra; mace and nutmegs from the Isles of Spice; cloves from Amboyna and Zanzibar. This last-mentioned spice illustrates most forcibly the change in the volume of the world's commerce, for while not so very many hundred years ago wars were waged for the possession of a few bales of cloves, now one importing house in New York imports 12,000 bales at a time!

The collection also includes a number of drugs of peculiar local interest, inasmuch as they were gathered in the immediate vicinity of Grand Rapids. This part of the collection numbers about thirty specimens and includes Poke Root, Beth Root, Sweet Flag, Cranesbill, Indian Turnip, Pleurisy Root, Boneset, Solomon's Seal, Pulsatilla, Skunk Cabbage, etc. The list by no means represents the limit of Kent county's resources in the drug line, but is simply the fruit of a few country rambles on the part of the "botanical enthusiasts." The Poke Root shown weighed six pounds.

While the specimens are on exhibition the air is full of conversation regarding their points of difference and resemblance. Talk runs freely on "the two Buchus," "the three Cinchonas," "the two Mosses," etc.—a veritable jargon to the uninitiated layman, but evidently pregnant with intense interest to the budding pharmacists taking part in the discussion. Occasionally the members of a group listen with sympathetic interest while some one details his experience with some drug at the last "exam," the name of the drug being usually preceded by an emphatic adjective.

The exhibit is the subject of much

favorable comment from those who avail themselves of the opportunity to inspect it and affords an excellent illustration of the resources of a modern wholesale drug house.

Traverse City Druggist Kidnapped.

Traverse City, Nov. 1.—On account of the storm the other evening, Mr. Bugbee told his clerks that they needn't return to the store after supper. He was busily at work on a prescription that had to be delivered and was wondering how he could do it when he walked Rev. W. T. Woodhouse. Mr. Bugbee was about to ask him to leave the prescription on his way home, when the two clerks came back. He was at a loss to account for this but, thinking that they had forgotten his instructions about not coming back, told them again but added that since they were there they could deliver the troublesome prescription. This caused a shout and before he realized what had happened the minister, assisted by Mr. Durfee, Mr. Mater and Mr. Wrigley rushed him into his hat and coat and before he could fairly get his breath had the now thoroughly astonished druggist out into the street and on his way home.

In the meantime the conspirators had found the Bugbee home all in darkness, Miss Bugbee being visiting in Cheboygan and Mrs. Bugbee having gone out for a neighboring call. Mrs. Broadfoot went out to find her and finally located the unconscious hostess at Mrs. Austin's. She was taken home on some excuse and then the crowd came, bringing with them enough refreshments to furnish a regiment. Mr. Bugbee went upstairs to make a change in his apparel and was locked in. Mrs. Bugbee was locked in her room and when they were released they found a handsome golden oak dining room table in place of the one that was wont to do duty in the dining room.

This was quickly spread with the abundance of good things and everything was moving along smoothly, when Rev. Mr. Woodhouse arose and handed Mr. Bugbee a package, which contained a gold and silver meat fork with a card bearing the compliments of "the boys," they being James H. McAllister and Albert Clement, clerks at Mr. Bugbee's drug store.

The new French nickel coin has just been put in circulation. Last year a "nickel," or coin of 25 centimes, nearly equal to the value of the American nickel, was ordered by the French government to be manufactured, for there was no coin between the 5 centimes, or 1 cent, and the 50 centimes, or 10 cents. The necessity of having, at least, for exchange, a five cent piece was felt generally, and a "nickel" was put in circulation. But its appearance, weight, etc., were too much like a silver piece and were the cause of many mistakes. The public showing itself decidedly dissatisfied, a new coin was made, having the reverse different from that of the former nickel, and, moreover, having a polygonal form with twenty-two angles, so that it will be easy by feeling to recognize that it is a nickel and not a silver piece.



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Sessions for 1904.

Grand Rapids—Nov. 1 and 2.

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Formulas Neglected by the Modern Formularies.

Written for the Tradesman.

The following list of formulas includes a number of preparations which have been somewhat neglected by the modern formularies. The first four are to be found in the older editions of the American Dispensatory and are for preparations which were much used by eclectic physicians twenty-five or thirty years ago. While they may thus be said to belong to a by-gone generation, it does not follow that they are no longer used, as repeated calls for them give evidence of their continued vogue:

Tinct. Myrrh Compound.

Myrrh 1 ounce
Capsicum ¼ ounce
Alcohol 1 pint
Macerate seven days and filter.

This is also known as "Hot Drops" or "No. 6." It may be made extemporaneously by taking:

Tinct. myrrh.....5 fluidounces
Tinct. capsicum.....5 fluidounces
Alcohol6 fluidounces

Compound Lobelia Powder.

Powd. lobelia6 ounces
Powd. bloodroot3 ounces
Powd. skunk cabbage3 ounces
Powd. ipecac4 ounces
Powd. capsicum1 ounce

Compound Stillingia Liniment.

Oil of stillingia.....1 fluidounce
Oil of cajeput.....½ fluidounce
Oil of lobelia.....¼ fluidounce
Alcohol2 fluidounces
Compound Oxide of Zinc Ointment.
Zinc oxide, pure.....1¾ ounces
Benzoic acid.....30 grains
Morphine sulphate.....12 grains
Oil of rose.....5 minims
Olive oil.....½ pound
Spermaceti3 ounces
White wax.....1 ounce

Rub the first four ingredients together in a mortar and add to the remaining ingredients (previously melted together), and stir until cold. Composition Powder (Thompsonian).
Powd. bayberry1 pound
Powd. ginger1 ounce
Powd. cloves1 ounce
Powd. capsicum1 ounce

It will be observed that this formula differs from that given in the National Formulary, which directs:

Powd. bayberry12 ounces
Powd. ginger6 ounces

Powd. cloves1 ounce
Powd. capsicum1 ounce
Under the title, Pulv. Myrica Comp.

Riga Balsam.

This is also called "Carpathian Balsam" and "Balsam of Lebanon," presumably on account of its supposed origin in the districts indicated by the names. The genuine article, which is very rare in this country, is a natural product of doubtful origin, but is believed to be the product of pinus cembra, a large tree growing in the mountainous regions of Northern Europe and Asia.

Artificial Riga Balsam may be made as follows (Standard Formulary):

Oil juniper wood.....2 fluidounces
Tinct. benzoin comp...2 fluidounces
Alcohol12 fluidounces

Haines' Test Solution.

Also known as "Haines' Modified Fehling's Test" or "Haines' Test for Diabetic Urine." It is a valuable reagent for qualitative purposes, as it is easily prepared and does not deteriorate on keeping, so that it may always be depended upon to be in condition for testing. The formulas published in the drug journals exhibit some variation in the proportions of the ingredients directed. The author of the test gives the following formula for the preparation of the solution:

Copper sulphate20 grains
Glycerin200 grains
Potassa90 grains
Distilled water1.750 grains

To use: Boil 1 fl. dr. of the solution in a clean test tube, add 6 to 10 drops of the urine to be tested and boil again; if sugar is present a yellow or yellowish-red precipitate forms (red cuprous oxide).

Cold Cream.

A formula for cold cream in which the oil of almonds is replaced by glycerine was originated by Dr. Wm. C. Alpers, of New York, and was the subject of an article contributed to the American Journal of Pharmacy two or three years ago. In his discussion of the formula Dr. Alpers stated that it produced a cold cream equal to that of the U. S. P. in appearance and medicinal action, and entirely free from any tendency to rancidity. My experience with the formula has convinced me of its merits. The process requires very little time and results in a very white and smooth ointment, which keeps perfectly, while, as Dr. Alpers stated, its medicinal action is all that could be desired. Another advantage is that changes of temperature cause no perceptible difference in its consistency. Following is the formula, slightly modified by an increase in the amount of wax used:

White wax3 ounces
Glycoline10 ounces (by weight)
Water4 ounces (fluid)
Borax80 grains
Oil of rose.....15 drops

Melt the wax, add the glycoline and heat to 140 deg. F. Dissolve the borax in the water and heat to 140 deg. Pour this solution into the mixture of wax and glycoline, stir gently until uniformly mixed, add oil of rose and set aside to cool. This

is all the manipulation necessary. Do not cover while cooling and avoid excessive stirring. Care must be exercised to have both solutions at the same temperature, not exceeding 140 deg.

It will be understood that this cold cream can not be dispensed when Ung. Aquae Rosae, U. S. P., is specified, neither can it be used in the preparation of those "almond creams" in which cold cream is saponified by an alkali, as glycoline is not saponifiable. Jacob Timmer, Chemist Hazeltine & Perkins Drug Co.

The Drug Market.

Opium—On account of dry weather in the growing district the article has been advanced in the primary market and about 10c per pound in this country.

Powdered Opium—Has also advanced.

Morphine—Is unchanged.

Quinine—Is firm and steady in price.

Carbolic Acid—Continues very firm, but unchanged.

Cod Liver Oil—Is very firm at the advance noted last week.

Iodine—Has been advanced 45c per pound.

Iodoform—Has been advanced 45c per pound.

Iodide Potassium—Has been advanced 35c per pound. All of the other iodides are higher.

Sassafras Bark—Has again advanced and is very scarce.

Cherry Bark—Is also in small supply and higher.

Oil Peppermint—Is hard to quote. No two holders or growers entertain the same price.

Oils Anise and Cassia—Are very firm and show frequent advances.

Pure Oil Wormwood—Has again advanced and stocks are small.

Camphor—Is very firm at the advance. Refiners will not enter contracts. Higher prices are looked for. Crude is very scarce and hard to get.

Lobelia Herb—Is scarce and steadily advancing.

Lobelia Seed—Stocks are small and prices have advanced.

To Clean Dirty Bills.

One of the tellers of a prominent savings bank was discussing some peculiarities of his business. "We get money over the counter in every imaginable condition. Most of the time notes are handed to us in a dirty, crumpled state that makes difficult handling, but there is one depositor who always brings bills in an immaculate condition. This is an old German woman.

"The bank notes she hands in are as crisp as if they had just left the Treasury. It used to puzzle me to account for the crispness of the old notes she brought along—notes that by appearance had been in use long enough to make them as limp as rags. So one day I remarked about it, and found to my surprise that the old woman carefully ironed her bank notes. I thought her fad somewhat foolish at first, but later it occurred to me that it would be a good thing if people everywhere ironed their

bank notes. It would kill any germs."—Philadelphia Record.

