

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 9, 1904

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Write me for an investment
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Martin V. Barker
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Have Invested Over Three Million Dol- lars For Our Customers in Three Years

Twenty-seven companies! We have a
portion of each company's stock pooled in
a trust for the protection of stockholders,
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Our plans are worth investigating. Full
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SPECIAL FEATURES.

- Page.
2. Hardware Market.
4. Around the State.
5. Grand Rapids Gossip.
6. Window Trimming.
8. Editorial.
9. On Wall Street.
11. Be a Man.
12. Fruits and Produce.
13. New York Market.
14. Preservation of Food.
16. Clothing.
20. Woman's World.
23. The Divorce Evil.
24. Looking Backward.
26. Business Methods.
27. Can Man Create Life?
28. Rockefeller's Right Hand.
32. Fulfilled Dreams.
33. Shoes.
36. Avoiding Litigation.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

THE FATE OF THIBET.

While the indemnity exacted by the Younghusband mission from the Thibetans falls far short of the cost of the expedition to the British government, it is already foreshadowed that it will serve the purpose of the indefinite occupation of the country by British troops. The amount of the indemnity was placed at \$3,750,000, which the Thibetans agreed to pay within three years in the terms of the treaty which they signed. But it was stipulated that British troops should occupy the Chumbi Valley until the payment was made. That valley constitutes the military key to Thibet. Now the Thibetans declare their inability to pay within the three years stipulated in the treaty, and the British government has proposed that payments be made at the rate of \$50,000 a year. This proposition is said to be acceptable to the Thibetans, but China, the suzerain of the province, is offering increased opposition to the ratification of the treaty. She is suspected of being dominated by Russian influence. Fears have been aroused that the Dalai Lama and his Russian associate, who fled together from Lhasa at the approach of the Younghusband expedition, may return to the sacred city and repudiate the treaty and renew the former trouble with the British government.

The new British proposal practically provides for a seventy-five-year occupation of the Chumbi Valley, assuming that no interest will be collected on the principal represented in the indemnity. If the British occupation of the province is undisturbed Thibet will be thoroughly Anglicized long before the termination of that period by the industrial and commercial development of the country and its connection by rail with the railroad system of India. And the superstitious are already anticipating

the annexation of the territory to the British empire, basing their belief on an alleged Buddhist prophecy that thirteen Dalai Lamas would reign in Lhasa and then the line of Thibet's religious rulers would cease. The fugitive Dalai Lama is the thirteenth of the line and his flight from Lhasa has been construed to mean abdication.

FRANCE ACQUIRING MOROCCO

The recent treaty between France and Spain, although it has attracted little attention, is nevertheless a most important matter. It practically turns over to French influence the whole of Morocco, Spain merely retaining a portion of the coast provinces to safeguard her dignity. Even in the case of these provinces it is agreed that Spain will dispose of them to no other power but France.

This arrangement with Spain practically assures to France the domination of the whole of Northern Africa except Egypt. In practically relinquishing her pretensions to Egypt in favor of Great Britain, it was agreed with the British government that France should have a free hand in Morocco. Of course, that understanding was of small value until an arrangement could be effected with Spain, but now that Spain has been placated and has agreed to France's claims in Morocco the full terms of the bargain with England can be carried out. The latter secures undisputed sway in Egypt, and France becomes supreme in the rest of Northern Africa. As no other powers have any interests in that part of the world it is safe to assume that there will be no opposition to the carrying out of the understanding in all its details. If the Sultan of Morocco makes trouble he will be persuaded forcibly to forego his objections, or he will be deposed and a figurehead set up in his place who will be to Morocco and France what the Khedive is to Egypt and England.

Fifty per cent. of the men who tramp up and down the country, it is said, die accidental deaths of one kind or another. Twenty per cent. die of exposure and privation; 10 per cent. are found dead in barrel houses, another 10 per cent. die in almshouses, while another 10 per cent. are unaccounted for. In accidental deaths the railroad freight train is the cause of first magnitude. More tramps die under the wheels or in the shock of collision, or from a train jumping the rails at a switch than from any other one cause. There is seldom a collision involving a through freight in a general smashup that does not number a tramp victim.

GENERAL TRADE REVIEW.

It was not because of any political uncertainty that the last week of the campaign was attended by a reactionary and irregular stock market—it was simply a natural gathering of forces necessary to a healthful expansion in prices. The upward movement had been so long, steady and rapid that it bade fair to develop into a temporary boom condition, to be followed by the inevitable reaction. The irregular movement of stocks was attended by activity in trading, indicating that it needed such a movement to gain the attention of speculative bargain hunters. Prices in many cases are found to be about on a parity with the oft quoted 4 per cent., but that this will prove a stopping place is by no means probable. Earning ability is likely to keep out of the way of fixing values, and the knowledge of this fact will carry levels higher than earning parity, as it always has done.

The distraction of the last days of the campaign had little apparent effect on trade. From all directions come reports of increasing volume of distribution. Railway earnings are on the increase everywhere, caused by the widespread supply and demand in every line. There are large crops to move and at good prices, and this is reflected in a wide demand for all farm and living supplies. In Michigan and the Middle West there is complaint of too favorable weather for retail winter trade, but this was needed to finish securing crops, especially corn.

Iron and steel manufacturers report a steadily increasing demand all along the line. This is reflected in improving prices in many products. The most gratifying indication is the increasing demand for finished steel, which indicates that buyers have given up holding off in hopes of a decline. Textile manufacturers report steady improvement, especially as to wool products. Footwear factories are in good condition except that the increasing cost of materials causes some uneasiness.

Wireless messages are not to be kidnaped while doing their duty. It is reported that Herr Poulsen has invented a way of rendering it impossible to tap wireless messages in course of transmission. An international company is to be formed for the purpose of acquiring and working the patents.

Photographers have been reaping a harvest in Japan. Nearly all of the men who have gone to the war had their pictures taken before their departure and also procured pictures of their relatives to carry with them.

Review of the Hardware Market.

Manufacturers, jobbers and retailers are now booking a volume of orders greater than that of last year, which was a record-breaker. While all classes of winter goods continue in excellent demand, the unusually early enquiry for snow shovels is surprising both manufacturers and jobbers. Supplies of country as well as city dealers in this commodity are much larger than usual in view of the general belief that this will be an extremely cold winter. Trade in skates and sleds is also good and business in holiday goods is reaching remarkable proportions.

Pig Iron—While consumers of pig iron are manifesting an even greater desire to cover requirements for forward deliveries, most of the furnaces are less willing to sell their output at prevailing prices than they were during the preceding week. The heavy advances in values of all grades of foundry, basic, forge and Bessemer iron within the past two weeks have caused them to look for a still further advance, which will carry prices well toward the \$20-mark, at which figure foreign iron will begin to be imported. Although they realize that such importations would almost instantly check the upward movement of prices, they believe the demand will be so great that they will have no difficulty in booking orders at the higher level before any serious reaction occurs. They are, therefore, not inclined to sell their entire output at present values. The possibility that the present upward movement may be inspired by a false boom which may collapse as suddenly as it began is not regarded seriously by any but the most conservative producers, and the declared intention of the majority of furnace-men is to refuse any orders for far-distant deliveries except at a premium which they believe is the equivalent of the expected advance. The natural result of the general adoption of this policy is to limit transactions to sales for delivery this and next month, and as most of the largest foundry and manufacturing interests have already provided for their needs throughout the remainder of the year, the volume of business now being booked is very small. In all, only 100,000 tons of all the grades, mostly foundry and basic grades, were disposed of last week at the present high level of prices, but orders calling for an aggregate tonnage of about twice that amount are waiting to be placed.

Bar Iron—Is in excellent demand and is selling at a premium of \$1 per ton, so that the average quotation in Pittsburg is really \$1.39½ per hundredweight. Scrap iron and old iron rails continue in good request at the recent advances. Prices on all grades of coke are steadily advancing. Contracts on strictly 48-hour Connells-ville furnace coke are now being made at \$1.85 per ton, while 72-hour foundry coke is bringing \$2.35 for nearby deliveries and \$2.50 for shipments in the first half of next year.

Steel—Although the proposed official advance in the prices of billets and sheet bars has not yet been made,

consumers are generally compelled to pay a premium of about \$1 on the present pool quotations. The demand for bars continues good and a fair-sized tonnage of billets is also being taken. In finished lines steel plates are the most active and although large tonnages have already been used and are still required in the construction of steel steamships and freight cars, the producing capacity of the mills is still sufficient to meet current demands. Structural material is in excellent request owing to the resumption of building operations in all parts of the country and the erection of railroad bridges and terminal stations. Old steel rails and other scrap material are bringing higher prices, but continue to be taken in large tonnages. In view of the general advance in prices of all lines of steel products, many of the largest producers are refusing to accept any contracts calling for shipments after April 1, by which time they believe a higher schedule will be in effect.

Axes—The recent advance in the price of axes has not curtailed orders from retailers and consumers, as a higher quotation was expected to follow the recent advances in the values of iron and steel. Another advance in axe prices will be made on Jan. 1, but the high level will be maintained only until April 1, when prices will be lowered again to the level of Jan. 1 and finally to the present values, from which point they will be advanced to the maximum again in a sliding scale.

Shelf Goods—Although the undertone in shelf and heavy goods is stronger in sympathy with advances in raw materials, manufacturers have decided to postpone making advances in official prices until Jan. 1.

Wire Products—Wire and nails and other wire products are in such good demand, however, that an advance in their values may be made by leading producers within the ensuing week. Lanterns and oil stoves are considerably more active than at a corresponding period last year.

Looks for a Reaction in the Sugar Market.

New York, Nov. 8—Commenting on the present situation in the sugar market Daniel C. Edsall, the well-known sugar broker, says: "Surprises in the sugar market seem to be the order of the day and are the more remarkable for coming at this time of the year, when naturally we look for an easing up on prices. The cause can no doubt be traced to the European market, where shortages have been found in the various estimates on both cane and beet sugar."

"Usually estimates when first made are purely guess work, but now that an actual shortage is apparent, as shown by decreased yield, it has caused a stampede of shorts to cover and naturally prices are being forced up above their normal basis by a syndicate abroad which controls the situation. That a reaction is bound to occur is evident, as no such boom can last long at this season of the year."

"The supply of raws here at the

moment is small and naturally holders have advanced prices and realized on some sales. But the new crops of Cuban sugars, larger than last year, and also the New Orleans and domestic beet sugars will soon be offered freely and a decline in prices will be in evidence.

"At the moment refiners naturally advanced prices in order to cover themselves for the time being, but sooner or later refined sugars will react and will return to a normal basis for the dull season of the year. It is very evident that some jobbers have speculated on this market, buying considerably more than a 30 days' supply. This has not been a healthy move for this season of the year and looks doubtful in view of the above conditions. One refiner in this market has not evidently been disposed to encourage speculation and therefore has kept his prices down to some extent and limited purchases."

"When we compare prices of one year ago, granulated was selling then at 4.55c less 1 per cent. cash, while to-day it is held at 5.20c cash less 1 per cent., showing an advance of 55c per hundred pounds, while raws show an advance of 63c. Raws, therefore, show an advance of 8c per hundred more than refined. We find the market in November, 1903, easing up and that the lowest price for granulated was 4.35c less 1 per cent., and raws at 3¾c. On January 27, 1904, granulated was selling at 4.30c and raws at 3¾c, and by March 1 had advanced to 4.45c, remaining stationary for

some time. Raws at that time were selling at 3.42@3.44c.

"While the conditions are changed at present owing to a definite shortage which will no doubt keep the market higher than last year, still a reaction will come, and sugars will get down to their usual basis between raws and refined."

"It is a notable fact that our large refiners have not been heavy purchasers of raws on this advancing European market, which shows conclusively that they expect a reaction later on. Taking this into consideration, no reason can be seen for any large speculation in either raws or refined during a season between the old and new crops."

From the Cradle to the Grave.

Arthur H. Webber, the Cadillac merchant who handles drugs, furniture and house furnishing goods, has lately added an undertaking department.

The Tradesman suggests that, in order to complete the line, he add a doctor at one end and a cemetery at the other, thus demonstrating his ability to meet the varying requirements of human existence from the cradle to the grave.

Too great an impression of your own importance is repulsive in the sight of others, and, besides, it does not gain you anything but a swelled head.

The man who has no mind of his own often has most of it to give away.

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"

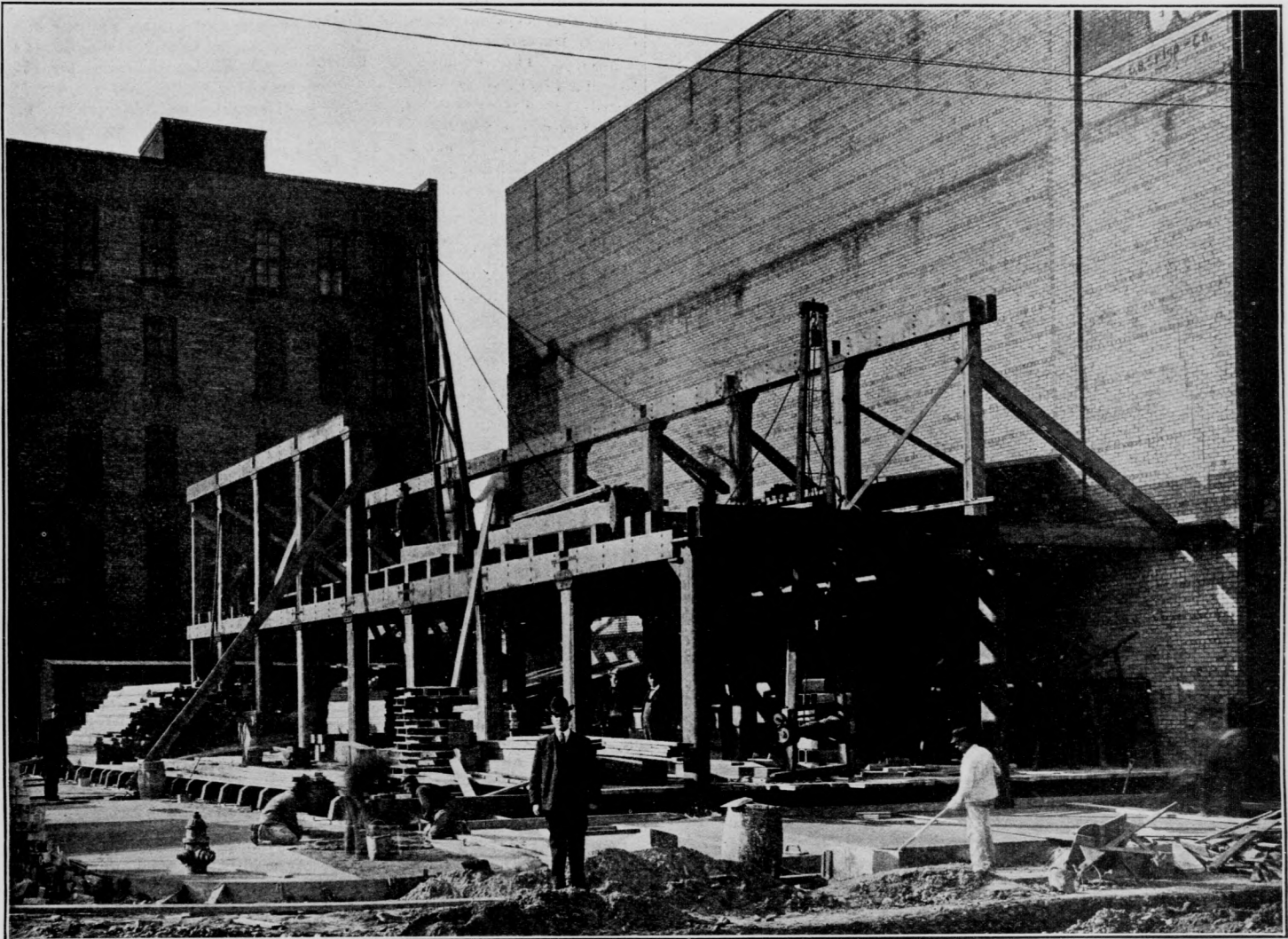
It is made to please, and that it does so, under the most trying circumstances, is evidenced by the many words of praise to be heard on every hand. When you want the best

YOU WANT OURS

Voigt Milling Co.
Grand Rapids, Mich.

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

WATCH IT GROW



Our New Home

WORDEN GROCER COMPANY

Corner Island and Ottawa Streets

Grand Rapids, Mich.



Movements of Merchants.

Detroit—Kiiken Bros. succeed Geo. M. Cando in the grocery business.

North Star—J. A. Pettit & Co. have sold their general stock to Quayle & Hallock.

Detroit—Samuel Shapiro is succeeded by Wolf Barkin in the bazaar business.

Calumet—A. Angrove succeeds Will J. Trevarthen in the confectionery business.

Alpena—Blodgett & Orman have engaged in the fruit and confectionery business.

Clarkston—Henry L. Garter has purchased the furniture stock of J. A. Beardsley.

Essexville—Albert I. Sandorf succeeds Jacob Feldman in the dry goods and shoe business.

Bangor—Wm. Randall has purchased Chas. King's interest in the implement stock of King & Paddock.

Sault Ste. Marie—The Blumrosen Co. is succeeded by Blumrosen & Co. in the department store business.

Central Lake—Dawson & Turner, furniture dealers, have dissolved partnership, H. L. Dawson succeeding.

St. Louis—May & Smith are closing out their stock of implements, harness, hardware, robes and blankets.

Belding—Morris Hines has sold his bazaar stock to E. B. Gibson, who will continue the business at the same location.

Hubbell—McDonald Bros. have begun the erection of an addition to their hardware store, 20x40 feet in dimensions.

Ionia—Baker & Todd have purchased the Fred Longe meat market and will continue the business at the same location.

Stittsville—Godfrey Hirzel, of Moorestown, has opened a general store here in the building formerly occupied by Miles Stitt.

Hudson—A. F. Nye and W. J. Ebbitt have established themselves in the poultry buying business under the firm name of Nye & Ebbitt.

Gagetown—W. W. Bender, who has conducted a hardware business here for the past three years, has sold his stock to Golley & Bixbee.

Lowell—Chris. Klumpp and Wm. Klumpp have formed a copartnership under the style of Klumpp Bros. and engaged in the meat business.

Shelby—R. B. Hanchett & Son have purchased the general stock of J. M. Wheeler and will continue the business at the same location.

Mt. Clemens—W. C. Brandenburg & Son have sold their shoe stock to Otto Waltzer and Wm. Ullrich, who will continue the business at the same location.

Lansing—Otto Schuon and George C. Barnes, who have been conducting a grocery store at North Lansing, have dissolved partnership. Mr. Schuon will conduct the business hereafter.

Amble—W. M. Hill, of Coral, who recently sold to his partner his interest in the produce business of Hill & Armitage, has purchased the elevator at this place.

Muskegon—Dr. C. L. Fortier and Mrs. Helen Mountain have opened a drug store at 52 Pine street. They have until recently had a drug store in North Muskegon.

Ionia—Chas. A. Ireland has purchased the interest of Robert O. Toan in the hardware firm of Toan & Ireland and will continue the business in his own name.

L. E. Reynolds, formerly engaged in the retail drug business at St. Joseph and at one time a member of the State Board of Pharmacy, died recently at Butte, Montana.

Kalamazoo—Frank F. Bergeon has sold his stock of new and second-hand furniture and stoves to Allen & Porter, who will continue the business at the same location.

Belleville—H. W. Potter has purchased the grocery and crockery stock of Robert A. Campbell and will consolidate his furniture and undertaking stock with it.

Detroit—Judge Swan has confirmed the composition agreed upon and granted an order of distribution in the case of the Hub Clothing Co., recently adjudicated a bankrupt.

Corunna—The Caledonia Coal Co., Ltd., has been organized with a capital stock of \$50,000, of which \$25,000 has been subscribed and \$7,000 has been paid in in cash and property.

Alto—The Farmers' State Bank is erecting a one-story brick building, 20x40 feet in dimensions, with a fire-proof vault and directors' room in the rear. It is expected that the building will be completed by Dec. 1.

Detroit—The Collins-Thompson Co., Ltd., has been formed to engage in the handling of farm property, produce and merchandise. The authorized capital stock is \$5,000, of which \$1,000 has been paid in in cash and \$1,000 in property.

Plainwell—A. C. Masson has sold his grocery stock to Geo. W. Townsend and Peter Townsend, who will continue the business at the same location. Geo. W. had an experience of nine years as clerk in the department store of T. H. Shepherd & Bro., at Martin, and for the past nine years has been in business for himself at Watson.

Marion—The fire at this place last week put several merchants out of business temporarily. G. L. Thornton & Co. suffered a loss of \$7,000, with \$4,000 insurance; J. F. Piper & Co. lost \$6,000, with \$2,100 insurance; P. J. Wangen sustained a loss of \$18,000, with \$8,000 insurance. Piper & Co. have leased the only vacant store building in the place and resumed business.

Lake Linden—The David E. Toplon dry goods, clothing and boot and shoe stock, which has been in the custody of the bankruptcy court for the past four months, has been purchased by C. J. Cudworth, of Romeo, for \$19,275. The next highest bidder was the E. F. Sutton Co., of this city, which offered \$18,000. Mr. Cudworth also purchased the book accounts, which were ap-

praised at \$2,400, for \$150. The purchaser has opened the store and resumed business.

Manufacturing Matters.

Lansing—The Peerless Motor Co. has increased its capital stock from \$13.50 to \$50,000.

Detroit—The Norris Co., manufacturer of collars and cuffs, has increased its capital stock from \$165,000 to \$200,000.

Newberry—Smithfield Bros. are putting in a sawmill near this place which they expect to have in operation by December 1.

Monroe—The Boehme & Rauch Co., manufacturer of binder and box boards, has increased its capital stock from \$100,000 to \$200,000.

Germfask—The Raber & Watson sawmill has finished its cut of hardwoods for the season. The shingle mill will run on cedar for a few more weeks.

Detroit—The Tilden Saw Co. has been organized with a capital stock of \$60,000—all subscribed and paid in—to embark in the manufacture and sale of saws.

Port Huron—The Model Milling Co. has organized with a capital stock of \$10,000, all of which has been subscribed, to engage in the general milling business.

Detroit—The American Color Co. has been organized to manufacture and sell dry colors. The capital stock is \$75,000, of which \$5,000 has been paid in in cash and \$30,000 in property.

New Dalton—The Dalton Lumber Co. has been organized with a capital stock of \$50,000—all subscribed and paid in in cash—for the purpose of dealing in timber lands and timber products.

Detroit—The C. H. Bloomstrom Motor Co. has been organized with a capital stock of \$100,000—all subscribed and paid in in property—to engage in the manufacture and sale of gas and steam engines.

Detroit—The Straits City Manufacturing Co. has been organized with a capital stock of \$12,000, all of which has been subscribed and paid in in cash and property. The company proposes to manufacture egg separators.

Chassell—The Worcester Lumber Co. has shut down its shingle mill until early spring. The main mill will be shut down soon for repairs, resuming operations again by January 1 and continuing all winter with two shifts of men.

Hillsdale—F. W. Stock & Sons will in the early spring build a 160,000 bushel elevator at their mills in this city. It will be 68 feet high by 22 feet in diameter and will contain six compartments. Its capacity will be about one month's supply for the mills.

Detroit—The American Brazing Co. has uttered a trust mortgage to John P. Antisdel, as trustee, for \$12,000, to protect creditors. The company, which turns out brazed cast iron goods, has found itself in financial difficulties as a result of market conditions.

Menominee—The J. W. Wells Lumber Co. will operate its plant

steadily until the close of the rafting gap, when a short stop will be made for repairs. It has a large quantity of timber to cut during the winter, some belonging to Davis & Stitt, of Marinette, and the remainder its own.

Saginaw—The Saginaw Mirror Works has filed articles of association. The purposes are the manufacture of art glass, mirrors, frames and art furniture. The authorized capital is \$10,000; amount subscribed, \$6,000; amount paid in, \$1,200. The stockholders are John Stenglein, 200 shares; A. U. Stenglein, 100 shares; Henry Zoener, Jackson, 100 shares; Eugene Kanzler, 200 shares.

Detroit—The Wilson & Hayes Manufacturing Co., maker of radiators, tanks, automobile parts, forgings, etc., has filed articles of association. The capital stock is \$50,000, of which \$20,000 has been paid in in property, including the old business at 773 to 777 Bellevue avenue. The stockholders are Thomas H. Wilson and H. Jay Hayes, of Detroit, and Edwin A. Stevens, Jr., of Cleveland.

Detroit—The interest of Charles Scheurer in the Peerless Manufacturing Co. has been purchased by Wm. Saulson, who intends to distribute a part of that stock among a few valuable employees and intimate friends. This company was organized in 1893 by Wm. Saulson, who purchased the stock of goods and plant of S. Simon & Co., men's furnishing goods, and elected the following officers: Charles Scheurer, of New York, President; Richard B. Moore, Vice-President, and Wm. Saulson, Secretary and Treasurer. They were the sole stockholders. Sigmund Simon was engaged as credit man, while A. Mendelson and Henry Weissenstein took charge of the office and order department respectively. Wm. Saulson looked after the finances and purchases, also the manufacturing. Mr. Simon, who resigned two months ago, was succeeded by A. Mendelson. New officers will be elected, and the business carried on as heretofore, with increased capital.

Public Sale of Dry Goods Stock at Petoskey.

The Sherman & Byram dry goods stock will be sold at public auction November 17 at 10 o'clock in the forenoon. The stock and fixtures are appraised at about \$8,000. An inventory can be seen at the store. The location is a good one in one of the best towns in Michigan. Rent only \$50 per month. Cash trade. Investigation solicited.

Peter Doran, Trustee.

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

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



The Produce Market.

Apples—Winter stock is moving freely on the basis of \$1.50@1.75 per bbl. Some trouble has been experienced in getting shipments of Michigan apples past Chicago, as the Eastern roads were loth to permit their cars to go through that point, but the situation has been relieved to a certain extent and the stock is going forward more freely. The movement is still very large. Dealers that ordinarily buy by the barrel are now taking cars and it looks as if the market would absorb all the good apples that are thrown upon it.

Bananas—\$1@1.25 for small bunches; \$1.50@1.60 for Jumbos. Prices have been steadily going up until the jobbers have been forced to advance their figures. The cause given by the trust is a shortage of fruit. The demand is very good.

Beets—40c per bu.

Butter—Creamery is about 2c higher than a week ago and the market is strong and tending still higher. Local dealers have marked their selling prices up to 25c for choice and 26c for fancy. The market is now a cent above the corresponding period a year ago, but is still under the 1902 figure. Both grades of dairies are also higher as there is a good demand for this stock on the basis of 17@18c for No. 1 and 12@13c for packing stock. Renovated is strong and active at 18@18½c.

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. The demand is increasing and prices have advanced this week. Stock is plentiful, however, and it is not likely that there will be any unusual prices around Thanksgiving.

Eggs—The receipts of eggs have not been particularly large this week and it looks as if the market should advance somewhat if the demand continues to be good. The fair weather has allowed the marketing of all eggs and the demand is not so brisk as it would be with a snappy temperature. Added to this the fact that storage eggs are being freely drawn on whenever it is profitable, and it is seen why the market does not advance. Case count, fresh, fetch 20@21c and candled 23c. Storage stock, 20c.

Grapes—Malagas, \$5@5.50 per keg.

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

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

Lettuce—Hot house fetches 15c per lb.

Onions—The price is strong and higher, choice stock fetching 65@75c per bu.

Oranges—Floridas and Mexicans are supplying the demand and doing it very well. Reports from Califor-

nia are to the effect that the present crop promises to be a very good one. The fruit is in excellent condition and some new navels have been picked already. These are the extremely early ones, however. There will be none on this market before the last of next week and no great quantity probably before Christmas. Floridas fetch \$3.25@3.50.

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. Large dealers are storing stocks in anticipation of higher prices later in the season.

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 hot house.

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.

List of Those Who Passed the Examination.

Cadillac, Nov. 9—At the meeting of the Michigan Board of Pharmacy, held in Grand Rapids Nov. 1, 2 and 3, the following candidates were granted certificates as full registered pharmacists: John Ahrons, Byron L. Curtis, Albert F. Carrier, Vaughn R. Francis, John Foster, Charles R. Green, Arthur Hudnut, John N. Haan, O. B. Harper, A. Fred Lar-mour, John Madson, Lou D. Nordheim, Charles Pickett, John Roberts, Russell H. Reed, H. M. Rouse, John C. Squiers.

The following is a list of those who were granted certificates as assistant registered pharmacists: Wilbur L. Brown, Grover H. Burk, Fred D. Barnum, Charles E. Brown, Austin C. Fanckboner, John Heyboer, Chas. W. Hackney, George A. Mathews, Stanley Wilson, Frank Zolteriski.

Arthur H. Webber, Sec'y.

John Kooman has sold his grocery stock at 70 Houseman street to Henry B. L. Elhart, who has been connected with the Morse Department Store for the past fourteen years.

A. Hyde has erected a substantial building, 32x64 feet, two stories high, to be used in connection with his other buildings as office and warehouse at 860 Madison avenue.

E. M. Smith, of Liberty Center, Ohio, has purchased the grocery stock of R. L. Hall at 3 Robinson Road.

E. J. Moore has opened a grocery store at 776 South Division street.

The Grocery Market.

Teas—It is evident that the trade will have to pay a considerably advanced price for its Japan teas before the next crop is on the market. With the supplies well out of first hands it is now easier to get a line on the conditions and everything points to a shortage of high grade teas. Other varieties than Japan attract little attention in the Northwest, but they are in very fair supply.

Coffee—The coffee market is much firmer and actual coffee shows an advance of about ¼c. The receipts at Rio and Santos show a sharp falling off and the increase in the world's visible supply for October has proven when published much smaller than was expected. The market is ruling very quiet, however, as the large holders are not pressing supplies on the market, and the smaller buyers are mostly working on a hand-to-mouth policy. Milds are quiet and unchanged, as are Javas and Mochas.

Canned Goods—It is becoming evident that the total corn output in the country is larger than many thought it would be when reports of shortages began to come in so fast and thick from Maine and New York. The truth of the matter is that there are too many small canneries in operation. Minnesota, Iowa and Wisconsin, among the Northwestern States, have all a large number of these concerns and some of them are not so small either. Their total output is enough to cut quite a figure in the canned corn situation. Tomatoes show no particular change. There will be enough to go around without any doubt and the quality seems to be about as it has been for the past few years of big packs. Other vegetables are in good supply, except asparagus, which, as will be remembered, was cut down by the floods in the Sacramento River Valley last spring. Peas and beans are moving fairly well. Sauer kraut is in demand. Canned fruits are good sellers, especially standards and extras.

Dried Fruits—Prunes are in fair demand, and the market seems to be in fairly healthy shape. Prices are unchanged. The demand for peaches is light, but still seems to be taking all the stock that is coming forward. Prices are firm. There will probably be a better demand for peaches a little later. Seeded raisins are unchanged. The packers are intimating now that the deliveries may be short, on account of the crop failure. The demand on spot is good, at full prices. Loose raisins are very much disorganized. Prices are received from different packers on the coast, on 2-crown particularly, varying almost a cent. Other sizes are also considerably upset. The exact situation in raisins at the present time is not known, and probably will not become known for some weeks. Apricots are slow at unchanged prices.

Rice—The demand is on the increase. Package rice seems to be making some headway, but is new to the trade and is consequently moving a little slowly.

Syrups and Molasses—Glucose has remained unchanged during the past week. Compound syrup rules steady and unchanged. The demand is fair. Sugar syrup is in fair demand at unchanged prices. The first new crop molasses is in, averaging 35 cents. The market will decline within the next week. The opening price this year is about the same as last year. There is a fair demand for molasses.

Provisions—The provision market is very dull. The speculative, as well as the spot price, is weak. Everything looks like a decline, as the consumptive demand is extremely light. Pure lard has declined about ¼c. Compound lard is unchanged.

Fish—The mackerel situation, so far as Norways are concerned, grows firmer. The Norway holders have become exceedingly strong in their ideas, and refuse to offer at present prices. There has also been a slight advance on this side, and the general situation is firm. Irish mackerel are easier. The general demand for mackerel is good. Sardines are unchanged and the demand is not large. Cod and haddock have not receded from the high point recently reported, and the situation is very strong. The demand is light. Hake are also firm. Salmon are quiet and unchanged. There is a general belief that nearly the whole of the 1904 pack of red Alaska remains unsold, the stock on sale up to date having been the surplus of the 1903 pack. If this proves to be true, it means a slump in the market or some masterly financiering. Whitefish and lake fish are quiet and unchanged.

Sworn Statement Made by Orwant & Son.

S. Orwant & Son furnish the Tradesman a sworn statement of their financial condition, as follows:

Assets.	
1,160 cases eggs in cold storage @ 23c.	\$7,590.00
Stock on hand.	590.00
Empty egg cases and jars.	200.00
Store fixtures.	546.00
Three horses and five wagons.	850.00
Accounts receivable.	735.00
Cash on hand and in bank.	500.00
Total.	\$11,011.00
Liabilities.	
Owing bank and on notes.	\$4,290.00
Owing for merchandise.	877.64
Total.	\$5,167.64
Excess of assets over liabilities.	\$5,843.36

The statement is made for the purpose of quieting the fears of the trade, resulting from the \$2,000 loss the firm sustained on fruit last spring and the protesting of some of the firm's checks during the past month or six weeks. On the face of the statement, it appears that Orwant & Son are entirely solvent and they insist that all checks will hereafter be paid on presentation and all obligations met promptly.

Henry D. Fairchild (Hazeltime & Perkins Drug Co.) leaves Thursday for New Orleans to attend the annual convention of the National Wholesale Druggists' Association. He expects to be absent about ten days.

A. F. Watson, Mayor of Cheboygan, is in town for a day or two. He was entertained at luncheon at the Peninsular Club to-day by a party of friends and acquaintances.

WINDOW TRIMMING

South Division Street Windows
Show Good Exhibits.

In a walk down South Division street one would naturally pause when he reached the Winegar Company's establishment, with its mammoth windows sure to be filled with eye-catching articles. This firm generally adheres to the wise method of having one article predominate in each window space. The mind of the passer-by carries away one clear impression, instead of a confusion of ideas derived from many things, with few remembered. The object of good window advertising is thus attained.

The current windows of this firm contain stoves and stands. The latter are resting rather too close together, but the former show just enough space to render the exhibit attractive. The prices of the furniture run from \$1.75 to \$16. The woods employed are oak, bird's-eye maple and mahogany. Some of the stands are plain, some otherwise, so that a variety of tastes may be pleased.