Something Wrong.

"Now, Henry," she began, with set jaw, "I must have \$50 to-day."

"All right," replied her husband, "here it is."

"Gracious, Henry!" she exclaimed, suddenly paling, "what's the matter? Are you sick?"

A man who has the dough finds little cause to complain that his friends don't stick to him.

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.

HOLIDAY GOODS

Our line is now complete
Comprising everything desirable in

Druggists' and Stationers'

**Fancy Goods, Leather Goods, Albums,
Books, Stationery, China,
Bric-a-Brac, Perfumery, Xmas Goods,
Games, Dolls and Toys.**

**OUR LARGE SAMPLE ROOM
(25 x 125 feet)**

Is completely filled with one article of a kind.

One Visit

Will make you a permanent customer, as our line and prices are sure to please you.

A liberal expense allowance will be made on your holiday purchases. Write for particulars.

All goods in stock for prompt or future shipment. Terms liberal.

FRED BRUNDAGE

Wholesale Druggist

32-34 Western Ave. Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Exechthitos		Tinctures	
Aceticum	40 8	Erigeron	1 00 2 10	Aconitum Nap's R	60
Benzoleum, Ger.	70 75	Gaultheria	3 00 2 10	Aconitum Nap's F	50
Boricum	26 29	Geranium	1 40 1 50	Aloes	50
Carbolicum	38 40	Gossypii, Sem gal	50 60	Aloes & Myrrh	50
Citricum	30 5	Hedeoma	1 40 1 50	Arnica	50
Hydrochlor	30 5	Juniper	1 40 1 50	Assafoetida	50
Nitricum	80 10	Lavendula	90 2 75	Atrope Belladonna	50
Oxalicum	12 14	Limonia	90 2 10	Aurant Cortex	50
Phosphoricum, dil.	2 15	Mentha Piper	4 25 4 50	Benzoin Cortex	50
Salicylicum	42 45	Mentha Verid.	5 00 2 50	Benzoin Co.	50
Sulphuricum	1 10 1 20	Morruhuac, gal.	1 50 2 50	Barosma	50
Tartaricum	38 40	Myrra	4 00 2 50	Cantharides	50
Aqua, 18 deg.		Olive	75 3 00	Capiscum	50
Aqua, 20 deg.		Picis Liquida	10 12	Cardamon	50
Carbonas		Picis Liquida gal.	90 2 50	Cardamon Co.	50
Chloridum		Ricina	90 2 50	Castor	1 00
Aniline		Rosarin	5 00 2 60	Catechu	50
Black	2 00 2 25	Succini	40 45	Cinchona	50
Brown	80 1 00	Sabina	90 2 10	Cinchona Co.	50
Red	45 50	Santal	2 75 7 00	Columba	50
Yellow	2 50 3 00	Sassafras	85 90	Cubebae	50
Baccas		Sinapis, ess, oz.	60 65	Cassia Acutifol	50
Cubebae	22 24	Tigli	1 50 1 60	Cassia Acutifol Co	50
Juniperus	50 6	Thyme	40 50	Digitalis	50
Xanthoxylum	30 35	Thyme, opt	1 60	Ergot	50
Balsamum		Thebromas	15 20	Ferri Chloridum	50
Cubebae	20 12	Potassium		Gentian	50
Peru	1 10	Bi-Carb	15 18	Gentian Co.	50
Perabin, Canada	60 65	Bichromate	13 15	Guaiac	50
Tolutan	45 50	Bromide	40 45	Hyoscyamus	50
Cortex		Carb	12 15	Iodine	50
Abies, Canadian	18	Chlorate po 17@19	16 18	Iodine, colorless	50
Cassia	18	Cyanide	34 38	Kino	50
Cinchona	18	Iodide	05 2 3	Lobelia	50
Cinchona Flav.	30	Potassa, Bitart pr	30 22	Myrrh	50
Euonymus atro.	30	Potass Nitras opt	70 10	Nux Vomica	50
Myrica Cerifera	20	Potass Nitras	23 26	Opil	50
Prunus Virgin.	12	Prussiate	23 26	Opil, comphorated	50
Quillaja, gr'd.	12	Sulphate po	15 18	Opil, deodorized	1 50
Sassafras	20 18	Radix		Quassia	50
Ulmus .25, gr'd.	45	Aconitum	20 25	Rhatany	50
Extractum		Althae	30 33	Rhei	50
Glycyrrhiza Gla.	24 30	Anchusa	10 12	Sanguinaria	50
Glycyrrhiza, po.	23 30	Arum	10 12	Serpentaria	50
Haematox	11 12	Calamus	20 25	Stromonium	50
Haematox, 1s.	14 15	Gentiana po 15	12 15	Tolutan	50
Haematox, 1/2s.	14 15	Glycyrrhiza pv 15	16 18	Valerian	50
Haematox, 1/4s.	16 17	Hydrastis, Can.	1 75	Veratrum Veride.	50
Ferra		Hydrastis Can. po.	2 30	Zingiber	20
Carbonate Precip.	15	Hellebore, Alba.	12 15	Miscellaneous	
Citrate and Quinia	2 25	Inula, po	18 22	Aether, Spts Nit 3	30 35
Citrate Soluble	75	Ipecac, po	2 75 2 80	Aether, Spts Nit 4	34 38
Ferrocyanidum S.	40	Iris plox	35 40	Alumen, gr'd po 7	3 4
Solut. Chloride.	15	Jalapa, pr	25 30	Annatto	40 50
Sulphate, com'l.	90	Maranta, 1/4s	22 25	Antimoni, po	40 5
Sulphate, com'l, by	90	Pedophyllum po.	22 25	Antimoni et Po T	40 50
bbl, per cwt.	7	Rhei	75 1 00	Antipyrin	25
Sulphate, pure	7	Rhei, cut	1 25	Antifebrin	20
Flora		Rhei, pv	75 1 35	Argent Nitras, oz	48
Arnica	15 18	Spigella	35 38	Arsenicum	10 12
Anthemism	22 25	Sanguinari, po 24	2 22	Balm Gilead buds	60 65
Matricaria	30 35	Serpentaria	65 70	Bismuth S N	2 20 2 30
Folia		Senega	85 90	Calcium Chlor, 1s	9
Barosma	30 33	Smilax, off's H	40	Calcium Chlor, 1/2s	10
Cassia	20 25	Smilax, M	25	Calcium Chlor, 1/4s	12
Tinnevely	20 25	Scilla	10 12	Cantharides, Rus.	1 85
Cassia, Acutifol.	25 30	Symplocarpus	20 25	Capitel Fruc's af.	20
Salvia officinalis	12 15	Valeriana Eng.	15 20	Capitel Fruc's po.	22
1/4s and 1/2s	12 15	Valeriana, Ger	15 20	Cap'l Fruc's B po.	15
Ova Ursi.	80 10	Zingiber a	14 16	Caryophyllus	25 30
Gummi		Zingiber j	16 20	Carmin, No 40	25 30
Acacia, 1st pkd.	45	Semen		Cera Alba	50 55
Acacia, 2d pkd.	45	Anisum	13 15	Cera Flava	40 42
Acacia, 3d pkd.	45	Apium (gravel's)	40 6	Crocus	75 1 80
Acacia, sifted sts.	45	Bird, 1s	10 12	Cassia Fructus	35
Acacia, po.	45 65	Carul	70 90	Centraria	10
Aloe, Barb.	12 14	Cardamon	12 14	Cetaceum	45
Aloe, Cape.	25	Coriandrum	70 8	Chloroform	47 50
Aloe, Socotri	30	Cannabis Sativa.	70 8	Chloro'm, Squibbs	21 10
Ammoniac	55 60	Cydonium	75 1 00	Chloral Hyd Crst.1	35 1 60
Assafoetida	35 40	Cheopodium	25 30	Chondrus	20 25
Benzoinum	50 55	Dieterix Odorate.	80 1 00	Cinchonidine P-W	38 48
Catechu, 1s.	13	Foeniculum	70 9	Cinchonid'e Germ	38 48
Catechu, 1/2s.	13	Foenugreek, po	40 6	Cocaine	4 05 4 25
Catechu, 1/4s.	16	Linl	30 6	Corks list d p ct.	75
Camphorae	75 80	Linl, gr'd	30 6	Cresosotum	45
Euphorbium	40	Lobelia	75 80	Creta	75
Galbanum	1 00	Pharlaris Cana'n.	9 10	Creta, prep	5
Gamboge	1 25 1 35	Rapa	50 6	Creta, precip	9 11
Guaiacum	35	Sinapis Alba	70 9	Creta, Rubra	8
Kino	75c	Sinapis Nigra	90 10	Crocus	1 75 1 80
Mastic	45	Spiritus		Cudbear	24
Myrrh	30 33	Frumentum W D.	2 00 2 50	Cupri Sulph	60 8
Opil	30 33	Frumentum	1 25 1 50	Dextrine	70 10
Shellac	60 65	Juniperis Co O T	1 65 2 00	Ether Sulph	78 92
Shellac, bleached	65 70	Juniperis Co	1 75 2 30	Emery, all Nos.	8
Tragacanth	70 1 00	Saccharum N E	1 90 2 10	Emery, po	6
Herba		Spt Vini Galli	1 75 2 00	Ergota	85 90
Absinthium, oz pk	25	Vini Oporto	1 25 2 00	Flake White	12 15
Eupatorium oz pk	25	Vini Alba	1 25 2 00	Galla	23
Lobelia	20	Sponges		Gambler	80 9
Majorum	28	Florida sheeps' wl	2 50 2 75	Gelatin, Cooper	60
Mentha Plo oz pk	23	Nassau sheeps' wl	2 50 2 75	Gelatin, French	85 60
Mentha Vir oz pk	25	Velvet extra shps'	2 50 2 75	Glassware, fit box	75 5
Rue	39	wool, carriage	1 50	Less than box	70
Thymus V	22	Extra yellow shps'	1 25	Glue, brown	11 13
Magnesia		wool, carriage	1 25	Glue, white	15 25
Calcined, Pat.	55 60	Grass sheeps' wl	1 00	Glycerina	16 20
Carbonate	18 20	Hard, slate use.	1 00	Grana Paradisi	25
Carbonate K-M.	18 20	Yellow Reef, for	1 40	Humulus	25 65
Carbonate	18 20	slate use	1 40	Hydrarg Ch Mt.	95
Oleum		Syrups		Hydrarg Ch Cor	90
Absinthium	4 50 5 00	Acacia	50 50	Hydrarg Ox Ru'm	1 15
Amgdalae, Dulo.	50 60	Aurant Cortex	50 50	Hydrarg Ammo'l.	1 05
Amgdalae, Ama.	80 85	Zingiber	50 50	Hydrarg Ungue'm	50 60
Anisi	1 75 2 15	Ipecac	50 50	Hydrargyrum	75
Aurant Cortex	2 20 2 45	Ferri Iod	50 50	Ichthyobolla, Am.	90 1 00
Bergamit	2 85 3 25	Rhei Arom	50 50	Indigo	75 1 00
Caliputi	1 10 1 15	Smilax Off's	50 50	Iodine, Resubli	35 40
Caryophylli	140 1 50	Senega	50 50	Iodoform	4 10 4 20
Cedar	35 70	Scilla	50 50	Lupulin	50
Chenopadii	20	Scilla Co	50 50	Lycopodium	1 00 1 10
Cinnamoni	1 10 1 20	Tolutan	50 50	Macis	85 75
Citronella	40 45	Prunus virg	50 50	Liquor Arsen et	25
Conium Mac.	80 90			Hydrarg Iod	10 12
Copaiba	1 15 1 25			Liq Potass Arsenit	20 3
Cubebae	1 80 1 85			Magnesia, Sulph.	1 14

Mannia, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthall	3 60 4 00	Sapo, G	15	Lard, No. 1	60 65
Morphia, S P & W	2 35 2 60	Selditz Mixture	20 22	Linseed, pure raw	40 42
Morphia, S N Y Q	2 35 2 60	Sinapis	18	Linseed, boiled	41 44
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 3/4
Os Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	2 3/4
Pepsin Saac, H &	100	Soda, Boras, po	9 11	Ochre, yel Ber	2 3/4
P D Co	100	Soda et Pot's Tart	28 30	Putty, comm'r	1 1/2 2 3/4
Picis Liq N N 1/2	22 00	Soda, Carb	1 1/2 2	Putty, strictly pr	2 3/4 3
Picis Liq, qts	21 00	Soda, Bi-Carb	3 5	Vermillion, Prime	13 15
Picis Liq, pints	85	Soda, Ash	3 1/2 4	Vermillion, Eng.	70 75
Pil Hydrarg	30 80	Soda, Sulphas	2 2	Green, Paris	14 18
Piper Nigra	22 18	Spts, Cologne	50 55	Green, Peninsular	13 16
Piper Alba	30 35	Spts, Myrcia Dom	2 00	Lead, red	6 7
Plix Burgun	7	Spts, Vini Rect bbl	90 1 15	Lead, white	6 7
Plumbi Acet	10 12	Spts, VI' Rect 1/2 b	90 1 15	Whiting, white S'n	90
Pulvis Ip'c et Opil	30 1 50	Spts, VI' R't 10 gal	90 1 15	Whiting, Gilders	95
Pyrethrum, bxs H	75	Spts, VI' R't 5 gal	90 1 15	White, Paris, Am'r	1 25
Pyrethrum, pv	25 30	Strychnia, Crystal	90 1 15	Whit'g. Paris, Eng	1 25
Quassia	30 10	Sulphur, Subl	2 1/2 4	Universal Prep'd	1 10 1 20
Quina, S P & W	25 35	Sulphur, Roll	2 1/2 4	Varnishes	
Quina, S Ger	25 35	Tamarinds	8 10	No. 1 Turp Coach	1 10 1 20
Quina, N Y	25 35	Terebenth Venice	25 30	Extra Turp	1 60 1 70
Rubia Tincturum	12 14	Theobromae	45 50	Coach Body	2 75 3 00
Saccharum La's	22 25	Vanilla	9 00	No. 1 Turp Furn	1 00 1 10
Salacin	4 50 4 75	Zinci Sulph	70 8	Extra T Damar	1 55 1 65
Sanguis Drae's	40 50	Oils		Jap Dryer No 1 T	70 8
Sapo, W	12 14	Whale, winter	70 70		

Freezable Goods

Now is the time to stock

Mineral Waters
Liquid Foods
Malt Extracts
Butter Colors
Toilet Waters
Hair Preparations
Inks, Etc.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

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Col	
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Brooms	Brushes
Butter Color	
C	Confections
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Clothes Lines	Cocoa
Cocoa	Cocoa Nut
Cocoa Shells	Coffee
Crackers	
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Fish and Oysters	Fishing Tackle
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Grain Bags	Grains and Flour
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Hides and Pelts	
I	Indigo
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Lye	
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Salt	Salt Fish
Seeds	Shoe Blacking
Snuff	Soap
Soda	Souled
Spices	Starch
Sugar	Syrups
T	Tea
Tobacco	Twine
V	Vinegar
W	Washing Powder
Wicking	Woodenware
Wrapping Paper	
Y	Yeast cake

1	2
AXLE GREASE	Plums
Aurora .55 6 00	Pineapple .25 2 75
Castor Oil .55 6 00	Sliced .1 35 2 55
Diamond .50 4 25	Pumpkin
Frazier's .75 9 00	Fair .70
IXL Golden .75 9 00	Good .80
BAKED BEANS	Fancy .1 00
Columbia Brand	Gallon .2 25
1 lb. can per doz. .90	Raspberries
2 lb. can per doz. .1 40	Standard @
3 lb. can per doz. .1 80	Russian Caviar
BATH BRICK	1/4 lb. cans .3 75
American .75	1/2 lb. cans .7 00
English .85	1 lb. can .12 80
BROOMS	Salmon
No. 1 Carpet .2 75	Col'a River, tails. @ 7 75
No. 2 Carpet .2 35	Col'a River, flats. 1 85 2 90
No. 3 Carpet .2 15	Red Alaska .1 45
No. 4 Carpet .1 75	Pink Alaska @ 95
Parlor Gem .3 40	Sardines
Common Whisk .85	Domestic, 1/4s .3 1/2 @ 3%
Fancy Whisk .1 20	Domestic, 1/2s .6 @ 9
Warehouse .3 00	Domestic, Must'd .11 @ 14
BRUSHES	California, 1/4s .17 @ 24
Scrub	French, 1/4s .7 @ 14
Solid Back, 8 in .75	French, 1/2s .18 @ 28
Solid Back, 11 in .95	Shrimps
Pointed Ends .85	Standard .1 30 @ 1 40
Stove	Succotash
No. 3 .75	Fair .95
No. 2 .1 10	Good .1 10
No. 1 .1 75	Fancy .1 25
Shoe	Strawberries
No. 8 .1 00	Standard .1 10
No. 7 .1 30	Fancy .1 40
No. 4 .1 70	Tomatoes
No. 3 .1 80	Fair .85 @ 95
BUTTER COLOR	Good .1 15
W. R. & Co.'s, 15c size. 1 25	Fancy .1 50 @ 1 35
W. R. & Co.'s, 25c size. 2 00	Gallons .2 50 @ 3 00
CANDLES	CARBON OILS
Electric Light, 8s .9 1/2	Barrels
Paraffine, 8s .10	Perfection @ 12 1/2
Paraffine, 12s .9 1/2	Water White @ 12
Wicking .23	D. S. S. S. @ 12
CANNED GOODS	Deodor'd Nap'a .29
Apples	Cylinder .24
3 lb. Standards .75 @ 80	Engine .16
Gals. Standards .2 00 @ 2 25	Black, winter .9 @ 10 1/2
Blackberries	CATSUP
Standards .85	Columbia, 25 pts .4 50
Beans	Columbia, 25 pts .50
Baked .80 @ 1 30	Snider's quarts .3 25
Red Kidney .85 @ 95	Snider's pints .2 35
String .70 @ 1 15	Snider's 1/2 pints .1 30
Wax .75 @ 1 25	CHEESE
Blueberries	Ace .@ 12
Standard @ 1 40	Carson City .@ 12 1/2
Gallon .@ 5 75	Peerless .@ 12 1/2
Brook Trout	Elsie .@ 14 1/2
2 lb. cans, Spiced. 1 90	Emblem .@ 13
Clams	Gem .@ 13
Little Neck, 1 lb. 1 00 @ 1 25	Ideal .@ 12 1/2
Little Neck, 2 lb. 1 50	Jersey .@ 12
Clam Bouillon	Riverside .@ 12 1/2
Burnham's, 1/2 pt. .1 92	Warner's .@ 12 1/2
Burnham's, pts .3 60	Brick .@ 13
Burnham's, qts .7 20	Edam .@ 20
Cherries	Leiden .@ 15
Red Standards .1 30 @ 1 50	Limburger .@ 13
White .1 50	Pineapple .40
Corn	Swiss, domestic .@ 60
Fair .85 @ 90	Swiss, Imported .@ 23
Good .1 00	CHEWING GUM
Fancy .1 20	American Flag Spruce. 55
French Peas	Beeman's Pepsin .60
Sur Extra Fine .22	Black Jack .55
Extra Fine .19	Largest Gum Made .60
Fine .15	Sen Sen .55
Moyen .11	Sen Sen Breath Per'e .1 00
Gooseberries	Sugar Leaf .55
Standard .90	Yucatan .55
Hominy	CHICORY
Standard .85	Bulk .5
Lobster	Red .7
Star, 1/2 lb. .2 15	Eagle .7
Star, 1 lb. .3 75	Frank's .7
Picnic Tails .2 60	Schener's .6
Mackerel	CHOCOLATE
Mustard, 1 lb. .1 80	Walter Baker & Co.'s
Mustard, 2 lb. .2 80	German Sweet .23
Souled, 1 lb. .1 80	Premium Sweet .31
Souled, 2 lb. .2 80	Vanilla .41
Spices .1 80	Caracas .35
Tomato, 1 lb. .1 80	Eagle .28
Tomato, 2 lb. .2 80	CLOTHES LINES
Mushrooms	Sisal
Hotels .15 @ 20	60 ft. 3 thread, extra .1 08
Buttons .22 @ 25	72 ft. 3 thread, extra .1 40
Oysters	90 ft. 3 thread, extra .1 70
Cove, 1 lb. .@ 90	60 ft. 6 thread, extra .1 29
Cove, 2 lb. .@ 1 70	72 ft. 6 thread, extra .1 29
Cove, 1 lb. .1 00	Jute
Peaches	60 ft. .75
Pie .1 10 @ 1 15	72 ft. .90
Yellow .1 65 @ 2 00	90 ft. .1 05
Pears	120 ft. .1 50
Standard .@ 1 35	Cotton Victor
Fancy .@ 2 00	60 ft. .1 10
Peas	60 ft. .1 35
Marrowfat .90 @ 1 00	70 ft. .1 40
Early June .90 @ 1 00	
Early June sifted .1 65	