But what receives the most attention is the arrangement of the large outside exhibition case, which has been elaborately decorated with oak trees and leaves as a fitting accompaniment to an immense Acorn coal stove, red-lighted at night. Red and blue electric lights shine among the trees, the current being turned on and off at intervals. A giant advertising acorn some four feet across is suspended from the ceiling over the stove and a placard reading as follows leans against the glass in front:

"The acorn planted long ago
Is now a mighty tree;
Its branches widen o'er the land,
Its offspring fair to see."

Below is the line:

The standard of excellence since 1830.

In writing the above I recall that a card among the stoves in the first-mentioned window bears this announcement:

Dinner served from
11 a. m. to 2 p. m.
Saturday eve
5 to 7.30.

The serving of lunches or dinners for the general public is carried on by one or two other Grand Rapids business houses, and seems to be a means of trade-increasing for it is quite a convenience, with many shoppers, not to be obliged to go outside for something to eat at the noon hour. In the smaller towns, however, the idea might not be feasible on account of customers' not having so great distances to travel in reaching their homes.

The Winegars are having added a row of six immense windows on the north side of the store on the first floor, which will give them more display space, and, being about on a line with the eye of one on the side-

walk, the goods that will be put in may be easily seen.

* * *

Coming back to Monroe street, the quantity idea was noticed in the Candy Kitchen, kept by A. A. Aniba, where one whole window space is given up to chocolate-coated peanut slabs.

* * *

Enos & Bradfield's creditable display of carriages, harnesses and blankets should appeal to lovers of fine trappings.

* * *

Peck Bros., on Monroe street, have a card in their round corner window reading like this:

Hair Sole
Keeps the feet
Warm and dry.
Cures Rheumatism,
Callous, tender and sweaty feet.
10c per pair
3 pairs for 25c

Several hundred of these foot-helpers are to be seen. They look as if they might be a good thing for those who require something of this sort.

"D D D Remedy for Eczema" is placed to advantage, the yellow and white cartons being so laid as to form three large D's.

Green toilet soap and "Tabac, the corn cure that cures," occupy the entire west window.

In the latter are four white mice, which amuse themselves and a curious public with their strenuous attempts to outrun a revolving wire disc. The little animals will be remembered for weeks after the Hair Soles, the D D D Remedy, the green soap and the Tabac have been removed from their present location. The rodents won't sell a particularly large amount of these druggists' sundries, but they will put the name of Peck into people's mouths, and perhaps that is just as efficient.

* * *

Every luxurious liver is fond of the best in furs and in the Alaska people's window a lady—and her husband if she can jolly him up to it!—can feast the eyes on six skins of full-grown seals, draped around an animal of a brother species who also once, like the others, drew the breath of life. Sealskin, in garments by itself or in combination with other fine furs, seems never to go out of fashion. Its popularity may wane for a season or so, to be superseded by something else, but its beauty never diminishes and the woman who possesses a whole coat or the merest scrap of a tippet considers herself one of the favored ones of earth for she knows she will always find use for the beautiful fur in one way or another.

* * *

Last week the Tradesman had occasion to refer to the heathen Joss Sticks in the drug window of Berand Schrouder on Monroe street.

"Twere well I spoke of them then for in the evening the whole exhibit went up in smoke. Three Chinese lanterns had been hung above the incense, and, although the proprietor of the store questioned the expediency of the move, still, as there were three men in the place to keep watch

It Would Be Foolish

For us to make any claims for Lily White, "the flour the best cooks use," which the flour could not live up to.

It would be a waste of money for us to advertise it if it were not good flour.

It pays to call attention to a good thing, but it's mighty poor policy to advertise a failure.

We're not foolish.

Neither are the thousands of people who buy Lily White Flour and refuse to take substitutes.

They know what they want and why they want it, and they insist on having it.

We thank them for insisting.

And we assure them that, so long as they insist on getting Lily White, we will insist on making it worth their while.

We'll see that it continues to be the best flour. We'll insist that it be kept uniform, reliable and clean.

We'll keep right on making it so that all competitors will continue acknowledging its superiority by using that time-worn expression when trying to sell other brands, "It's just as good as Lily White."

VALLEY CITY MILLING COMPANY
GRAND RAPIDS, MICH.

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

after the lanterns were lighted, he thought that there was reasonable safety to be expected. But "all of a suddint," in less time than it takes to tell it, one of the candles had set a lantern afire and the whole window was one busy conflagration.

The strange part of the matter was that neither the glass, the woodwork nor anything but the Joss Sticks was injured. But the Joss Sticks—'twas clearly a case of

"The boy, oh, where was he?"

Automatic Fire Alarm.

A Dane has invented a fire alarm which is automatic and acts only when a sudden wave of heat is generated in an inclosed space, and is not influenced by an evenly created high temperature, such as that caused by intense summer heat or the artificial heat used for warming buildings or in drying rooms and other places where an abnormal temperature is maintained. It is a little U shaped glass tube with closed ends. It is half-filled with mercury and the upper part contains a highly volatile liquid, such as sulphuric ether. One end of the tube is inclosed with some nonheat conducting material, so that a sudden rise in temperature affects only the exposed end. A wire is fused into both ends of the glass so that it reaches the mercury when the latter is in its normal position and a continuous electric current passes through. But when a sudden wave of heat reaches the instrument it affects only the unprotected end of the tube and the volatile liquid expands instantly, forcing the mercury into the covered end, thus severing the electric connection and setting in motion an alarm. The apparatus also indicates a break in the electric current caused by the batteries running down or otherwise, so that there may always be assurance that the service is in working order. It is said that a little fire of shavings in its vicinity is enough to sound the alarm.

Free Telephone Service at Marshall.

The purchase of the Marshall Telephone Co. by the Citizens Telephone Co. has stimulated the Michigan State Telephone Co. to regain the ground it lost under the Marshall Telephone Co. regime, during which time nearly every Bell phone in the city was taken out. The Bell Company is putting in long distance phones and making contracts for absolutely free service.

Equally Ignorant.

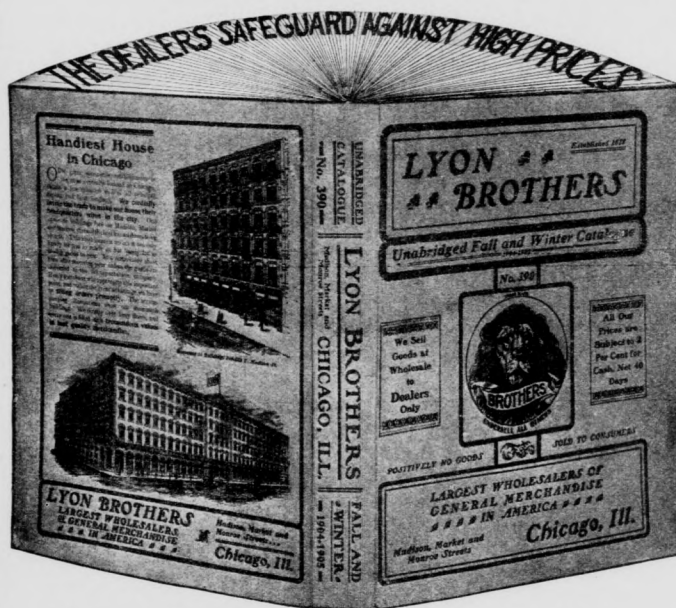
Bill Collector—The boss wants to know when you're going to settle this account.

Mr. Slingun de Munaway—Please tell your boss his curiosity in that direction is no greater than mine. Kindly refrain from slamming the door as you go out. It jars on my nerves.

Don't pick flaws with the other man's methods. His light may not be as good as yours, but under the circumstances he may be doing the better work.

It takes a spinster to converse knowingly on the art of managing a husband.

THE WORLD'S GREATEST MARKET Laid on Your Desk



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

OUR UNABRIDGED FALL AND WINTER Catalogue No. C 390

Sent free to dealers only on request.

228 pages of holiday goods.

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

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

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

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

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

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

"Our Wonder" Pencil Tablet

NOTE THE SIZE: 8x10 INCHES, 270 PAGES.

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

A Bargain No House Can Duplicate



270 PAGES
Size 8x10 inches

These tablets are composed of an excellent quality of paper, plainly ruled and strongly bound, with heavy board backs. The covers come in a large variety of handsome designs, highly colored and embossed. Contains 270 pages, full count. **Attention is called to the size, 8x10 inches,** which is larger than tablets quoted by others at similar prices. Packed in wooden cases, 100 tablets to a case. Our bargain price, per case... **\$3.60**

Glass Oil Can

ONLY \$1.59 A DOZEN

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



HUNTER'S PATTERN FLOUR SIFTER

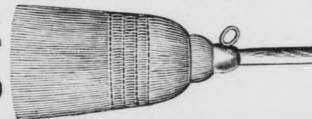
70c

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

FLOOR BROOMS, \$1.50 DOZ.

First class in Quality, Durability and Make

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



LYON BROTHERS

LARGEST WHOLESALE DEALERS OF GENERAL MERCHANDISE IN AMERICA

MADISON, MARKET
and MONROE STREETS

CHICAGO, ILL.

POSITIVELY NO GOODS SOLD TO CONSUMERS



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

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

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - NOVEMBER 9, 1904

INFLUENCE OF CULTURE.

There have been periods in the history of mankind when the aim of life was culture, but at the present day, and particularly in America, the aim of life seems to be the acquisition of wealth. The successful man in modern parlance is the one who makes money. Wealth is not prized solely in and for itself, even in these materialistic days. It is the power, the distinction, the indulgence in luxury which can be attained through money that attract. America, professedly a democracy, is drifting into a misty form of oligarchy, and the touchstone of leadership is gold.

The modern tendency of education is to foster rather than to correct this evil. The universities of the land make the educational ideals. All the school system must dovetail into the curriculum of the higher institutions of learning, and it is therefore incumbent upon these colleges to set the standard of culture. More and more, as they answer to the current demands of society, they are failing in this. In order to make the point clear it is necessary to see just what is understood by the word culture.

To cultivate the soil is to make it yield an abundant harvest. To cultivate the mind is to make it bear fruit in a realization of the best that is latent within it. Human culture means ideals realized in practical life. It is acquired by an intimate touch with the arts and sciences, civilizing, humanizing, idealizing the man. But culture is more than a personal matter. It is the epitome in the individual of race civilization.

What are our universities doing with their students to-day? In a large measure their end and aim are the training of specialists to achieve things in the world of affairs. We point with pride to the wonderful increase in attendance at the University of Michigan as an evidence of the eagerness of our people for higher learning. But in what departments is this increase most in evidence? In all the courses that offer specialized training for practical results. The woman students who are pursuing courses in art and letters intend, with

almost monotonous unanimity, to become teachers.

It is not in a spirit of criticism that this practical drift of university pursuits is pointed out. All honor to the men who are doing things. We need engineers to delve in the ground, to lay out roads and build bridges and canals; we need chemists and scientific farmers; we need highly trained experts for all skilled work, and, above all else, we need the very best teachers that modern educational methods can train. The point to be insisted upon is that specialized training is not culture, which demands catholicity of mind, and that no civilization can, in the last analysis, be great which has not this flower of life upon its branches.

Go among seniors or recent graduates of the University and put some simple tests of culture to them. How large a proportion will be found wanting! Can they read well? A majority will prove to be as ill at ease as an awkward schoolboy in his teens. Talk to them about the influence of William Morris upon modern handicrafts. They have doubtless never even heard his name. Ask them for their opinion of the music of Bach and Beethoven, and they will answer you with a dissertation on coon songs. Does Raphael or Michael Angelo most appeal to them? They only know Gibson's girls.

And yet with all this lack of contact with the most important cultural influences of the past, these very students have received the highest expert training in their specialties. They go out in life equipped to do their work well and to make money for themselves or others by developing the resources of the land. But the life of ideals is as far from them as ever.

Until the idealistic spirit returns to our great universities we can not hope to combat the materialism of the day, unless, indeed, there should be an unexpected vitalization of our churches or some other spiritual awakening among the masses. The old-fashioned college was primarily an institution for acquiring culture, and the old type of a cultured gentleman was the result of such training. Ancient Greece, above any other land a devotee of the arts, was a living presence to the students of these colleges. History and philosophy were part of their daily life. Men so trained became the intellectual and moral leaders of the people. A little of the ancestor worship of the Chinese would not be a bad corrective for modern materialism. We need more reverence, more touch with the past, more balance and poise. We are carried away with the triumphs of achievement. Our strenuous modernity needs toning down. Mellowing of the race comes of basking in the sun of past civilization. All that is fair and gracious, all that is noble and inspiring in other races and other times should be wrought into the fiber of our Nation, if it would realize its high promise of greatness—if it would become, in fine, a nation distinguished for culture as it already is for achievement.

ONLY POLAR ZONES LEFT.

Two weeks ago the Tradesman remarked upon the fact that by means of the wire, the rail and the steamship, through the agency of steam and electricity, driven by a desire of the peoples of the nations to trade those of each country with the others, the world had shrunk, relatively, to such small dimensions that all the nations had come to be neighbors.

While all this has been going on for the purpose of promoting commerce, which is an interchange of products, a great work of exploration and conquest has also been in progress. When it was found that it was impossible, on account of the lack of facilities or of the hostility of peoples themselves, to establish trade relations, such unwilling nationalities and tribes were invaded and conquered and forced to come into commercial relations. This was done largely in the cases of Japan and China, and it resulted in forcing these nations, from which foreigners were once strictly excluded, to open their ports to trade.

Fifty years ago there were few miles of railroad or of telegraph in the whole world and no cable under the rivers, much less the seas. The school children who studied geography at that time found on their maps large vacant spaces marked "unexplored regions." To-day, with the exception of the ice-bound regions at the polar extremities of our globe, there is no great extent of country which has not been carefully explored. For instance, on the map of Asia fifty years ago, Independent Tartary occupied a large space; it is now incorporated in the Russian Empire under the name of Turkestan. Georgia, which lay south of the Caucasus, between the Black and Caspian Seas, has also become a part of Russia. Little Tibet, north of the Himalayas, is now included in India, which is no longer Hindustan, and the empire of Burmah has become Farther British India. Anam has lost the northern portion of its territory to France, which is now known as Tonquin.

The geography of Thibet is at last no longer a thing of mystery. Several travelers of late have entered and even traversed this unknown country, penetrating its recesses in disguise at the risk of their lives, enduring a thousand sufferings and returning broken-down men, but bringing back with them fairly clear charts of its general features. Its Forbidden City has been explored and our magazines enriched, in recent days, with accounts of its inhabitants and their rulers, together with pictures of its great monasteries—or lamaseries—where swarms of priests reside. More than this, a force of British soldiery under competent leadership has invaded Thibet and has entered and occupied Lhasa. Despite the best resistance the indignant Thibetans could make—and there has been some lively fighting—the country has fallen from its high and lone estate into a mere dependency of England.

The heights of the Himalayas have

been scaled and measured by sundry British explorers—notably by Sir William Martin Conway—so that our geographical knowledge of those peaks and table lands is far greater than was dreamed of as attainable ten years ago.

No portion of Asia has been altered more than Siberia. From being a mere desolation of waste country, peopled sparsely, its mines worked by political convicts who there dragged out a mere death in life, it is slowly becoming a valuable region. It has rich mineral deposits and a fertile soil. It is now traversed by a great railway from the waters of the Atlantic to those of the Pacific Ocean, and it will be opened up to settlement and development. Japan is now one of the modern civilized nations, and the awakening of China has commenced.

The map of Africa has undergone numerous changes. The great Sahara has been reduced one-half, and is nearly covered with oases. In its southeastern part is the great country of the Soudan. The ancient Barca has disappeared, its territory being divided about equally between Egypt and Tripoli. In 1841 the whole of Central Africa was known as Ethiopia (land of darkness), a very appropriate name, as the most of it was unexplored. On the maps to-day the same territory is included in the Congo Free State, and in Damara Land and Bechuana Land. Zanguebar has been much reduced and is now known as Zanzibar. The Suez Canal has had a great deal to do with the regeneration of Egypt, which is now a prosperous, productive country. The greater part of the African Continent has come into the possession of European nations, and is being traversed by railroads and telegraph lines.

The only part of North America which was unexplored was the northern part, belonging to England and Russia. In 1867 the Russian territory in North America was purchased by the United States for seven million dollars. Subsequently the discovery of rich gold mines there brought it and the adjoining country of British America into prominence, attracting settlers and forcing development.

South America has developed more slowly than have any of the great continents, but the completion of the Panama Canal will exert a powerful influence in opening the country, and particularly the western side of it, to settlement and business of all sorts. Thus it is that the area of the unexplored regions of our globe has grown very small, and, with the exception of the polar zones, there is not much of the surface of our earth left to the daring explorer.

After this the most important field of exploration will be the pre-historic nations and peoples, their cities, their languages, their history and their relations to the other inhabitants of the earth in their day. The richest rewards of discovery await explorers in that field, not the least important part of which will concern the nations and peoples of pre-historic America.

ON WALL STREET.

The Promotion of a New Industrial Company.

It is the office of the Consolidated Gluten Products Company, in an obscure corner of a lower Wall Street building. The promoter and his two handy men, who are now Secretary and Treasurer, respectively, of the Consolidated Gluten Products Company, and also of its subsidiary concerns, the Gluten Company of America and the Gluten Products Company of Ohio, are considering removal to more pretentious quarters in a skyscraper on Broad street.

They have recently settled with the Hickey Financial and Mercantile agency for a rating, paying a price above the ordinary, because in taking hold of the Gluten Company of America and the Gluten Products Company of Ohio they had the bad taste to employ a rival banking and rating outfit to launch the Consolidated Gluten Products Company.

But that little slip has now been adjusted, so that the Hickey people, through their allied "banking" concern, are no longer flooding with nasty market letters that part of the country in which the Consolidated Gluten hopes most strongly to dispose of its guaranteed non-assessable 6 per cent. cumulative preferred stock and its common stock, "for which the earnings of the company have already justified a dividend return, which, however, has been withheld for the purpose of accumulating a substantial surplus in the interest of all stockholders."

The Consolidated Gluten Products Company, it must be known, was floated quietly and without blare of trumpets. There was no "private and confidential" preliminary prospectus to the few who were to be let in on the ground floor and out through the cellar, and consequently no underwriting syndicate, neither venders, nor any of the other accompaniments of a promotion of "high" finance. It was "low" finance in the case of Consolidated Gluten Products. The promoter and his handy men belonged then, and still belong, to the underworld of Wall Street. Their "banking" firm, also their "registration and transfer agency," and all its attaches, from stenographers to attorneys, are of the same community, and they all know it and respect their limitations.

The Hickey Financial and Mercantile agency and its "banking" firm is quite of the same class. Its methods of operation are the same, as well they might be, for C. W. Hickey, until he was so unwise as to come under the attention of the central office, had been a trusted member of the aggregation that turned out the Consolidated Gluten Products Company, strong in guaranteed non-assessable 6 per cent. cumulative preferred stock, but a little hazy as to the exact location and output of the plants of its subsidiary companies, the Gluten Company of America and the Gluten Products Company of Ohio.

That, however, does not make any difference now that the Hickey Fi-

nancial and Mercantile agency is ready to advise its "subscribers" that the Consolidated Gluten 6 per cent. cumulative preferred stock is an "attractive investment, and one that may be recommended to those especially who have in their hands the funds of estates, churches and educational institutions."

So the promoter and his handy men are in a happy frame of mind in contemplating removal to the Broad street skyscraper—particularly as it will take the Consolidated Gluten Products above the "dead line" that Pearl street, in its crossing of Wall, draws against promotion institutions on the side toward the East River.

There comes a knock on the door of the thin partition that separates the inner office from the four foot square waiting room. When the visitor is told to enter the officers of the Consolidated Gluten Products are in the presence of the editor, general manager and chief reporter of the weekly Investors' Guardian, which makes a specialty of investigating nascent industrials and reporting upon them to the dear public on the same terms as the Hickey Financial and Mercantile agency.

"Gentlemen," says the editor et al. of the weekly Investors' Guardian, "we have been exceedingly pleased to receive your order for a half page advertisement. It appears in our issue to-day and will be continued for two months at regular rates, according to the terms of your letter of last week. I have called to obtain, if possible, some little information about the Consolidated Gluten Products Company in addition to that which appears in the data accompanying the advertisement, for filing purposes, and also in order to become sufficiently familiar with the great enterprise that the holding company and its allied concerns represent, to be able to write adequately concerning any news developments that may affect its properties."

The promoter of the Consolidated Gluten Products and his handy men do not express any surprise at the recital, despite the fact that they have never seen the editor of the Investors' Guide before, and knew perfectly well that no order had gone from their office for an advertisement in his valuable publication. Being well versed with the ways and people of the financial underworld, they are prepared to meet the editor on his own ground, and either show him the door with small ceremony but elaborate epithet or else write out a check for the amount of the two months' advertisement.

The editor of the Investors' Guide, of course, lets his advertisement run in one issue, anyway. Then he writes about the company quite according to the treatment that he has himself received at the hands of the promoter. The publication of the advertisement does not bother him in case he has to attack the enterprise; rather it gives him a basis from which to conduct his operations, and the more elaborate and fulsome the advertisement the more viciously can its alleged misrepresentations be recounted to the readers of the Investors' Guide.

So it is up to the promoter of the Consolidated Gluten and his handy men to decide whether they will fight or settle, as in the case of the Hickey Financial and Mercantile agency. They will probably be called upon to make similar choices so long as they are selling the guaranteed non-assessable 6 per cent. cumulative preferred stock of the Consolidated Gluten and its promising common stock. For the methods of Hickey and the editor of the Investors' Guide are those of the underworld of Wall Street, methods commonplace to its members, but illustrative of the ways in which they blackmail each other.

And now one may come from below the "dead line" to the luxurious offices of Gurney, Holzmans & Co., bankers and brokers, for whom the sign "Members of the New York Stock Exchange" is rather a concession to an institution honored by their long connection with it than a guarantee that the firm may be depended upon not to bucket its customers' orders. The building in which its offices are situated is one the name of which is in itself sufficient evidence that tenants within its walls are to be found in the financial social register.

The members of Gurney-Holzmans are "Old" Gurney, "Young" Gurney, Holzmans and Davison—the man on the floor of the Exchange. At this moment they are talking over the peculiar actions out on the curb of United Coupler, a stock in which Gurney-Holzmans have some considerable interest—a promoter's interest, in fact, that requires the regulation both of the price of the securities and of the outflow of information about the properties which have been promoted. In this respect it does not differ materially from the interest of the promoter and his Consolidated Gluten Products.

There has been something specially queer about the behavior of United Coupler during the last two days, culminating just before the close, a half hour ago, when the common was pounded down from 20 to 14¾, having dropped from 26½ since the beginning of the attacks. And most perplexing of all, the selling orders have come through a house respectfully ticketed "Member of the New

York Stock Exchange." They have been in volume that has defied all ordinary efforts to support the stock.

"Young" Gurney, who got his first training on the curb, has been down there trying to find out from his old associates what the matter was. They were quite unable to tell him. They knew that United Coupler was a legitimate infant, and that it had been brought into the world by those celebrated corporation doctors, the well known law firm of Anthony & Brown, with the aid of that excellent nurse, the Trust Company for Corporations. United Coupler had its "private and confidential" preliminary prospectus—two of them, in fact, one addressed to the original underwriters of the first mortgage bonds and another to such of the investing public as was to be allowed to subscribe to the stock remaining after the underwriters had got theirs, and the promoters, their counsel, close associates, clerks, and office boys each had received their rakeoff. But despite all these signs of regularity, the curb became timid about United Coupler when a stock exchange house began to pound it.

So "Young" Gurney has made his unfavorable report, including the remark that none of his newspaper friends knew what the matter was, and the firm has proceeded to canvass the possibilities of interference.

While they are talking a boy comes in from the front office with a card. It reads:

A. B. HARDMAN,
Attorney at Law.

"Humph!" says "Old" Gurney, meditatively. "Perhaps now we shall hear something about United Coupler," and then to the boy: "Tell him to come in."

There is no more wasting of words in the interview which follows than there was when the editor of the Investors' Guardian called upon the promoter of the Consolidated Gluten. Even less, in fact, for Mr. Hardman, being a busy man and one used to dealing with busy men, does not begin his proposition with a labored rehearsing of the basis of his interest in the stock under consideration.

"Gentlemen," he says, "you know whom I represent."

The firm of Gurney, Holzmans & Co. and each member thereof do know, and so do the majority of other firms in the Street, surround-



For House Tops

Factories, Sheds, Barns, Public Buildings, Etc.

H. M. R. BRAND

Torpedo Ready Roofing

The Roof that's Strong and Lasting

Lays Smooth, No Leaks, No Repairs, No Painting. Proof Against Sparks, Cinders, Etc.

Will not Rust, Rot or Require Attention.

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.

ESTABLISHED 1868

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

ing their knowledge, some with envy, some with fear, and some with plain disgust. None, however, thinks contemptuously of the connection between Mr. Hardman and E. R. Pullit, chief crook of the underworld, whose operations, punctuated by occasional vacations at State expense, have been the wonder of the Street for a dozen years. Everybody is familiar with Pullit's record, how he was the man back of the raid on Jersey Traction in the late '90s, and how, despite the sentence he had to serve for it, he came back to the Street to start another series of equally daring operations, of which the North Carolina Light, Fuel and Power deal, that caught the bucket shops at their own game, is a recent sample.

And yet, although Gurney, Holzmann & Co. are quite aware that several men, who in times past have done what Mr. Hardman is now doing, have gone to jail for periods longer than their distinguished chief ever spent behind the bars, the older Gurney replies courteously:

"Yes, Mr. Hardman; be seated."

Hardman, it may be said, feels perfectly safe. So much is mutually understood between himself and his auditors that he not only need not beat around the bush, as did the editor of the Investors' Guardian, but does not even have to make a single proposition or suggestion in terms that could be used against him in court. Beginning with a pleasantries or two about the weather, the conversation drifts by natural stages into passing comments about United Coupler, and winds up with the most ordinary of remarks:

"Well, gentlemen, if you would like to take the matter up with our people you might drop a line to me tomorrow."

So the line is dropped, the firm of Gurney, Holzmann & Co. not caring to subject United Coupler, common and preferred, and the bonds of the new company to the contumacious treatment they will receive unless Hardman's principal is settled with. The thought of fighting back openly is never for a moment considered. When it comes down to that there is almost nothing to fight, and more than a single concern which has undertaken such a battle in times past has found itself striking vigorously at the thin air.

The question is simply whether it will cost more to settle than to stand the losses consequent upon the attacks which United Coupler is bound to meet on the curb, and possibly, also, upon the floor of the Exchange itself after the securities are listed.

The next morning a letter to A. B. Hardman reads:

"We would like to consider such proposition as you have to make in the matter under discussion yesterday. Very truly yours,

Gurney, Holzmann & Co."

And the answer comes back:

"The advertising in the Investors' Watchman to which you refer in your favor of this morning will cost \$7,500. Very truly yours,

A. B. Hardman."

These transactions also are commonplace in their method to the members of the underworld of Wall Street, and to many of the upperworld as well, but they serve to illustrate the second method of blackmail — how the underworld "gets" the upperworld.

Several months have passed. The fortunes of United Coupler have not fared over well. Gurney, Holzmann & Co., to be sure, by one or two renewals of their advertisement in the Investors' Watchman, have been able to protect the securities from further attack by Pullit and his brokers, but somehow the investing public never enthused over that portion of the stock which was offered it, and as a number of the underwriters failed to "come up," a second syndicate was formed to take up the unsold portion of the first mortgage bonds. So the common stock has gone nearly out of sight, while the preferred is not in much better state, and there appears considerable question whether the company can pay its second half year's interest on the first mortgage bonds.

This has cost Gurney-Holzmann severely. They were, to be sure, promoters of the company and in a position to know its weaknesses from the start. Nevertheless, with the prospect of an enormous clean up in case the public took properly that portion of the stock which was passed out to it, and subsequently absorbed also, at a premium, the bonds of the "original" underwriters, the firm made a considerable investment at the beginning and acquired more or less additional bonds in trying to support the general proposition in its first slump. For some weeks past the only way out of the predicament has seemed a reorganization, which would freeze out all of the old stock and throw into the hands of Gurney-Holzmann, as controlling a majority of the bonds, the entire properties. To this end the firm has been quietly purchasing what bonds could be obtained at bargain rates, and is now of the opinion that the interest will be defaulted.

Again the members are in conference, considering, not the behavior of the securities, but the publication in the Daily Wall Street Bulletin, a financial paper of unquestioned standing, of an attack on the management of United Coupler, which charges that earnings sufficient to pay at least the interest on the bonds are being deliberately held up so as to force a default and a reorganization. There is talk also of a receivership.

The article bears all the earmarks of having been "passed out" by people whose ultimate desire it was to be "seen" by Gurney, Holzmann & Co., and that is the conclusion at which the members of the firm have arrived. Hence there is no surprise expressed when a letter is received reading after this fashion:

"The United Coupler, Gurney, Holzmann & Co., New York City—Gentlemen: We beg to state that our firm has been retained by a bondholders' committee of the United Coupler Company for the purpose

of taking such action at law as may seem necessary to protect the interests of all bondholders.

"Should you care to meet a representative of the committee in the desire to reach an amicable adjustment of the whole matter, a conference can probably be arranged through our office."

The letter is signed by a well known firm of lawyers. The conference is accordingly arranged, and with as little formality as characterized the call of A. B. Hardman, "Old" Gurney, beginning the talk, says dryly to the lawyers, who are the only representatives of the bondholders' committee:

"Three questions are involved here, gentlemen. First, how many bonds have you got? Second, how much do you want for them? And, third, how much do you know?"

Whereupon the elder Gurney is informed that fifty of the bonds ought to be worth somewhere in the vicinity of \$100,000, considering the fact that five of them have come from one of the vendors, who is ready to go on the stand and to tell what he knows about the organization of the United Coupler Company.

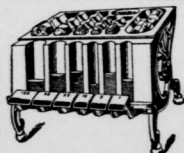
Of course, there is an amicable settlement, not because the bondholders threatening to bring suit would get any better treatment through a receivership than Gurney-Holzmann would get for their bond holdings, but simply because Gurney-Holzmann do not care to have the vendor go on the stand and tell what he knows about the organization of the United Coupler. And this is what the law firm expected when the holders of forty-five bonds sent it out on a still hunt after the vendor who was willing to go on the stand. The transactions that followed are of a commonplace nature. But they may deserve this recounting as illustrating how, in instances fortunately of infrequent occurrence, certain members of the upperworld of Wall Street blackmail each other. Chas. Platt.

The growth of the cotton manufacturing in the South is impeded at present by the scarcity of help. There are not enough hands to operate the machinery already in place. Wages are accordingly rising and it is predicted that they must soon reach the Northern standard.



This is a picture of ANDREW B. SPINNEY, M. D. the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases making some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitus dance, paralysis, etc. He never fails to cure piles.

There is nothing known that and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply. ANDREW B. SPINNEY, M. D. Prop. Reed City Sanitarium, Reed City, Mich.



Lamson Coin Cashier

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

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

If you
are thinking
of
improving
your store light
we
can tell
you
something
about
the

Michigan Gas Machine

which
will be
of
much
value
to you.
Your name
and address
on a
postal card
will
bring you
our catalogue
and
prices.

The Michigan Gas Machine Co.

Morenci, Mich.

Lane-Pyke Co.

Lafayette, Ind.

and

Macauley Bros.

Grand Rapids, Mich.

Manufacturer's Agents.

BE A MAN.**Value of Personal Responsibility in Business.**

Students of the times and the manners of the present will tell you that more liberality marks the present than ever before was tolerated by the world. Yet business has been slower to respond to the condition than has any other branch of human endeavor. Even the partisan newspaper of the day has a scope of expression that would not have been tolerated twenty years ago. The church in general allows a freedom to the ministry undreamed of in the days of Swing and Thomas. Society at large has been condemned for having lost its bump of reverence, but in the criticism itself there is a distinct tribute to liberality.

Yet business goes along for the most part in the old rut of self-abnegation and spineless inexpression of opinion. The old idea is abroad that the man in business must have no politics, no religion, and no part in the problems that confront the neighborhood or the municipality in general. In a sense he must be a subscriber to whatever charity or cause is attracting the efforts of those who would be his patrons, until in many cases the thing that he is revolting against most in life is the consciousness that he has no latitude of expression for the manhood that may be his. As a matter of fact such a man is essentially behind the times and the victim of his own conservatism. The young man starting out in business needs to be shown these rocks that not only menace his independence but finally his chances of success itself.

With the censorship of the world relaxed and still relaxing every day there are persons needing to be reminded that the man not accepting the condition is in line for another sort of criticism from his patronage. No man is ever too mean himself to despise meanness of disposition in another man. No man was ever too manly himself not to appreciate the slightest effort upon the part of a weakling to assert his remnant of manhood. Why, then, should any man fear to stand by his opinions and his rules of life so long as these are worthy?

To the man of the world there is no earmark that is more a danger signal in business relations than is a pronounced disposition of the business man to shirk his personality. It is his birthright; it may be a duty in many circumstances for him to declare himself. But where this duty imposes and there is a shirking of it manifestly because of ill-considered principles of "policy," the business man can not hope to escape the odium of it. It must suggest sneaking, to put the thought mildly. It may mean that in a question where the principles of unquestioned right and wrong are concerned, the business man is on the side of injustice and wrong. To some extent it is the vanity of a vulgar man to consider as necessary a smug, effusive dodging of a personality in any such way. Where such a man is prompted to such a resort, there are strong

chances that his opinion one way or another would be too weak and vacillating to offend. It is likely that it would call for commiseration instead.

The whole subject of a personality in business grows with the study of it in the light of a necessity. Except as some of the great corporations are eliminating the personal equation in business, it is the man behind the business who personally must stand for the business itself. Materially, one store, one factory, or one institution of any kind dominated by the individual would be like every other like business, only that men differ in personality. The young man may be deceived for a moment when he enlists in the world's business with the ambition to conduct a house that shall be a replica of Jones. Until he is a physical, and intellectual, and moral replica of Jones the proposition will be impossible. If he does not discover this truth he will be at the expense of paying the world for a demonstration of it.

There is no escaping the personal responsibility in business. The greatest aggregation of capital in the world, behind the widest and freest of charter laws, can not escape the singling out of its black and blackest sheep. "Who is responsible for this condition?" is a growing question with the world of the present time. The spirit of publicity in all the affairs of men is becoming more and more insistent. When it has sought out the attitudes of the twenty men in the great corporation it may ask something of the one man behind the individual business.

This demand for publicity in no way is in dispute with the spirit of liberality in the times. It is a part of it in every way. It is the recognition in America of the rights not only of the man, but of all men. The business house long has had an unquestioned privilege in seeking out the personality of his customer. The customer every day is more and more in the position of questioning the business house.

The young man of to-day who expects to be the successful business man of to-morrow is especially commended to this question of a personality in business. A reactionary policy is due. Impersonal business has been boldly pirating or slyly stealing until the public patience is sorely tried. The reaction, when it comes, promises to leave once more as vital principles those old qualities of industry and honesty, without which no business ever can be put upon an enduring foundation.

No successful business man ever had the time for voicing and pursuing the opinions of the reformer, but he owes his business the background of a clean personality, devoid of an insufferable, sneaking affability toward all men and all things. He has a right to his honest opinions. The time is coming when he may have urgent need of them.

As one of the first qualifications for the business of to-morrow the business tyro of to-day needs to heed the admonition, "Be a man."

John A. Howland.

A MEAN JOB**Taking Inventory**

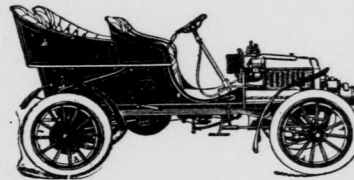
Send now for description of our Inventory Blanks and rem vable covers. They will help you.

BARLOW BROS., Grand Rapids, Mich.

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

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.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

GRAND RAPIDS**FIRE INSURANCE AGENCY**

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

We Are Distributing
Agents for Northwest-
ern Michigan for

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

Paints, Varnishes
and Colors

and

Jobbers of Painters'
Supplies

We solicit your orders. Prompt
shipments

**Harvey &
Seymour Co.**

GRAND RAPIDS, MICHIGAN

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

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.

Get Busy

With Straub Bros. & Amiotte

Manufacturers of High Grade Confections

Traverse City, Mich.

and you will always

Get Proper Results

Get in touch with us for Holiday Stock



Cranberry Crop Considerably Smaller Than Usual.

New York, Nov. 8.—Enquiries covering several carload lots of cranberries for shipment to interior points, coupled with the fact that the active consuming season for this fruit is drawing near, have induced a materially stronger feeling among holders, both here and at producing points. Notwithstanding the estimates from all the principal growing sections in the East indicate a lighter production than that of last season, the ruling prices are from \$1.50 to \$1.75 per barrel lower than those prevailing at this time last year, a condition due, it is stated, largely to the fact that the active demand from the larger consuming centers is later in developing—a situation credited to several causes, chief among which are the abundance and cheapness of the various small fruits, the mild weather conditions and the attitude of buyers, who in some cases have figured on low prices as the result of frost damage to the crop on Cape Cod late in September last.

The receipts in this market for the season to date have been 37,287 barrels, compared with 42,249 barrels for the same period last year. According to advices from other important distributing markets the volume of receipts has been considerably below that of last season. The first arrivals in this market of any consequence this season reached here on Sept. 14, at which date prices were \$5.75 to \$6.50 per barrel on fancy and \$5 to \$5.50 on choice. The demand from consumers opened slow and the fruit was not moved freely. Later arrivals—some showing the effects of frosts—caused a decline in the local market, and on Oct. 6 the price on fancy Cape Cods had declined to \$5.25 to \$5.50 on fancy and \$4 to \$5 on choice. There was a little improvement in the demand after Oct. 15 and prices advanced steadily, reaching on the last day of the month \$6 to \$6.75 on fancy black, \$5.50 to \$5.75 on choice and \$3 to \$4.50 to \$6 per barrel.

Some early fruit reached here late in August, but the stock was mostly light-colored and sold out at around \$4.50 to \$6 per barrel.

The total yield of cranberries covering the important sections last year was 1,275,000 bushels. This is regarded as a very moderate crop, some seasons having shown a yield of from 1,400,000 to 1,500,000 bushels. The output this year, according to figures given by one of the leading dealers in this market, is figured at from 15 to 20 per cent. below that of last season, this estimate being made subsequent to the September freeze, which seriously injured the Cape Cod and New Jersey bogs. The 1904 crop in round numbers, taking all producing sections into account, is given as about 1,000,000 bushels.

Referring to the conditions a prom-

inent dealer here said yesterday: "The demand for cranberries at reasonable prices has evidently fully kept pace with the increased production as noted from year to year under normal crop conditions, and with a smaller quantity of berries than a year ago, fair, if not good average prices seem certain. It is evident that growers will sooner or later have to find a market for about 2,000,000 bushels, the present acreage appearing quite sufficient to produce that amount with favorable conditions in all sections throughout the growing season.

"The market here opened at about \$6 per barrel for the best early blacks, but more fruit has been forwarded than could be promptly sold so early. There is now a good demand for the fruit from points in the interior and we look for a market somewhat above the present basis.

A very considerable volume of the buying is done for Thanksgiving holiday trade, and it is safe to assume that the bulk of the entire crop is sold and consumed before the middle of January."

Hot Pitch for Dirt Roads.

Dustlessness is the new watchword for good roads, and dustlessness is not only an ambition, but an accomplishment on some European highways which are not dustless by nature, but dustless through the nature of hot tar or hot pitch. It appears that ordinary dirt roads when properly prepared and subjected to the application of hot pitch can be made practically dustless, and in many respects as good as macadam or asphalt streets at about a fraction of the cost. The hot dry summer months of July, August and September are the best time for applying the pitch since it must be done when the road surface is perfectly dry. The pitch is heated to a temperature of 140 to 170 deg. Fahrenheit, and not only plastered over the road surface, but thoroughly worked into it. It is poured into the center of the roadway and worked energetically over the surface and into it by means of stiff brooms. This leaves a rough, untidy aspect which vanishes shortly after traffic has begun. For a long time thereafter wear is imperceptible, and the application preserves the roadbed from deterioration.

Words Are Cheaper Than Stones.

George Meredith, whose novels deal with English high life, lives simply. He built himself a house not long ago. It is charming, but very small.

A young woman with a letter of introduction visited Mr. Meredith as his home was being completed. With some pride he showed her over the building, but she, a little disappointed, said:

"In your books you describe huge castles and spacious baronial halls, but when you come to build you put up a little bit of a house like this. Why is it?"

"It is because," replied the poet, "words are cheaper than stones."

Count your mercies as you do your money and you will never be poor.

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. Sawn 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
Both Phones 1300

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

Fresh Roll Butter Wanted

Consignments solicited.

Highest Market Prices and Prompt Returns.

HENRY FREUDENBERG

104 South Division St., Grand Rapids, Mich.

Citizens Telephone, 6948; Bell, 443

Refer by Permission to Peoples Savings Bank.

You Won't Have Trouble

IF YOU BUY

Ladd's Full Cream Cheese

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

Manufactured and sold by

LADD BROS., Saginaw, Mich.

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 5.—There is something of a lull in business generally this week as people seem to be taking a long breath preparatory to the last days of the campaign. After Tuesday all hands look for the wheels to hum again.

There has been a fairly satisfactory trade in the spot coffee market, and the close is decidedly firm. Speculation has been very active, and as a general thing the trend of the market is upward. At the close Rio No. 7 is worth 8½c. In store and afloat there are 3,801,414 bags, against 2,656,074 bags at the same time last year. Inasmuch as the world's visible supply at last reports shows a very little increase holders think they are justified in holding on. Offerings of West India sorts have been light, but the demand was also of rather limited proportions. Quotations are about unchanged, with Good Cucuta held at 9½c and good average Bogota 11¼c. East Indias are firm and about unchanged.

There has been a fair volume of business done in the sugar market and prices at the close show a slight advance, although the department stores are all selling at less than refiners' rates. The general tendency seems to be to a slightly higher basis.

There has been a pretty fair demand for teas, although the orders are generally for rather small lots. In the aggregate there were a good many of these and holders are pretty well satisfied with the volume of trade done. Offerings are rather limited. Little has been done in invoices.

A dull market for rice prevails. Buyers are not inclined to pay more for stock than Western buyers who purchase in New Orleans, and as a result no large transactions appear. Prime to choice domestic, 3¾@4c.

There is a steady trade in molasses. Quite a little new business has been done, as well as a fair volume in withdrawals under former contracts. Good to prime, 18@27c; open kettle, 32@36c. Blackstrap is quiet and unchanged. Syrups remain firm, exporters having taken about all the stock offered. Good to prime, 17@23c.

The distributive trade in canned goods is most excellent; in fact, many say it was never better. Cannerys are busy making deliveries and clearing out stocks as far as possible. The situation is one that would seem to warrant the making of rather liberal purchases in some lines. Fancy corn is almost sure to be scarce, salmon is becoming depleted to a great extent, fruits generally are in light supply, and with a good demand likely to continue everything seems to favor the seller.

Prices on dried fruits are well maintained, especially for peaches,

the offerings of which are very light. Prunes are fairly steady, but there is still considerable depression. Raisins are fairly steady, at about unchanged rates. Dates are firm. There is further evidence of a holiday demand in the call for goods in fancy cartons.

There is a growing scarcity of fine butter and quotations show a steady advance. Best Western creamery is worth 24c without any trouble; seconds to firsts, 20@23½c; imitation creamery is steady at 16@18c; factory, 12½@15c; renovated, steady and supply is ample at 14@17½c, latter for fancy stock.

Not a large volume of trade has been done in cheese, but the situation is in favor of the holder. Quotations show an advance, and at the close fancy full cream is worth 10½c for either large or small sizes.

The arrivals of eggs are light, demand good and the market is very firm. Nearby stock brings any figure up to 35c or more; finest Western are worth 26c and average best 25c; thirds, 19@21c; refrigerator, 19½@20c.

Moneys Burned in Ovens.

"This is what we call the oven period," remarked an officer in the redemption division of the Treasury Department. "About this period of the year foolish housewives all over the country start fires in stoves and ranges, forgetting that weeks ago they used the ovens of those contrivances as hiding places for money. They discover their mistake when too late to save the bills, gather up the remains and send them to us for redemption."

"Within the last two weeks we have had a dozen cases of burned money rescued from ovens. This is always our experience at the beginning of cold weather. It is really astonishing how many people, chiefly women, will hide money away in stoves. Then the most surprising thing is that they will forget they put it there, and go ahead and start a fire."

"Here is a case. The owner states that this pile of blackened powder represents \$252, of which \$200 consists of \$5 bills. The novice looking at the ruins would say it is hopeless to attempt to identify money in the mass. But our experts have discovered traces of forty \$5 notes, so that the owner is sure of getting \$200 at least. It is a curious thing about burned money that the parts which remain sound longest are the corners where the numerals occur. The fine scroll work on that part of the note resists the flames longer than any other portion, and is responsible for most of the identifications."

"Yes, we are still getting returns from the Baltimore fire. Last week we had one of the largest cases of destroyed money from that conflagration, identifying \$3,000 in national bank notes."—Brooklyn Eagle.

A Gift of the Sex.

There is no woman in the land so bad an arithmetician that she could not calculate how much her husband would save if he did not smoke.

BUTTER

We can furnish you with

FANCY FRESH-CHURNED BUTTER

Put up in an odor proof one pound package. Write us for sample lot. If you want nice eggs, write us. We can supply you.

**WASHINGTON BUTTER
AND EGG CO.
GRAND RAPIDS, MICH.**

For fifteen years I have worked to build up a

Good Michigan Cheese Trade

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

Fred M. Warner, Farmington, Mich.

Butter

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

E. F. DUDLEY, Owosso, Mich.

The Artificial Preservation of Food.

Fresh food stuffs deteriorate rapidly, and methods for preserving them have been in use since prehistoric times, those first adopted being still in use in various forms, namely, the application of heat and cold. In modern times we have not only these but others. The principles upon which they all act are laid down and discussed by Dr. Geo. Richter in a paper read on June 6, before the St. Louis Chemical Society, and printed in American Medicine (September 10). Says Dr. Richter:

"There are three causes of deterioration of food: (1) The action of vegetable and animal organisms, mold, bacteria, insects; (2) a chemic change of the compounds by the action of the atmosphere; (3) fermentation (zymases). Fat becomes rancid, proteids also change their character. This latter cause of deterioration has been studied but very little—I refer to those soluble proteids which after some time become insoluble without any known cause. An instance is the yolk of egg, which, after about six months of preservation in a dried state, becomes insoluble, and can not be reconverted into an emulsion. Its solubility in digestive fluids remains, however, the same.

"The task of preparing organic food stuffs for preservation would consequently be to destroy present and guard against intruding organisms, to destroy ferments, to exclude air (oxygen and moisture), and to prevent other influences of harmful nature, as, for instance, the action of light. Concerning ferments, it must be remembered that there are two kinds affecting food stuffs: a native one, like that in milk, which very materially aids in the digestion of the casein, and extraneous ferments which decompose, e. g., sugar, and thereby diminish the food value. * * * *

"The exclusion of air is generally effected by submerging the product in some liquid which is indifferent to the character of the product. Often another substance is used to cover the whole with an air-tight body, like sweet oil or paraffin, or by sealing the container after any of the many well-known methods. The extraction of air in vacuo, or the replacing of it by some indifferent gas, does not seem to be practiced, clearly because diffusion of gases can not, as yet, be prevented. The exclusion of air is of greatest importance, as the atmosphere usually contains also other materials which are harmful to the food—germs. This involves the most important problem of packing, and an untold number of methods are in use. The package must not only be secure, reliable, and cheap, but practical, so as not to make the opening of it too difficult.

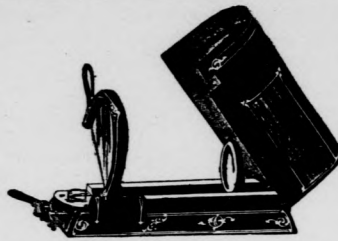
"A very difficult problem is the destruction of adverse ferments without interfering with the native, normal ferments, which are independent of the known foreign organisms. So very little is known about their individuality that only tentative experimenting can, for the present, give hints as to their true nature. As

mentioned before, there is a distinction to be made between the casein-digesting ferments and those, if there are such, which cause the change of soluble albumins into soluble modifications. The fight against deleterious organisms has occupied experimenters lately more than any other problem in this line. Mold and bacteria may be harmful, because they alter food so that it gives a disagreeable odor, a nauseating taste, and renders the product less digestible, if not directly poisonous. These are the primary causes of a decomposition which culminates in putrefaction. The chemic changes connected with such processes are known in a general way, although, scientifically speaking, we know next to nothing about them. It was an immense progress when the source of the evil was pointed out—principally bacteria. But, as always is the case with such new discoveries, there arose a general tendency (which still prevails) to accuse anything and everything to the poisonous bacteria of being harmful. A count of bacteria, so many millions per cubic millimeter, was to decide the wholesomeness of an article, no matter to what species the bacteria belonged. The later discovery that some bacteria could change their character, being poisonous only under certain conditions, while absolutely harmless at other times, has rendered research so much more difficult. Untiring experimenting has resulted, however, in a number of practical processes. We have learned that sterilization will destroy poisonous agencies ordinarily connected with bacteria, and to sterilize a substance effectually is rather easy. The difficulty is that a perfectly safe sterilization will usually impart to the food a disagreeable flavor and render it less digestible, probably because it annihilates also the useful, native ferments.

"The study of the problem led to the discovery of the so-called antiseptics, and incidentally to the closer study and knowledge of bacteria. Antiseptic bodies combine readily with the protoplasm of those wild (or cultured) micro-organisms which cause their death. Some of the antiseptics will naturally also combine with the proteids of the food, and, if such combination is soluble in the digestive fluids, they are quite apt to be harmful to those who eat such food, as the free body may now attack the proteids of the organism, the blood, the nerve cells, etc. Antiseptics of such a character can not be used for the preservation of food. Others which are not harmful to such a degree possess a flavor which is very repulsive."

The writer does not agree with those who unreservedly condemn the use of antiseptic chemicals for food preservation. He reminds us that in salting and smoking meat we have long been using sodium chloride and creosote, both of which are poisons when used in sufficient quantities. Alluding to Dr. Wiley's recent "boarding-house" experiments on salicylic acid, he says in conclusion:

"Experimental investigations on a

**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.

W. C. Rea

A. J. Witzig

REA & WITZIG

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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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FOOTE & JENKS

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

Sold only in bottles bearing our address

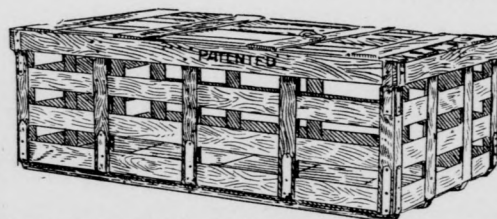
FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.

**FLOUR**

That is made by the most improved methods, by experienced millers, that brings you a good profit and satisfies your customers is the kind you should sell. Such is the **SELECT FLOUR** manufactured by the

ST. LOUIS MILLING CO., St. Louis, Mich.

POULTRY CRATES**Standard Sizes****For Chickens**

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

For Turkeys

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

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

Wilcox Brothers, Cadillac, Mich.

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

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

limited number of persons have a limited value. The 'wholesale' experience proves undoubtedly more. And that seems to show that a number of the preservatives in common use are practically harmless. Diseases caused by preservatives in food are of most rare occurrence, especially when compared with the frequency of diseases caused by the absence of preservatives in spoiled food."

Advice Which Was Taken Too Literally.

"My boy," said the merchant, with the air of a self-made uncle, addressing his nephew, "there is just one piece of advice that I want to give you, now that you are entering the service of Githere & Co.

"As you know, I am giving you the place because you are the son of my favored widowed sister; but if you are to reach a high position with the firm you must do it on your merits. You are beginning at the bottom of the ladder, and if you prove yourself worthy of a better berth than that of mailing clerk you will find us appreciative. I started where you are now and I need not dwell on the success I have made.

"But while I shall always take a personal interest in your progress you must not expect any undue assistance or hope for different treatment from that of the other clerks. However, I shall depart from custom sufficiently to tell you the secret of my success so that you may model your conduct on the same lines.

"I have no hesitation in saying that my present prosperity is due to one thing—politeness. Since entering business I have made it a rule to be polite to every one with whom I come in contact. If you do the same, work hard and cultivate thrift, your future is assured.

"Now, my boy, I expect you to appreciate the opportunity I am giving you, and I may say that, although while you are in my employ you will be treated like any other clerk, you may look forward to being invited to eat your Thanksgiving dinner with me or my family every year."

"Thank you, sir," said the boy, bowing politely and passing from the presence of a great man.

A month later the business manager of Githere & Co. remarked casually to the head of the firm:

"I am worried somewhat about our new mailing clerk."

"My nephew?"

"Yes, sir."

"What is the matter with him? Doesn't he do his work?"

"Oh, yes, he does his work, but he seems on the verge of a breakdown. He seems to be living a very irregular life. I don't think he gets enough sleep, and I doubt if he gets all his meals. Some mornings he is late and on others he is here before the place opens."

"Send him to me."

A moment later the culprit stood trembling on the Oriental rug in front of his uncle's desk. The great man was startled at the change that had come over the ruddy country

boy and asked in tones of real concern:

"Why, Willie, what is the matter with you?"

"O, sir," said the boy, on the verge of tears, "I've been trying to follow your advice—and—and it's almost killing me."

"What do you mean?"

"I'm practicing politeness all the time, and although it is all right for the office where I have work to do and meet few people, outside of the office it nearly kills me."

"How so?"

"Well, sir, I'm polite to people getting on the trolley cars and because I step back to let others get ahead I never get home until an empty car comes along, and that makes me too late for dinner. In the morning I found the same difficulty until I began getting up early so as to get here before the rush, and that made me leave my boarding house too early for breakfast and I don't get sleep enough. When I go out to get lunch, the cheap lunch places are all crowded, and—" but the half-starved child burst into tears, unable to proceed.

"O, hang it all!" exclaimed the merchant, "when you are in New York you must not be so confounded literal. Here is a dollar. Go and get something to eat and if any one gets in your way knock him down and bite his ear."

As the grateful boy was leaving his presence the great man added with the air of a philosopher backing and filling:

"And while I still maintain that politeness is a great factor in business success, you may amend the rule I gave you by being polite only when it pays."—New York Sun.

To Attract Bargain Hunters.

Head Floor Walker (severely)—I heard you tell the lady she would find the ribbons at the third counter to the left.

New Floor Walker—That's where they are.

Head Floor Walker—Yes; but you should have told her to go to the right past the necktie counter, turn to the left past the stocking bargain counter, then three counters to the right past the silk skirt bargain counter, and so on. You'll never make a floor walker.

A Matter of Accent.

Two Irishmen went to an Episcopal church for the first time and were shown into a pew near the door. While they were waiting for the service to begin one of them picked up a prayer-book, and after examining it for a short time, he turned to his friend: "Come, Pat, let's slide out of here while we can. This is no place for us; it's only for rich men. After every third prayer it says 'Collect.'"

The Japanese language contains no fewer than eighteen synonyms for the personal pronoun "I," one for each class of people; and etiquette makes it unlawful for a person belonging to one rank in society to make use of the pronoun pertaining to another.

Buyers and Shippers of
POTATOES
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

PILES CURED
DR. WILLARD M. BURLESON
Rectal Specialist
103 Monroe Street Grand Rapids, Mich.

WHOLESALE

Oysters

CAN OR BULK

See our quotations in Grocery Price Current on page 45

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

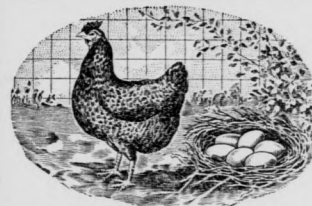
The Vinkemulder Company

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.



Wanted

Daily

Shipments of

Poultry, Eggs and Butter

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

Both Phones.

Lansing Cold Storage Co., Lansing, Mich.

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.



The Effort To Popularize Brown Stiff Hats.

A great deal of talk has been employed and much printer's ink has been used during the past six months in an effort to popularize brown stiff hats. Every retailer was induced to lay in a stock of sizes and shades of the colored goods and much assistance was given the storekeepers by the manufacturers and trade press to make the effort a success, and it has succeeded. As there are various degrees of success it is purely a matter of personal opinion how great a success has been attained. Some manufacturers expected more than others.

At the opening of the season the brown derby was a negligible quantity. They were to be seen in every hat store, and a few were to be noted on the streets. As the season advanced the sales have increased, and at the present time brown hats are worn everywhere. The public has been slow to respond to the change to colored hats, which may possibly be ascribed to the small faith in the matter possessed by most retailers. A few sales, however, have worked wonders, and the retailers have taken an interest in brown hats with results most pleasing to behold. A fair estimate of the quantity being sold is one brown to about four black hats, or about 25 per cent.

Many brown hats are seen on the streets of New York, and a number are of personal importation—returning tourists, you know. The writer noticed on an incoming steamer recently the arrival of a brown hat on a gentleman returning from abroad, and who still had the dust of the Strand clinging to the bottoms of his trousers. In color the hat resembled an illuminated London fog. In reality the hat was too light-colored to be a brown hat and too dark to be a light hat, still the band and binding being dark brown the color classification was immediately established. The hat was quite attractive, the trimmings offering a splendid contrast. The traveler in question brought the information that colored "darbies" are extensively worn abroad, which should be pleasing news for the ultra-fashionable young man.

Brown hats are to-day being sold in every city in this country, and furthermore they are not being worn only by the young men, but by middle aged and elderly men as well. The sales on them should continue brisk for the next two months at least, and the retailer who does not now "push" brown hats is losing an opportunity of no mean importance.

There is little to be said at this time concerning black hats. They are as staple as sunshine and always will be. No novel shapes have been placed on sale since the fall styles were produced. The shapes of the

black derbies are also the shapes of the brown hats as well.

There seems to be no limit to the variations in shape to which a soft hat is susceptible, for certainly no greater variety of styles of soft hats has ever been seen than have been presented to the public this fall. In every city and town which can boast of one or more colleges are to be seen the extreme styles of headwear, which seemingly delight the college youths, and in the majority of cases the soft hat is apparently the embodiment of style and comfort.

The rakish styles of soft hats have become so widely popular they are now being sold everywhere in the country. The best selling soft hats are those having rather low round crowns, which may be worn creased, dented, telescoped, or in sombrero effects. The brims are wide and rather flat set. The best selling colors are browns and pearls, the light shades of brown being particularly desirable. Fancy bands in neat stripe effects are very popular.

The straw hat season for 1905 has started out unusually well. The traveling salesmen have met with good success and there still remain many orders yet to be placed. To the present time sales have been largest on the split and sennit braid yacht shapes and Panama hats. Fancy braids have been shown, but the sale on them has been limited.

The demand for Panama hats continues brisk and the sales on this class of summer headwear have been larger than for several seasons past. Last summer Panama hats sold particularly well in the Southern and Western States, but there are strong reasons for believing that next season will find them worn all over the country. Every retailer should have an assortment of Panama hats in his store, and when the season opens the hats should be prominently displayed. A few fine grade Panamas will attract the attention if not the patronage of a most desirable class of trade. It is a point worth taking advantage of.—Clothier and Furnisher.

Couldn't Accept the Advice.

Dr. Nicholas Senn, of Chicago, tells of a physician who had advised a neighbor to cease smoking, as it affected his heart.

"Seated on their adjoining porches, these two men exchanged pleasantries and discussed causes for the increased valuation of their real estate. As evening approached the Doctor lighted a cigar, placed his feet upon the porch rail and to the passerby represented a picture of contentment. The neighbor, however, was fidgety; now making a dash for a mosquito on his ear and now with crash and violent word failing to locate one on the back of his head.

"Smoke, neighbor, smoke," absent-mindedly suggested the physician, "that will kill the miserable pests."

"I would, Doctor," said the other bitterly, "but you know that I have not the heart to do it."

Opportunity is very unobtrusive. It won't force itself upon any one.

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 Unsatisfied One

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.

Plain Goods Season Ahead in Dress Fabrics.

The present may be designated as the scissor season of the dress goods business. There is a lull in the business of the jobbing houses. Fall and winter buying is well along toward the end in wholesale houses. They are now preparing their spring lines for advance road business and within the next few days the early road men will be testing their customers with spring lines. The volume of fall business has been very good and few complaints are heard, but it is not so much the volume of sales experienced in the dress goods stocks of the wholesale houses that is most encouraging, but rather the excellent feeling among all dress goods people regarding the present condition of business. Trade in dress goods is better throughout the entire country.

Although the spring of '05 promises to be practically a plain goods season, in the samples shown fancy voiles and mohairs are decidedly strong features. Imported as well as domestic lines contain a percentage of both sufficiently large to claim generous attention. It is true these fancies are mostly of a type so unpronounced and modest that they do not differ widely in general effect from the plain of the same texture, but in that fact lie their strength and promise of success. Some of them are piece-dyed, the variation from the plain brought about by irregularity in the weave; there are mohairs with small checked or narrow-striped effects of weave and voiles with lacy quadrilles or pastilles in these monotone goods. But in most of the season's fancies the fine double-and-twist yarn, black and white, is usually found, sometimes in the warp only, giving an indefinite fine line stripe effect, or in both warp and weft when a checked effect appears; again, a variety of fancy effects is achieved by the different ways in which this useful twisted yarn is thrown into the weave. Small overplaids in hairlines of brilliant color and stitch effects of the same, even diminutive hubs, are not lacking in the fancy mohairs. This is true also, in a general way, of the spring suitings. Men's wear suitings, so successful in fall lines, reappear for spring with, perhaps, the difference of a preponderance of checked effects or small indefinite plaids. Shepherd's checks of the smaller size are largely represented in blue, red, brown or green with white or cream, in suitings of varied texture; also fine-line, small plaids of the same combination. The green and blue combined colors remain a feature, and are to be found in the color range of nearly all the different lines. In piece-dyed suitings there is a wide range of weaves.

The distinguishing feature of the present season is the lightness in weight of practically all dress materials. Fabrics of a light texture and those which also possess a softness have predominated so far. Attempts to introduce other fabrics have been disappointing so far. The light tex-

ture has been able to maintain its popularity chiefly because the season is not yet far advanced. The question naturally asked by some merchants is: Will the popularity of these lightweight materials continue after cold weather—real cold weather—has arrived? That question is as yet unanswered. The better dressers are wearing lighter materials than, perhaps, ever before. This is true of both men's and women's apparel. Even for the tailor-made costume the materials this season are very light. The broadcloth fabrics are the lightest in weight that the trade has ever known. Other materials which are popular for the coming season are also of very light weight, and for the social function—the dressy occasion—the material accepted by the trade is pre-eminently light, such as crepes, eoliennes, voiles, etc.

Lightweights are not, however, the only material that will sell during the season of 1904 and 1905. Merchants who neglect to have a line of heavier fabrics will certainly get into trouble. The farmer's wife is not interested seriously in voiles for cold weather. Broadcloths and mannish suitings will be bought to some extent at least; but the lightweights in either of these weaves will not be accepted quite so quickly by the general trade as will the heavier fabrics. Both broadcloths and chevrons will be in demand by a certain class of trade, but the weights of these fabrics with which the trade have been acquainted in the past will be more likely to be popular. The buyer from the North and Northwest is wise enough not to put all his dress goods investments into light materials. The Southern buyer who arrived earliest in market favored chiefly the lighter weights, as they are more suitable to his trade. Among the selections made by the Northern buyers there have been more of the heavier weaves for the winter—those weaves which possess weight and are rougher in appearance.

The present demand for rain proof materials is greater than was anticipated by most buyers. In the more desirable numbers jobbers are completely sold out. It is quite likely that the manufacturing trade will not be able to supply the demand for this line of goods. One manufacturer of ready-made garments recently received an order for two hundred and fifty rain proof garments. He did not have the material and was unable to secure enough to complete the order. Deliveries of this class of goods are being made in small lots of four, five and six pieces and no considerable amount is promised by manufacturers until late this month or the first of November. The principal use to which the materials are being put by the cutting-up trade is for coats.

For traveling and general utility in inclement weather these rain proof coats are urged by some of the leading stores. Certain retail stores are showing and advertising them very extensively. The mannish effects of plaids and checks allow the use of the fabric for skirts also, but they are

not expected to be received with much favor, and for costumes they are even less desirable than for skirts. One retail dress goods manager will not sell a waterproof pattern except the customer be instructed by the salesman to have it shrunk and sponged before it is made up.

Whale and Lion Sprung from Same Source.

As everyone knows, or ought to know, the whale is not a fish, but mammal, and zoologists have long pondered and disputed about its family tree. In Eocene times the ancestors of mammals were beginning to take shape somewhat like those of to-day and to lose the grotesqueness inherited from their reptilian progenitors. To be sure, animals were very different from those of to-day. Horses were no larger than dogs and had five toes, while cattlelike tinoceras, twice the size of an ox, with six horns, tusklike teeth and five toes, cropped the heritage of Wyoming. Along with these peculiar plant feeders there dwelt some very primitive flesh eaters, to which Professor Cape gave the name of creadonta.

The scene shifts to modern times. Professor Fraas, of Stuttgart, Germany, is delving in the rocks near Cairo, Egypt. He is getting out huge jaw bones that have been petrified. The jaw bones are those of whales and the rocks near Cairo were, in Eocene times, the seashore. The professor has studied his whale jaws and compared their teeth with other fossil teeth. Now he tells us in a recent Abhandlungen that these teeth of ancient whales are like those of the ancient carnivorous creadonta. From this he argues that in Eocene or earlier times some primitive flesh eater took to an aquatic life. From these old times to the present whales have been becoming more fishlike.

It is hard to believe that the ravenous lion and inoffensive and toothless whale of to-day had a common ancestor, yet they both have the same taste for blood, only the whale swallows his food whole.



99/50
—OUR—
NEW OVERALL

\$4.50

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



The Old National Bank

GRAND RAPIDS, MICHIGAN

Our certificates of deposit are payable on demand and draw interest at

3%

Our financial responsibility is almost two million dollars—a solid institution to intrust with your funds.

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

TOM

TOM MURRAY SERIES—NO. 20.

News and Gossip Heard in the Hat Trade.

The much-mooted question of whether brown hats would be worn this fall is being answered in a most satisfactory and practical manner. The answer is to be noted on highways and byways, and at every hat store and hat department in nearly every city and town in the land.

Brown hats are selling, most certainly!

The earnest endeavors of the many hat manufacturers, assisted by the numerous and varied means of publicity, have at last secured a response from a none too fickle public, and many men who for years have clung to their black hats are now wearing a brown derby.

It is to be hoped no one has imagined that brown hats would supersede black ones. Such a thing never has been and never will be. But brown hats are very much in evidence everywhere, and in comparison with the number of them worn in recent past seasons they are now extremely popular.

Never has there been a time more opportune than the present fall season for the popularizing of brown stiff hats. First of all, the time of year itself is most appropriate, and next, brown clothing is being worn extensively, and the brown hat "tops off" the outfit to a nicety and maintains the harmony of color tone that marks the appearance of every well-dressed man.

One of those "opportunities" of which so much is talked and written is at hand. Every retail hatter should grasp the opportunity and "push" brown hats. If brown hats are not sold and worn this fall in every town in the country, then some one has missed his opportunity.

The fall styles of stiff hats show no marked changes in shape from the styles of last season. The crowns have been heightened slightly and the brims show a trifle more dip in front and rear than did last spring's shapes. The changes, although few, mark an improvement in the general effect of men's headwear.

The majority of stiff hat styles are conservative in shape, and will doubtless be popular for that reason. As is usual, a few extreme novelties are offered, but as they have few features worthy of consideration the sales will be very limited.

Soft hat productions for fall offer a most extensive variety. Colors, trimmings and various shapes in crowns and brims all lend their assistance in producing the novel styles to be seen in every sample line. Because of the wide variety of shapes no one style may be said to be most popular.

The majority of soft hats now being shown have crowns that may be worn creased, dented or telescoped, and all of these effects are popular. The brims are usually wide. The treatment of the brims increases the variety of effects, which include the flat set, rolled, curled and flanged. Some of the latest productions have the brim rolled at the sides and in the rear, with the front dipped con-

siderably, affording protection to the eyes. The effect is natty, although somewhat "rakish." Fancy bands are at present receiving much attention. The neater ones have narrow white lines through the center. The newest and "loudest" bands have mottled or "snake-skin" designs woven in them. They are more properly known as the "jacquard" bands. The color range in soft hats is wide, and includes all shades of fawn, nutria, brown from light to dark, and shades of pearl and gray as well. It is difficult to go amiss on soft hats this season.

The straw hat season of 1904 is being rapidly forgotten and the attention of the retail trade has been called to next summer through the persistent work of the traveling salesmen, whose efforts have been very successful. Straw hat styles for next season have been more those of dimensions than of varieties of braid, for there is every indication that the yacht shape straw hats of split or sennit braid will continue in popularity. There is no indication at present that fancy and rough braids will receive more than a modicum of attention.