3	4
Cotton Wndor	Lemon Biscuit Square. 8
50 ft. .1 30	Lemon .16
60 ft. .1 44	Lemon Snaps .12
70 ft. .1 80	Lemon Gems .10
80 ft. .3 00	Lem Yen .10
Cotton Braided	Marshmallow .16
40 ft. .95	Marshmallow Cream. 16
50 ft. .1 35	Marshmallow Walnut. 16
60 ft. .1 65	Mary Ann .8
Galvanized Wire	Malaga .10
No. 20, each 100 ft long. 1 90	Mich Coco F's'd honey. 12
No. 19, each 100 ft long. 2 10	Milk Biscuit .8
COCOA	Milk Frosted Honey .12
Baker's .38	Mixed Plenic .11 1/2
Cleveland .41	Molasses Cakes. Scio'd 8
Colonial, 1/4s .45	Moss Jelly Bar. .12
Colonial, 1/2s .33	Muskegon Branch, Iced 10
Edps .42	Newton .12
Huyler .45	Oatmeal Crackers .8
Van Houten, 1/4s .12	Orange Slice .16
Van Houten, 1/2s .20	Orange Gem .8
Van Houten, 1s .40	Penny Assorted Cakes. 7
Webb .31	Pilot Bread .15
Wilbur, 1/4s .41	Pineapple Honey .9
Wilbur, 1/2s .42	Ping Pong .15
COCOANUT	Pretzels, hand made .8
Dunham's 1/4s .26	Pretzellettes, hand m'd 8
Dunham's 1/2s & 1/4s. 26 1/2	Pretzellettes, mch. m'd 7
Dunham's 1/4s .28	Revere .14
Bulk .13	Rube Sears .8
COCOA SHELLS	Scotch Cookies .10
20 lb. bags .2 1/2	Snowdrops .16
Less quantity .3	Spiced Sugar Tops .8
Pound packages .4	Sugar Cakes, scalloped 8
COFFEE	Sugar Squares .8
Rio	Sultanas .15
Common .11 1/2	Spiced Gingers .8
Fair .13	Urchins .10
Choice .15	Vienna Crimp .8
Fancy .18	Vanilla Wafer .16
Santos	Waverly .9
Common .12	Zanzibar .9
Fair .13 1/2	CREAM TARTAR
Choice .15	Barrels or drums .29
Fancy .18	Boxes .30
Peaberry .18	Square cans .32
Maracalbo	Fancy caddies .35
Fair .15	DRIED FRUITS
Choice .16 1/2	Apples
Fancy .19	Sundried .5 1/2 @ 7
Choice .15	Evaporated .5 1/2 @ 7
Java	100-125 25 lb. boxes. @ 3 1/2
African .12	90-100 25 lb. boxes. @ 4
Fancy African .17	80-90 25 lb. boxes. @ 4 1/2
O. G. .25	70-80 25 lb. boxes. @ 5
P. G. .31	60-70 25 lb. boxes. @ 6
Arabian .21	50-60 25 lb. boxes. @ 6 1/2
Mocha	40-50 25 lb. boxes. @ 7 1/2
Package	30-40 25 lb. boxes. @ 7 1/2
New York Basis.	1/4c less in b. w. cases
Arbuckle .13 50	Citron
Dillworth .13 00	Corsican .@ 15
Jersey .13 50	Curants
Lion .13 50	Imp'd. 1 lb. pkg. .@ 7 1/2
McLaughlin's XXXX .13 50	Imported bulk .6 1/2 @ 7
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Peel
Extract	Lemon American .12
Holland, 1/2 gro boxes. 95	Orange American .12
Felix, 1/2 gross .1 15	Raisins
Hummel's foil, 1/2 gro. 85	London Layers 3 cr 1 90
Hummel's tin, 1/2 gro. 1 43	London Layers 3 cr 1 95
CRACKERS	Cluster 4 crown. 2 60
National Biscuit Company's Brands	Loose Muscatels, 2 cr. 5
Butter	Loose Muscatels, 3 cr. 5 1/2
Seymour Butters .6	Loose Muscatels, 4 cr. 6
N Y Butters .6	L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2
Salted Butters .6	L. M. Seeded, 3/4 lb 5 @ 6
Family Butters .6	Sultanas, bulk. .8
Soda	Sultanas, package. 8 1/2
N B C Sodas .6	FARINACEOUS GOODS
Select .8	Beans
Saratoga Flakes .13	Dried Lima .5
Oyster	Med. Hd. Pk'd. .2 00 @ 2 10
Round Oysters .6	Brown Holland .2 50
Square Oysters .6	Farina
Faust .7 1/2	24 1 lb. packages. .1 75
Argo .7	Bulk, per 100 lbs. .3 00
Extra Farina 7 1/2	Hominy
Sweet Goods	Flake, 50 lb. sack .1 00
Animals .10	Pearl, 200 lb. sack .4 00
Assorted Cake .10	Pearl, 100 lb. sack .2 00
Bagley Gems .8	Maccaroni and Vermicelli
Belle Rose .8	Domestic, 10 lb. box .60
Bent's Water .16	Imported, 25 lb. box .2 50
Butter Thin .13	Pearl Barley
Chocolate Drops .16	Common .2 60
Coco Bar .12	Chester .2 75
Cococanut Taffy .12	Empire .3 50
Cinnamon Bar .9	Peas
Coffee Cake, N. B. C. 10	Green, Wisconsin, bu. 1 25
Coffee Cake, Iced .10	Green, Scotch, bu. 1 35
Cococanut Macaroons .18	Split, lb. .4
Cracknels .16	Roll Oats
Currant Fruit .10	Flake, 110 lb. sacks .4 40
Chocolate Dainty .16	Steel Cut, 100 lb. sacks 2 15
Cartwheels .9	Monarch, bbl .4 15
Dixie Cookie .8	Monarch, 10 lb. sacks .1 95
Fluted Cococanut .10	Quaker, cases .3 10
Frosted Creams .8	Sago
Ginger Gems .8	East India .5 1/2
Ginger Snaps, N B C 7	German, sacks .3 1/2
Grandma Sandwich .10	German, broken pkg .4
Graham Crackers .8	Taploca
Honey Fingers, Iced. 12	Flake, 110 lb. sacks .4 1/2
Honey Jumbles .12	Pearl, 130 lb. sacks .4
Iced Happy Family .11	Pearl, 24 lb. pkgs. .6
Iced Honey Crumpet .10	Wheat
Imperial .8	Cracked, bulk .3 1/2
Indiana Belle .15	24 2 lb. packages .2 50
Jersey Lunch .8	FISHING TACKLE
Lady Fingers .12	1 1/2 to 1 in .6
Lady Fingers, hand md 25	1 1/2 to 2 in .9
	1 1/2 to 2 1/2 in .11
	2 in .15
	3 in .30
	Cotton Lines
	No. 1, 10 feet .5
	No. 2, 15 feet .7
	No. 3, 15 feet .9
	No. 4, 15 feet .10
	No. 5, 15 feet .11
	No. 6, 15 feet .12
	No. 7, 15 feet .13
	No. 8, 15 feet .14
	No. 9, 15 feet .15

5
Linen Lines
Small .26
Medium .25
Large .24
Poles
Bamboo, 14 ft., pr dz. .55
Bamboo, 16 ft., pr dz. .65
Bamboo, 18 ft., pr dz. .86
FLAVORING EXTRACTS
Foote & Jenks
Coleman's Van. Lem. .75
2oz. Panel .1 20
3oz. Taper .2 00 1 50
No. 4 Rich. Blake. 2 00 1 50
Jennings
Terpeness Lemon
No. 2 D. C. pr dz .75
No. 4 D. C. pr dz .1 56
No. 6 D. C. pr dz .2 06
Taper D. C. pr dz .1 50
Mexican Vanilla
No. 2 D. C. pr dz .1 20
No. 4 D. C. pr dz .2 00
No. 6 D. C. pr dz .3 00
Taper D. C. pr dz .2 00
GELATINE
Knox's Sparkling, dz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd., doz. 1 20
Knox's Acidu'd., gro. 14 00
Oxford .75
Plymouth Rock .1 20
Nelson's .1 50
Cox's, 2 qt. size .1 61
Cox's, 1 qt. size .1 10
GRAIN BAGS
Amoskeag, 100 in b. 19
Amoskeag, less than b. 19 1/2
GRAINS AND FLOUR
Wheat
No. 1 White .1 12
No. 2 Red .1 12
Winter Wheat Flour
Local Brands
Patents .6 40
Second Patents .6 00
Straight .5 80
Second Straight .5 40
Clear .4 80
Graham .5 50
Buckwheat .5 00
Rye .4 20
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Worden Grocer Co.'s Brand
Quaker, paper .5 80
Quaker, cloth .6 00
Spring Wheat Flour
Pillsbury's Best, 1/4s .6 60
Pillsbury's Best, 1/2s .6 50
Pillsbury's Best, 3/4s .6 40
Lemon & Wheeler Co.'s Brand
Wingold, 1/4s .6 90
Wingold, 1/2s .6 80
Wingold, 3/4s .6 70
Judson Grocer Co.'s Brand
Ceresota, 1/4s .6 90
Ceresota, 1/2s .6 80
Ceresota, 3/4s .6 70
Worden Grocer Co.'s Brand
Laurel, 1/4s, cloth .6 80
Laurel, 1/2s, cloth .6 70
Laurel, 3/4s & 1/2s paper .6 60
Laurel, 1/4s .6 60
Meal
Bolton .2 90
Golden Granulated .3 00
Feed and Millstuffs
St. Car Feed screened 22 50
No. 1 Corn and Oats 22 50
Corn Meal, coarse. 22 50
Oil Meal .28 00
Winter wheat bran .20 00
Winter wheat mid'ngs 23 00
Cow feed .21 00
Oats
Car lots .33 1/2
Corn
Corn .57 1/2
Hay
No. 1 timothy car lots. 19 50
No. 1 timothy ton lots. 12 50
HERBS
Sage .15
Hops .15
Laurel Leaves .15
Senna Leaves .25
INDIGO
Madras, 5 lb. boxes .55
S. F., 2 3/5 lb. boxes .65
JELLY
5 lb. pails, per doz .1 70
15 lb. pails .28
30 lb. pails .65
LICORICE
Pure .80
Calabria .23
Sicily .14
Root .11
LYE
Condensed, 2 dz .1 60
Condensed, 4 dz .3 00
MEAT EXTRACTS
Armour's, 2 oz .4 45
Armour's, 4 oz .5 20
Liebig's, Chicago, 4 oz. 2 75
Liebig's, Chicago, 4 oz. 5 50
Liebig's, Imported, 2 oz. 4 50
Liebig's, Imported, 4 oz. 8 50