Panama hats will undoubtedly be worn in great numbers next season. Many orders have already been taken for these popular hats, and the firms that make a specialty of dealing in them have prepared for a busy season. The demand for Java, Manila and palm hats, which are varieties of tropical headwear, seems to be very limited, the sales so far made being almost exclusively for the real Panama article. Retailers should not fail to investigate this department of their straw hat business. Panamas appeal to the better trade, which, it is assumed, every retailer desires, and consequently every retailer should be prepared to meet the demand, if indeed he does not create one by reason of displaying them.

Now is the time to begin preparations for correcting a great and glaring evil that exists in the hat trade—the early cutting of prices on straw hats. Every retailer knows that straw hats can be made to yield a profit, and yet nearly every retailer lessens, or loses altogether, the profit he should have made, and all because of his cutting the prices early in the season. The practice is a custom only, and no good reason exists for a reduction of the price on any straw before August 1. Customs have been changed and can be again changed, and now is the time to begin the work of changing this one. It can be accomplished far more easily than one would at first imagine. What is necessary to bring about the good results desired is a little unanimity of thought and action. First of all, the straw hat manufacturers and dealers should "get together," and, after having decided that early price-cutting is a nuisance and a detriment to all business interests, prepare a circular letter to that effect which should be sent to every retailer in the country.—Clothier and Furnisher.

The man who tries to do all things all the time never gets anything done.



"CLOTHES OF QUALITY"

In Buying

"Clothes of Quality"

The retailer and buyer run no risk. We guarantee our product in every particular and cheerfully replace all unsatisfactory garments.

This guarantee is backed up by years of experience as builders of absolutely correct clothes.

If Your Sales Do Not Increase

each season, put in a line of our justly famous "Clothes of Quality." They are trade getters and trade holders.

OUR SALESMEN ARE IN YOUR STATE

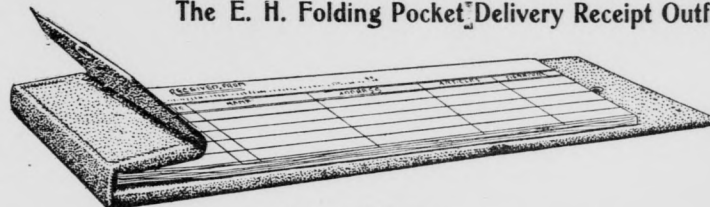
DO YOU WANT TO SEE ONE?

M. Wile & Company

High-grade, Moderate-priced Clothes for Men and Young Men

MADE IN BUFFALO

The E. H. Folding Pocket Delivery Receipt Outfit



Showing Binder Open

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

Let us send you full descriptive circular and price list.

THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding.

8-16 Lyon Street, Grand Rapids, Michigan

Ocean to Ocean

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

Copper Wires

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

ROCKY MOUNTAINS

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

Michigan State Telephone Company,

C. E. WILDE, District Manager, Grand Rapids



Rights and Privileges of the Star Boarder.

Written for the Tradesman.

Massachusetts has a judge who is, in good truth, a second Daniel come to judgment. The other day he was called to pass upon the marital woes of a young couple who testified that they led a cat and dog life together, and that they could only agree to disagree. The case was complicated, as divorce cases are apt to be, by the fact that there were children whom both parents desired to keep, and whom the father must support. In this dilemma the wise judge advised that, instead of separating, the warring parties go back home and see if they could not get along more peaceably with the man occupying the altered status of star boarder, instead of husband.

The idea is one so luminous with good hard common sense that it suggests its extension, with modifications and alterations to fit the case, into other households which are still a long ways on the sunny side of the divorce court, but whose bickerings are sufficiently frequent to keep them perpetual storm centers. The greatest charm, as well as the greatest misfortune, of family life is its continual association, its intimacy and lack of reserve. When this means a love and sympathy so acute that they divine, as if by instinct, our every thought and feeling; when they mean a comradeship so true and so congenial that it doubles every pleasure and halves our pains, heaven has given us its best gift, and we may well be thankful for it. When it simply means that because a person is kin to us, or married to us, they feel that it gives them liberty to offer us insulting criticisms and tell us unpleasant truths, as they would not dream of doing to a stranger, it can make the family circle about as good an imitation of an unmentionable place as anyone need desire to see. There are many people who reserve their bad manners, as they do their old clothes, for home wear, and there is no doubt that in many families an element of formality could be

introduced as a peace measure with beneficial results.

From the woman's side of the subject there are various things to recommend a husband in the role of star boarder. For one thing, it offers a satisfactory way of laying that specter that haunts so much domestic life—the financial problem. So did as it seems, it is nevertheless true that the money question is just as disturbing in the home and just as provocative of a row as it is in national politics. It is Mrs. Benedict's persistent and continual demands for money for the butcher and baker and candlestick maker, and Mr. Benedict's tart replies in consequence, that precipitate nine-tenths of the arguments that end by Mr. B. jamming his hat on his head and slamming the front door behind him, and Mrs. B. sobbing out that she wishes she had never left her mo-mo-mother.

In no other thing are men so unlogical and unreasonable as in the money. Every man, worthy of the way they treat their wives about name, expects to support his family when he gets married. In reality, he probably does not object to doing it. He is perfectly well aware that servants must be paid, supplies for the table purchased, clothes bought, and that children are apparently born for the sole purpose of enriching the shoemaker and the school book publisher. Yet, knowing all this, about half the men you know seem to take it as a personal injury and grievance when their wives come to them for money for the common family needs. "Great snakes, you want wash money again?" they cry. "What, the ice out again! You need half a dollar to pay for getting Johnny's shoes mended! By George, I believe you think I am made of money!" and, alas for human frailty, the woman is more than apt not to return the humble answer that extracts money and turns away wrath, but to remark, instead, that if she were a miracle worker and could run a house without money she would not be working for any man for her board and clothes—she would be Secretary of the Treasury.

There are plenty of such homes—and the men in them are not necessarily mean, only thoughtless and inconsiderate—where every single item of expense is argued out at as much length as if it were a government ap-

propriation bill, and where a pair of shoes can not be bought for the baby or a calico frock for the wife without a debate that is hot enough to leave a blister. The inevitable result is continual friction that spells disaster for the family, and the very best thing any woman under such circumstances can do is to take her husband as a boarder, charge him enough to run the house on and spend the money in peace and as she pleases. So long as she makes him comfortable he has no more right to interfere in her management than he would with any other landlady's methods. Women confide too much, anyway. There is no earthly use in telling beforehand everything one thinks she is going to do, particularly if it is liable to be objected to. Do

it first—and discuss it afterwards. Saw wood and say nothing, is a wise motto for wives as well as politicians.

Another advantage that many women would gain if they could induce their husbands to regard themselves more in the light of a boarder and less in the light of a boss would be a very superior article of manners to that to which they are now accustomed. No man would think, for a minute, that because he paid his board it would give him a right to sneer at his landlady's opinions, deride her views and ridicule her sentiments. These are privileges that matrimony alone bestows upon a man, and many a woman's fondest dream of happiness is to wish that her husband was as polite to her as he is to other ladies. He will listen

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.

with apparently absorbed attention while another woman airs her views on the Japanese war, he is quick enough to respond to another woman's witticism, but let his wife undertake to expound the political situation or tell a story and he has not the slightest hesitation in shutting her up by telling her that she does not know what she is talking about and that he read that joke in Punch before the deluge.

Likewise, as a boarder, he might even be roused to express some gratitude and appreciation for the tireless devotion to his interest, the unceasing study of his pleasure and comfort, the love that never fails that now, as a husband, he takes for granted and does not think worth mentioning. So, too, when he is sick. He feels that he is at perfect liberty to reward his wife's sleepless nights, her worry and care, with grumbles and growls and ill temper, but he would never dare to treat in that way an angelic landlady who was nursing him. He would feel that he never could repay such self-sacrificing goodness, and besides he would be afraid that if he didn't behave himself she would turn him over to a hired nurse, and go off and leave him.

Nor would all the advantages be on the side of the woman. Many a man would have everything to gain in being promoted from the rank of the husband to that of the star boarder. It can not be denied that if there are cantankerous husbands—and I am talking now not of the happily married, but of the disgruntled of both sexes, to whom matrimony has brought more kicks than ha'pence—there are also neglectful wives. There are women, good women, who throw away their bait as soon as they catch a husband and never try to charm him again. There are wives who exist for society; wives who club their husband to death; wives whose philanthropy begins everywhere but at home; wives who, after the first baby comes, are nothing but mothers and spend their evenings holding a child's hand even at the risk of having some other woman hold their husband's.

To such women—and there are plenty of them—the husband merely exists as a kind of animated cash register. He is of no consequence in the house. None is so poor as to do him reverence, and he is right to strike for the position of star boarder—the gentleman who pays the rent and who is entitled, on that account, if on no other, to the best of everything. "Ah, Colonel," says the lady in one of DuMaurier's cleverest cartoons, "after all, the liver wing is the choicest bit of the fowl, isn't it?" "I don't know," replies the poor colonel, "I have never tasted it. In my youth they gave it to the old people and now the children get it all." The liver wing and other perquisites, like the best of his wife's society, her prettiest manners and prettiest looks, the colonel might claim as no more than the star boarder has a right to expect.

A small matter, but still worth mentioning in this connection, is the

fact that the landlady does not feel free to lecture the star boarder. That way lies peace. She may perceive his faults, but she does not consider it her duty to call his attention to them. She notices his mistakes, but refrains from saying, "I told you so." She has heard his old stories time and again, but it is her business to laugh at them—and she does it. She defers to his tastes, she studies his whims, and so the star boarder stays on and the establishment prospers.

The moral of all of which seems to be the rather cynical one, that, in order to get along harmoniously and peaceably with one's family, it is only necessary to treat them with the same courtesy, the same consideration and deference that we show to strangers. Dorothy Dix.

Why Goods Should Be Properly Wrapped.

Here is a little pointer worth remembering by every retail clerk who has not already learned it. A short time ago I was waiting on a customer who was in a hurry. According to custom I called his attention to the article which we were pushing. We always try to have something new for the people, and in this instance it was fine-cut tobacco, pound packages for 25 cents. The customer cut in before the story was half told, bought the package, and left without giving me an opportunity of doing the goods up.

The proprietor, who is also an adept in the persuasive art of selling goods, was a witness of the sale.

"You should have hung on to the goods until he said he would take them," he said, "and then wrapped them up for him, hurry or no hurry."

I admitted that it would certainly have looked better.

"It is not so much a matter of looks," he continued, "although a proper pride in the appearance of our bundles would be sufficient, but there is a deeper motive. That man may go into another store before going home. What then? What would I do if he came here from some other store? I would see what he had, and then proceed to find out what he paid, where he bought it, etc. If I could show him something a little better for the money, I would do so, and if not, I would look around to see where I could get a stock of goods that my competitor was scoring on. That's what I would do, and that is what I expect my competitor to do. If he could not see the goods he would not be able to draw comparisons. To top it all off, he will kindly offer to wrap a paper around the package, and whether the man permits this or not, he will be favorably impressed with the other's thoughtfulness and courtesy, and probably draw comparisons between the two stores. Yes, sir, always wrap a paper around the goods, even if your customer is trying to catch a train."

This seems such good logic that I fell to wondering how many clerks ever look at it in this way.—Retail Advertising.

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.

Facts in a Nutshell

BOUR'S
COFFEES
MAKE BUSINESS

WHY?

They Are Scientifically

PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

Girl Behind Counter Tells Her Troubles.

One has to get behind the counter to realize the number of ways in which a shopper can make life a burden to the saleswoman. The woman shopper, at least the rich one, is also an adept in the art of making her feel like 30 cents.

A favorite complaint of the shopper is that the saleswomen stand behind the counter and talk of their own affairs while ignoring her presence. There are times, however, in which it seems to be her chief aim to have her presence ignored. When goods are displayed on tables and she wishes to saunter about and admire only, this is a touchy subject with her. You scan her critically to see if she is one of the class who wants instant attention, and for fear of being accused of neglect you go up to her at once. "Do you want to be waited upon, madam?" No answer. You retreat. "If I had wanted to be waited upon I would have asked you," she snaps.

Now, there is a type who will answer you that they are "just looking" when you put this question. The "just lookings" are a cheerful set usually, although their numbers are so great that they are sometimes the despair of the salespeople. But the woman who resents being approached and ignores your advances completely is enough to take the starch out of anybody.

The worst of these rebuffs is that you are not in condition for the next customer. If you are not superhuman you are liable to meet her with at least a ruffled expression, which may call down upon you the reputation of being disagreeable. That is one of the hardest things about it, that, no matter how great the rebuff, you have to recuperate quickly and go at it again with as cheerful an expression as possible.

One of the peculiarities of the woman shopper is that she positively refuses to believe that you have not something that she desires. "Why, I know you have," she will say. "I saw it here yesterday. I guess you will find it if you just take the trouble to look." This she says with a determination to get it or die, as much as to say that you don't want to sell it to her if you can possibly help it.

Another time in which a shopper delights in calling a saleswoman down is when she has somebody with her. She will "talk at" you in a way that she would not talk to you. For instance, some people want you to express your opinion and make suggestions about things, and would think if you did not that you were not taking any interest in them. But the other day I expressed my opinion about something being pretty to a woman who seemed to be in doubt. She turned to her companion with such a sweet air that I thought she was going to say something charming. "Do you know there is nothing in the world that I object to so much as having clerks offer me advice? If they will just wait on me that is all I require."

We often get such a knock. An-

other particularly exasperating customer is the young woman who has a man trailing after her. She has a way of showing off her expertness in shopping which generally makes us take down everything but the shelves and then she goes out without buying, usually. In this kind of a deal the woman who shows the goods is ignored by all parties except when her attention may wander for a minute, and then it is apt to be recalled with an air which is evidently intended for the admiration of the shopper's companion.

There is one thing that people never seem to understand in a department store, and that is that it is possible for you to be other than at their command as long as your hat is off. Clerks are allowed a little time to go to other departments for shopping of their own, and it is impossible to stop anywhere a minute without being asked as to the cost of something. Of course, this is perfectly natural, but if you say that you are in another department and do not know people always seem to take it as a grievance, if not worse. If you are not at their service they think something is wrong instantly.

The telephone is another thing which arouses antagonism. They are placed near the ends of the counters, where they are conspicuous. Of course, the only way in which we are permitted to use them is to call up the stock room and give our orders for whatever we are out of. Perhaps it is some particular order we are trying to fill at the time and the customer is waiting. But the telephone conversation has caught the eye of the customer who has not been able to find somebody else to wait on him—this is one of the cases where it is just as apt to be a man as a woman.

"What business has this girl talking through the telephone, anyhow," he says, "with customers waiting here all along the aisle?"

Of course the girl clerk is liable at any time to experience the man customer who expresses his admiration. "I know I am getting these in the wrong size," said a man the other day who was buying stockings for his children. "But you see I admire you so much that I'll be glad of an excuse to come back and change them."

The man who is "fresh," however, is comparatively rare now in the better class of stores, and the man "jollier," who goes home and tells what he has said to the clerk quite as often imagines more than he really said. He may be annoying through a false sense of gallantry, but he is far less apt to vent his ill temper on the clerk than the woman shopper. And another thing about which he is more considerate is in interrupting her. He usually sees when a clerk is busy and waits until she is through.

The woman who is in a hurry, however, never stops to see who is busy or who is not. In fact, if she wants to ask the way to a department she goes to the nearest clerk she can see and interrupts anything she may happen to be doing or saying, even though there are a half dozen idle just a step farther on. It never occurs to her that this is anything to apologize for, and it is just the same when she wants somebody to wait on her.

Perhaps she is somebody you have served before. She will rush up to you breathlessly right in the middle of a sale you are trying to make to somebody else. "Oh, Miss So-and-So," she says, "can't you wait on me? You know exactly what I want."

You've sold them to me before." The customer I have already now assumes an icy expression and I say hastily, "If you will wait a minute, madam, I'll be through." "No, I can't possibly wait," is the answer. "I've got to catch a train. Couldn't you just wait on me first?" At this point in the conversation the first one is heard from. "I have decided I won't take this to-day," she says stiffly, and departs.

By this time I am near nervous prostration, but with what haste I can muster I get things out for No. 2. Ten to one she finds that what we have now is not quite the same as she got before, and she has not time to decide after all. "She is so afraid she will miss her train," and "she will wait until she comes again."

Of course the thing that probably tries our patience more than anything else is the time people take to decide. In my department I have to average \$40 worth in a day. I count, of course, on making half of this in the morning. If I have not reached it yet and somebody takes the whole of the last hour before lunch time in deciding something and then goes out without buying, why, of course, I'm handicapped for the afternoon. In the meantime it is not any comfort to know that the other clerks have been writing checks at the same time which you apparently at least have wasted.

Another customer in the same class is one who sends things out and then has them called for later. This is even worse than the other kind, for you think you have made the sale, but when the article is returned it is taken off your month's sales and you may be low in your average without even knowing it yourself.

Saleswoman.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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.

THE DIVORCE EVIL.

How Most Effectually It May Be Combated.

Written for the Tradesman.

In a Chicago paper some time ago the idea was brought out that not enough church-going women in our land to-day is the cause of the numerous divorce cases.

It would be far better if every one attended services on the Sabbath, devoting the day to such work. But simply attending church will not be sufficient to stop the domestic discord which ends in divorce.

It is true religion that must be acquired. Christianity is the truest philosophy of life. It possesses the noblest words of our language, its literature overflows with terms expressive of the greatest emotions which can fill the soul of man: rest, joy, peace, faith, love.

It is not a movement that has laid hold of weak and worthless students but one that is maintained by the best people in every walk of life. Christian people alone save the world from utter destruction.

But is it necessary to go into the church to find it? No. Practical religion is easily to be obtained by those who desire it. The home is the first place in which to seek it.

So many enter the bonds of matrimony ignorant of its true meaning. If you are going to marry, you should understand what self-denial means, and realize that you are not the only one to be pleased. Do your best to make your husband prefer your society above that of others.

Don't drive your husband from home by your frowns but encourage him with deeds of love and kindness. Overlook his faults and help him to overcome them.

Make him feel that his home is a dear place where he may find rest, comfort and sympathy. Be as neat in the attire in which you entertain him as you were when you were unmarried lovers. Be as glad to welcome him home from his work as you would be to welcome some other friend.

We see the young wife whose parents denied themselves the comforts of life, in order to adorn and polish her, going to her husband with the same view of life for the future that she enjoyed in the past. Parents, you are doing your daughter an injury, as well as yourselves, for when her husband fails to meet her requirements domestic discord is certain to follow. Girls, if you would but make a resolution to accept your husband's lot and sacrifice some of the hitherto-enjoyed luxuries, in order to help him to success, instead of being a barrier in his way, your lives would be the sweeter.

Do not consider matrimony a secondary affair in life. How often have I heard mothers say to their daughters, "If he doesn't do just so and so come home." What a mistake! Girls should be taught that marriage is a serious undertaking and before entering into it should guard well every step, should study carefully the nature of people and choose one with whom their own natures best can

harmonize. And never allow anything to cause you to regret the course you are following.

Then there is the young mother who mourns the death of a child to such an extent that everything is draped in sorrow, and the home constantly filled with a cold and gloomy atmosphere, so that the husband is led to believe that she buried all her love with her child and has none left for him. In consequence he ceases to think home a pleasant place and seeks sunshine elsewhere.

A great many women desire to be an angel in society. Let me add, be one at home and you can't help but be one outside.

Do not forget that being a good wife is the noblest profession one can have. But why is it so few master this art? If such were the case there would be less discord between husband and wife and brighter hopes and anticipations for the future.

On the other hand, man has as much power to stop domestic discord as woman. Is it right for woman to practice harmony alone? No.

Men, do not treat your wife as if she were an inferior being but consider her your equal. Do not deceive her.

Allow her to know the true state of your affairs.

Praise your wife for her good qualities, overlook her faults. Do not always be quoting to her what some other women do or say, how much better they understand different ideas, for in this manner you lead her to believe that you care more for the other women than you do for her. Show her that you desire her society and appreciate her kindness.

In so many instances are wives left to entertain themselves, and denied the society of their husbands, that they seek sympathy elsewhere. Here we find the root of the divorce evil. There are husbands who desire their wives to move in high social positions who are not able to support them in such, and the wives, being ignorant of their true situation,

go on living in this sphere until financial ruin stares them in the face. What happens then? Separation.

There are many ways in which to view the divorce question, it being one of the most important issues of the day. On every hand we see examples of the sorrow it creates. It is one of the greatest crimes in our land, and has an immense throng of followers. If both men and women would but study the philosophy of how to live, and practice it, this evil would be turned

from our land.

Let this be our religion: Strive to bring heaven in our homes and there let its angels abide.

Lucia Harrison.

The man who is always talking about himself as a poor worm of the dust is not likely to have a great deal of power to lift the world.

It's often easier for a man to tell a woman he loves her than it is to explain matters after he gets sober.

LION BRAND SPICES

Write for sample

Lion Corintje Cinnamon

It is the kind used
during King Solomon's time

We want you to inspect it

A trial order for Lion Spices will
convince you of their
superior quality

WRITE

US

FOR

PRICES

Are Reputation Builders

WOOLSON SPICE CO.

TOLEDO, OHIO

YOU CAN'T FOOL
A BEE

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

Karo CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.

Primitive man dug holes in the earth, being too dopey to build skyscrapers, and boys of every generation since that epoch have burrowed under the crust in order to succeed as smuggler chiefs and bandit kings. Mudville harbored a bold and hardy race of cave dwellers, whose repertoire had about petered out when the Mudville Mining and Manufacturing Co. got busy on a flat stretch of prairie near the village.

That concern sunk a mine shaft and took out fire clay and coal which blended in the harmonious production of brick, pottery and drain tile. The black smoke could be seen for miles, and it painted fresh ambitions in budding minds. At the age of 12 I promoted two wildcat mining deals, the first of which proved a boomerang. The second assayed one mild mannered cow belonging to a widow, and a series of short school vacations on which I could draw at sight. Moreover, the stockholders in my company declared themselves in on the dividend and an era of prosperity struck the town.

The amateur mining craze first broke out in our own back yard. There was nothing to it, I thought, but a neat little coal business at home, and perhaps a pottery on the side. When the idea blossomed I spoke to my younger brother, Bill, about it.

"What's the use of digging where there ain't no coal?" enquired the practical Bill.

That is where the promoter gets up against it always. The trouble with Bill was he lacked imagination. Why shouldn't there be coal in our back yard if we only thought so? Bill was a peppery kid, full of force long before Sunny Jim's time, and would make a valued assistant in the mining venture.

"If I prove there is coal in the lot will you help me dig?" I asked Bill.

He said he would, and I soon convinced that easy mark, being a natural born promoter myself. Reading was my only vice at that date. In order to get at the books I buncoed the Library Association in the most cruel and sordid manner. Twice each week in winter I toted half a ton of coal in buckets up three flights of stairs from a cellar under the sidewalk. The librarian was an old man with two cork legs, and on that account he was ashamed to be seen carrying the coal himself.

In return for my trifling service the librarian gave me a book privilege ticket, good for six months and worth \$1.50. It makes me blush even now to think how I swindled that poor old man. My being thirsted for choice miscellany, useful facts worth knowing and light summer reading in winter. A deep and soulful longing for knowledge made me desperate and I soon picked up a lot about coal—in buckets.

Well, I had read of the divining rod and with that bit of witchery I worked Bill to the limit. First I

salted the onion bed just west of the raspberry patch by planting a flat lump of coal six inches underground and marking the spot. Then, with an apple twig in the form of a Y I led Bill to his doom. He followed, pop-eyed, while I trailed about the garden, holding the divining rod by the double ends, with the stem of the Y pointed straight ahead. At the proper place the magic stem bent downward and I whispered hoarsely to Bill:

"Dig here for treasure!"

I allowed him to dig and when Bill uncovered the lump of coal he became lighted up with the most gorgeous blaze of enthusiasm I ever beheld in a human being. That was promoting some, all right. Bill wanted to dig on the night shift, too, but I wouldn't let him. In a few days we sunk a shaft five or six feet deep and ran a drift off to one side in search of the mother lode. To support the roof of the tunnel we knocked the rain water barrel to pieces, sawed the staves in half, and braced them up with timbers taken from the family woodpile. This was the only time we ever tackled the bucksaw in the role of little volunteers.

The tunnel had drifted in all of ten feet when our male parent and provider came home. His little boy miners led him forth and pointed with pride to the hole. He looked about at the yellow clay smeared over half the fertile garden spot on which he had lavished money and manure. We expected loud outbursts of praise. Instead father asked quietly:

"Did you boys dig out all this dirt?"

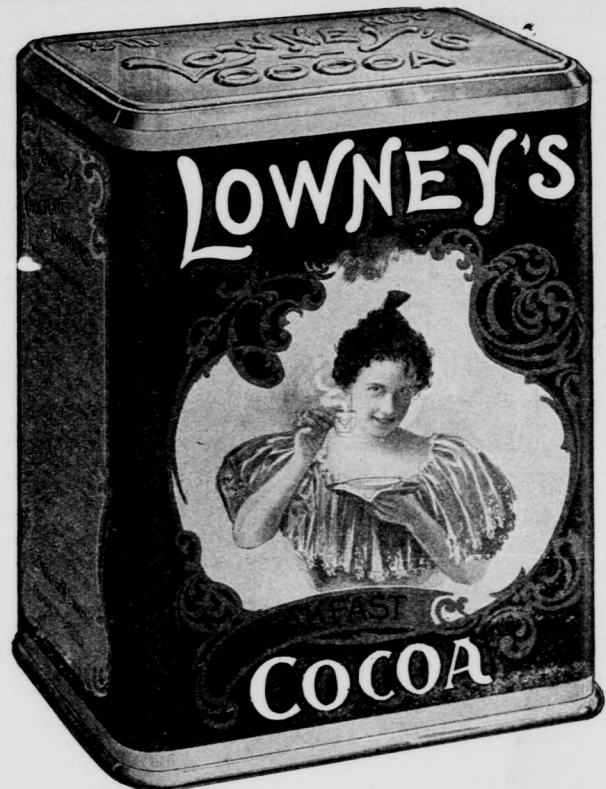
"Yes, sir," we chortled, "it was my idea and Bill, he—"

"Very good," father broke in. "And now let me see you put it all back—every grain—or I'll burn the pants off both of you."

That was the bitterest jolt of my young life up to date. Bill all but collapsed, for he believed in the coal fiction and my superior divining-rod wisdom. We buried the dirt in the grave of blasted hopes and directed the obsequies all alone, for no other boys had been let into the digging and we couldn't expect help. It was awful work filling up the tunnel, pushing in the dirt with a hoe, and when that job was completed a period of depression fell upon the amateur mining industry at Mudville.

Later on in the season, being a resolute promoter, I launched the second venture. One square away lived two Wilson boys, who, luckily, had no father to butt into their vast and worthy enterprises. The Wilson boys readily believed the coal vein I found at home extended to their place, and a new company was formed to mine the stable lot of the Widow Wilson without securing from her a concession to the mineral rights.

The new company proceeded on a mammoth scale, rating a president, board of directors and a row of numbered pegs in the barn on which to hang our mining clothes. A com-



Received
Highest Award

GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



Our customers write us that
B. B. B. is steadily growing in
favor.

Our increased output shows it.
Roasted daily and put up by
the

JUDSON GROCER CO.

Grand Rapids, Mich.



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

mittee appointed to steal a batch of miners' lamps from the pottery made good with a dozen, one for each stockholder. Although all the digging was done before and after school in the broad glare of an effulgent Illinois sun, we wore the lighted lamps on our brows just the same. Nothing was too good for the Dryden-Wilson Mining Co., Limited.

In a short time we sunk a square shaft sixteen feet deep, using a windlass and bucket to hoist out the dirt and coal—when we struck it. The tough clay sides of the shaft needed no boxing, else the world might have lost a bunch of bright intellects in a premature mine horror. In the event of accident to the hoisting gear the shaft boss rigged an emergency ladder, built of two sixteen foot fence boards—borrowed from the widow. These boards were set upright against one wall of the shaft and fitted with rungs nailed on.

At this point in the development of the mine, the lamp committee being unable to steal any powder, the stockholders were assessed for enough to blast out a tunnel. By unanimous vote blasting was deemed more romantic than digging, and the price of one pound of fine rifle powder fairly flowed into the treasury.

A broomstick drill was used to bore a hole pointing downward at an angle of 45 degrees in the south wall of the shaft, two feet above the bottom. We tamped dirt on top of the powder and left a string of firecracker fuses hanging out for the match. Then arose a question of nerve to touch off the blast. Marsh Sloats, a husky lobster, six feet tall at the schoolboy age, said he would do it in a jiffy. So we lowered him in and hauled up the bucket, his idea being to escape via the safety ladder, after firing the fuse.

While the daredevil Marsh was below the stock company withdrew to a vacant lot across the alley. He applied the match and climbed the ladder, the rungs of which were bits of lath, securely spiked to the uprights with tacks and second hand shingle nails. Just as the head of the intrepid Sloats piked out of the hole the rung on which his fat feet rested broke. The fall jerked loose the slat in his grip, and down he went, with an awful burring sound, clutching at and kicking and ripping away every rung from top to bottom.

Silence more appalling than sound followed the thud when Marsh hit bottom; then came an anguished shriek of terror and calls for help. The shaft erupted the agony of young Sloats entombed with the blast, while we stood paralyzed watching for his atoms. Marsh begged his father and mother and an uncle who lived in Nebraska to save him. He cursed the company for not lowering the bucket, but mortal fear held us in a pallid group across the alley. The fuse had burned in beyond the reach of his fingers, and it was up to the boss blast toucher to take what was coming to him.

When it came a whirling spiral cloud of white smoke, punctured by

one hideous yell, shot up from the shaft. At the summit of the cloud, twenty feet in air, rode Marsh's limp straw hat. That was all. Nothing more—not even a sound—boiled out of the shaft, so the more courageous directors sneaked to the edge and looked in.

Sloats sat with his back braced against the wall and was mining dirt out of his eyes, mouth, nose and ears, using his fingers for picks. The language that flowed from him dispelled the sulphur fumes and deadly afterdamp. As the frenzied blaster could see well, the company took a desperate chance, hoisted him up—and scattered like a flock of quail.

He was able and willing to lick the whole bunch and we knew it. The tough clay confined the loosely tamped powder and the bulk of the discharge, like that from a gun, had passed above him, so that Sloats was not damaged, except in his pride.

Our first and last blast failed to uncover any coal, yet the powder was not wholly wasted.

Next morning, before daylight, Roger Wilson, the mine boss, routed me out. His mother's only cow had fallen into the shaft overnight and broken most of her legs, her neck, and her spine in three places, so Roger said, in tragic whispers. Anyhow, the cow was a corpse and Roger was doing a Paul Revere ride on foot, passing a hurry call among the directors for an urgent meeting at the mine.

In the pale gray light of dawn a crowd of terror-stricken kids stood about the hole and peered in at the cow, who seemed to be standing on her horns. To the dullest mind present it was apparent that dead cows have no value, while live boys must look to their future. Therefore, since the Wilson cow was dead and buried—all but the covering up—there was no sense getting her out and creating needless sorrow scenes among the women and children at the mouth of the pit. So we filled in the shaft without pausing for breath, and took the oath of secrecy on a tin dagger above the unmarked grave of that careless but worthy bovine.

Of course the widow missed the cow, and a lot of diligent, self-sacrificing boys were willing to give up their studies and help the widow's sons seek that which was lost. The board of directors, to a boy, responded nobly, and for weeks parents wrote excuses to teachers on behalf of the cow. Singly and in groups the reformed coal diggers spent whole days in the bosky dells and sylvan glades adjacent to Mudville, carrying popguns, lunch and angle worms in tireless search—but so far as I know the cow was never found.

At the same time the mishap at the mine thwarted my career as a mining promoter, and I'm glad of it. The love of fishing acquired and fostered during the futile probing of the Mudville Cow Mystery is now the one solace of my declining years. I had rather fish and lie than be rich. One day, perhaps, in future ages, excavators will come upon the skull and bones of a prehistoric

Mudville cow buried sixteen feet underground. Should this narrative be preserved it may aid the archaeologist.

Charles Dryden.

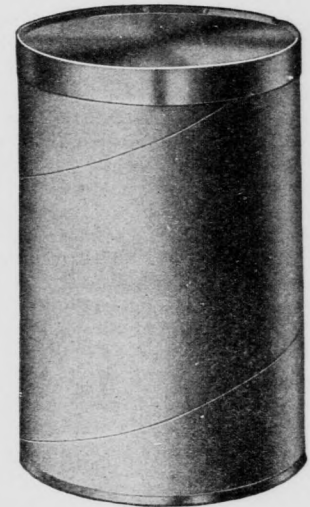
Queen Bees Worth Money.

Just as there are valuable strains in horses, cattle and other stock, so there are varieties of queen bees which are worth many hundred times their weight in gold. The most valuable strain is the Italian, and many Italian bee farmers demand and receive without question prices ranging from \$50 to \$200 for a single queen bee of a certain kind. Such bees are sent all over the world. The owner of a bee farm near Ottawa, Canada, goes to Europe annually and brings back with him bees of an aggregate value of thousands of pounds. He is enabled through the agency of an Italian firm to effect an insurance upon the most valuable of his queens.

This bee farmer has many strange experiences in connection with the assistants he is obliged to engage. Of course all beekeepers must submit to a certain amount of stinging. But in some cases the poison in the sting acts directly upon the assistants and makes them alarmingly ill. Others are immune, although stung hundreds of times. Bee farmers are often applied to by persons suffering from rheumatism, who wish to place themselves in the way of being stung. And, strange as it may seem, the virus of the bee sting does often act as a cure to persons suffering from serious attacks of rheumatism.

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

If you use this 1 lb. coffee box



Gem Fibre Package Co.

Detroit, Michigan

Makers of

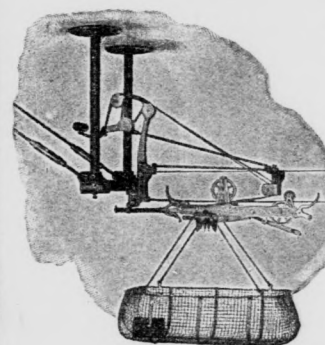
Aseptic, Mold-proof, Moist-proof and Air tight Special Cans for

Butter, Lard, Sausage, Jelly, Jam, Fruit Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paint, Tobacco Preserves, Yeast, Pure Foods, Etc.



Cash and Package Carriers

Insure Perfect Store Service



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

Save time and steps.

Check all errors.

Prevent "shop-lifting."

No overmeasure.

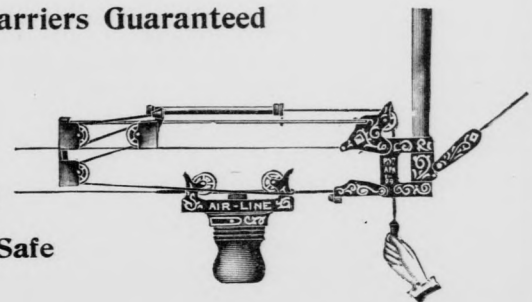
Investigate

All Carriers Guaranteed

Rapid

Strong

Safe



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

BUSINESS METHODS.**How They May Be Applied to Advertising.**

A great many advertisers seem to think that the only thing necessary in carrying out an advertising campaign is to prepare an advertisement and insert it in the proper mediums, and then wait for results.

A great deal has been written regarding the necessity of certain qualities which an advertisement should contain. While it is conceded that an advertisement should be attractive, interesting and convincing, the typography neat and clean, and the placing in proper mediums important, yet there are several other things upon which the success of an advertisement depends. This is especially applicable to the mail order branch of advertising.

Among the more important requisites may be named honesty, promptness, reliable goods, a guarantee of quality, refunding money where a customer is not satisfied, attention to details, and buying goods for cash.

A careful study of these different essentials, and not only a study but a strict adherence to them, will enable the advertiser to attain such a degree of success as can be accomplished in no other way. This is an age of business, and in order to achieve the greatest success, it must be conducted on sound business principles. The principles underlying the successful enterprises to-day are the same as have always been used, but there is no doubt that their application is more effective and better understood than ever before.

Taking up the different parts in order, we will endeavor to make them a little more specific.

Honesty: One of the most important features in a business of any kind, and especially so of the advertising business. In advertising an article be honest in your description of it, let your illustrations represent your goods exactly as they are. Let your advertising be so constructed that it will give your prospective customer a good, clear idea of the goods you are offering for sale. If your propositions are exaggerated or overdrawn, the result will be a dissatisfied customer. You should ever bear in mind that "a satisfied customer is the best advertisement," and the best way to satisfy them is to give them all or even more for their money than they expect.

Promptness: Another important point that tends to the success or failure of a mercantile business selling goods by mail is the promptness with which orders are filled. A great many mail order houses make it a point to fill all orders the same day they are received. Nothing pleases an out-of-town customer better than to receive the goods he orders promptly, and if you are negligent in this respect you need not be disappointed if he places his future orders with some one who will fill them promptly. If, for any reason, you are unable to fill an order at once, you should write your customer a letter to that effect, giving reason for not shipping at once and stating

when the goods will be shipped. This will leave your customer in a better frame of mind and you will be more likely to secure his future orders.

Reliable goods: It does not pay to handle cheap, shoddy goods, although the price may be even low for the quality. Shoddy goods never give satisfaction, and you should always endeavor to have entire satisfaction go with all the goods you send out if you expect to retain the customers' trade.

Guarantee of quality: It is good business policy to guarantee the quality of every article you sell or offer for sale. And see to it when you place a guarantee on your goods that it is a guarantee in every sense of the word. If you fail in the least respect of making your guarantee good you may surely count on that customer losing confidence in you.

Refunding money: "Satisfaction or the trade doesn't go," is a motto that might well be adopted by every business man in the country. Whenever a customer is dissatisfied, in any respect, with a purchase he has made, refund his money cheerfully and without quibbling. It is a strong factor in the establishment of the utmost confidence in you and your goods.

Attention to details: There are a great many little things, insignificant within themselves, but upon which a great deal often depends. These details as to the customer's wants should be left in the charge of competent correspondents, who should endeavor to fulfill every requirement demanded by the customer.

Buying for cash: This is an argument that always has and always will appeal to the independent, thrifty class of people. To them it means bargains, lower prices for the same goods, or a better quality of goods for the same price. Goods that are bought for cash can be bought cheaper and consequently sold cheaper than those which are bought on credit. The cash system makes a strong feature in advertising and is one which every person who does a cash business can use to great advantage in many different ways.—Advertising World.

Value of System in Business.

D. Lorne McGibbon, general manager of the Canadian Rubber Company at Montreal, says:

"The greatest successes in business life have been due to concentration of purpose, energy and action. These points are attained by system. During my business career system and organization—two of the principal factors in modern industrial life—have had my just thoughts. I not only appreciate the value of business method myself, but I impress my staff with the same idea. System in modern industrial life should reflect the personal element of the leader. It should work on comprehensive lines, sufficiently elastic for aggression or defense. And system should be economical."

Death rings the curtain down on our little lives, and we are not even allowed to see our bouquets.

RELIABLE AND TRUSTWORTHY

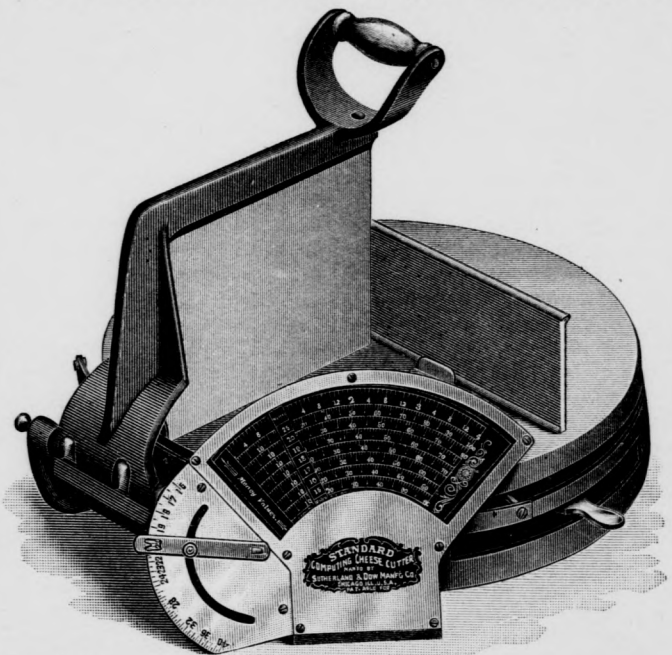
These two words (Reliable and Trustworthy) are characteristic of the many good qualities of Rapid Heaters.

When you install a heater, these are points which must be established beyond a doubt. You cannot afford to take a chance. It's too risky and expensive besides.

We have many satisfied users of Rapid Heaters all over Michigan and other States, and to acquaint you with how they feel in regard to the Rapid, we have just published a little booklet entitled, "An Investment Backed by Strong Endorsements."

We will be glad to mail you one if you will send us your name and address.

RAPID HEATER CO., LIMITED
GRAND RAPIDS, MICH.

**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

CAN MAN CREATE LIFE?

The Old Problem of Creating Living Organisms.

The recent work of certain British chemists has again called attention to the old "problem" of creating living organisms by chemical synthesis. The gentlemen in question seem to have succeeded in producing combinations which appear to be slimy, apparently automatic lumps of watery matter, which are said to resemble living cells. All of which, if it proves no more, proves that some men of science, at least, have not yet given up the hope that "life" can be produced by artificial means without the agency of previously existing living parents.

It should be obvious that in order to produce living matter in this way the would-be creator must know what life itself really is. Experiments conducted in a haphazard method seldom yield profitable fruits. In order to produce life the experimenter must have a fairly definite knowledge of the nature of the thing he is desirous of manufacturing. Does the present state of knowledge warrant a large amount of faith or hope in the success of such experiments? To manufacture life what must the manufacturer do?

Many years ago the German physiologist, Pflueger, advanced a theory that the process of life could be explained by the constant building up and the constant breaking down of certain highly complex and highly unstable molecules, the principal constituent of which would be the carbon atom, with its four bonds of affinity; and Loew further suggested that the whole process might be considered as being dependent upon the peculiar conduct of the aldehyde radical.

This theory is enticing and seems, at first glance, to be a highly rational and satisfactory explanation of the chemical reactions going on in the living body. Thus far Pflueger, no doubt, is perfectly right. If life were nothing more than chemical reaction, if it were no more than the building up and breaking down of mere chemical composition, then the so-called "chemical basis" of life would be safe and sound. But the truth is that life is a different thing. It is a good deal more than mere chemical composition and decomposition. It is chemical composition and decomposition plus the mechanical structure in the body of which these reactions take place. Not only must the highly complex and highly unstable molecule be built up and broken down, but it must be built up and broken down by a certain peculiar method, and by that method alone. If built up by any other method the reactions do not constitute life.

What is this complementary method which marks off life from non-life? In a word, it is the method which is furnished by the mechanical structure of the cell. In order that you have life you must have not only the complex molecule, but, the complex molecule so clustered that it forms an organized machine, the reactions of which are physical as well

as chemical. This machine—the living cell—is a complex one in which one kind of stimulus will produce another kind of reaction—in which chemical responses are given to physical stimuli and physical responses are given to chemical stimuli; and in which the complexity of these conversions of one order of stimuli into another order of response is a long way from being understood at the present time.

But even if we suppose that this complexity were understood in all its parts—that this convertibility were understood as well, for example, as similar convertibility in simpler processes is understood, say the firing of a gun by percussion or the running of an automobile by an electric battery—yet the difficulty of creating life would be as great as ever. In order to create life the creator would first be called upon to produce the molecule of Pflueger, and next to organize that molecule into a form identical with that of the living cell, or to accomplish both of these things simultaneously. Looking at that comparatively simple organism, protomyxa, as an example, it is easy to fancy the bewilderment of that experimenter who, with his complex molecule ready, would be confronted with the problem of arranging it in clusters on a plan similar to that of protomyxa!

The throwing of a mass of such molecules into a test tube and the shaking up of them, no matter how vigorously, would not be a highly philosophical proceeding, to say the least. It would probably be more akin to looking for a needle in a haystack; perhaps even more fatuous still; and it is doubtful if any important discovery were ever made by that method.

It may be contended that nature produced life in much the same haphazard way. That, in some haphazard fashion, the Pflueger molecule was naturally got together, and that a haphazard shaking up in nature's own test tube produced, in some way or other, the mechanical structure which enabled the organized product to build itself up and break itself down, and reproduce itself, quantity for quantity and quality for quality, by the method which is now called "life." No doubt most people will agree with this view; and no doubt most people will be vastly impressed when they are told that some one has succeeded in "creating life." Prof. Huxley was said to have discovered "the beginnings of life" in deep sea mud, and a name—bathylabyus huxleyi—was given the substance by admiring friends in Germany. But bathylabyus huxleyi turned out to be plain mud; all of which goes to show the great need of caution in pronouncing upon the probability of truth in newly made claims and announcements, no matter from what source they come.

In order to produce the two-fold chemical and physical phenomenon called life it will be necessary to create a machine which, even in its simplest conceivable form, will have the property of spontaneously, or automatically, building up and breaking

down certain chemical compounds, the exact nature of which, in some cases, is not yet even guessed at. Still more than this, it will be necessary to create a machine which will do all this in such an extraordinary manner that the content of the machine will grow as to the cube while the surface grows as to the square of the diameter of the machine itself; for it is upon this peculiar law that the reproduction of the cell depends. This two-fold necessity is a problem which, in the present state of physiology, should stagger the boldest and most wildly enthusiastic amateur.

All this discussion assumes, of course, that the "life" discussed is the simplest conceivable kind of a cell. As to the possibility of creating multicellular organisms of any considerable degree of differentiation, such as a sponge, let us say—not even mentioning still more complex organisms—we may as well turn at once to something really practical and useful, and quite easy by comparison, such as the conversion of old paving blocks into virgin gold.

Meanwhile it is to be hoped that the vigorous shaking of test tubes will go gladly on; for, upon occasions, one chance in infinity has been known to win. M. A. Lane.

Some men adapt themselves to circumstances, while some others adapt circumstances to suit themselves.

A woman never enjoys telling secrets to another woman who has a reputation for keeping them.

Convex and Flat

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

Write for our prices.

Sherwood Hall Co.

Limited

Grand Rapids, Michigan

RUGS FROM OLD CARPETS THE SANITARY KIND

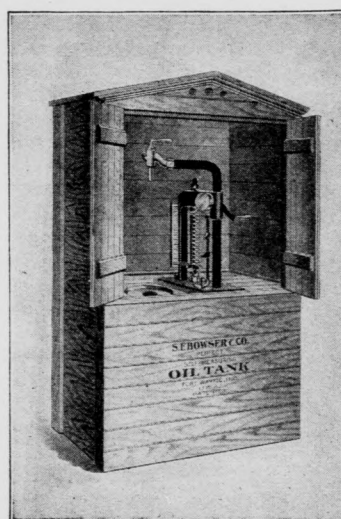
We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent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

Petoskey Rug Mfg. & Carpet Co Ltd.
Petoskey, Mich.

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



OUR OUT DOOR CABINET FOR OIL OR GASOLINE

CABINET EXTENDS UP OVER TANK SO AS TO ENTIRELY ENCLOSE THE PUMP. IT IS FITTED WITH METAL ROOF AND DOUBLE SWING DOORS PROVIDED WITH "STAPLE AND STRAP" FOR PADLOCK.

BOY AND THIEF PROOF

SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN THE

BOWSER OUT-DOOR CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE....

GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE. WRITE TODAY FOR CATALOG

" M "

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

ROCKEFELLER'S RIGHT HAND. Most Active Agent in the Money Mills of the World.

Has John D. Rockefeller abdicated? Has some one else succeeded to the throne before which men have been salaaming and burning oil and incense for a generation or more? Has indeed the world been hoodwinked into paying tribute to an overlord in whose name and shadow another has for years been pulling the wires and playing the buttons as the power behind the Standard Oil throne?

One who is perhaps as well qualified as any man living to prove his affirmative answers to these startling questions declares that John D. Rockefeller has stepped down and doffed his crown—that Standard Oil has a new king whose name is Henry H. Rogers. For years, according to this same excellent authority, Henry H. Rogers has been the real master of the most perfect and stupendous monopoly in history.

He is to-day the most powerful active agent in the money mills of the world and yet so oiled and silent are his movements—as are those of the mills themselves—that few are aware that H. H. Rogers generates the directing energy of the huge machine of which he is the head and eyes—if not the soul.

If nothing else is accomplished by the Thomas W. Lawson-Rogers-Rockefeller conflict now being waged on the plains of print, this startling revelation will have been made.

Hence men are asking: What manner of individual is this supposed employe—albeit himself many times millionaire—who is bearing the torch and wielding the scepter of a Rockefeller? How has he avoided the public gaze so long, and how has the secret of his enormous power and prestige been guarded so successfully?

As an instance of the secrecy which hedges about this real master of Standard Oil, it was not until Vice-President Rogers returned from abroad a few days ago, in such poor health as to be unable to attend the dedication of the \$1,000,000 memorial church which he presented to his native town of Fairhaven, Mass., that the public was even made aware that he was ill. His hurried hegira for Europe created no small furor in financial circles, yet it remained to be simultaneously revealed that H. H. Rogers was not only an invalid, but was one of the most remarkable and open handed philanthropists of the day.

Other philanthropists have sown their good deeds in many respects. H. H. Rogers has chosen, so far as known, to gather his surplus millions in one pile and donate it in resurrecting Fairhaven—the place of his birth and early struggles. Owing to his present illness the dedication of his million dollar magnus opus—a memorial church to his mother—has been temporarily postponed, but when the magnificent edifice is turned over to the town authorities it will be only the last of a series of gifts approximating nearly \$3,000,000

emanating from the same bottomless purse.

Three millions seem and are more in New England than anywhere else in the country, owing to a native frugality of soil and mind, so that as yet New England has not fully awakened to the spaciousness of the Rogers bounty. But, having given a whole town, the giver has spent another million on his magnificent mansion overlooking Buzzard's Bay, from whose verandas the one time Fairhaven newsboy and grocery clerk can look abroad and compare the past with the present.

He can gaze upon the fine Rogers High School, the first of his gifts, which cost \$75,000 and which is one of the most complete institutions of its sort in the country. Turning in another direction he can see the \$250,000 Millicent library—a memorial to a daughter who died while still a school girl—a model library even in book paved New England. Having given the town a library the practical millionaire gave the library a \$100,000 water works system.

By means of this system Fairhaven is better equipped in kind than is New Bedford, its neighbor, or any town of its size in New England. It provides the library with an income more than sufficient for its needs. Hardly had work begun on the water works system when the oil magnate decided that the town needed better streets.

To think is, with him, to act, so he started in to lay out the town anew and paved it after the best metropolitan pattern—an undertaking which cost another \$100,000 or so. Besides these monuments, and crowning them, H. H. Rogers then gave Fairhaven its new \$1,000,000 church, parish house, and parsonage in memory of his mother.

So the town reflects one side of this many sided man. Another side has been revealed by Thomas W. Lawson, who says that when Vice-President Rogers enters his office, when his will is thwarted or his course obstructed in his onward race for millions, the man becomes the marvelous machine. That his will is law unto his associates is evidenced by his square jaws, telling of bulldog fighting power, and his high, full forehead, revealing tremendous intellectual force.

His eyes, according to one who has seen them in action, are red, blue and black, brown, gray and green, according to his passing mood. His friends have seen them when they were restfully blue as the skies of August and September afternoons or as green as the ocean levels. His enemies describe them as being as somber as the thunder cloud when the elements are angry or when they were of that fiery red and that glinting yellow they were like unto the light which one observes at night when the doors of a great roaring furnace are opened.

At 26 East Fifty-seventh street, in New York, where the Rogers town house is one of the least known mansions in the millionaire district, or at his million dollar Massachusetts

country home at Fairhaven, or at the many exclusive clubs to which this ostensible second fiddler but real leader of the Standard Oil orchestra belongs, is revealed the one side. At 26 Broadway, the home of the so-called octopus from which radiate its countless miles of railroad and pipe lines, tapping and burrowing into all parts of the continent and from which its emissaries go to levy tribute wherever the voice of man is heard, is revealed the other side.

Probably no man of equal stature in the financial arena has had a more remarkable career than has H. H. Rogers. Beginning as a newsboy in New Bedford and Fairhaven he has risen, risen, risen. But only now and then has he appeared upon the stage. His place has been behind the scenes. But when he has chosen to court the limelight and make a hit in a momentary role other actors, cast with him, have thrown aside their dummy swords and run for their financial lives.

Yet thousands who have felt his hand in business competition pass him by on the streets without recognizing in the tall, broad shouldered, athletic figure, with eyes hidden under shaggy brows and with preternaturally long arms—a heritage from his seafaring ancestors—the author of their discomfiture. He is the blue goat of the street—so unfamiliar is his figure among the bulls and bears of the money cages.

The writer was present a few days ago at a public meeting in the Fairhaven High School when this paradoxical man exhibited a lively interest in a debate on the duty of the teacher, the thinker, and the citizen to his country. A young lawyer took occasion during the debate to attack the trust and created considerable embarrassment among those who sat near the oil king. When the young man had concluded there was general surprise and apprehension when Rogers arose and said:

"We are all monopolists in a way if we desire to be, for every one of us, if a valuable idea strikes us, can have it patented and secure exclusive control of it for a term of years. We will, under such circumstances, make all the money we can out of that idea."

"If any one can convince me that there is more evil than good in a trust, I will gladly forego my present opposite belief. But what is a trust? Nine-tenths of the lawyers and newspapers can not define one—and they are the critics who find the most fault with the so-called trust evil. The first trust was the savings bank trust. Have they been improving or have they not?"

"Is there anything evil in a combination of good ideas backed by ample capital? I worked for five years in a union grocery store, and by buying our stock of a union in Boston we were enabled to sell below our competitors. Could the Pennsylvania Railroad carry on the immense amount of traffic it does if it were not for a combination? Of course, combined energy and ideas may be misdirected energy and ideas,

but there is no more misdirection in the management of trusts than there is in the combined management of the individual merchants and workmen of this country—no, not as much."

Continuing, Vice-President Rogers stated that he was in his forty-fourth year in the oil business and would like to know what he had done in taking advantage of the people, statements of certain critics to the contrary notwithstanding. An oil well is drilled, he said, in Pennsylvania or West Virginia at an expense of \$10,000, the oil brought to New York and shipped to all parts of the world. In New York, he continued, oil is sold cheaper than spring water can be sold after being transported the same distance.

Answering a question as to how he got his start in business, the newly discovered oil king said that he had worked as hard for what he had as any one of whom he had ever heard or read.

Is it the memory of those early battles with the world that has transformed the ideal husband, father, and grandfather of private life into the alleged pitiless moneymaking machine—the accredited driving rod of the Standard Oil Company? Gazing from the veranda of his Fairhaven mansion, this no less strange than successful man, who in his sixty-fourth year can write his check for \$75,000,000 and get the money at any bank big enough to honor the paper, can still see the union grocery store where he worked and accumulated enough money to defray his expenses to the Pennsylvania oil fields.

He had graduated at the age of 16 at the Fairhaven High School and then peddled papers on the streets of New Bedford as a stepping stone to the grocery counter and wagon which he drove for five years at \$3 a week and his board. To-day a number of Fairhaven persons treasure receipted bills for bags of flour and other staples which bear the signature of Henry H. Rogers.

One of these receipts bears the date of November, 1859, and it was shortly after that date that young Rogers burned his Fairhaven bridges behind him and started on his Pennsylvania hazard of new fortunes. This is how the Fairhaven grocer boy drifted to the oil fields.

In those days the news of Fairhaven village circulated around the stove and cracker barrels in the union grocery and it was there that the future Standard Oil king first heard of kerosene oil. Fairhaven residents had become interested in a small way in the oil wells. One of them was Bartholomew Taber, who kept a paint shop and who was a customer of Charles Pratt, the New York oil refiner. Pratt told Taber one day when the latter was in New York that he was looking for a young man to enter his business and would prefer a New England boy.

Young Rogers had at that time gone to Pennsylvania and Taber recommended him to the New York refiner. Six weeks later young Rogers

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

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

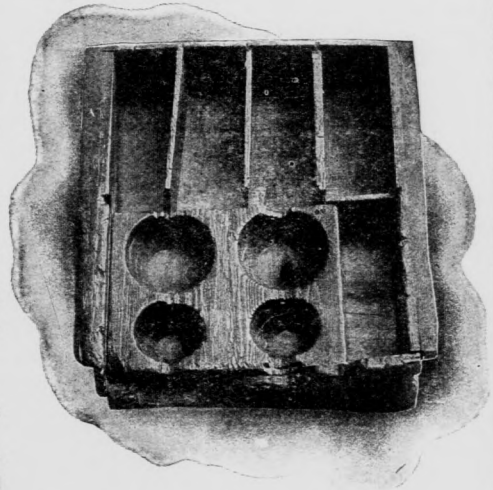
Through all change of systems from the time of its establishment when the proprietor only had access to this cash-drawer, when all the clerks used it, and during the period a cashier used it, the drawer was never changed.

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

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

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

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



TEAR OFF THIS COUPON AND MAIL TO US TODAY

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

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

This does not put me under any obligation to buy.

Name _____

Address _____

No. of Clerks _____

Michigan Tradesman.

entered the firm of Charles Pratt & Co., and embarked upon a career almost without a parallel in the romance of riches.

Recently there came to light in a suit for \$50,000,000, brought by the widow of an inventor named Benjamin Greenbough against the Standard Oil, a hidden and interesting chapter in the romantic rise of Rogers. In 1874 Rogers and Pratt were humble men in the oil world. They had for some time been experimenting with a view to purifying crude petroleum and particularly the manufacture of kerosene.

Benjamin Greenbough, it is sworn by his widow, went to them with his invention upon which is based the present commercial utility of kerosene. They accepted it and agreed to pay the inventor a quarter of a cent a gallon royalty on all the oil manufactured. Then began the sunny era of oil. Greenbough received huge profits. When he died more than \$500,000 in royalties had been paid him.

His widow knew nothing of the contract her husband had with Rogers and Pratt, and she alleges that she was never enlightened by them. She recently ran across the missing contract while sorting some papers in the garret of her New England home and at once began proceedings to collect the enormous accumulated royalties.

When Mark Twain, the great American humorist, awoke one morning nine years ago, following the failure of a publishing house in which he was interested, he found himself \$150,000 in debt. That Henry H. Rogers came to his assistance and, violating a previously unbroken rule of his career, acted as his trustee and benefactor in recouping the Twain losses is one of his shining monuments.

He has never been known to impart any market movements save in this instance, when, by investing the proceeds forwarded to him by Mark Twain during his lecturing tour around the world, he enabled the American Cervantes not only to liquidate his debts but to store away a comfortable fortune for his declining years.

As a contrast to his relations with the eminent man of humor, a young man close to the Rogers family happened, in a friendly chat a few weeks ago with the oil king, who is known to be interested also in the sugar trust, to mention that he had several hundred shares of sugar trust stock which, as it stood, netted him about \$900 profit.

"I am told," he ventured, after stating that he had a profit, "that it is going considerably higher. What do you think, Mr. Rogers?"

The magnate chewed the cud of silence for a moment before answering:

"Well, \$900 is quite a sum of money for a young man like you." The young man took what he considered to be the hint conveyed and hurried to dispose of his stock. All that remains to be said is that he sold out at the lowest price since

recorded of sugar trust stock and it is now a dozen points higher. He has since been wondering what the oil magnate really meant.

Besides his Fairhaven benefactions, H. H. Rogers recently purchased the old Morris homestead at a cost of \$150,000 and gave it to the Messiah Home for Children in the name of his wife. But in his benefactions, as in his home and office, he is an enigma to all save the initiated.

Besides being the big man in Standard Oil and the right hand of John D. Rockefeller, he is President of the Amalgamated Copper Co., the Huntington and Big Sandy Railway, the National Transit Co., the New York Transit Co., and the Ohio River Railroad Co. He also is Vice-President of the Anaconda and Arcadian Copper companies, Atlantic Coast Electric Railway Co., Chesbrough Manufacturing Co., East River Gas Co., New Amsterdam Gas Co., Federal Steel Co., International Navigation Co., National Dry Docks Co., National Storage Co., National Union Bank, Staten Island Electric Co. and Rapid Transit Ferry Co., and trustee of the Atlantic Trust Co., and is probably worth \$75,000,000.

John Gordon.

Odd Facts About Color.

Did you ever notice that there is no blue food? We eat things green, red, yellow and violet; flesh, fish or plants in all the colors of the rainbow, except blue.

Many deadly poisons are blue in color, such as bluestone or the deadly nightshade flower. The color stands in our slang for everything miserable and depressing.

But this is only one of a thousand queer facts about colors.

Heat a bar of iron and the particles of the metal are set in motion, shaking violently one against another.

Presently the surrounding ether is set in motion in large, slow waves through the air, like the waves of the sea, until they break upon our skin and give us a sensation of heat. As the iron gets hotter other waves are set in motion in immense numbers, traveling at more than lightning speed, and these break upon the eye, giving us the sensation of red light.

The red-hot iron, getting still more heated, throws out other sets of waves, still smaller and more rapid waves, smaller and more rapid—orange, yellow, green, blue, indigo, violet, all the colors of the rainbow. The eye can not tell one from another; the whole bundle of rays mixed up gives us an impression of white. That is the glow from white-hot iron, and such is the light from the still greater brightness of the sun. Sunlight is a bundle of rays of light—red, orange, yellow, green, blue, indigo and violet all mixed together. The mixture of all colors is white light. The absence of all color is utter darkness.

Some men never develop their full strength until they strike out for untried fields of work, and others never fully expose their weakness until they try the same thing.

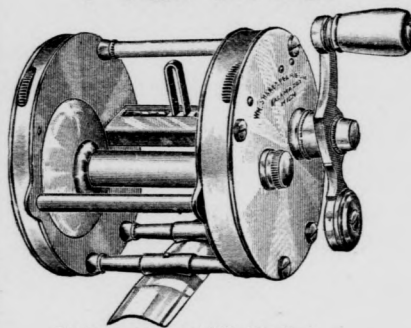


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Grand Rapids, Michigan

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

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.

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

Use Tradesman Coupons

Complimentary Speeches Necessary to Hold Certain Customers.

Written for the Tradesman.

"Don't I get tired standing on my feet all day behind the counter?"

"Of course I do," said a young lady recognized as one of the good clerks of the Furniture City. "Most certainly I get tired—so tired that it sometimes seems as if my feet would drop right off. But then, that's part of the business merely, and if one takes up clerking he must not expect that life is going to be a bed of roses.

"I don't mind doing anything reasonable for a customer—I will inconvenience myself greatly any time to be accommodating to them—try to find for them just exactly what they want. I know that if I succeed in pleasing them they will come back again and again and again to this particular store, and if they want something in my department they are pretty certain to pass up the other clerks in my section for me. My aim is to get a personal following. That is good for me, first, as far as my bread and butter and jam are concerned, and, in the second place, the store gets the benefit. If I go to another establishment I can take with me the people who like me, and if I stay where I am this goodwill is valuable to my employers.

"I make a personal study of all my regular customers. I learn their likes and dislikes, their good traits and their little foibles. In doing so I know just how to handle them to bring the shekels to the cashier's desk. At the same time I seek to guide their purchases so that they will not hate me as well as themselves for buying something utterly inappropriate for their style or figure.

"You see," she continued, "it would never do to let people make fools of themselves if by a little invisible tact I can prevent them. By a bit of management I am often able to sidetrack them, so to speak, when they come in fully determined to make a ridiculous investment.

"One particular girl I have in mind. Her figure is of the lanky and angular variety, and she has 'a face like a horse and buggy'—'tis everything objectionable as to complexion, with enough wrinkles to make a spider web. It's the hardest thing in the world to induce this girl to take what she ought, in order to counteract the influence of her facial blemishes and not make her look old enough to be her own grandmother. She insists on wearing some of the most impossible shades and always selects a tie the lines or figures of which simply accentuate the ugly crows'-feet and the deep lines around her mouth. I never attempt to sell this young woman a tie without first holding it up in front of her. Only by so doing am I able to know whether what she wants to buy is going to be becoming to her difficult face.

"You may be very sure I don't allow her to see through my artifice, however. She must be induced to think that such and such a tie is 'not

becoming to her style,' or I sometimes say, 'You look prettier in this other tie.'

"By tickling their vanity a little—very adroitly, the suggestion must be insidious—you can accomplish a great deal with people whom you otherwise could not touch. The little doses of flattery I administer are absolutely harmless, are wonderfully easy to take and generally the result is all I look for.

"You see, if I allowed everyone to follow his bent, many would have my hair to pull as well as their own. When they came to get a tie home and saw what an unhappy combination it made with their face, they would be more than apt to go somewhere else for the next neckwear they wanted and I might lose a good customer for all time by their leaving me but that once.

"On the other hand, I must not be too insistent, but gently lead my customers to look at haberdashery through my eyes." Jessica Jodelle.

Leaving a Trail of Oil.

Crude oil from California's wells has deprived the Mojave desert from the Needles to Barstow of the discomforts which for years made passengers dread the ride across the dreary waste. Even into Pullmans in other years the fine sand of the desert which was raised in clouds by the passage of the train percolated, although double windows were closed. There was no escape from it. If a passenger retreated from the stifling air of the car to the rear platform he was blinded not only by the flying sand but also by showers of hot cinders from the locomotive. Driven back into the car, the passengers prayed for the quick transit of the desert.

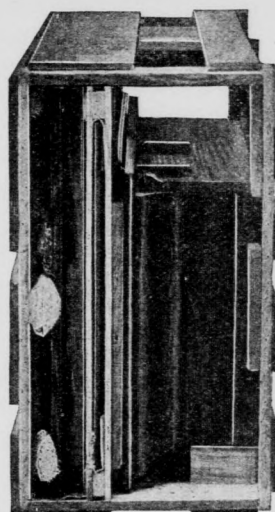
But the blistering Mojave has lost its greatest terror. Only the heat remains, and this is uncomfortable only in the summer and may be avoided then by a night ride across the plain. One of the Pacific companies has bathed its roadbed all the way across the desert with crude oil. The California oil has an asphaltum base and it has soaked in and bound the sand together in a compact mass, so that not a particle of dust can be raised, no matter how swiftly a train is traveling. The storms of the desert sweep the sand on the right of way, but the smooth oiled surface affords it no resting place and it is swept off.

Mistaken Identity.

Mike, while crossing a long bridge one morning, met a man who hailed him, "Good morning, Dennis." Mike said, "Good morning, Pat." Pat said, "My name is not Pat." Mike said, "My name is not Dennis." Upon that they looked at each other again, and declared it was "nayther" of them.

Many a gallant sailor hath circumnavigated the globe in safety, only to come home to get drowned in a dipple.

There might be less room at the top if there were fewer cushions at the bottom.



Don't Keep Up With The Times

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

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

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

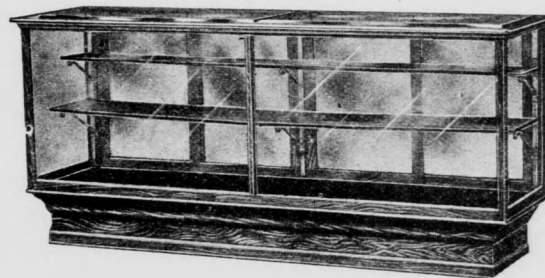
The top frame with its bevel plate glass is separately crated and set in the center of the large crate—that's why breakage is almost impossible.

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

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

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

Our catalogue tells—and sells.



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

Grand Rapids Fixtures Co.

GRAND RAPIDS, MICHIGAN

New York:
724 Broadway

Boston:
125 Summer St.

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

FULFILLED DREAMS.

Creatures of the Imagination Which Proved True.

"The root of all superstition," says Bacon, "is that the affirmative or active strikes us more than the privative or negative; and that, therefore, a few times hitting or presence counterbalances oftentimes failing or absence." The number of fulfilled dreams are to the numberless dreams which are meaningless as shadows of April clouds—as a handful of sand to the sands of the seashore. On the other hand, there is this to be said for the superstition of those who believe in the forewarning of dreams, that there are cases where the affirmative or active outweighs naturally and incomparably the privative or negative. "Two men distinctly saw you take the spade," said the magistrate to the Irishman in the dock for the theft. "Two men! Sure, yer honor, I can call twenty men who didn't see me take it."

But the few times hitting, or presence, naturally outweighed with the magistrate the oftentimes failing, or absence. A single circumstantial dream which is fulfilled in all its details reasonably outweigh a million that mean nothing. Take Mr. Rider Haggard's dream about the death of his dog, or the dream the young woman told to four of her fellow passengers on board the Norge when that ill-fated steamer was passing Rockall in a fog on its home trip from New York to Copenhagen: "It was late one afternoon, and we were in midatlantic. I had noticed that the young woman

had been looking sad for some days, and at last I asked her why. At the time I spoke to her the vessel was supposed to be close on Rockall and was expected to pass it that night. A dense fog set in, and this seemed to make the young woman more sad than ever.