6

MOLASSES

New Orleans

Fancy Open Kettle ... 40

Choice ... 35

Fair ... 26

Good ... 22

Half barrels 2c extra

MINCE MEAT

Columbia, per case ... 2 75

MUSTARD

Horse Radish, 1 dz ... 1 75

Horse Radish, 2 dz ... 3 50

Bayle's Celery, 1 dz ...

OLIVES

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

PIPES

Clay, No. 216 ... 1 70

Clay, T. D., full count ... 65

Cob, No. 3 ... 85

PICKLES

Medium

Barrels, 1,200 count ... 6 50

Half bbls., 600 count ... 3 75

Small

Barrels, 2,400 count ... 3 80

Half bbls., 1,200 count ... 4 75

PLAYING CARDS

No. 99, Steamboat ... 85

No. 15, Rival, assorted ... 1 20

No. 20, Rover enameled ... 1 75

No. 572, Spectral ... 1 75

No. 98, Golf, satin finish ... 2 00

No. 808, Bicycle ... 2 00

No. 632, Tourment whist ... 2 50

POTASH

48 cans in case ... 4 00

Penna Salt Co.'s ... 3 90

PROVISIONS

Barreled Pork

Mess ... 12 00

Back fat ... 15 00

Fat back ... 15 25

Short cut ... 14 50

Pig ... 14 50

Beef ... 12 25

Brisket ... 12 00

Clear Family ... 12 50

Dry Salt Meats

Bellies ... 9

S P Bellies ... 10

Extra Shorts ... 8 1/2

Smoked Meats

Hams, 12 lb. average ... 11

Hams, 14 lb. average ... 11

Hams, 16 lb. average ... 11

Hams, 20 lb. average ... 11

Smoked Hams

Ham, dried beef sets ... 13 1/2

Shoulers, (N. Y. cut) ... 11

Bacon, clover ... 12 1/2

California Ham ... 8 1/2

Picnic Boiled Ham ... 12 1/2

Boiled Hams ... 17

Berlin Ham pr'd ... 8

Mince Ham ... 10

Lard

Compound ... 6 1/2

Pure ... 8 1/2

60 lb. tubs, advance ... 7 1/2

60 lb. tubs, advance ... 7 1/2

60 lb. tubs, advance ... 7 1/2

20 lb. pails, advance ... 7 1/2

10 lb. pails, advance ... 7 1/2

5 lb. pails, advance ... 1

3 lb. pails, advance ... 1

Sausages

Bologna ... 5 1/2

Liver ... 6 1/2

Frankfort ... 7 1/2

Pork ... 8

Feal ... 8

Tongue ... 9 1/2

Headcheese ... 6 1/2

Beef

Extra Mess ... 10 00

Boneless ... 11 00

Rump, new ... 11 00

Pig's Feet

1/2 bbls. ... 1 10

1/4 bbls., 40 lbs. ... 1 70

1/4 bbls. ... 3 75

1 bbl. ... 7 75

Ripe

Kits, 15 lbs ... 70

1/4 bbls., 40 1/2 ... 1 65

1/2 bbls., 80 lbs ... 3 00

Casings

Hogs, per lb. ... 26

Beef rounds, set ... 15

Beef middles, set ... 45

Sheep, per bundle ... 70

Uncolored Butterine

Solid, dairy ... 10

Rolls, ... 10 1/2@11 1/2

Canned Meats

Corned beef, 2 ... 2 50

Corned beef, 14 ... 17 50

Roast beef, 2@ ... 2 50

Potted ham, 1/4 ... 45

Potted ham, 1/8 ... 45

Deviled ham, 1/4 ... 45

Deviled ham, 1/8 ... 45

Potted tongue, 1/4 ... 45

Potted tongue, 1/8 ... 45

RICE

Screenings ... 2 1/2

Fair Japan ... 3 1/2

Choice Japan ... 4 1/2

Imported Japan ... 4 1/2

Fair Louisiana hd. ... 3 1/2

Choice La. hd. ... 4 1/2

Fancy La. hd. ... 5 1/2

Carolina ex. fancy ... 6 1/2

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SALAD DRESSING

Columbia, 1/2 pint ... 2 25

Columbia, 1 pint ... 4 00

Durkee's, large, 1 doz. 4 00

Durkee's, small, 2 doz. 5 25

Snider's, large, 1 doz. 2 85

Snider's, small, 2 doz. 1 35

SALETERATUS

Packed 60 lbs. in box

Arm and Hammer ... 3 15

Deland's ... 3 00

Lwigth's Cow ... 3 15

Emblem ... 2 30

L. P. ... 3 00

Wyandotte, 100 3/4 ... 3 00

SAL SODA

Granulated, bbls ... 85

Granulated, 100lb cases ... 1 00

Lump, bbls ... 75

Lump, 145lb. kegs ... 95

SALT

Diamond Crystal

Table

Cases, 24 3lb. boxes ... 1 40

Barrels, 100 3lb. bags ... 3 00

Barrels, 50 5lb. 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 ... 2 75

Sacks, 56 lbs ... 67

Shaker

Boxes, 24 2lb ... 1 50

Cheese

Bbls, 230 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.

Common Grades

100 3lb. sacks ... 1 90

60 5lb. sacks ... 1 80

28 10lb. sacks ... 1 70

56 lb. sacks ... 30

28 lb. sacks ... 15

Warsaw

56 lb. dairy in drill bags ... 40

28 lb. dairy in drill bags ... 20

Solar Rock

56 lb. sacks ... 22

Common

Granulated, fine ... 80

Medium fine ... 85

SALT FISH

Cod

Large Whole ... @ 6 1/2

Small Whole ... @ 6

Strips or bricks, 7 1/2@10

Pollock ... @ 3 1/2

Halibut

Strips ... 14 1/2

Chunks ... 15

Herring

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

Round, 100 lbs ... 3 60

Round, 40 lbs ... 2 00

Scaled ... 18

Trout

No. 1, 100 lbs ... 7 50

No. 1, 40 lbs ... 3 25

No. 1, 10 lbs ... 90

No. 1, 8 lbs ... 75

Mackerel

Mess, 100 lbs ... 13 00

Mess, 40 lbs ... 5 70

Mess, 10 lbs ... 1 60

Mess, 8 lbs ... 1 34

No. 1, 100 lbs ... 11 50

No. 1, 40 lbs ... 5 10

No. 1, 10 lbs ... 1 50

No. 1, 8 lbs ... 1 25

Whitefish

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

SEEDS

Anise ... 15

Caraway ... 7 1/2

Caraway ... 8

Cardamom, Malabar ... 1 00

Celery ... 10

Hemp, Russian ... 4

Mixed Bird ... 4

Mustard, white ... 8

Poppy ... 8

Rape ... 4 1/2

Cattle Bone ... 25

SHOE BLACKING

Handy Box, large, 3 dz 2 50

Handy Box, small ... 1 25

Bixby's Royal Polish ... 85

Miller's Crown Polish ... 85

SNUFF

Scotch, in bladders ... 37

Macabrow, in jars ... 35

SOAP

Central City Soap Co's

brand

Jaxon ... 2 85

Jaxon, 5 box, del. ... 2 80

Jaxon, 10 box, del. ... 2 75

Johnson Soap Co. brands

Silver King ... 3 65

Calumet Family ... 2 75

Scotch Family ... 2 85

Cuba ... 2 35

J. S. Kirk & Co. brands

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AMERICAN FAMILY

4 05

Dusky Diamond, 50 doz. 2 80

Dusky D'nd., 100 doz. 3 80

Jap Rose ... 3 75

Savon Imperial ... 3 10

White Russian ... 3 10

Dome, oval bars ... 2 85

Satinet, oval ... 2 15

Snowberry ... 4 00

LAUTZ BROS. & CO. BRANDS

Big Acme ... 4 00

Acme, 100-3/4 lb. bars ... 3 10

Big Master ... 3 10

Snow Boy P'dr. 100 pk. 4 00

Marselles ... 4 00

Proctor & Gamble brands

Lenox ... 2 85

Ivory, 6 oz ... 4 00

Ivory, 10 oz ... 6 75

Star ... 3 10

A. B. Whisley brands

Good Cheer ... 4 00

Old Country ... 3 40

Scouring

Morgan's Sons.