"After some hesitation she told me that she had on three successive nights a terrible dream, and it had oppressed her spirits greatly. She dreamed that the Norge had run ashore on Rockall and that many lives had been lost. I tried to cheer her up by pretending that we had by that time passed Rockall. But it was no use; she only shook her head and insisted that some terrible disaster was coming. I then spoke to the captain about it, and asked him how many corpses he thought would be lying on Rockall that night. He said he could not tell, and I then asked him if Rockall was a dangerous place. He replied that it could not be expected that Rockall would be as safe as a place in a smooth river, he added that he thought the young woman would soon get over her fears, and when they reached Christiania they would all have punch together. We reached Christiania safely, and we had the punch together; but, as all the world knows, the Norge was piled up on Rockall on its next voyage exactly as in the woman's dreams.

Blackwood guarantees the truth of the following story, told to Lady Clerk of Penicuik by her father, Dacre of Kirklington: Young Dacre, in order to attend classes in Edinburgh,

lived with his uncle, Maj. Griffiths. One night he got his uncle's and aunt's consent to join a fishing party which was to set sail the next morning from Leith. But that night Mrs. Griffiths screamed out in her sleep, "The boat is sinking! Save them!" The major awakened her and asked: "Were you uneasy about the fishing party?" "Oh, no," she replied, "I had not once thought of them." She then fell asleep again.

In about another hour she cried out in a dreadful fright, "I see the boat going down!" Again the major woke her, when she said: "It has been owing to the other dream I had, for I feel no uneasiness about it." After some conversation they both fell sound asleep, but no rest could be obtained for her. In extreme anguish she then exclaimed: "They are gone! The boat is sunk!" When the major once more awakened her she said: "Now I cannot rest; Mr. Dacre must not go, for I feel that, did he go, I would be miserable until his return; the thoughts of it would almost kill me." Indeed, upon the strength of this dream Mrs. Griffiths induced her nephew to send a note of apology to his friends, who went without him, were caught in a sudden storm and drowned.

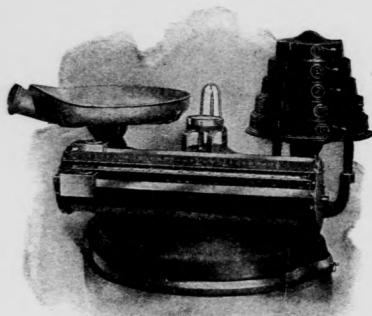
Of course, the best known and attested of all these historical dream visions is that of the assassination of the prime minister, Spencer Percival, by John Bellingham in the lobby of the house, as seen in sleep by John Williams of Redruth. In his dream Williams, being in the lobby of the house

of commons, saw a small man enter dressed in a blue coat and white waistcoat. Then he saw a man dressed in a brown coat with yellow basket buttons draw a pistol from under his coat and discharge it at the former, who instantly fell, the blood issuing from a wound a little below the left breast.

Hereupon he awoke and told his wife of his dream, of which she made light. Even when he dreamed it a second time she observed that he had been so much agitated by his former dream that she supposed it had dwelt on his mind, and begged him to try to compose himself and go to sleep, which he did. A third time the vision was repeated, on which, notwithstanding her entreaties that he would be quiet and endeavor to forget it, he arose, it being between 1 and 2 o'clock, and dressed himself.

At breakfast the dreams were the sole subject of conversation, and in the forenoon Mr. Williams went to Falmouth, where he related the particulars of them to all his acquaintances whom he met. Six weeks later Williams—who had never, except in these dreams, seen either Spencer Percival or his assassin—went to London and to the house of commons and pointed out the exact spot where Bellingham stood when he fired, and that which the prime minister had reached when he was struck by the ball, and how he fell. The dress both of Mr. Percival and Bellingham agreed even to the most minute particulars with the description given by Williams.

T. P. O'Connor.



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.

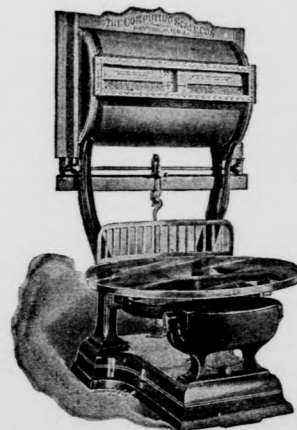
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

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
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No. 63 Boston. Automatic Spring



When Shoe Deformities Will Be Prevented.

The deformities of the human foot are either congenital like club foot, those resulting from disease (viz., the distortion following paralysis or osteitis), those following injury, or those caused by footwear. The latter class has not always been clearly understood, as some of the distortions so caused are frequently considered the result of disease or heredity. Hallux valgus, or out-toe, and the irritation exostoses of the head of the first metatarsal are often considered to be rheumatic, while the crumpled, or hammer-toe, is frequently regarded an inheritance.

A better understanding of the deformities due to shoes can be had after a comparison of the normal shapes and flexibility of the feet as seen in the feet of babies and of shoeless races with the conditions universally seen with shoe wearing people and by an examination of the construction of boots and shoes as usually worn.

To meet fully the demands on the foot incident to human activity in walking, running, jumping, climbing, freedom of action is needed not only in the larger joints of the lower extremity, but also in the small articulations of the foot itself, the importance of which is frequently overlooked.

In the normal untrammelled foot there is a pliability comparable with that seen in the hand, viz., a free flexion and extension of toes, a spreading of the front of the foot, especially of the first metatarsal articulation needed in walking or running upon an uneven surface.

This freedom of action and pliability in the foot are interfered with by the stiffness of heavy shoes and the pressure of footwear not made to fit the varying size and shape of the foot, but to fit the conventional shape of a last.

An examination of an adult, where shoes have been worn since infancy, shows usually many variations from the normal standard. There is almost invariably an impairment in the motion of the metatarsophalangeal joints, especially the first. There is usually also a loss or impairment of movement in the first metatarsocuneiform articulation, or a limitation of the power of voluntary spread and arching of the foot. In addition to this there is a relative muscular weakness of the muscles of the sole of the foot, including those attached to the first metatarsal (correspondingly to the volar muscles of the thumb), and in consequence of this often the development of a weak and flat foot and the lack of strength in the movement of the toes.

Misplaced position of the heads of the metatarsals in relation to the transverse axis of the front of the foot often results from boots that are

thin in the waist and narrow in the shank.

A distorted position of the smaller toes, either confined to one toe or affecting many similarly, is not uncommon in the wearing of shoes which check the natural spread of the front of the foot. The first phalanx is flexed dorsally upon the metatarsus, while the second and third are contracted in a position of plantar flexion.

A loss or impairment of mobility in the metatarsophalangeal articulation is caused by a stiffness of the sole of the boot which prevents the plantar flexion of the toes bound down to the stiff soles by a strong and closely fitting upper, and by the upward rock of the front of the sole pressing the toes upward, holding them firmly in a position of slight dorsal flexion. This immobility of the toes causes in time a loss of muscular strength in the flexor muscles of the phalanges, and under certain circumstances a loss of elasticity of the capsular ligaments of the toe joints, so that instead of a flexibility which should be as great as that of the fingers, the arc of the motion at the metatarsophalangeal joints is limited to a few degrees.

The amount of the damage to the strength and ease in walking inflicted in this way is greater than is supposed, and can only be estimated by a comparison of the walking efficiency of shoeless and shoe-wearing races.

The most conspicuous illustration of the superiority of the barefoot races in this respect was afforded in the campaign in Abyssinia. The marked superiority in agility and fleetness of the barefooted Abyssinian was evident. This has also been seen wherever the shoeless are matched in marching against shoe wearing people. Many of the United States officers have found moccasins and the training necessary to wear moccasins with comfort a help in the pursuit of hill Indians.

The plantar flexion of the toes is an action needed in the backward push of the front of the foot, at the end of the stride. The strength of this effort depends on the muscular strength of the muscles governing this motion as well as the freedom of this motion.

Where, as is usually the case among shoe-wearing people, this action is not so strong as among the barefooted, a greater amount of work in the backward push of the foot comes at the ankle joint, the calf muscles become developed, and the muscles in the sole of the foot are small. It is commonly seen among barefooted peoples not subjected to great demands in the way of climbing or hill work that their feet muscles are large and their calf muscles small, the reverse being true of shoe-wearing people. The normal condition is well seen in the Japanese Jinriksha runners, who have well muscled legs and feet.

This disability, due to an impairment of the strength and freedom of motion of the metatarsophalangeal articulation, is increased if the great toe is distorted from its normal position in the line of axis of the foot

and is turned outward, presenting the common deformity known as out-toe. Boots and shoes are usually made with their narrowest part at the toes, while the foot is broadest at the toes. The spreading strain of the boot is

greater at the middle than at the toe end of the boot, and it becomes looser there. The result follows that the great toe is subjected, as it is pushed forward in the boot at each step, to a certain amount of lateral pressure



You Are Absolutely Certain

When you sell a pair of shoes branded with our trade mark not only to make a just and fair profit, but to give your customer that value in shoe satisfaction that holds his trade and gets you that of his neighbors.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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.

at the toes, crowding the end of the great and little toes toward the middle line of the foot. Where this pressure is great or the resisting power of the articulative ligaments small, a disabling deformity of considerable importance results. In a slight degree the deformity is so common among people wearing ordinary and not ploughman's shoes that the deformity is almost universal, so that in anatomical works and in modern art it is frequently presented as representing the normal shape.

No less common than this deformity is the loss or limitation of the power of side motion at the metatarsocuneiform articulation. If the skeleton of a foot is examined, it will be seen that considerable side movement is provided for in the metatarsocuneiform articulation of the first metatarsal with the metatarsocuboid articulation. Muscles of considerable strength are furnished for the first of these movements, which is comparable, although in a limited degree, to the movements of the thumb. Mobility in the articulation exists in infants and in all bare-footed people, and is developed by training to be of practical use to those born without arms and in persons with occupations requiring the free use of the foot. In all persons this motion is of value in giving firmness of foot and in enabling people to stand with greater stability on one foot. In all adults wearing modern shoes voluntary movement of this articulation is either wanting or rudimentary, diminishing considerably the strength of the foot and making possible the common accident familiarly known as "turning the ankle." The ankle is more liable to strains the less there remains of the power of spread and grasp in the front of the foot.

How boots and shoes injure the power of motion in this part of the foot can be readily seen. In the ordinary vocations of civilized life there is little need of spreading of the front of the foot beyond the slight amount possible in ordinary boots and shoes. Boots and shoes providing for an unusual spread of the foot, such as would be necessary in climbing and tramping, would not be marketable. Individuals who rarely walk on anything but a smoothly paved sidewalk can wear without discomfort a snugly fitting boot which would be extremely uncomfortable in a rough cross country tramp. The snugly fitting boot, comfortably fitted to the foot in its least spread shape, would exert a distorting pressure whenever the foot was spread by an occasional unusual step, besides exerting a cramping and atrophying influence on the muscles of the foot.

An evening glove, comfortable or even loose in ordinary wear, will be found too small if worn when driving a hard bitted horse, in bicycling or golfing, and if worn would weaken the grasp of the hand.

When the front of the boot fits very closely plantar flexion of the toes is impossible, and if the sole is stiff and rolled slightly upward at the front the toes are held in a slight-

ly raised position. If the boot is also closely fitted at the sides the first metatarsal is crowded toward the center of the foot, and not only is inward motion at the metatarsophalangeal articulation impossible, but any up and down play at the joint is checked. Weight at the end of the step can not fall freely on the head of the first metatarsal, as it should normally, but comes chiefly on the head of second, third and fourth metatarsals. What is termed flattening of the transverse arch results. This can be easily recognized by the callosities on the sole of the foot which are under the middle of the fore front of the foot instead of under the head of the first metatarsal. Where high heels are worn on pointed, snugly fitting shoes the distortion is inevitable, if the individual is active as a walker.

The disadvantages of the flattening of the transverse arch have been already well described and are well known, both in the neuralgic form of pinched nerves and in the milder form of strained and aching ligaments. The impairment in walking ability is evident; the great toe is put out of commission almost as much as in hallux valgus. The finish of the step comes upon the foot, and not upon the toe, as it normally should.

Where the shoe is not pointed, but broad at the toes, if the upper is cut so as to give but little room over the heads of the metatarsals or the toes, and is inelastic, with but little flexibility of the sole, flexing of the toes is interfered with and the power of strong plantar flexion is lost from weakness of muscles.

There is inevitably a slipping of the foot forward in the shoe in walking or running. As shoes are ordinarily constructed the toe portion is the narrowest part, while, as the undistorted foot is made, the line across the toe is the broadest of the lines across the foot. More or less crumpling of the toes results. The amount of this depends upon the resistance offered by the muscles and ligaments of the foot and the degree of the distorting character of the shoes. The form of the distortion varies with the degree. The toes either remain permanently flexed or, having been crowded, one lying over or under the other, remain permanently so. The inward crowding of the little toe and the crumpling of it are almost universal even among sandal-wearing or slipper-wearing people, provided the sandal is furnished with a cross toe strap, as is the case with the Greek and some of the Oriental sandals.

The amount of disability caused by these shoe deformities varies necessarily with the deformity, its extent, and the weight of the individual, as well as the use the foot is given.

In the attempt to support the weakened arch of the foot shoes are usually made arching up under the cuneiform and metatarsals, rather than the head of the astragalus and scaphoid, which especially need support in weak feet. This supposed arch support becomes in reality a binding of the waist of the foot which atrophies the muscles of the

sole, and as these muscles are plantar flexors of the toes, the power of flexion of the toes and the downward push needed in walking are lessened. The individuals become heel walkers or use the ball of the foot more than the toes for the final propelling force. This weakening of the muscles of the sole of the foot is aided in deforming the foot by the pressure of the upper of a thin-waisted shoe upon the dorsum. This, by its irritation, especially by the cross seam on the upper, causes a contraction, drawing up the toes, which, if extensive, makes the toes comparatively useless as a factor in gait. This is helped by the shape of the shoe rocking up to the front, which checks the normal plantar flexion of the toes.

That there is an earnest effort among shoe dealers to check the deformity of the feet by the shoes is evident in the shape of shoes, especially for men, offered for sale. It is evident, however, that the purchasing public requires to be thoroughly informed of the needs in shoe wear, and that the necessity of improvement is urgent is shown in the great prevalence of foot deformity. Even gymnasium workers cramp the feet in a way which prevents the development of the most used muscles of the body.

A boot is not made in the shape of the foot, but on a last. The last maker caricatures the normal shape of the foot as the fashion plate artist caricatures the figure. This is to an extent necessary in the art of

Felix the Farmer



Felix the farmer, who furrows his fields,
Is not a man who easily yields
To the judgment of others of things that
will wear.

He knows what will stand both wear and
tear,

For he bought one day some **HARD-PAN**
shoes,

And now, "by-gosh," no others he'll use.

Dealers who handle our line say
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other manufacturers.

Write us for reasons why.

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Below prevailing trust prices have made our stock of Lycomings, Woonsockets and Keystones go some the past week. A good assortment left. Speak quick if you are looking for genuine bargains. Terms 30 days.

As we are now State Agents for the Celebrated

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We will close out all our stock of
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Hustle in your orders and get them filled while
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Our store is on the way to Union Depot and we are always pleased
to see our friends and customers.

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Send for circular.

bootmaking, for as the foot varies in size and compressibility according to the strain put upon it, the last represents the compromise. A boot which would be comfortable to an individual climbing a mountain would be loose for the same individual in his arm chair, and therefore unsaleable to those whose time is passed chiefly in muscular ease. The compromise is a conventional type. The boot maker and the boot buyer often overlook the fact that there is need of avoiding pressure of certain parts of the boot, not because this causes pain to the foot, as the front of the foot can be compressed without discomfort, but because distortions are favored by pressure on certain parts of the foot. These distortions develop gradually, and in old age, where all possible suppleness is to be preserved, deformities are caused.

Boots and shoes made ready for sale are fashioned according to shapes which are in popular demand. The statement of a shoe dealer expresses the fact: "A shoe is sold almost entirely on style."

Style being a varying quantity, the shape of the shoes varies, often with exaggeration, as seen in the absurdly square-toed shoes of the period of the thirty years' war and the "tooth-pick" shoes of a decade ago. The exaggeration gives the advertising note, the cri d'affiche, which attracts the buyer. This may be harmless, like the exaggerated curve on the outer side of the boot or the unnecessary projection of the sole beyond the borders of the foot. But the tendency of fashion will always be toward shoes of the leisurely rather than the working people. The boot for the ploughman will not be popular among patrons of the Pullman car. A boot fitting the natural shape of an infant's foot and broadest at the toes will never be generally used, and shoe constriction of the foot will be common, in the desire to avoid the appearance of a clodhopper. But it is desirable that this constriction shall be as small as is practicable. The fitting of a new shoe on a weak-ankled child, with the necessary poundings on the sole and pullings on the upper, illustrates an amount of injurious and unnecessary compression of some portion of a boot which is to be avoided in a child.

In protecting his feet a man of fashion need not avoid fashionable boots. If he becomes a man of activity he needs boots which suit his occupation and are not suited to a ball room, just as he would not drive a four-in-hand with evening gloves.

A lady of leisure, if as leisurely as an odalisque, can wear such footwear as she wishes, but if she plays golf or tennis or walks actively in shopping, she should wear shoes which will not bind her feet, or she will suffer by deforming or weakening the feet.

A growing child is necessarily active and needs shoes which never constrict, and every intelligent effort should be directed to supply children with shoes which are nearer to the moccasin or sandal than to the fashionable boot of adults, and which not only fit the natural shape of the foot,

but spread to the utmost extent. The mistake of tightly binding a child's ankles has been well spoken of by the President of our (American Orthopedic) Association, Dr. H. A. Wilson:

"The natural human foot best performs its functions when it has been freed from restraint. The natural foot can be quickly crippled into inefficiency by high counters, corset shoes, arch raisers, wedges and elastic anklets. The natural foot, when burdened by misapplied mechanics, is rendered weak, and therefore susceptible of sustaining injury, such as sprains and the formation of bunions, flat foot, wobble joints, etc." Low shoes are naturally preferable for children, as they avoid the constriction of the ankle, which weakens. A boy training as a baseball pitcher does not bind his forearm, a girl pianist does not lace her wrist, and in the same way binding the ankle, perhaps necessary in rough walking, is injurious if constant.

For active exercise the front of the foot should not be compressed. Boots and shoes should be straight on the inner edge, should be sufficiently long, should not rock up at the top, and should give sufficient play to the toes. Boots should not bind the lower instep (that is, in front of the mediotarsal articulation), but should allow a certain amount of spread to the front of the foot as the weight falls upon it.

Children need shoes which slip on easily, but which are as unrestricting as the boot of a plough boy, if their parents wish them to avoid the weakening of the muscles of the foot which furnishes a condition in which distortions may develop. Children should not be robbed of their birthright of strength.

Shoe deformities furnish a subject of practical importance to the surgeons of to-day. It is to be hoped, however, that, as in savage communities they are unknown, the surgical writer in the next generation will refer to them as curiosities, the unnecessary disabilities of an unthinking period.

Shoe deformities will be prevented when the shoe wearing public has been taught that the boot should suit the use of the foot. In leisure an adult can wear as fashionable shoes as he wishes, but no one should walk actively in dress boots or boots shaped like them. If he does his foot suffers. He should wear boots allowing a free spread to the front of the foot.

A normal young child is always active in its waking hours and should never wear shoes cramping the feet, which should be as free as those of an Indian tracking game.—E. H. Bradford in Medical Journal.

What Is the Matter?

Winter weather is not far away. Every day that passes brings us to a closer realization of the changing seasons. The time when substantial shoes should sell has arrived. And yet, we venture to say, there are retail shoe merchants who are not converting as many shoes into

money as they ought to, and as they have hoped to.

And if they are not selling as many shoes as they ought to, there is something wrong somewhere. And that something is not the weather. There is altogether too much talk about bad weather or good weather affecting business. There are too much "conversation" and too little hustling. It reminds one of that old story of the man who could not shingle his house when it rained, and who did not need to when it did not rain, to hear shoe dealers contend that it is too wet one day, or too dry the next day, or too hot or too cold some other day to sell shoes. And they come really to believe this sort of thing.

If any shoe dealer really feels as if the weather is to blame, he can knock out that idea by just going after business as if the climatic conditions were exactly ideal in every respect. He would figure it out that the two hundred or five hundred or one thousand people in his locality would buy shoes of some sort before the arrival of real winter weather. He would know for a positive fact

that a certain percentage of these people would simply have to buy shoes. And he would realize that these footwear requirements might be anticipated if he got right after them by advertising, hustling and personal solicitation. And he would get some of this trade, and would understand for sure that no other shoe dealer would cut in—because he would have the bird in hand instead of in the bush.

The old saying that "everything comes to him who waits" does not apply to the retail shoe business. The man who hustles the hardest finds things coming his way. If business is dull, at a time when we are on the threshold of a new season, is it not pertinent to ask ourselves, "What is the matter?"—Shoe Retailer.

Let Himself Out.

"I constructed a fire escape yesterday in about two minutes."

"Don't talk nonsense!"

"Fact. I heard the boss say he was going to discharge me, so I wrote a letter of resignation and handed it in at once."

HARDWEAR SHOE FOR MEN

We Guarantee Every Pair



This Shoe is meant for just what its name implies, viz.:

HARDWEAR

Made from a heavy first-class upper stock with two full Soles and Tap.

Price \$2.00

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

Lycoming

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

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

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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.

AVOIDING LITIGATION.

Legal Advice Most Sought by Business Men.

In China, it is said, the physicians are not paid for curing their patients, but are paid an annual or monthly rate as long as their patients (or, rather, their patrons) are well, and ceasing whilst they are sick. Thus it behooves a physician to keep the patient well. Prevention is better than cure; hygiene is better than physic.

The time will come—indeed, may now be at hand—when a similar principle will be applied to affairs of property as seems above to be applied to affairs of person. Business men and all property interests are more in search of that legal advice which keeps them out of litigation than that which extricates them from litigation. A broad course of public education should include instruction aiding the pupil in his or her ultimate business career to avoid litigation. Irving makes one of his characters say, in substance, that his financial ruin was in great part produced by a lawsuit which he lost and was thereafter entirely completed by one which he won.

It is not practical in the course of a short newspaper article to give an instruction in what may be termed popular law—that is, so much of the ordinary application of law as may be expected to be encountered in every day business or property affairs. Let us reverse the saying of the river pilot. The captain having asked him whether he was sure whether he knew where all the snags were, he said he did not know where all or any of them were. The captain, then being surprised at his undertaking to run a ship, he answered further: "Well, I reckon I know where they ain't."

The acquisition and disposing of property, lands or chattels, that is, by all such things as deeds, mortgages, wills, or contracts, must be understood, so, also, actual possession, state of the title, what are or are not fixtures, otherwise money to a large amount may be expended and the paper obtained therefor may be utterly worthless. The laws of the various states contain many provisions which must be observed in these cases, nor is it sufficient to know, even accurately, the law of one state when the transaction is to occur in another state, as the laws of the states differ, and, furthermore, it is not sufficient to know, at any one time, the law of the one state, as the legislature of that state may change the law, or the courts in passing upon it may give it a meaning not ordinarily expected, consequently, incessant attention is needed, and it is advisable in all these transactions to consult a lawyer before going into them, rather than to ask his assistance after becoming involved, perhaps disastrously, in them. For instance, in one state the statute requires, when buying property which is then a homestead, that a deed be obtained from the husband and a deed from the wife; any of us might deem ourselves capable to carry on so plain a transaction, and yet, if

the money be paid, and even a large sum, say \$50,000, it would be lost unless both husband and wife "concurred in and signed the same joint instrument."

The relations of the parties to an undertaking are of the utmost importance, and carry with them serious consequences; the various capacities of indorser, guarantor, surety, or bondsman involve many technical distinctions and niceties as to fastening any liability upon these parties, or as to retaining them thus liable thereunder. Among the most common may be mentioned the giving of "an extension." By this, the maturity of the obligation is placed later than it was, perhaps only for a day, or even for a portion of a day, still, it is altogether likely that these various parties are entirely freed from the obligation.

Whether a contract exists at all or not is a common question submitted to the profession; the parties often think they have a contract, and even invest with reliance thereon large sums of money, only to learn to their sorrow that the supposed contract is not obligatory upon the other party, and that no remedy exists either to enforce the terms thereof or to be recompensed for expenditures thereunder; defects mostly found in these cases relate to the consideration, the capacity of the parties (individuals) to make a contract, the authority of agents, partners, or officers of corporations to bind, by a contract, the persons whom they represent, or the power of the party, for instance, corporations, to make any contract whatsoever relative to the particular subject in hand.

As to the capacity of individuals to enter into a contract, reference must be had to age and sex, to mental capacity, and whether same has been found insufficient by some court, the condition, for instance, as to intoxication, etc., of the individual at the time contract is made, to the fact whether the party is a married woman, and, if so, under many disabilities, and, again, as to whether there is other disability, as, for instance, Indians, who are not allowed to make contracts relative to their lands.

The consideration back of the contract must, of course, be for lawful and proper purposes and mutual; the forms of the contract require much consideration, as many of them, especially those of matters of importance and nearly all relative to lands, must be in writing. Provisions are also found requiring contracts or other writings to be recorded, neglect of which may invalidate the matter altogether, especially as to rights of other persons which may fasten on the subject in question.

The question of "entirety" of contract is of the greatest importance, and, indeed, of danger, so to speak. Thus, a book-keeper engaged for one year at \$1,000, can not draw any of his pay until he has put in the entire year; and so it has been held with strictness and almost cruelty, that if he becomes sick in the twelfth month and thus fails to serve the entire year, nothing can be obtained by him for all the time he actually served.

Familiar instances of transactions which are attempted to become contracts, but which fail in whole or in part, are found in any case where the subject is reprehensible, and in other cases where the subject is questionable, as, for instance, in the latter cases gambling or wagering contracts, usurious loans, dealings in options, contracts made on Sunday, those in restraint of trade, contracts affecting the rights of the public, as, for instance, attempting to defeat the revenue by smuggling, restraints of marriage, contracts relating to intoxicating liquors and lotteries; in some of these instances the subject matter is affected by statute, and in others, not.

It should not, however, be supposed that the merger analysis hereinbefore contained covers, or is intended to cover, the entire field of all or even a considerable portion thereof.

Great care is necessary as to identifying the parties who enter into a contract; thus, whether it be the individual himself or whether simply as agent he is binding some principal; that is, some other individual or perhaps some corporation, or binding himself and the other; it is surprising how many and even highly educated business men and bankers themselves err in this regard, signing, for instance, an obligation thus, "John Doe, president," intending thereby to make liable the corporation of which the signer is president, but, in fact, making liable the signer himself as an individual.

Negotiable instruments, that is to say, checks, notes, and bills of exchange, furnish a fruitful source of litigation. The person who first signs them may think that if there be any wrong or mistake about it he is not held to the paper, and if sued by the one to whom he has given the paper, he would be released from the obligation by showing such mistake or other matter; but all of these papers have the peculiarity of being "negotiable," by which is meant not merely that they are "salable," for any subject matter, a horse or a watch, is salable, but it is meant that, having been sold, the person who receives them, provided he buy them in good faith and before maturity and for a sufficient consideration, then obtains them wholly freed from any defense and can enforce them against the first signer.

And this technical branch of the law involves errors both ways: first that the person who signs is often held to the paper, as above indicated, when the same comes to the hands of a subsequent party, usually spoken of as the "third person," but second, much litigation is engendered from the fact that the third person himself, in buying papers of this kind, errs as to whether the same are "negotiable" or not, and if it prove that the paper itself is not a negotiable one, then the third person has no better right than the first holder and may lose the money which he has invested in the paper.

As remarked before, there can be no attempt made to teach the entire substance of the law in an article of this kind, and to illustrate we may

say that in order to determine whether the paper is or is not negotiable, reference must be had to the numerous decisions of the courts. That this would present an extensive research may be noted from the fact that the American Digest of Law devotes nearly 1,500 large, closely printed pages to it, each page in turn simply containing a digest that is a brief analysis of decisions of the courts upon some points involved, some of which decisions themselves being thus referred to, when found, may in turn cover, and often do cover, numerous and even hundreds of pages of printed matter.

The formation and participation in any manner in corporations is attended with considerable risk; the member, although owning but a small interest therein, say, one share of \$10, may find himself liable for the entire debts of the concern; if the corporation be not regular the members are held as partners would be, and consequently must respond to all the obligations. The obtaining of the stock itself, even in a perfectly organized corporation, may entail serious complications, inasmuch as there may be a liability upon the stock as such, although the same may profess to be "full paid and non-assessable." And yet again in a corporation entirely regular and with fully paid stock there may still be a considerable liability over and beyond, as some laws provide that the stockholder shall be liable for an amount equal to his stock, other laws provide that the stockholders may be liable for all unpaid wages, quite an important item in the present great industrial and railroad concerns where the weekly pay roll may come to, say, \$30,000. A marked illustration as to the importance of correct corporate organization is shown in the Johnstown flood. It appears that a dam broke and the loss of life and property exceeded \$100,000,000; the owner of the dam was the South Forks Fishing Club; it has been asserted that this club was not so organized as to protect its members from individual liability and that consequently any one of the members is subject to being held for the liabilities.

Statutes of limitations—that is, statutes by which time is fixed in which a suit must be brought if it should be brought at all—present many disappointments; here, too, the matter works both ways, the person who is entitled to bring a suit may not know anything about such statutes and hence delay too long before bringing his suit; the periods in some instances being short, even as short as six months, by statute or perhaps by the terms of the contract, insurance policies and such matters. And again, the person to be sued may think he knows all about such statutes and congratulates himself upon the period having run in his favor, and thus that he has become exempt from suit, whereas, by some writing or talk or act upon his part, he has brought about a state of things under which the statute is said to have no application or under which the period of the statute is extended and he is surprised to

find himself still subject to suit.

All matters relative to the course of litigation itself demand the most serious consideration, as they may be of the utmost importance; no matter how absurd or groundless may be the claim brought into a suit, yet the party sued must see to it that he is defended in the suit; otherwise, judgment is entered against him by default and it is thereafter practically impossible for him to get rid of the judgment, no matter how erroneous, unjust or wrongful the same may be.

And, too, the results of any suit must be considered most carefully before they are relied upon; for instance, a divorce, the decree and all proceedings must be examined and that, too, by persons skilled in the law before it can be determined that the divorce is sufficient to allow the divorced party to remarry. Grave complications arise by the different views entertained by the different courts in these regards, some court may hold a divorce legal and another court hold the same divorce illegal, and so it actually has happened that a divorced woman subsequently remarried has been found while in one state to be the lawful wife of a man there residing, and the same woman going thence into another state is the lawful wife of another man there residing; what would happen were the three parties to meet in, say, a third state, is hard to conjecture; whether there she would be the wife of one, or the other, or neither, or both, we are unable to say.

Under all of the topics that have been touched upon in this article lies the principle that ignorance of the law is no excuse; this principle is founded on necessity, as otherwise there could be no system of right or wrong, the principle is severe in its application at times, and disastrous in its results, but nevertheless adhered to in nearly all cases; the courts at times try, in cases presenting great hardship, to depart from it, so much so that they will construe a matter of ignorance to have been that of fact rather than of law; in the former case a court will grant relief, whereas, in the latter, it will not.

This exception is stretched, at times, so much that a quaint anecdote is related of one of the greatest chancellors, who had before him a litigation in which it appeared that an illiterate woman had invested the savings of a lifetime in the purchase of a property and, having a lawyer to aid her in the transaction, obtained the wrong papers, so much so that the money was practically lost unless she could have the benefit of more appropriate papers.

The lawyer opposing her in the litigation argued that the mistake in question was one of law; that she and her lawyer had taken the papers in question and were bound thereby; the chancellor, however, is said to have avoided this argument by stating that this mistake was not one of law but one of fact; the poor woman at the time of making the purchase supposed she had a lawyer to advise her, which was a mistake, for, in fact, she had a fool.

Andrew J. Hirschl.

Hardware Price Current

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

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

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	56
Tubular	56
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	4 25
Quarts	4 40
1/2 gallon	6 00
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each Chimney in corrugated carton	
No. 0 Crimp	1 70
No. 1 Crimp	1 90
No. 2 Crimp	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab. 1	91
No. 1 Sun, crimp top, wrapped & lab. 2	00
No. 2 Sun, crimp top, wrapped & lab. 3	00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab. 3	25
No. 2 Sun, crimp top, wrapped & lab. 4	25
No. 2 Sun, hinge, wrapped & labeled 4	25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps	80
LaBastie	
No. 1 Sun, plain bulb, per doz	1 00
No. 2 Sun, plain bulb, per doz	1 25
No. 1 Crimp, per doz	1 35
No. 2 Crimp, per doz	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, peer doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilted cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls., 1 doz. each, per bbl. 2	00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll.	25
No. 1 1/2 in. wide, per gross or roll.	30
No. 2 1 in. wide, per gross or roll	45
No. 3 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

DRY GOODS

Weekly Market Review of the Principal Staples.

White Goods—The demand for the spring season of 1905 in white goods has taken definite form and sellers now regard the business coming forward as indicative of the final course that fashion will follow. Orders placed by leading jobbers made it clear that plain sheer fabrics will stand at the head of the list. Next in strength are the sheer fancy cloths that were popular last year and still hold their place with many buyers. Prices do not stand at levels that repel the trade and this accounts, agents declare, for the really liberal orders now being booked. For goods in pronounced color effects the demand is conservative.

Ginghams—In the acknowledged inability of sellers to move ginghams for nearby delivery, a condition is brought to the surface that is interesting to buyer and seller alike. Throughout the present year agents have found it difficult to interest jobbers in either standard staple ginghams or fine dress ginghams. The orders for this fall represent a smaller aggregate than those of a year ago when sales shrunk far below the records of the season of 1902. On the spring business for 1905 agents say they have not secured the average initial business. These circumstances have caused standards to fall to 5c and stay inactive at this low level. Agents are now convinced that the demand for ginghams is undergoing a period of dulness, such as marks the merchandising of all lines. Ginghams were in strong demand three years ago, then for a spring and season they showed up moderately well. This year they are slow sellers. It is said by selling agents that they do not fear disposing of their stocks at present prices, for the general curtailment in the print cloth mills has cut off the source of supply for prints. In the estimation of large holders of ginghams the movement of their stocks will be improved immediately after election. They say the fact that jobbers get instant delivery will militate strongly in favor of ginghams when the goods market gets under way next week.