Sapolio, gross lots ... 9 00

Sapolio, half gross lots ... 4 50

Sapolio, single boxes ... 2 25

Sapolio, hand ... 2 25

SODA

Boxes, English ... 5 1/2

Kegs, English ... 4 1/2

SOUPS

Columbia ... 3 00

Red Letter ... 90

SPICES

Whole Spices

Allspice ... 12

Cassia, China in mats. 12

Cassia, Canton ... 16

Cassia, Batavia, bund. 28

Duke's Cameo ... 43

Myrtle Navy ... 44

Yum Yum, 1 lb. pails ... 39

Yum Yum, 1 lb. pails ... 38

Cream ... 55

Corn Cake, 2 1/2 oz. 24

Corn Cake, 1 lb. 22

Plov Boy, 1 2-3 oz. 39

Peelless, 3 1/2 oz. 35

Peelless, 1 2-3 oz. 38

Cant Brake ... 36

Country Club ... 30

Forex-XXXX ... 32-34

Good Indian ... 28

Self Binder ... 20-22

Silver Foam ... 34

TWINE

Cotton, 3 ply ... 22

Cotton, 4 ply ... 22

Jute, 2 ply ... 14

Hemp, 3 ply ... 13

Flax, medium ... 20

Wool, 1 lb. balls ... 6 1/2

VINEGAR

Malt White Wine, 40 gr. 8

Malt White Wine, 80 gr. 11

Pure Cider, E & B ... 11

Pure Cider, Red Star ... 11

Pure Cider, Robinson ... 10

Pure Cider, Silver ... 10

WASHING POWDER

Gold Flake ... 2 75

Gold Flake ... 3 25

Gold Dust, 2 large ... 4 50

Gold Dust, 100 ... 4 00

Kirkline, 24 4lb. ... 3 75

Pearline ... 3 75

Soapine ... 4 10

Babbitt's 1776 ... 3 75

Roseine ... 3 50

Armour's ... 3 70

Nine O'clock ... 3 35

Wisdom ... 3 30

Scouring ... 3 50

Rub-No-More ... 3 75

WOODENWARE

Baskets

Bushels ... 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 m, 6 50

Willow Clothes, small 5 50

Bradley Butter Boxes

2lb. size, 24 in case ... 72

3lb. size, 16 in case ... 68

5lb. size, 12 in case ... 63

10lb. size, 6 in case ... 60

Butter Plates

No. 1 Oval, 250 in crate. 40

No. 2 Oval, 250 in crate. 45

No. 3 Oval, 250 in crate. 50

No. 5 Oval, 250 in crate. 60

CHURNS

Barrel, 5 gal., each ... 2 40

Barrel, 10 gal., each ... 2 55

Barrel, 15 gal., each ... 2 70

CLOTHES PINS

Round head, 5 gross bx ... 55

EGG CRATES

Humpty Dumpty ... 2 40

No. 1, complete ... 32

No. 2, complete ... 18

10

Faucets

Cork lined, 8 in ... 65

Cork lined, 9 in ... 75

Cork lined, 10 in ... 85

Cedar, 8 in ... 55

Mop Sticks

Trojan spring ... 90

Eclipse patent spring ... 85

No. 1 common ... 75

No. 2 pat. brush holder ... 75

12lb. cotton mop heads ... 1 25

Ideal No. 7 ... 90

2-hoop Standard ... 1 60

3-hoop Standard ... 1 75

2-wire, Cable ... 1 70

3-wire, Cable ... 1 90

Cedar, all red, brass ... 1 25

Paper, Eureka ... 2 25

Fibre ... 2 70

Toothpicks

Hardwood ... 2 50

Softwood ... 2 75

Banquet ... 1 50

Ideal ... 1 50

Traps

Mouse, wood, 2 holes ... 22

Mouse, wood, 4 holes ... 45

Mouse, wood, 6 holes ... 70

Mouse, tin, 5 holes ... 65

Rat, wood ... 80

Rat, spring ... 75

Tubs

20-in., Standard, No. 1, 7 00

18-in., Standard, No. 2, 6 00

16-in., Standard, No. 3, 5 00

20-in., Cable, No. 1 ... 7 50

18-in., Cable, No. 2 ... 6 50

16-in., Cable, No. 3 ... 5 50

No. 1 Fibre ... 10 80

No. 2 Fibre ... 9 45

No. 3 Fibre ... 8 55

Wash Boards

Bronze Globe ... 2 50

Dewey ... 1 75

Double Acme ... 2 25

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 65

Window Cleaners

12 in. ... 1 25

14 in. ... 1 85

16 in. ... 2 30

Wood Bowls

11 in. Butter ... 75

13 in. Butter ... 1 15

15 in. Butter ... 2 00

17 in. Butter ... 3 25

19 in. Butter ... 4 75

Assorted, 15-17 ... 2 25

Assorted, 15-17-19 ... 3 25

WRAPPING PAPER

Common Straw ... 1 1/2

Fibre Manila, white ... 2 1/2

Fibre Manila, colored ... 4

No. 1 Manila ... 4

Cream Manila ... 3

Butcher's Manila ... 2 1/2

Wax Butter, short cut ... 13

Wax Butter, full count ... 20

Wax Butter, rolls ... 15

YEAST CAKE

Magic, 3 doz. ... 1 15

Sunlight, 3 doz. ... 1 00

Sunlight, 1 1/2 doz. ... 50

Yeast Foam, 3 doz. ... 1 15

Yeast Cream, 3 doz ... 1 00

Yeast Foam, 1 1/2 doz. ... 58

FRESH FISH

Per lb.

Jumbo Whitefish ... 11@12

No. 1 Whitefish ... 9

White fish ... 10@12

Trout ... 9

Black Bass ... 10@11

Ciscoes or Herring ... 5

Bluefish ... 11@12

Live Lobster ... 22

Boiled Lobster ... 23

Haddock ... 12 1/2

No. Pickered ... 8

Pike ... 7

Perch, dressed ... 7

Smoked White ... 12 1/2

Red Snapper ... 10

Col. River Salmon ... 15@16

Mackerel ... 14@15

OYSTERS

Cans

Per can

F H Counts ... 35

Extra Selects ... 27

Selects ... 23

Perfection Standards ... 22

Anchors ... 20

Standards ... 18

Bulk Oysters.

F H Counts ... 1 75

Extra Selects ... 1 60

Selects ... 1 40

Perfection Standards ... 1 15

Plain Standards ... 1 10

Clams ... 1 25

Shell Goods

Per 100

Clams ... 1 00

Oysters ... 1 00

HIDES AND PELTS

Hides

Green No. 1 ... 8

Cured No. 2 ... 7

Cured No. 3 ... 9

Calfskins, green No. 1 ... 1 11

Calfskins, green No. 2 ... 9 1/2

Calfskins, cured No. 1 ... 1 12 1/2

Calfskins, cured No. 2 ... 1 11

Steer Hides, 60 1/2% over ... 10 1/2

11

Pelts

Old Wool ...

Lamb ... 15@1 50

Shearlings ... 25@ 80

Tallow

No. 1 ... @ 4 1/4

No. 2 ... @ 3 3/4

Wool

Washed, fine ... @-

Unwashed, medium ... 22@ 27

Unwashed, fine ... 14@20

Washed, medium ... @ 32

CONFECTIONS

Stick Candy

Standard ... 7 1/2

Standard H. H. ... 7 1/2

Standard Twist ... 7 1/2

Cut Loaf ... 9

Jumbo, 32lb. cases ... 7 1/2

Extra H. H. ... 9

Boston Cream ... 10

Old Time Sugar stick ... 12

Mixed Candy

Grocers ... 6

Competition ... 7

Special ... 7 1/2

Conserve ... 7 1/2

Royal ... 8 1/2

Ribbon ... 9

Broken ... 8

Cut Loaf ... 8

English Rock ... 9

Kindergarten ... 8 1/2

Bon Ton Cream ... 8 1/2

French Cream ... 9

Star ... 11

Hand made Cream ... 14 1/2

Premio Cream mixed ... 12 1/2

Fancy-In Pails

O F 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 ... 1

Lozenges, printed ... 11

Champion Chocolate ... 11

Reliance Chocolates ... 12

Quintette Chocolates ... 12

Champion Gum Drops ... 8

Moss Drops ... 8

Lemon Sours ... 9

Imperial ... 9

Ital. Cream Opera ... 12

Ital. Cream Bon Bons ... 12

20 lb. pails ... 12

Molasses Chews, 15lb. cases ... 12

Golden Waffles ... 12

Fancy-In 5lb. Boxes

Lemon Sours ... 50

Peppermint Drops ... 60

Chocolate Drops ... 60

H. M. Choc Drops ... 85

H. M. Choc. Lt. and ...

Dark No. 12 ... 1 00

Brilliant Gems, Cryst. 60

A. A. Licorice Drops ... 90

Lozenges, plain ... 50

Lozenges, printed ... 50

Imperial ... 55

Mottees ... 60

Molasses Bar ... 55

Molasses Bar, Cryst. ... 55

Hand Made Creams ... 50

Cream Buttons, Peppermint and Wintergreen ... 65

String Rock ... 60

Wintergreen Berries ... 55

Old Time Assorted, 25 lb. case ... 2 50

Buster Brown Goodies ... 3 25

Up-to-Date Assnt, 32 lb. case ... 3 50

Pop Corn

Dandy Smack, 2 1/2 ... 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

NUTS

Whole

Almonds, Haregona ... 16

Almonds, Haregona ... 16

Almonds, California, shelled, new ... 14 @ 16

Brazils ... @ 2

Filberts ... @ 1

Walnuts, soft shelled, Cal. No. 1 ... @ 12

Walnuts, new Chili ... @ 12

Table Nuts, fancy ... 13

Pecans, Med. ... 10

Pecans, Ex. ... 11

Pecans, Jumbos ... 12

Hickory Nuts per bu. ... 1 75

Ohio new ... 1 75

Cocoanuts ... 4

Chestnut, New York State, per bu. ... 5 00

Shelled

Spanish Peanuts 6 1/2@ 7

Pecan Halves ... 28

Walnut Halves ... 30

Filbert Meats ... 26

Alcantre Almonds ... 33

Jordan Almonds ... 47

Peanuts

Fancy, H. P. Suns, 6 1/2@ 7

Fancy, H. P. Sun, Roasted ... 7 1/2@ 8

Choice, H. P. Sun, Choice, H. P. Sun, bo, Roasted ... @ 8 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand

JAXON
1 lb. cans, 4 doz. case 45
1 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60



Royal

10c size. 90
1/4 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
3/4 lb. cans 375
1 lb. cans 480
5 lb. cans 1300
5 lb. cans 2150

BLUING

Arctic 4 oz. ovals, p. gro 4 00
Arctic 8 oz. ovals, p. gro 6 00
Arctic 16 oz. ro'd, p. gro 9 00

BREAKFAST FOOD
Walsh-DeRoo So.'s Brands

Sunlight Flakes
Per case\$4 00
Wheat Grits
Cases, 24 2 lb. pack's. \$2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....\$3 00
500 or more.....\$2 00
1,000 or more.....\$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case..2 60
35 1/2 lb. pkg. per case..2 60
35 1/2 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.....5 @ 8
Loins.....7 1/2 @ 12
Ribs.....7 @ 10
Round.....5 1/2 @ 6 1/2
Chucks.....4 @ 4 1/2
Plates.....4 @ 3 1/2

Pork

Dressed.....@ 6
Loins.....@ 10
Boston Butts.....@ 9
Shoulders.....@ 7 1/2
Leaf Lard.....@ 8

Mutton

Carcass.....5 @ 5 1/2
Lamb.....6 @ 8

Veal

Carcass.....5 1/2 @ 8



CORN SYRUP

24 10c cans.....1 24
12 25c cans.....2 20
4 60c cans.....2 20

COFFEE

Roasted

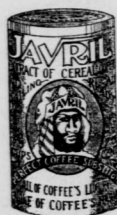
Dwinell-Wright Co.'s Bds.



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., Sagin-
aw; Meisel & Goeschel
Bay City; Godsmark, Du-
rand & Co., Battle Creek
Fielbach Co., Toledo.

COFFEE SUBSTITUTE

Javril



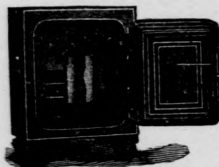
2 doz. in case.....4 50



CONDENSED MILK

4 doz. in case
Gail Borden Eagle.....6 40
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

ever Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..8 85
50 cakes, small size..1 25

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

Why it PAYS to buy HOLIDAY GOODS of Butler Brothers

Though we shall this year, as usual, sell several times as many Holiday Goods as any other jobbing concern in the trade, the biggest half of our business is yet to come.

We dare to carry a complete stock of Holiday Goods long after the "drummers" season is over, because we sell by catalogue only. Our book calls on a hundred thousand merchants in the time a salesman could call on ten.

When you buy Holiday Goods of us you do not have to load yourself down many months in advance of the selling season. We shape our stock to suit your convenience.

Our annual "Santa Claus" edition is just out. It contains everything we have to offer and names the only prices we have to quote. Everything is illustrated and described so you know what you are to get.

This catalogue takes the holiday markets of the world to your store. Whatever there is to be had that SELLS—new or old—appears therein, and at a right price. Whether you want a little fill-in order of \$20, or a full-grown \$2,000 stock, we have the goods ready for you.

Now that the rush season is about to begin it is worth your while to remember that mail orders are the only kind of orders we know anything about.

Our catalogue is sent free to any merchant on request. Ask for No. J520—the Santa Claus edition.

BUTLER BROTHERS

Wholesalers of Everything—by Catalogue Only

NEW YORK CHICAGO ST. LOUIS

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—Shoe store, all new goods. Location the best. Write or see John Gysie, Columbus, Indiana. 976

Will pay cash for general or bazaar stock, with established trade in good town. Address No. 977, care Michigan Tradesman. 977

Firm of old standing that has been in business 12 years, established 30 years. Stock turned 2½ times and could be turned 3½ times, easily. Desire to correspond with an honest active business man, with \$3,500, who wants best opportunity to get best returns for his investment. Address No. 979, care Michigan Tradesman. 979

For Sale—Good undertaking and furniture business in one of the best towns in Northern Michigan. Will invoice about \$1,800. Don't write unless you mean business and have the money. H. L. Dawson, Central Lake, Mich. 978

For Rent—In Battle Creek, large second floor store in best location, on main street, in city. Used for Credit Clothing business. Will be vacated shortly. A. E. Poulsen, Battle Creek, Mich. 986

Store to rent on main street Battle Creek, Mich. Rent reasonable. Store 7x25. More room if desired. Good location for furniture store or wall paper house. Good basement, freight elevator. Address No. 985, care Michigan Tradesman. 985

For Sale—Good paying restaurant in town of 8,000 inhabitants. For particulars address Lock Box 84, Cadillac, Mich. 983

For Sale—Five "Standard" power sewing machines. C heads with shaftings and tabling complete. Nearly new. Will sell cheap if sold at once. Address No. 981, care Michigan Tradesman. 981

Bakery for sale in town of fifteen hundred in lower Michigan. No competition and good business. Stock will invoice about \$700. For particulars address No. 982, care Michigan Tradesman. 982

For Sale—One of the best retail clothing, furnishings and hat stores in the city of Milwaukee. Sold last year \$62,000.00 cash. Rent \$450 per month, including light and heat. Must dispose of the lease and stock of \$25,000; can be bought cheap. Address The Continental, Milwaukee, Wis. 980

For Sale—A well equipped crockery store recently fitted up with very fine fixtures, located in a city in the Middle West of 150,000 inhabitants. Will sell fixtures only and close out the stock if the buyer wishes to move them. Or will sell fixtures and any part of the stock to a party who wishes to continue the business. Address "Good Opportunity," care Michigan Tradesman. 975

For Sale—A clean new stock of clothing, shoes and furnishings in a hustling town of 1,300. Two good factories and a prosperous farming country. Trade last year over \$15,000 cash. Stock will invoice about \$9,000. Ill health the cause of selling and must be sold quick. Cash deal. Address No. 161, care Michigan Tradesman. 961

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Reason for selling, other business. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 959

For Sale—Only harness and horse goods store in best town on Grand Trunk between South Bend and Battle Creek. Formerly three stores. Lease included. Address J. H. Fletcher, Marcellus, Mich. 958

For Sale—Stock of hardware, paints and wall paper, invoicing \$1,500. Town 600 population, surrounded by best farming country in the State. Best of reasons for selling. Address No. 969, care Michigan Tradesman. 969

For Sale or Rent—Store building located corner Shawmut avenue and West Broadway. Has been used for grocery for past twenty-five years. Mrs. Leonard Kipp, Grand Rapids, Mich. 966

Best cash prices paid for coffee sacks, flour sacks, sugar sacks, etc. William Ross & Co., 57 So. Water St., Chicago, Ill. 938

For Sale—Custom feed and flour mill for sale. Located at Mancelona, Mich. Plenty of custom. Address A. Kimball, Mancelona. 947

For Sale—Fine stock of staple and fancy groceries in the best location in Muskegon. An established business of 37 years. Address Box 57, Muskegon, Mich. 944

For Sale—Billiard and pool tables, outfit with lunch supplies, cigars and tobacco. Terms reasonable. Apply C. T. Braidwood, Lock Box 18, Capac, Mich. 946

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

For Sale—Shoe stock, invoicing \$3,000. Splendid opening in good city. Best of reasons for selling. Address No. 955, care Michigan Tradesman. 955

For Rent at Holland, Mich.—Brick store 20x30 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

200 Ferrets For Sale—Best stock. Write for price. Lewis DeKleine, Jamestown, Mich. 936

For Sale—\$800 drug stock. Only stock in town. A bargain. Address No. 932, care Michigan Tradesman. 932

Well improved farm of 320 acres to exchange for hardware, general merchandise or income property. F. W. Reagan, Clinton, Mo. 924

For Sale—On easy terms, 80 acres of good land well located and in good condition, or will trade for timber, merchandise or city property. A. Mulholland, Jr., Reed City, Mich. 988

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

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

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

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

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

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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

For Sale—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

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 E. B. Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

For Sale—29 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

POSITIONS WANTED.

Wanted—Position in grocery or general store by experienced salesman. Address Box 71, Nashville, Mich. 987

Wanted—Position as bookkeeper or stenographer with wholesale shippers preferred. Address Competent, care Michigan Tradesman. 903

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—A good clerk in a general store in Northern Michigan. State experience, references and wages. Address General Store, care Michigan Tradesman. 974

Wanted—A good sober and industrious man with small capital to take half interest in well established business. For further particulars address No. 967, care Michigan Tradesman. 967

Wanted—Agents to handle our premium line of framed pictures for general stores as a side line; good commission; samples not necessary unless wanted. Apply Mueller Bros. Mfg. Co., Folk St. and Washtenaw Ave., Chicago, Ill. 949

AUCTIONEERS AND TRADERS

Merchants—Are you desirous of closing out your stock or having a reduction sale? We positively guarantee a profit on all reduction sales and 100 cents on the dollar above expenses on a closing out sale. We can furnish you with references from hundreds of merchants and the largest wholesale houses in the West. Write us to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 871

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience. Hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. References, Dun's Mercantile Agency. 872

Auction Sales, conducted by The A. W. Thomas Merchandise Auction Co. New system, modern methods, quick service, mercantile experts. Best staff of professional salesmen scientifically conduct auction or special sales in any part of the United States or Canada, guarantee the highest prices, and the most satisfactory results. We furnish long list of successful sales for reference. We furnish a brand new system of advertising free that brings the crowds. Write to-day for date. The A. W. Thomas Auction Co., 477 Wabash Ave., Chicago, Ill. 956

MISCELLANEOUS.

We can sell your business for cash and do it quickly. We have offices in more than eight hundred towns and cities. Write for our plan and do it now. Address Central Association, LaGrange, Ind. 984

To Exchange—Stock of merchandise. Is in good shape. Good reason for closing out. Invoice about \$6,000, some cash necessary. Will take good land. Address No. 965, care Michigan Tradesman. 965

10 cents buys Williams' Price Computer; it tells at a glance how many pounds and ounces to give for a certain sum of money up to one dollar; every grocer should have one. Address Allen Williams, Bloomfield, Ind. 964

Wanted—Everyone troubled with Asthma to send 15 cents for a sample bottle of Asthma Remedy. It has never failed to give relief. Address W. S. Widerfelt, Florence, Colorado. 963

To Exchange—80 acre farm ¾ 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.

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"Merchants" wishing to reduce or close out entirely their stocks, our up-to-date methods of advertising and selling are unequalled. We leave no "odds and ends," it costs you nothing to ascertain this fact; write us at once for particulars and dates. TAYLOR & SMITH, 53 River St., Chicago. "Bank references."