Woolen Goods—The American Woolen Co. has advanced many numbers in its lines in department L divisions A and B. The advances range from 2½@3c. Lines of the Washington Mills have been advanced from 2½@7½c.

Carpets—The attention of all buyers of carpetings is now fixed on the opening of new spring lines, and the announcement of prices. In view of the past unsatisfactory carpet season, and the coming auction sale, the question is, Can manufacturers secure an advance on spring lines? As an answer to this it may be stated that conservative authorities in the trade are confident that good prices

will be secured at the Alex. Smith & Sons' sale, beginning Monday, Nov. 14. In addition to this others claim that there will be a revision of prices in velvets, while still others look for an advance all along the line. In the meantime all sorts of rumors are afloat as to what will or will not be done next week, and what has already taken place. Certain of these reports have it that orders have been placed with March 1 dating, in order to offset the Jan. 1 dating to be given on goods to be bought at the auction sale.

Cloakings—There is considerable interest in the new spring lines of cloakings which have now been opened for some little time and many fair-sized orders have been booked, although principally on plain goods. This is because the later fall business has been along these lines. The advanced prices, which are from 2½@7½ per cent. higher than a year ago, do not seem to be any real bar to business, except that buyers are a bit more cautious in making their selections, which is a good thing.

Skirtings—Are now attracting more attention, although it will probably be another week or two before buyers become really interested.

Hosiery—Knitters of hosiery are, as a rule, in a fairly good position, so far as a supply of yarn is concerned, as nearly all have bought freely during the past month. At present the demand is not such as to tax their full capacity, but nevertheless they are running full time. Some few who were exceptionally fortunate or far-seeing and bought yarn when it was at its lowest level have sufficient orders to keep them running to their full capacity until New Year's, and in some cases some of the departments work until 10 o'clock at night so that the orders may be delivered

on time, but such cases are exceptional and indicate that the obstacle to a large volume of business at present is the prices. Manufacturers of ladies' hosiery in lace effects are, as a rule, running their mills on full time and with a full complement of operatives, although as yet the demand does not justify such a course, when the caution displayed by manufacturers of other lines is taken into consideration. But the lace goods men believe it to be safe to stock up moderately as the stock on hand

Attention, Merchants

The Rapid Sales Company can reduce or close out your stock for spot cash without loss; we prove our claims by results; shelf-stickers, slow-sellers and undesirable goods given special attention; our salesmen are experts. Address
Rapid Sales Co., 609, 175 Dearborn St., Chicago

Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago

BLANKETS Bed Blankets and Comforts



We are headquarters for Bed Blankets and Comfortables and always carry a complete line for hotel, camp and family use. Cotton, wool (cotton warp), all wool blankets. Knotted and stitched comforts, prints, satines, silkolines and silk coverings.

P. STEKETEE & SONS
Wholesale Dry Goods
GRAND RAPIDS, MICH.
Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

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.

Peoples Outfitting Company

“EVERY THING FOR THE HOME.”
FURNITURE, CARPETS, STOVES.

215-217-219-221 N. BURDICK ST

KALAMAZOO, MICH. Oct. 8th, 1904

Tradesman,

Grand Rapids, Mich.

Gent'n:-

Check inclosed \$3, which pays for your paper for three years. Please credit and send a receipt.

We like your paper. We have extracted much good from it. We have taken it ever since it was first issued.

Yours truly,

PEOPLE'S OUTFITTING CO.

is light and the probabilities are that the demand will be strong within a short time. Makers of light-weight hosiery are not taking such chances as the lace goods men are, as the stock of light-weight goods in the hands of jobbers and retailers is comparatively large and they are waiting for those goods to be moved before stocking up in anticipation of future trade.

Developments in Dress Fabrics for Spring.

The development of spring business with domestic manufacturers and foreign agents has been encouraging and for the most part entirely satisfactory. Prices are generally acceptable to the large retail buyers who are now in the market for spring assortments. In a few cases foreign lines show a slight decline, but this feature is exceptional, and should not be taken as a gauge of the market's condition. It is more apparent to dress goods manufacturers than ever before that the style of a fabric has more influence in its successful marketing than has its real or intrinsic value. This fact has recently dawned upon manufacturers here and many of them are making a closer study of European fashions and are trying to bring their lines nearer to the level of the European product. In this connection it might be well to call attention to the excellent lines domestic manufacturers are showing. It appears each year that the zenith has been reached as regards quality and assortment; but the novelty wools, mohairs, and worsteds placed on the market for 1905 by domestic manufacturers show that the needs of the American trade are now more fully understood than in any previous year.

The general belief is that the volume of the dress goods business throughout the entire country has not been up to past records. Many merchants have delayed making their selections for a number of seasons. Others have ordered fewer lines and smaller amounts. There has existed a feeling of uncertainty regarding the future which has depressed and discouraged the regular normal buying. But in the face of this condition, dress goods stocks have a sale equal to that of last season. The lines shown have been those which the trade consider to be right. At least, they have been selecting from local stocks in a very liberal manner. In one dress goods department of a jobbing house the percentage of increase is announced as considerably above that of a year ago.

This experience was hardly anticipated even by the most enthusiastic dress goods buyers. The lines this year are conservative. It is doubtless due to this fact that merchants have given close attention to them. There has been little use for the ultra and freak lines. The departments have sought to supply what the general public wants, and it has been a season in which merchants do not care to take chances on ultra colorings and patterns. There has been more of an effort to hold to staple lines. The science of merchandising to-day,

whether in the retail or wholesale house, is to learn what the trade wants and to supply that want.

It is not expected that full assortments of the different fall lines remain in the local dress goods departments. If the assortments at this date were complete there would be something wrong in the stocks. A fair amount of mail order business is expected during the rest of the present season. The up-to-date merchant knows that new things are always appearing, and these become more pronounced as the season advances on certain colorings and weaves.

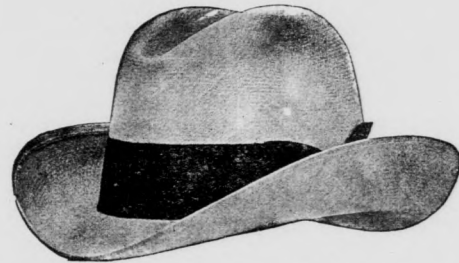
The combination of blue and green is a deservedly popular consideration for fall and winter. Visitors from Paris report that blue and green broken checks and plaids are a prominent feature in certain quarters of Europe. Particularly in mohairs is this combination well received, but it is also found in silks and wool. These blue and green effects in the broken checks are worn for full suits. It is not unlikely that the craze for this combination may reach this country this fall and winter, and that the combination in plaids and broken checks will be a distinct feature of the dress goods business.

If a merchant wants to make a hit let him be in a position to supply these blue and green effects for waists. They make a most attractive waist and if suits of these combinations are popular in cities of this country and Europe it is very easy to understand that the waist is a suggestion for the general trade. In mohairs of a green and blue plaid or broken check the possibilities are strong.

With the better trade black continues to show improvement. The leading retail black goods stocks are showing some very beautiful creations. The newest and best creations in black this fall are in high-priced fabrics. This fact will have an influence in limiting sales. In eoliennes, voiles and grenadines, the line of blacks is rich. Both grenadines and crepe effects appear in a great variety. One line of grenadines seen this week contained 150 different effects. They appeared in stripes and broche patterns, and are accepted by the fashionable trade as very correct. As has already been intimated the crepe effects, both in black and all the colors as well are now very prominent and are expected by some authorities to develop into crepons by at least next fall. Early deliveries of mannish effects in black goods have already been broken in some cases and immediate deliveries have been asked for by some handlers of black goods in order to supply the demands of their trade. It is noticeable that the mannish effects in blacks are being taken quickly by the cutting-up trade.

Don't get mad when things don't go just right. It is demoralizing and doesn't do any good. Use the surplus energy trying to find out how to avoid other difficulties. It pays better.

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.

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.



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

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

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

The Salesman Who Preferred Glu- cose to Honey.

I wonder what in thunder it is in the taste of a political job that makes a man willing to sacrifice infinitely better prospects in business to get it.

There must be something in it, all right, but I suppose you have to be initiated into the unholy of unholies before you can find out what.

The average man, that is, if he has any leaning towards politics at all, would rather have a political job at \$1,200 a year than run a grocery business out of which he could make \$1,500.

In spite of the fact that the head could be cut off his political job at half a minute's notice, while the business was his own and would last him all his life!

I'll be darned if it isn't funny!

I have a friend in the wholesale grocery business out in Ohio. He is an old man and has made money enough to live the rest of his life without working. He got an idea in his benevolent old head that it would be a nice thing to turn his business into a corporation and give some of the stock to about five employes who had been with him a long time. One of these was his head book-keeper, another his buyer, and the three others salesmen.

Generosity like that covers a multitude of sins in my eyes.

The best one of the three salesmen was a semi-politician. By "semi"-politician I mean one of these fellows who serve their country for sixty years hoping to be struck by the lightning of political choice, but never are.

They are political lightning rods. It is terrible how some of these gentlemen expose themselves when there is going to be political lightning. But they bear charmed lives—they never get struck.

This man had been on the ragged edge of local politics for years, with a keen, unsatisfied hunger for an office.

Out of his job as salesman he made about \$2,600 a year. Just about the time this incorporation scheme was coming to a head he thought he had a chance to get an appointment in one of the local city departments. I don't know just what it was—a clerkship or something like that. The salary was \$1,500.

The idea of my friend, the whole-sale grocer, was to make sure before he gave them any stock that these employes intended to stick by the business for the rest of their lives. He was afraid of his head salesman, so he called him in one

day, explained what he had in view, and then said this:

"I know you are a sort of politician, Bob, and I want the people I take in here to be free of outside entanglements. In other words, I do not want anybody but employes to hold stock here. So before I assign you any share in this business I will have to ask you to sign an agreement to give up all idea of taking this political job you are after."

Bob asked for a day or two to think it over, and then what do you think the darned fool did?

He told the old man he appreciated the offer, and so on, and so on, but he thought he had a good chance now to get really into politics. That it was not the salary, but the fact that it would probably lead to better things, and that he had his eye on a State senatorship, and so on.

The man was such an ass that it actually made me mad when I heard of it! I forgot to say that this particular little grocery business was one of the tidiest jobbing businesses in Ohio, and paid 20 per cent. on the capital invested.

Well, the plan was put through and Bob did not get any stock. The other four got ten shares each—a straight gift. The par value was \$100 a share, or \$1,000 for the whole. Twenty per cent. on that meant an extra income of \$200 a year. But the best of it was that they were members of the concern.

Bob still held his job under the new regime, and acknowledged his old fellow-employes as his employers. After working and worrying himself half to death, toadying most sickeningly to the political powers that be and licking their dirty shoes for weeks, the job he was after was given to another man.

The poor ass had lost the one chance of his life to get fixed in a business of his own.

He went to the old man and threw himself on his mercy, but it did not work. The old fellow had given away 40 per cent. of his business already and he did not care to give any more. So he turned Bob down with a few plain, if gently-spoken, words which gave the fellow a sore head for days.

I will bet a thousand dollars that experience won't cure that man of hanging around the fringe, hungering and thirsting for some cheap political office. The lust is in his blood and to his dying day he will probably have that famished longing for a seat at the public table.

He has really a splendid job. The trade he has he largely controls and he makes good money. But he will run away from it any minute to madly chase the political will-o'-the-wisps that seem to him the sum total of all that is desirable on earth.

If I was such an ass as that I would go hang myself! I can not understand the condition of a man's mind who looks at things this way.

If I had room in this paper to let myself go I could write a week about cases just like this.

I will bet I could sit down now and reel off the names of at least fifty grocers known to me who have neg-

lected their business badly to chase politics. And they never got anything!

All that saves some grocers who do this is the possession of a good wife. I know one case in particular—a grocer in Pittsburg—who has been after every local office out there. Night and day he hangs around the political headquarters with his lamp trimmed and burning, but the bridegroom never cometh. Half the energy he has wasted on politics would have given him one of the best grocery businesses in Pittsburg.

This man wouldn't have a shred of business to-day if his wife had not sized him up and practically taken the whole thing over on her own shoulders. She runs it and runs it successfully. Her husband considers it his, but he is being supported by his wife just as surely as if it was hers outright.

I used to feel sore that none of the political leaders seemed to see that I was the ideal candidate for Congress. But, by golly, I have got over that! I am darn glad now they never did.—Stroller in Grocery World.

Great Prize.

Towne—I thought your pastor was opposed to lotteries in the church.

Browne—So he is.

Towne—But I understand your church gave an oyster supper and that the one who got the oyster received a prize.

Browne—Of course. The oyster was the prize.

LIVINGSTON HOTEL

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

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

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.

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.

We Want Your Orders

For we know we have a product that will meet the demands of the most exacting trade.

New Silver Leaf Flour

Is the best winter wheat flour manufactured, and with our equipment and shipping facilities such a thing as delay is almost impossible. Can't we quote you prices?

Muskegon Milling Co., Muskegon, Mich.



This is the time of the year when you will have a great demand for stock food. Get a supply of

Superior Stock Food

and not only satisfy your customers but satisfy yourself with a good profit.

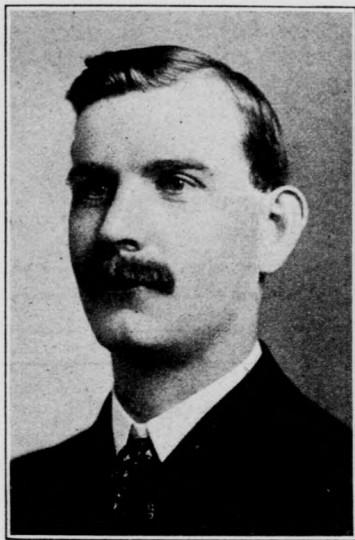
Superior Stock Food Co., Limited
Plainwell, Mich.

SUCCESSFUL SALESMEN.

Wm. J. Marshall, Representing the White-Dunham Shoe Co.

Wm. J. Marshall was born in Calais, Maine, May 2, 1872. His father was a carriage maker by trade and his antecedents on both sides were English. He lived in Calais until he was 15 years of age, when he moved to Brockton, Mass., and entered the employ of the White-Dunham Shoe Co., beginning at the lowest round of the ladder. In taking up this work he decided that he would never leave the employ of the White-Dunham Shoe Co. until he had learned every detail connected with the manufacture of fine shoes. He worked on many different machines and finally was promoted to the position of Chief Engineer of the factory, which placed him in charge of every machine operated by the company.

After occupying this position four years he came to the conclusion that he had reached the apex of his ambition in that direction and, therefore,



Wm. J. Marshall

sought and obtained a position as traveling salesman for the house, being assigned the trade of Michigan, which he has now covered with regularity for the past two years and in which he has worked up a large and constantly expanding trade for his house.

Mr. Marshall was married Sept. 6, 1894, to Miss Henrietta Wilson, of Brockton. They have one child, a girl 8 years old. The family has resided in Brockton until recently, when they removed to Detroit, taking up their residence at 144 Second street.

Mr. Marshall is a member of the Episcopal church and also owes allegiance to Massasoit Lodge, No. 69, I. O. O. F., of Brockton, with which organization he has been identified for several years.

Mr. Marshall was for many years a member of Battery I, 1st Massachusetts Heavy Artillery, every member of which enlisted in the regular army on the breaking out of the Spanish War. The company was summoned to Fort Warren in Boston Harbor, April 26, 1898, and remained in service there six months,

when the company was discharged. This took him out of the military field, but he still retains an active interest in military matters and his favorite pastime is the discussion of military maneuvers and tactics, on both of which subjects he is very fully informed.

Mr. Marshall attributes his success to the fact that he is thoroughly acquainted with the manufacture of shoes in every branch of the business, so that he is able to talk to any dealer, no matter how technical he may be, with a full understanding of what he is talking about. He has full confidence in the good faith of his house and the integrity of his line, but seldom has occasion to defend either, because his frank manner and open countenance are in themselves a sufficient assurance of his ability and disposition to make good his promises.

Traveling Men Form League Against Treating Habit.

To combat the drink evil, as well as to teach men common sense in their daily social relations with one another, Chicago has come to the front with a promising temperance movement. It is called the Anti-Treating League of America. Headquarters have been established at 189 LaSalle street, and the President is Albert K. Draper.

It is not exactly a new movement, for the benefits of an anti-treating pledge have already been known and appreciated in various corners of the world. Even in Chicago an anti-treating society has flourished with the best results in the Jesuit Fathers' parish or that of the Holy Family on the West Side. And there is a similar society in Ireland. Recently, when Seamus McManus, the Irish author, visited Chicago, he surprised many who greeted him and proffered him entertainment in the old impromptu way by exhibiting the insignia he wore in his coat lapel and declaring his inability under the rule either to give or receive a "treat."

It seems that this same principle is now about to have in America, the great home of treating, general and widespread application. It is certainly ripe time for it, for it has become an actual necessity.

Although Chicago is its headquarters, the new anti-treating movement appears to have been first sprung in St. Louis. In a hotel there a couple of months ago the nucleus of the Anti-Treating League of America was formed by twenty-five traveling men, who had each and all experienced the evil consequences of repeated, prolonged, indiscriminate treating. Since then each of these anti-treaters has proceeded with energy and success to drum up recruits.

When they met an acquaintance on the road who gave them the usual convivial invitation to approach the shrine of Bacchus they declined and gave their reasons for declining, and labored to bring their genial acquaintance over to their way of thinking. They did not appeal to his religious sentiment, nor did they indulge in moral platitudes. Their argument was to his common, worldly sense, and dealt with the physical

necessity of respecting his stomach and the financial prudence of having a regard for his pocketbook.

So well did they work that within six weeks the League numbered 300, and a meeting was held in Chicago to effect a permanent organization. A button bearing the motto of the League was adopted as an emblem, and this is now seen on numerous coat lapels. It is a gold and enamel button, bearing the name of the League, with the "arms" of the organization—two hands thrown up as if in protest at an invitation to imbibe—and the motto, "Excuse me, please."

It is useless to offer a drink to a man wearing such an emblem; it is his armor of proof against the standard temptation of the barroom and announces that he is a member of the association "to promote the cause of temperance among all men by refraining from indulging in the pernicious custom of treating any friend or friends to intoxicating liquors, and to refrain from accepting all so-called courtesies from others."

There is a vast field and good work cut out for the Anti-Treating League. No doubt the drink habit is acquired chiefly through the very prevalent treating habit and that the men who thus acquire it are often among the most social and kindly, men who love to mix and mingle in friendly intercourse with their fellows. It is this class of men who usually fall victims when one "round" comes fast upon the heels of another and each man insists upon being "as good as another," when a group, large or small, meets casually at a saloon bar.

Thus when a man occasionally goes in with a friend he finds himself in a crowd of acquaintances, and instead of one drink there are many, meaning loss of time, sense and money, with perhaps a subsequent penance of gastric affliction and impaired ability for business.

The League does not expel or censure a member for breaking his resolution, but as a deterrent it has an accident insurance feature, and the policy contains a clause making the same void if the holder should be injured or killed while under the influence of drink.

"Be good," says Mark Twain, "and you'll be lonesome." "Be lonesome in your drinking (if you have to drink at all)," says the League, "and you'll be good." The great American treating habit is a disease that requires a stringent remedy. And this remedy seems to be found in the Anti-Treating League.—Chicago Record-Herald.

Quarterly Meeting of Board of Directors, M. K. of G.

Port Huron, Nov. 5.—At the regular quarterly meeting of the Board of Directors, M. K. of G., all the directors were present except Mr. Klockseim, of Lansing.

The Secretary's report showed total receipts of \$2,442.50, all of which had been turned over to the Treasurer.

The Treasurer's report showed that he had sent nine \$7 checks to M. Matson, leaving a balance of \$155.84 in the relief fund; also disbursements of \$375.95 from the general fund, leaving a balance on hand of \$362.71; also four \$500 checks issued against the death fund, leaving a balance on hand of \$4,561.40.

The claims of Russel E. Bartlett, of Kalamazoo; William A. Gavitt, of Detroit; Chauncey K. Fuller, of Flint, and Frank Coon, of Albany, N. Y., were approved.

An assessment was ordered for Dec. 1, to close Dec. 31, together with annual dues for 1905.

Five per cent. of the death fund was ordered transferred to the general fund.

An order was ordered drawn on the Treasurer for \$56 in payment of eight weeks, at \$7 per week, for Brother Matson.

An order was ordered drawn on the Treasurer for \$3 to pay No. 4 assessment and annual dues for 1905 for Brother Matson.

An order was ordered drawn on the Treasurer for \$50 in favor of C. J. Lewis for stamps.

An order was ordered drawn on the Treasurer for \$50 in favor of M. J. Howarn for stamps for the annual convention.

An order was ordered drawn on the Treasurer for \$50 in favor of M. G. Howarn for printing for the annual convention.

The following bills were presented and allowed:

F. J. Pierson, printing.....	\$ 29 00
C. J. Lewis, sundries.....	25
C. J. Lewis, salary.....	122 12
C. J. Lewis, Board meeting..	6 64
H. G. Bradner, Board meeting	7 85
James Cook, Board meeting.	8 20
C. W. Stone, Board meeting.	8 90
A. A. Weeks, Board meeting	11 95
H. P. Goppelt, Board meeting	5 85
C. W. Hurd, Board meeting.	6 03
M. G. Howarn, Board meeting	4 90
H. G. Bradner, salary.....	48 85

A vote of thanks was extended to Mr. Stewart, of the Harrington Hotel, for courtesies shown.

Adjourned to meet in Detroit, Dec. 26.

C. J. Lewis, Sec'y.

UNSURPASSED POULTRY MARKET

Actual sales—Fancy live Turkeys, young, 12@13. Chickens, 12@13. Fowls, 10@11. Ducks, 11@12. Geese, 9@10. Dressed Turkeys, 14@15. Chickens, 13@14. Fowls, 12@12½. Ducks, 14@15. For fancy (scalded) poultry Buffalo will equal any market—no exception—for Thanksgiving and Christmas. We are not prophets, but predict, just the same, as we have safely for years, that no market excels us on holiday poultry this season, because Buffalo has places for it. First, always big holiday demand; second, the canners want very large quantities—1,000,000 lbs.; third, cold storage speculators, any amount; fourth, live, raffling trade, carloads; fifth, factory proprietors' trade, thousands as gifts. Hence no danger of sticking us on any poultry.

Thanksgiving can do justice to very liberal amount fancy turkeys, ducks, chickens—and many more alive. Buy conservative—better sure margin on moderate shipments than loss on large ones. Unsurpassed service, promptness, integrity, responsibility, conservative quotations and we believe an unexcelled poultry market, light freight, quick time, etc.

We predict for Thanksgiving, Fancy Turkeys will sell dressed 20@22, Chix 13@14, Hens 11@12, Dux 15@16, Geese 12@13. Live Turx 16@18, Chix 12@13, Hens 10@11, Dux 12@13, Geese 10@11. Should supply be very short, 1 ct. more would be easy. Buffalo will pay up with any market in United States when she has to.

References: New shippers to old ones and Western shippers to Berlin Heights Bank, Berlin Heights, Ohio, or Third National Bank, Buffalo; or anywhere on demand. Our 36th year.

BATTERSON & CO., 159 Michigan St., Buffalo, N. Y.



Michigan Board of Pharmacy.

President—Henry Heim, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—J. D. Muir, Grand Rapids.
C. B. Stoddard, Monroe.
Sid A. Erwin, Battle Creek.

Michigan State Pharmaceutical Association.

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

Why the Drug Business Does Not Pay.

I want to call your attention to a phase of the drug business which very materially affects the profits. It is one which has been entirely overlooked in searching for reasons why there are not the same profits as formerly. In looking over a file of some twenty years ago the discovery is made that where twenty consecutive prescriptions, selected at random, costing the druggist \$2.29, and selling for \$8.65, gave him a profit of 277 per cent., or \$6.36, twenty similar prescriptions of to-day bring a profit only of 182 per cent. The ingredients of the prescriptions of the present time cost \$4.69 and are sold for \$13.25, profit of \$8.56.

Now, some one may say that there is no argument, since on twenty prescriptions a score of years ago there was a profit of \$6.36 and on twenty ordinary prescriptions of to-day there is a profit of \$8.56, nevertheless on a prescription that formerly cost \$1 a profit of 277 per cent. was realized, while to-day on the same investment but 182 per cent. profit is made, a net loss in profit on a dollar investment of 95 per cent.

Right here let me suggest that this in the face of the fact that he had endeavored to obtain an average profit of 200 per cent. Had he, like most druggists, charged per quantity or figured on a basis of 100 per cent. profit, then his receipts would have been \$9.38, his profits \$4.69, or a net profit of \$1.67 less than two decades ago.

It must also be remembered, as every experienced druggist will admit, that at the present time doctors are writing more frequently for coal tar products and proprietary articles. In the twenty prescriptions selected from the file of twenty years ago but one coal tar product was specified; but in the twenty prescriptions selected from the files of the present time five expensive coal tar products and six proprietary articles are called for. Now, with the numerous and constantly increasing varieties of coal tar products and proprietary articles which are being constantly put on the market, the druggist is compelled to keep an unusually expensive stock on his shelves, much of which after a few months is never again called for, and it is easy to see that

there must necessarily be a big leak in his profits.

Prescriptions to-day include such expensive products as phenactine, duotal, protargol, sodium cacodylate, sulfonal, trional, etc., while some equally expensive articles in the line of proprietary medicines that are constantly specified are Gude's peptomangan, neurosin, Schlatterbeck's compound, mixture hydrastis, Tritipalm, Cascara evacuant, etc., not to neglect to mention such costly pharmaceuticals as papoid, suprarenal capsules and a number of other items that are constantly mentioned in the prescriptions of the modern doctor.

Again, the system of charging for powders and fluids that was in vogue years ago still obtains in our business, whereas an entirely different manner of estimating the price at which such articles should be sold must be introduced if the profits of former years are to be made to-day. For instance, where we used to charge 40 cents for a dozen powders that cost but 8 cents we still charge 40 cents for a dozen powders that cost perhaps anywhere from 15 to 40 cents. Any business man will quickly tell you that such methods and systems can not but result disastrously for the retail drug trade. Take, for instance, fluid prescriptions. Where formerly a 2, 4, 6 or 8-ounce mixture that cost the druggist 8, 12, 18 or 20 cents to-day will cost him in many instances 20, 30, 40, 60 cents, and even more, yet he is not receiving one cent more than he did twenty years ago, owing to the archaic system of charging that had been allowed to exist.

Why should we continue to ask only 35 cents for a two-ounce mixture, 50 cents for a four-ounce mixture, 65 cents for a six-ounce mixture, and 75 cents for an eight-ounce mixture, when the cost of the prescription is very nearly those amounts and frequently (if the druggist would only stop for a few seconds and estimate the price of the several ingredients) it is more, the druggist actually, as I can testify in a number of cases which have come to my knowledge, selling a prescription at a loss, receiving a smaller amount for the medicine than the wholesale cost of the ingredients?

To sum up the whole question: First, it must be borne in mind that prescriptions which contain expensive ingredients must be charged for accordingly, no matter what the size of the mixture or the number of powders; and second, the cost of new materials that are daily being introduced and put on the market and allowed to stand on the shelves without being used up must likewise be included in fixing the cost of prescriptions. There will then be no need of asking: "What becomes of the profits?"

Frank E. Falkenberg, R. P.

Cultivate Medicated Vegetables.

Will the doctor of the future, instead of prescribing some unpleasant drug, order a course of medicated vegetables? This may be the result of the present attempts to cultivate plants containing abnormal quantities

of certain medicinal substances. It is well known that the amount of any characteristic element in a plant varies with its richness in the soil, and it is also known that the assimilation of mineral elements of the body is much more readily accomplished when these are partaken in the form of food. In the past, if the body needed an excess of iron, it has been supplied by tinctures taken through glass tubes.

The modern idea is to supply this want by such vegetables as medicated spinach. Experiments with plants grown in soil enriched by hydrate of iron proved that they contained a much larger percentage of iron than those grown in natural soil. This opens a whole vista of interesting possibilities. The iron, the potash, the manganese, the nitrogen needed by the system can be supplied more effectively and more palatably through vegetables than through medicines. Already many vegetables are known to have properties. Celery is generally held to be good for rheumatism and nervous disorders; lettuce for insomnia; peanuts for indigestion; onions for liver complaint; carrots for scurvy; tomatoes for the liver; blackberries for diarrhea and apples for nervous dyspepsia and rheumatism. Certified milk, with its stated proportion of fat, sugar and solids, would have seemed improbable some years ago. Will the future see certified vegetables?

Will the modern druggist furnish fresh daily all kinds of medicated vegetables? There are evidently a great field and much money in this idea. The great importance of the mineral constituents of the human body is in its infancy, and very little understood.

The Drug Market.

Opium—Is very firm on account of higher prices in the primary market.

Morphine—Is unchanged.

Quinine—Is steady.

Carbolic Acid—Is very firm and advancing.

Chloral Hydrate—Has been advanced by importers 5c per pound.

Cocaine—Is in a very firm position, but is unchanged in price.

Hops—Crop is small and very high prices will rule the coming year.

Menthol—Continues to weaken and is tending lower.

Nux Vomica—Is in large demand and has advanced.

Strychnine—On account of higher prices for nux vomica a higher price for strychnine will be named in a day or two.

Oil Peppermint—Is still unsettled; the growers and dealers are apart as to the market value.

Oil Sassafras—Stocks are very firm and prices have advanced.

Camphor—Is very firm.

How to Succeed with a Preparation.

A large manufacturer recently said: I attribute much of my success to the great care taken in selecting attractive, handy and durable packages for my products. The retailer is only too glad to display my goods, because they add to the attractiveness of his store, and customers, judging con-

tents by the appearance of a package, try my products rather than those of my competitors, who use ordinary packages.

Because my packages are handy and durable they are used long after the contents are consumed, and thus I get free and continuous advertising from the consumer as well as from the storekeeper—and get it, too, without any additional expense.—Printers' Ink.

Election is Over Now for Business

If you have not visited our

Holiday Sample Room

there is yet time, as our lines are still complete.

The best assortment to be seen. Druggists' and Stationers' Fancy Goods, Novelties, Albums, Leather Goods, Books, Stationery, China, Bric-a-Brac, Perfumery, Xmas Cards, Dolls, Toys and Games. A liberal expense allowance will be made on your holiday purchase. All goods in stock for prompt or later shipment. Terms liberal.

Valentines

Complete sample line now ready
The best ever

FRED BRUNDAGE

Wholesale Druggist

32-34 Western Ave. Muskegon, Mich.

Two Special PERFUMES

DOROTHY VERNON

Distinctively new in character.
Standard demand.
Sold by the leading drug houses.