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SAMPLES

TRADESMAN COMPANY.

GRAND RAPIDS, MICH.

Detailed Review of the Grain Market.

There has been no material change in either wheat or coarse grains the past week. Wheat slumped quite sharply for a day or two, but as quickly regained the loss and a little besides. War news seems to have played a considerable part in the action, the market advancing or declining a few points as the news would indicate. Exports of wheat from Argentine the past week are reported as about a million bushels. Russia reports over six millions. The visible supply of grain in the United Kingdom shows an increase of 3,200,000 bushels, also afloat for the United Kingdom over 7,000,000. The above, in connection with free receipts of grain from all quarters in the States, has turned considerable attention to the bear side of the market. On the other hand, the crop damage reporters have been getting in their work. The Hessian fly is damaging the growing winter wheat in the Southwest and insects of unheard of shapes and dimensions are working at the crops in Argentine and other exporting countries. Taking all this into consideration we must not lose sight of the fact that we seem to be now on a nearer basis for exporting both wheat and flour than for some time in the past, and in all probability considerable breadstuffs will be exported from the United States during the next few weeks.

The large flour mills are running practically full time, although the demand for flour is not so urgent as the previous week. Millstuffs are a little dull and have shown a decline of 50c@\$1 per ton.

Corn continues in good demand. Old corn is moving slowly and commands a strong premium. New corn is commencing to move quite freely from the Southwest and the quality is reported as fine, but a little soft yet for long shipments. Kansas City reports sales of new corn at about 42c per bushel at country points, or on a basis of about 50c Michigan points.

Oats are moving a little more freely, while prices are practically unchanged for the week; in fact, the range of cash oats has been within a quarter of a cent, while May oats in Chicago are selling at from 1/2@3/4c per bushel lower.

The movement of beans has been free. The quality is choice, but the market has been weak, showing a decline of 10@15c per bushel, with offerings in excess of the demand.

L. Fred Peabody.

Cheboygan To Be the Northern Terminus.

Cheboygan, Nov. 1.—It is no longer a State secret that the P. M. Railway is furnishing the funds with which to construct the railway from Pellston to this city and that, simultaneous with the building of that road, the P. M. will fill in the gap between Bay View and Pellston, thus making Cheboygan the northern terminus of the system. This is a perfectly logical thing for the P. M. to do, because it has all along been

conceded that the P. M. would never remain permanently at Bay View, but would seek an outlet on the water, either at Cecil Bay, Mackinaw City or Cheboygan. The friendly relations which have long existed between the P. M. and the D. & M. lead to the belief that both roads will use the same terminals and sidetracks and that a union depot will be constructed which will be a credit to both lines and to the city as well.

In this connection it is interesting to note the effort now being made by certain interests in New York to promote a railway from the Soo to Detour and a car ferry line between Detour and Cheboygan. There are a good many features in favor of a car ferry between these points, the principal one being the entire absence of an accumulation of ice, during the winter months, such as the Mackinaw Straits has to contend with. While the distance is longer than the Mackinaw-St. Ignace route, it is claimed that the absence of ice of an impeding character will enable a ferry to make better time during the winter months and on a smaller consumption of fuel. In view of the fact that this route would be the shortest one from the Soo to the South and West and also furnish a direct outlet for the enormous tonnage which will originate along the line of the Algoma Central, the proposition looks like a feasible one at this end.

At a special stockholders' meeting of the Cheboygan Gas Light Co., held here last Friday, Geo. E. Frost and I. E. De Gowin were elected directors. Another local director will be elected at the next meeting, who will probably be asked to fill the position of Vice-President. John Hulswit was elected Assistant Treasurer and will remove to this city from Grand Rapids to take the office management, combining the duties of cashier and book-keeper.

Curious Combination.

Here is a curious combination: "Sator arepo tenet opera rotas." It is curious because it spells the same words backward and forward. The first letter of each word placed consecutively spells the first word; the second letter of each spells the second word, and so on. The last letters read backward spell the last word; the next to the last letters the next to the last word, and so on throughout. There are also as many letters in each word as there are words in the sentence.

Though the St. Louis exposition is admittedly a financial failure, Portland, Oregon, is going bravely ahead with preparations for another exposition which it is announced will positively open in June next.

The inadequate equipment of the Russian soldiers is revealed by the fact that after a recent engagement they took for their use clothing from the bodies of Japanese dead.

See our quotations in Grocery Price Current on page 45.

Dettenhaler Market.

Farmers Tricked by Old Game.

Ithaca, Oct. 30.—A. C. Locey, representing the E. C. Harley Co., of Dayton, Ohio, has succeeded in working an old game on the farmers of this vicinity by inducing them to buy goods of him in round lots on the specious plea that they are obtaining wholesale prices. As a matter of fact, they are paying large prices for inferior goods, as the following invoice, representing the purchases made by a farmer in Emerson township, Gratiot county, plainly shows:

3 lbs. Sun Dried tea, 65c,	\$ 1 95
2 lb. can cream tartar, 37c,	74
2 lbs. gro. pepper, 39c,	78
2 lbs. gro. cinnamon, 58c,	1 16
2 lbs. ginger, 47c,	94
2 lbs. mustard, 47c,	94
2 lbs. allspice, 45c,	90
1/2 lb. cloves, 56c,	28
1/2 lb. nutmegs, \$1.10,	55
1 lb. can cocoanut,	35
1/2 pt. lemon ext.,	75
1/2 pt. vanilla ext.,	75
1/4 pt. wintergreen,	38
1 box laundry soap,	35
1/2 lb. ball blue,	15
6 lbs. laundry starch,	39
1/2 pt. sewing machine oil,	20
6 oz. Celery Salt,	20
5 cakes yeast,	25
5 lbs. soda, 5c,	25
25 lbs. gran. sugar, 5 1/4c,	1 32
5 lbs. rice, 6c,	30
5 lbs. prunes, 8c,	40
5 lbs. rolled oats, 4 1/2c,	23
2 lbs. Eng. currants, 9c,	18
5 lbs. seeded raisins, 10c,	50
2 lbs. tapioca, 5c,	10
1 lb. plain chocolate,	35
100 cakes Douglas L. soap,	3 50
1/4 doz. No. 1 brooms,	80
56 lbs. table salt,	64
	\$20 58
Freight,	62
	\$21 20

Review of the Hardware Market.

While the bulk of the business is still being transacted in the winter and holiday goods, there is also an excellent demand for builders' hardware in which large contracts are being placed daily. Manufacturers, jobbers and retailers are so well satisfied with present conditions that they confidently predict a better showing for the entire year than in any previous year, even including 1903, when all former records for heavy sales were broken.

The usual demand for wire cloth continues and manufacturers have announced their price for 1905 on a basis of \$1.10 to jobbers, at mill or delivered in Chicago for shipment into stock with freight allowed as far west as the Mississippi River. Among the new firms which have recently entered the field are the National Wire Cloth Co., whose mill is in Niles, and the American Wire Cloth Co., in Clinton, Iowa. Several large contracts have already been placed and business is opening well for next summer's consumption. The old price on poultry netting has been affirmed on the basis of 80 and 25 per cent. discount to jobbers and 80 and 15 per cent. discount to retailers for netting which has been annealed after weaving, with an extra 5 per cent. discount to retailers for netting made from annealed wire.

Although prices for wire nails and other wire products have not yet been advanced the undertone of the market is decidedly firmer and an advance may soon be made. Husk-

ing tools and gloves are still in good demand in the West although the demand for other harvesting implements has about ended. In the cold weather lines the business in floor and side wall registers, pipe, elbows, stoves boards and furnaces is most active. Skates, sleds and snow shovels are beginning to move more freely in the Northwest, where snow has already fallen. The enquiry for mechanics' tools, both for wood and metal working, is improving. Recent advances in iron and steel values have had a tendency to keep prices of heavy and shelf goods stronger and no further declines are now expected.

In Philadelphia a man who was engaged to be married was stricken with smallpox, and was quarantined in a hospital. The woman of his choice begged to be admitted and when her request was granted asked further that they be allowed to marry. The officials consented and a clergyman four miles away performed the ceremony by telephone. It was hoped that the realization of his love would rally the patient, but it proved only an excitement that hastened his death, which occurred next day. It is love, no doubt, that makes the world go round, but it can not yet be accepted as a panacea for malignant diseases.

In Tombstone, Arizona, men are evidently at a premium for a man there offers to raffle himself as a husband at \$1 per chance. With the money thus obtained he and the prize winner in the raffle are to set up in housekeeping.

See our quotations in Grocery Price Current on page 45.
Dettenhaler Market.

BUSINESS CHANCES.

Make Smokeless Powder at 5c per pound! Sells readily. Full instructions for \$2. We guarantee it. No tools required. Make it at home on the kitchen stove. Worth its weight in gold. Smokeless Powder Company, Francesville, Ind. 990

For Sale—Clean and complete general stock inventorying about \$5,000, located at Silverwood. Old established business, enjoying a profitable and gradually increasing patronage. There is no better farming community in Michigan than this part of Tuscola county. This is an excellent opportunity for the right man, because I find it impossible to conduct two stores. I. S. Berman, Kingston, Mich. 997

Wanted—Party with small capital to rent good store, dry goods, groceries, etc., in fine farming district. Vacant on account death. Good house and store at the nominal rent \$10 per month. Address L. S. Townsend, Morley, Mich. 991

For Sale—Good stock food business, good stock, a money maker. Address Box 312, Flint, Mich. 993

Wanted—\$2,500 to \$5,000 merchandise or cash. Will put right in a paying business. Twelve miles from competition. Address No. 996, care Michigan Tradesman. 996

HELP WANTED.

Wanted—Registered pharmacist for suburban store. Write at once and state wages. Lake St. Pharmacy, 1105 Portage St., Kalamazoo, Mich. 995

Wanted—Agents to handle maple syrup as a side line. G. N. Kersten, Flint, Mich. 994

Wanted—Practical blacksmith in prosperous farming district. One who understands horse shoeing. Shop is good with tools. Will be rented at nominal sum to right party. A bonanza to a live man. Address L. S. Townsend, Morley, Mich. 992

Wanted Order Clerk—A registered assistant or man of two or three years' experience. Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 989