Alsatian
ROSES

This new rose odor is now having a splendid sale. The advertising is effective. Order one pint bottle Alsatian Roses with samples and rose art plates, also window display, all packed in box for shipment. 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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum			Tinctures		
Aceticum	6@	8	Aconitum Nap's R	50	
Benzoicum, Ger. .	70@	75	Aconitum Nap's F	50	
Boricum	17		Aloes	50	
Carbolicum	26@	29	Ammonia	50	
Citricum	38@	40	Asafoetida	50	
Hydrochlor	3@	5	Asafoetida Myrrh ..	50	
Nitrosum	8@	10	Atropa Belladonna	50	
Oxalicum	10@	12	Aurant Cortex	50	
Phosphoricum, dil.	15		Benzoin	50	
Salicylicum	42@	45	Benzoin Co	50	
Sulphuricum	13@	15	Bosma	50	
Tannicum	75@	86	Cantharides	50	
Tartaricum	38@	40	Cardamom	50	
Ammonia			Cardamom Co	75	
Aqua, 18 deg	4@	6	Catechu	1 00	
Aqua, 20 deg	6@	8	Cinchona	50	
Carbonas	13@	15	Cinchona Co	50	
Chloridum	12@	14	Columba	50	
Aniline			Cubebae	50	
Black	2 00@	2 25	Cassia Acutifol ..	50	
Brown	80@	1 00	Cassia Acutifol Co	50	
Red	45@	50	Digitalis	50	
Yellow	2 50@	3 00	Erigeron	50	
Bacca			Ferri Chloridum ..	35	
Cubebae ..po. 20	15@	18	Gentian	50	
Juniperus	5@	6	Gentian Co	50	
Xanthoxylum ..	30@	35	Guaiac	50	
Balsamum			Guaiac ammon	50	
Copaiba	45@	50	Hyoscyamus	50	
Peru	1@	50	Iodine	75	
Terabin, Canada ..	60@	65	Iodine, colorless ..	50	
Tolutan	35@	40	Kino	50	
Cortex			Lobelia	50	
Abies, Canadian ..	18		Myrrh	50	
Cassia	20		Nux Vomica	50	
Cinchona Flava ..	18		Opil	50	
Buonymus atro ..	30		Opil, camphorated ..	50	
Myrica Cerifera ..	20		Opil, deodorized ..	1 50	
Prunus Virginica ..	12		Quassia	50	
Quillaia, gr'd	12		Rhatany	50	
Sassafras ..po. 20	18		Rhei	50	
Ulmus	40		Sanguinaria	50	
Extractum			Serpentaria	50	
Glycyrrhiza Gla ..	24@	30	Stromonium	50	
Glycyrrhiza, po ..	28@	30	Tolutan	50	
Haematox	11@	12	Valerian	50	
Haematox, 1s	13@	14	Veratrum Veride ..	50	
Haematox, 1/2s ..	14@	15	Zingiber	20	
Haematox, 1/4s ..	16@	17	Miscellaneous		
Ferru			Aether, Spts Nit 3f	30@	35
Carbonate Precip ..	15		Aether, Spts Nit 4f	34@	38
Citrate and Quina ..	2 00		Alumen, gr'd po 7	3@	4
Citrate Soluble ..	55		Annatto	40@	50
Ferrocyanidum S ..	40		Antimony, po	4@	5
Solut. Chloride ..	15		Antimony et po T	40@	50
Sulphate, com'l ..	2		Antipyrin	25	
Sulphate, com'l, by	70		Antifebrin	20	
bbl, per cwt	7		Argenti Nitras oz	48	
Sulphate, pure	7		Arsenicum	10@	12
Flora			Balm Gilead buds	60@	65
Arnica	15@	18	Bismuth S N	20@	2 30
Anthemis	22@	25	Calcium Chlor, 1s	9	
Matricaria	30@	35	Calcium Chlor, 1/2s	10	
Folia			Calcium Chlor, 1/4s	12	
Barosma	30@	33	Cantharides, Rus ..	1 85	
Cassia Acutifol ..	15@	20	Capsici Fruc's at	20	
Cassia, Acutifol ..	25@	30	Capsici Fruc's po	22	
Salvia officinalis ..	18@	20	Cap'i Fruc's B po	15	
1/2s and 1/4s	8@	10	Caryophyllus	25@	28
Uva Ursi	8@	10	Carmine, No. 40 ..	4@	25
Gummi			Cera Alba	50@	55
Acacia, 1st pkd ..	45		Cera Flava	40@	42
Acacia, 2nd pkd ..	45		Crocus	75@	1 80
Acacia, 3rd pkd ..	45		Cassia Fructus ..	35	
Acacia, sifted sts ..	28		Centuria	10	
Acacia, po	45@	65	Catechu	35	
Aloe, Barb	12@	14	Chloroform	47@	57
Aloe, Cape	25		Chloro'm, Squibbs	95	
Aloe, Socotri	45		Chloral Hyd Crst 1	35@	60
Ammoniac	55@	60	Chondrus	20@	25
Asafoetida	35@	40	Cinchonidine P-W	38@	48
Benzoinum	50@	55	Cinchonid'e Germ	38@	48
Catechu, 1s	13		Cocaine	4 05@	4 25
Catechu, 1/2s	14		Corks list d p et ..	45	
Catechu, 1/4s	16		Croosotum	2	
Camphora	78@	80	Creta	11@	13
Euphorbium	40		Creta, prep	5	
Galbanum	61		Creta, precip	9@	11
Gamboge ..po. 1	25@	35	Creta, Rubra	8	
Guaiacum ..po. 35	45		Crocus	75@	1 80
Kino ..po. 45c	45		Cudbear	24	
Mastic	60		Cupri Sulph	6@	8
Myrrh ..po. 50	45		Dextrine	7@	10
Opil	3 00@	3 10	Emery, all Nos ..	8	
Shellac	60@	65	Ergota ..po. 65	60@	65
Shellac, bleached ..	65@	70	Ether Sulph	70@	80
Tragacanth	70@	1 00	Flake White	12@	15
Herba			Galla	23	
Absinthium oz pk	25		Gambler	8@	9
Eupatorium oz pk	20		Gelatin, Cooper ..	60	
Lobelia ..oz pk	25		Gelatin, French ..	35@	60
Majorum ..oz pk	28		Glassware, fit box	75	
Mentha Pip oz pk	23		Less than box ..	70	
Mentha Ver oz pk	25		Glue, brown	11@	13
Rue ..oz pk	39		Glue, white	15@	25
Tanacetum V	22		Glycerina	16@	20
Thymus V oz pk	25		Grana Paradisi ..	25	
Magnesia			Humulus	25@	55
Calcined, Pat	55@	60	Hydrarg Ch Mt ..	95	
Carbonate, Pat	18@	20	Hydrarg Ch Cor ..	90	
Carbonate K-M	18@	20	Hydrarg Ox Ru'm	101@	105
Carbonate	18@	20	Hydrarg Ammo'l	15	
Oleum			Hydrarg Ungue'm	50@	60
Absinthium	4 90@	5 00	Hydrargyrum	75	
Amygdalae, Dulc ..	50@	60	Ichthyobolla, Am ..	90@	1 00
Amygdalae Amla ..	80@	85	Indigo	75@	1 00
Anisi	75@	85	Iodine, Resubi ..	35@	40
Aurant Cortex	2 20@	2 40	Iodoform	10@	20
Bergamii	2 85@	3 25	Lupulin	40	
Cajuputi	85@	90	Lycopodium	1 00@	1 10
Caryophylli	1 40@	1 50	Macis	65@	75
Cedar	50@	90	Liquor Arsen et	25	
Chenopadii	2 25		Liq Potass Arsnit	10@	12
Cinnamoni	1 10@	1 20	Magnesia, Sulph ..	2@	3
Citronella	40@	45	Magnesia, Sulph bbl	1@	1 50
Conium Mac	80@	90			
Copaiba	1 15@	1 25			
Cubebae	1 20@	1 30			

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

Index to Markets
By Columns

	Col
A	
Axle Grease	1
B	
Bath Brick	1
Brooms	1
Brushes	1
Butter Color	1
C	
Confections	11
Candles	1
Canned Goods	1
Carbon Oils	2
Catsup	2
Cheese	2
Chewing Gum	2
Chloory	2
Chocolate	2
Clothes Lines	2
Cocoa	2
Cocoa Nut	2
Cocoa Shells	2
Coffee	2
Crackers	2
D	
Dried Fruits	4
F	
Farinaceous Goods	4
Fish and Oysters	10
Fishing Tackle	4
Flavoring extracts	5
Fly Paper	5
Fresh Meats	5
Fruits	11
G	
Gelatine	5
Grain Bags	5
Grains and Flour	5
H	
Herbs	5
Hides and Pelts	10
I	
Indigo	5
J	
Jelly	5
L	
Licorice	5
Lye	5
M	
Meat Extracts	5
Molasses	6
Mustard	6
N	
Nuts	11
O	
Nives	11
P	
Pipes	1
Pickles	8
Playing Cards	6
Potash	6
Provisions	6
R	
Rice	6
S	
Salad Dressing	7
Saleratus	7
Salt Soda	7
Salt	7
Salt Fish	7
Seeds	7
Shoe Blacking	7
Snuff	7
Soap	7
Soda	8
Spices	8
Starch	8
Sugar	8
Syrups	8
T	
Tea	8
Tobacco	9
Twine	9
V	
Vinegar	9
W	
Washing Powder	9
Wicking	9
Woodenware	9
Wrapping Paper	10
Y	
Yeast cake	10

1	2
AXLE GREASE	Plums
Aurora 55 6 00	Pineapple 25 2 75
Castor Oil 55 4 25	Sliced 35 2 55
Diamond 50 4 25	Pumpkin
Fraser's 75 9 00	Fair 25 2 55
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 60	Russian Caviar
BATH BRICK	1/4 lb. cans 3 75
American 75	1/2 lb. cans 7 00
English 85	1 lb. can 12 00
BROOMS	Salmon
No. 1 Carpet 2 75	Col'a River, tails @ 1 75
No. 2 Carpet 2 35	Col'a River, flats 1 85 @ 1 90
No. 3 Carpet 2 15	Red Alaska 1 45
No. 4 Carpet 1 75	Pink Alaska @ 95
Parlor Gem 2 40	Sardines
Common Whisk 85	Domestic 1/4 3 1/2 @ 3 3/4
Fancy Whisk 1 20	Domestic 1/2 6 @ 9
Warehouse 3 00	Domestic Must'd 11 @ 14
BRUSHES	California 1/4 17 @ 24
Scrub	French 1/4 7 @ 14
Solid Back, 8 in 75	French 1/2 18 @ 28
Solid Back, 11 in 95	Shrimps
Pointed Ends 85	Standard 1 20 @ 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. 6 1 70	Tomatoes
No. 5 1 30	Fair 85 @ 90
BUTTER COLOR	Good 1 15
W. R. & Co.'s, 15c size 2 00	Fancy 1 15 @ 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
Electric Light, 16s 10	Perfection @ 12 1/2
Paraffine, 6s 9	Water White @ 12
Paraffine, 12s 9 1/2	D. S. Gasoline @ 12 1/2
Wicking 23	Cylinder Nap'a. 29 @ 34
CANNED GOODS	Engine 16 @ 22
3 lb. Standards 75 @ 80	Black, winter 9 @ 10 1/2
Gals. Standards 2 00 @ 2 25	CATSUP
Blackberries	Columbia, 25 pts. 4 50
Standards 85	Columbia, 25 1/2 pts. 2 60
Beans	Snider's quarts 3 25
Baked 80 @ 1 20	Snider's pints 2 25
Red Kidney 85 @ 95	Snider's 1/2 pints 1 30
String 70 @ 1 15	CHEESE
Wax 75 @ 1 25	Acme @ 12 1/2
Blueberries	Carson @ 12 1/2
Standard @ 1 40	Peerless @ 13
Gallon @ 5 75	Elsie @ 14 1/2
Brook Trout	Emblem @
2 lb. cans, Spiced. 1 90	Gem @ 13 1/2
Clams	Ideal @ 13
Little Neck, 1 lb. 1 00 @ 1 25	Jersey @ 12 1/2
Little Neck, 2 lb. 1 50	Riverside @ 13
Clam Bouillon	Warner's @ 12 1/2
Burnham's, 1/2 pt. 1 92	Erick @ 13 1/2
Burnham's, pts 3 60	Edam @ 90
Burnham's, qts 7 20	Leiden @ 15
Cherries	Limbinger @ 13
Red Standards 1 30 @ 1 50	Pineapple 40 @ 60
White 1 50	Swiss, domestic @ 13
Corn	Swiss, imported @ 20
Fair .85 @ 90	CHEWING GUM
Good 1 00	American Flag Spruce 55
Fancy 1 20	Beeman's Pepsin 60
French Peas	Black Jack 55
Sur Extra Fine 22	Largest Gum Made 60
Extra Fine 19	Sen Sen 55
Fine 15	Sen Sen Breath Per'e 1 00
Moyen 11	Sugar Loaf 55
Gooseberries	Yucatan 55
Standard 90	CHICORY
Hominy	Bulk 5
Standard 85	Red 7
Lobster	Eagle 7
Star, 1/4 lb. 2 15	Frank's 7
Star, 1 lb. 3 75	Schenker's 6
Picnic Tails 2 60	CHOCOLATE
Mackerel	Walter Baker & Co.'s
Mustard, 1 lb. 1 80	German Sweet 23
Mustard, 2 lb. 2 80	Premium 31
Soused, 1 lb. 1 80	Vanilla 41
Soused, 2 lb. 2 80	Caracas 35
Tomato, 1 lb. 1 80	Eagle 28
Tomato, 2 lb. 2 80	CLOTHES LINES
Mushrooms	60 ft. 3 thread, extra 1 00
Hotels 15 @ 20	72 ft. 3 thread, extra 1 40
Buttons 22 @ 25	90 ft. 3 thread, extra 1 70
Oysters	60 ft. 6 thread, extra 1 29
Cove, 1 lb. @ 90	72 ft. 6 thread, extra 1 50
Cove, 2 lb. @ 1 70	CHOCOLATE
Cove, 1 lb. Oval 1 00	Walter Baker & Co.'s
Peaches	German Sweet 23
Pie 1 10 @ 1 15	Premium 31
Yellow 1 65 @ 2 00	Vanilla 41
Pears	Caracas 35
Standard @ 1 35	Eagle 28
Fancy @ 2 00	CLOTHES LINES
Peas	60 ft. 3 thread, extra 1 00
Marrowfat 90 @ 1 00	72 ft. 3 thread, extra 1 40
Early June 90 @ 1 60	90 ft. 3 thread, extra 1 70
Early June Sifted 1 65	60 ft. 6 thread, extra 1 29

3	4
Cotton Wndsor	Lemon Biscuit Square
50 ft. 1 30	16
60 ft. 1 44	Lemon Snaps
70 ft. 1 80	10
80 ft. 2 00	Lemon Gems
Cotton Braided	10
40 ft. 95	Lem Yen
50 ft. 1 35	10
60 ft. 1 65	Marshmallow
Galvanized Wire	16
No. 20, each 100 ft long 1 90	Marshmallow Cream
No. 19, each 100 ft long 2 10	16
COCOA	Marshmallow Walnut
Baker's 38	16
Cleveland 41	Mary Ann
Colonial, 1/4 35	10
Colonial, 1/2 33	Malaga
Epps 42	10
Huyler 45	Milk Coco Fed honey
Van Houten, 1/4 20	12
Van Houten, 1/2 20	Milk Biscuit
Webb 31	12
Wilbur, 1/4 41	Mixed Picnic
Wilbur, 1/2 42	11 1/2
COCOA NUT	Molasses Cakes, Scl'd
Dunham's 1/4 26	8
Dunham's 1/2 26 1/2	Moss Jelly Bar
Dunham's 1/4 27	12
Dunham's 1/2 28	Muskegon Branch, Iced
Bulk 13	12
COCOA SHELLS	Newton
20 lb. bags 2 1/2	12
Less quantity 3	Oatmeal Crackers
Pound packages 4	16
COFFEE	Orange Slice
Rio	16
Common 11 1/2	Orange Gem
Fair 13	Penny Assorted Cakes
Choice 15	7
Fancy 18	Pineapple Honey
Santos	15
Common 12	Ping Pong
Fair 13 1/2	9
Choice 15	Pretzels, hand made
Fancy 18	8
Peaberry 18	Pretzettes, hand m'd
Maracabo	8
Fair 15	Rever
Choice 18	14
Guatemala	Rube Sears
Fair 15	10
Choice 16 1/2	Scotch Cookies
Fancy 19	16
Java	Snowdrops
African 12	8
Fancy African 17	Spiced Sugar Tops
O. G. 25	8
P. G. 31	Sugar Cakes, scalloped
Mocha	8
Arabian 21	Sugar Squares
Package	8
New York Basis	Sultanas
Arbuckle 13 50	15
Dillworth 13 00	Spiced Gingers
Jersey 13 50	10
Lion 13 50	Urchins
McLaughlin's XXXX sold	8
to retailers only. Mail all	Vanilla Wafer
orders direct to W. F.	16
McLaughlin & Co., Chi-	Waverly
cago.	9
Extract	Zanzibar
Holland, 1/2 gro boxes 95	29
Felix, 1/2 gross 1 15	Barrels or drums
Hummel's foil, 1/2 gro. 85	30
Hummel's tin, 1/2 gro. 1 43	Boxes
CRACKERS	32
National Biscuit Company's	Square cans
Brands	32
Butter	Fancy caddies
Seymour Butters 6	35
N Y Butters 6	DRIED FRUITS
Salted Butters 6	Apples
Family Butters 6	Sundried 5 1/2 @ 7
Soda	California Prunes
N B C Sodas 6	100-125 25 lb. boxes @ 3 1/2
Select 8	90-100 25 lb. bxs. @ 4
Saratoga Flakes 13	80-90 25 lb. bxs. @ 4 1/2
Oyster	70-80 25 lb. bxs. @ 5
Round Oysters 6	60-70 25 lb. boxes @ 6
Square Oysters 6	50-60 25 lb. bxs. @ 6 1/2
Faust 7	40-50 25 lb. bxs. @ 7
Argo 7 1/2	30-40 25 lb. bxs. @ 7 1/2
Extra Farina 7 1/2	1/4 less in b. cases
Sweet Goods	Citron
Animals 10	Corsican @ 15
Assorted Cake 10	Currants
Bagley Gems 8	Imp'd 1 lb. pkg. @ 7 1/2
Belle Rose 8	Imported bulk .6 @ 7
Bent's Water 16	Peel
Butter Thin 13	Lemon American 12
Chocolate Drops 16	Orange American 12
Coco Bar 10	Raisins
Cococanut Taffy 12	London Layers 3 cr 1 90
Cinnamon Bar 9	London Layers 3 cr 1 95
Coffee Cake, N. B. C. 10	Cluster 4 crown 2 60
Coffee Cake, Iced 10	Loose Muscatels, 2 cr. 5
Cococanut Macaroons 13	Loose Muscatels, 3 cr. 5 1/2
Cracknels 31	Loose Muscatels, 4 cr. 6
Currant Fruit 10	L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2
Chocolate Dainty 16	L. M. Seeded, 1/2 lb 5 @ 6
Cartwheels 9	Sultanas, bulk 8
Dixie Cookie 8	Sultanas, package 8 1/2
Fluted Cococanut 10	FARINACEOUS GOODS
Frosted Creams 8	Beans
Ginger Gems 8	Dried Lima 2 50
Ginger Snaps, N B C 7	Med. Hd. Pk'd. 2 00 @ 2 10
Grandma Sandwich 10	Brown Holland 2 50
Graham Crackers 8	Farina
Honey Flakes, Iced 12	24 lb. packages 1 75
Honey Jumbles 12	Bulk, per 100 lbs. 3 00
Iced Happy Family 11	Hominy
Iced Honey Crumpet 10	Flake, 50 lb. sack 1 00
Imperial 8	Pearl, 200 lb. sack 4 00
Indiana Belle 15	Pearl, 100 lb. sack 2 00
Jersey Lunch 8	Maccaroni and Vermicelli
Lady Fingers 12	Domestic, 10 lb. box 60
Lady Fingers, hand md 25	Imported, 25 lb. box 2 50

5	6
Cotton Lines	Foot & Jenks
No. 1, 10 feet 5	Coleman's Van Lem
No. 2, 15 feet 7	2oz. Panel 1 20 75
No. 3, 15 feet 9	3oz. Taper 2 00 1 50
No. 4, 15 feet 10	No. 4 Rich. Blake 2 00 1 50
No. 5, 15 feet 11	Jennings
No. 6, 15 feet 12	Terpenoless Lemon
No. 7, 15 feet 15	No. 2 D. C. pr dz 75
No. 8, 15 feet 18	No. 4 D. C. pr dz 1 56
No. 9, 15 feet 20	No. 6 D. C. pr dz 2 00
Linen Lines	Taper D. C. pr dz 1 50
Small 20	Mexican Vanilla
Medium 20	No. 2 D. C. pr dz 1 20
Large 24	No. 4 D. C. pr dz 2 00
Poles	No. 6 D. C. pr dz 3 00
Bamboo, 14 ft., pr dz. 56	Taper D. C. pr dz 2 00
Bamboo, 16 ft., pr dz. 66	GELATINE
Bamboo, 18 ft., pr dz. 86	Knox's Sparkling, dz. 1 20
FLAVORING EXTRACTS	Knox's Sparkling, gro. 14 00
Foot & Jenks	Knox's Acidu'd, doz. 1 20
Coleman's Van Lem	Knox's Acidu'd, gro. 14 00
2oz. Panel 1 20 75	Oxford 75
3oz. Taper 2 00 1 50	Plymouth Rock 1 20
No. 4 Rich. Blake 2 00 1 50	Nelson's 1 60
Jennings	Cox's, 2 qt. size 1 61
Terpenoless Lemon	Cox's, 1 qt. size 1 10
No. 2 D. C. pr dz 75	GRAIN BAGS
No. 4 D. C. pr dz 1 56	Amoskeag, 100 in b's. 19
No. 6 D. C. pr dz 2 00	Amoskeag, less than b. 19 1/2
Taper D. C. pr dz 1 50	GRAINS AND FLOUR
Mexican Vanilla	Wheat
No. 2 D. C. pr dz 1 20	Old Wheat
No. 4 D. C. pr dz 2 00	No. 1 White 1 12
No. 6 D. C. pr dz 3 00	No. 2 Red 1 12
Taper D. C. pr dz 2 00	Winter Wheat Flour
GELATINE	Local Brands
Knox's Sparkling, dz. 1 20	Patents 6 40
Knox's Sparkling, gro. 14 00	Second Patents 6 00
Knox's Acidu'd, doz. 1 20	Straight 5 80
Knox's Acidu'd, gro. 14 00	Second Straight 5 40
Oxford 75	Clear 4 80
Plymouth Rock 1 20	Graham 5 50
Nelson's 1 60	Huckwheat 5 00
Cox's, 2 qt. size 1 61	Rye 4 20
Cox's, 1 qt. size 1 10	Subject to usual cash discount.
GRAIN BAGS	Flour in bbls., 25c per bbl. additional.
Amoskeag, 100 in b's. 19	Worden Grocer Co.'s Brand
Amoskeag, less than b. 19 1/2	Quaker, paper 5 80
GRAINS AND FLOUR	Quaker, cloth 6 00
Wheat	Spring Wheat Flour
Old Wheat	Pillsbury's Best, 1/4 6 60
No. 1 White 1 12	Pillsbury's Best, 1/2 6 50
No. 2 Red 1 12	Pillsbury's Best, 3/4 6 40
Winter Wheat Flour	Lemon & Wheeler Co.'s Brand
Local Brands	Wingold, 1/4 6 70
Patents 6 40	Wingold, 1/2 6 60
Second Patents 6 00	Wingold, 3/4 6 50
Straight 5 80	Judson Grocer Co.'s Brand
Second Straight 5 40	Ceresota, 1/4 6 90
Clear 4 80	Ceresota, 1/2 6 80
Graham 5 50	Ceresota, 3/4 6 70
Huckwheat 5 00	Worden Grocer Co.'s Brand
Rye 4 20	Laurel, 1/4 6 80
Subject to usual cash discount.	Laurel, 1/2 6 70
Flour in bbls., 25c per bbl. additional.	Laurel, 3/4 6 60
Worden Grocer Co.'s Brand	Laurel, 1/2 & 1/4 paper 6 60
Quaker, paper 5 80	Meal
Quaker, cloth 6 00	Boiled 2 90
Spring Wheat Flour	Golden Granulated 3 00
Pillsbury's Best, 1/4 6 60	Feed and Millstuffs
Pillsbury's Best, 1/2 6 50	St. Car Feed screened 22 50
Pillsbury's Best, 3/4 6 40	No. 1 Corn and Oats 22 50
Lemon & Wheeler Co.'s Brand	Corn Meal, coarse 22 50
Wingold, 1/4 6 70	Oil Meal 28 00
Wingold, 1/2 6 60	Winter wheat bran 20 00
Wingold, 3/4 6 50	Winter wheat mid'ngs 23 00
Judson Grocer Co.'s Brand	Cow feed 21 00
Ceresota, 1/4 6 90	Oats
Ceresota, 1/2 6 80	Car lots 33 1/2
Ceresota, 3/4 6 70	Corn
Worden Grocer Co.'s Brand	Corn 59
Laurel, 1/4 6 80	Hay
Laurel, 1/2 6 70	No. 1 timothy car lots 10 50
Laurel, 3/4 6 60	No. 1 timothy ton lots 12 50
Laurel, 1/2 & 1/4 paper 6 60	HERBS
Meal	Sage 15
Boiled 2 90	Hops 15
Golden Granulated 3 00	Laurel Leaves 15
Feed and Millstuffs	Senna Leaves 25
St. Car Feed screened 22 50	INDIGO
No. 1 Corn and Oats 22 50	Madras, 5 lb. boxes 55
Corn Meal, coarse 22 50	S. F., 2, 3, 5 lb. boxes 65
Oil Meal 28 00	JELLY
Winter wheat bran 20 00	5 lb. pails, per doz 1 70
Winter wheat mid'ngs 23 00	15 lb. pails 23
Cow feed 21 00	30 lb. pails 65
Oats	LICORICE
Car lots 33 1/2	Pure 20
Corn	Calabria 23
Corn 59	Sicily 23
Hay	Root 11
No. 1 timothy car lots 10 50	
No. 1 timothy ton lots 12 50	

6	7	8	9	10	11
LYE Condensed, 2 dz 1 00 Condensed, 4 dz 3 00 MEAT EXTRACTS Armour's, 2 oz 1 41 Armour's, 4 oz 2 26 Liebig's, Chicago, 2 oz 2 10 Liebig's, Chicago, 4 oz 4 55 Liebig's, imported, 2 oz 4 55 Liebig's, imported, 4 oz 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 Bayle's Celery, 1 dz 1 75 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 Clay, T. O. 3 85 PICKLES Medium Barrels, 1,200 count 6 50 Half bbls., 600 count 3 75 Small Barrels, 2,400 count 8 00 Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90, Steamboat 85 No. 15, Royal, assorted 20 No. 20, Rover enameled 60 No. 572, Special 1 75 No. 98, Golf, satin finish 90 No. 808, Bicycle 2 00 No. 632, Tourment whist 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 13 00 Back fat 15 00 Fat back 15 00 Short cut 14 00 Pig 18 00 Bean 12 50 Brisket 16 50 Clear Family 12 50 Dry Salt Meats Bellies 9 S P Bellies 9 50 Extra Shorts 8 50 Smoked Meats Hams, 12 lb. average 11 Hams, 14 lb. average 11 Hams, 16 lb. average 11 Hams, 25 lb. average 11 Skinned Hams 11 50 Ham, dried beef sets 13 50 Shou'ers, (N. Y. cut) 12 50 Bacon, clear, .11 @ 12 California Hams 8 Picnic Boiled Ham 12 50 Boiled Hams 17 Berlin Ham pr'd 8 Mince Ham 10 Lard Compound 6 50 Pure 8 50 60 lb. tubs, advance 7 50 50 lb. tubs, advance 7 50 50 lb. tins, advance 7 50 20 lb. pails, advance 7 50 10 lb. pails, advance 7 50 5 lb. pails, advance 7 50 3 lb. pails, advance 7 50 Sausages Bologna 5 50 Liver 6 50 Frankfort 7 50 Pork 8 Veal 8 Tongue 9 50 Headcheese 6 50 Beef Extra Mess 10 00 Boneless 11 00 Rump, new 11 00 Pig's Feet 1/2 bbls. 1 10 3/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 75 1 bbls. 7 75 Kits, 15 lbs 3/4 bbls., 40 lbs. 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 10 Rolls, dairy 10 10 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef, 20 2 50 Potted ham, 1/4 45 Potted ham, 1/2 45 Potted ham, 3/4 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 Potted tongue, 3/4 45	Screenings @ 2 1/4 Fair Japan @ 3 1/4 Choice Japan @ 4 1/4 Imported Japan @ 5 1/4 Fair Louisiana hd. @ 6 1/4 Choice La. hd. @ 7 1/4 Fancy La. hd. @ 8 1/4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz 50 Durkee's, small, 2 doz 25 Snider's, large, 1 doz 25 Snider's, small, 2 doz 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs 3 00 SAL SODA Granulated, bbls 85 Granulated, 100 lb cases 1 00 Lump, bbls 75 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 1 90 60 5 lb. sacks 1 80 28 10 lb. 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 95 No. 1, 8 lbs 75 Mackerel Mess, 100 lbs 13 00 Mess, 40 lbs 7 00 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 Canary, Smyrna 7 1/2 Caraway 1 00 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 Waco-bow in jars 45 French Snuff, in jars 45 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 I. S. Kirk & Co. brands 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, 100-1/2 lb. bars 2 85 Big Master 4 00 Snow Boy P'dr. 100 pk. 40 Marselles 4 00 Proctor & Gamble brands Lenox 2 85 Ivory, 6 oz 4 00 Ivory, 10 oz 6 75 Star 3 10 A. B. Wisley brands Good Cheese 4 00 Old Country 4 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken 40 Cassia, Saigon, in rolls 55 Cloves, Amboyina 22 Cloves, Zanzibar 20 Mace 55 Nutmegs, 105-10 35 Nutmegs, 115-20 15 Pepper, Singapore, blk. 15 Pepper, Singp. white 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Canton 48 Cloves, Zanzibar 23 Cloves, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1 lb. packages 4 @ 5 3 lb. packages 4 1/2 6 lb. packages 5 1/2 40 and 50 lb. boxes 3 @ 3 1/2 Common Corn 20 lb. packages 5 40 lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 22 Half Barrels 24 20 lb cans 1 1/2 dz in case 55 10 lb cans 1 1/2 dz in case 1 50 5 lb cans 2 1/2 dz in case 1 65 2 1/2 lb cans 2 1/2 dz in case 1 70 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 3 @ 11 Pannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 35 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 22 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 22 TOBACCO Fine Cut Cadillac 54 Sweet Loma 56 Hiawatha, 5 lb. pails 54 Hiawatha, 10 lb. pails 54 Telegram 29 Pay Car 31	Prairie Rose 49 Protection 40 Sweet Burley 42 Tiger 40 Plug Red Cross 31 Palo 35 Kylo 35 Hiawatha 41 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz 47 Spear Head 14 2-3 oz 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 Ripper 36 Boot Jack 66 Honey Dip Twist 40 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 32 Great Navy 34 Warpath 36 Bamboo, 15 oz 25 I X L, 5 lb 27 I X L, 16 oz, pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kilm Dried 21 Duke's Mixture 39 Duke's Cameo 44 Myrtle Navy 44 Yum Yum, 1 2-3 oz 39 Yum Yum, 1 lb. pails 40 Corn Cake 38 Corn Cake, 2 1/2 oz 24 Plow Boy, 1 2-3 oz 39 Plow Boy, 3 1/2 oz 39 Peerless, 3 1/2 oz 39 Peerless, 1 2-3 oz 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 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, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 10 Pure Cider, Silver 10 WASHING POWDER Diamond Flake 2 75 Gold Brick 2 25 Gold Dust, 24 large 4 50 Gold Dust, 100-50 4 00 Kirkoline, 24 4 lb. 3 90 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 80 Scourine 3 50 Rub-No-More 3 75 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 25 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow, Clothes, large 7 25 Willow Clothes, med 6 00 Willow Clothes, small 5 50 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. 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 45 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 5 50 Round head, 10 gross bx 5 50 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 55	Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 25 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 80 Rat, wood 70 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 75 Single Acme 2 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 3 00 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short 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 Jumbo Whitefish 11 @ 12 No. 1 Whitefish 9 White fish 10 @ 12 Trout 9 Black Bass 9 Halibut 10 @ 11 Ciscoes or Herring 5 Bluefish 11 @ 12 Live Lobster 22 Boiled Lobster 23 Cod 12 @ 12 Haddock 8 Pike 9 Perch, dressed 7 Smoked White 12 @ 12 Red Snapper 10 Col. River Salmon 15 @ 16 Mackerel 14 @ 15 OYSTERS Cans F H Counts Per can 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 9 Green No. 2 8 Cured No. 1 10 1/2 Cured No. 2 9 1/2 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 1/2 Calfskins, cured No. 2 12 Steer Hides, 60 lbs. over 10 1/2 Pelts Old Wool 15 @ 1 50 Lamb 25 @ 80 Shearings 25 @ 80 Tallow No. 1 4 1/4 No. 2 3 1/4 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 8 Cut Loaf 9 Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Olde Time Sugar stick 30 lb. case 12 Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 9 Broken 8 Cut Loaf 8 English Rock 9 Kindergarten 8 1/2 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand made Cream 14 1/2 Premio Cream mixed 12 1/2 Fancy-In Pails O F 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 10 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 12 Quintette Chocolates 12 Champion Gum Drops 8 Moss Drops 9 Lemon Sours 9 Imperials 9 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 20 lb. pails 12 Molasses Chews, 15 lb. 12 cases 12 Golden Waffles 12 Fancy-In 5 lb. Boxes Lemon Sours 50 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and 85 Dark No. 12 1 00 Brilliant Gum Crs 50 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 60 Imperials 55 Mottos 60 Cream Bar 55 Molasses Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons, Pep. 65 and Wintergreen 65 String Rock 60 Wintergreen Berries 55 Old Time Assorted, 25 50 lb. case 2 50 Buster Brown Goodies 25 30 lb. case 25 Up-to-Date Assmt, 32 30 lb. case 3 50 Pop Corn Dandy Smack, 24 65 Dandy Smack, 100 75 Pop Corn Fritters, 100 50 Pop Corn Toast, 100 50 Cracker Jack 3 00 Pop Corn Balls, 200 30 NUTS Whole Almonds, Tarragona 16 Almonds, Ivica 35 Almonds, California sft 14 @ 16 Brazils 2 Filberts 1 Walnuts, soft shelled 12 Cal. No. 1 12 Walnuts, new Chili 12 Table Nuts, fancy 13 Pecans, Med. 10 Pecans, Ex. Large 11 Pecans, Jumbos 12 Hickory Nuts per bu. 1 75 Ohio new 1 75 Cocoanuts 4 Chestnut, New York 50 State, per bu. 50 Shelled Spanish Peanuts 6 1/2 @ 7 Pecan Halves 40 Walnut Halves 30 Filbert Meats 25 Alicante Almonds 33 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. 7 1/2 @ 8 Roasted 7 1/2 @ 8 Choice, H. P. J'be. 7 1/2 @ 8 Choice, H. P. J'be. 7 1/2 @ 8 bo, Roasted @ 8 1/2	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand

1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



BLUING

Aretic 4 oz ovals, p gro 4 00
Aretic 8 oz ovals, p gro 6 00
Aretic 16 oz ovals, p gro 9 00

BREAKFAST FOOD
Walsh-DeRoo So.'s Brands

Sunlight Flakes
Per case \$4 00
Cases, 24 2 lb. pack's \$2 00

CIGARS



G. J. Johnson Cigar Co.'s b'd
Less than 500 .33 00
500 or more .32 00
1,000 or more .31 00

COCONUT

Baker's Brazil Shredded



70 1/2 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 @ 3 1/2

Pork

Dressed 5 1/2 @ 5 1/2
Loins @ 9 1/2
Boston Butts @ 8 1/2
Shoulders @ 7 1/2
Leaf Lard @ 7 1/2

Mutton

Carcass 5 @ 5 1/2
Lamb 6 @ 8
Veal 5 1/2 @ 8



CORN SYRUP

24 10c cans 1 34
12 25c cans 2 30
4 50c cans 3 30

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds



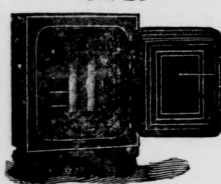
White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel
Bay City; Godmark, Du-
rand & Co., Battle Creek
Fielbach Co., Toledo.



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 00
Dime 3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

STOCK FOOD.

Superior Stock Food Co.,
Ltd.

\$.50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks 84
25 lb. cloth sacks 1.65
50 lb. cloth sacks 3.15
100 lb. cloth sacks 6.00
Peck measure90
1/2 bu. measure 1.80
12 1/2 lb. sack Cal meal 39
25 lb. sack Cal meal 75
P. O. R. Detroit Mich.

SOAP

Pepper Soap Co.'s Brands



1 cake, large size 6 50
50 cakes, large size 3 25
1 cake, small size 3 85
50 cakes, small size 1 95

Tradesman Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs. 2 40
Black Hawk, ten bxs. 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your
Business
on a
Cash Basis
by using
our
Coupon Book
System.

We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.
Because our prices are the lowest.
Because our service is the best.
Because our goods are always
exactly as we tell you they are.
Because we carry the largest
assortment in this line in the
world.
Because our assortment is always
kept up-to-date and free from
stickers.
Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis



We get cash
out of
your goods

Cost out of "un-
desirables" and
a profit out of
better goods, by
our

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

It

Is

Time

You

Were

Thinking

About

Ordering

Calendars

For

1905

TRADESMAN COMPANY
Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Finest general stock in fruit belt. Stock and building worth \$6,000. Can be had for \$5,000. Address No. 9, care Michigan Tradesman. 9

For Sale—\$4,500 stock of groceries and meats. Illinois town of 8,000. Doing profitable business of \$45,000 a year. Good location. Address No. 998, care Michigan Tradesman. 998

Wanted—To buy clean stock general merchandise. Give full particulars. Address No. 999, care Michigan Tradesman. 999

For Sale—A complete stock of house furnishing goods, located in a Northern Michigan town. Population 6,000. A good trade and no competition. Good reasons for selling. Address No. 6, care Michigan Tradesman. 6

For Sale—New York Racket Store. One of the best businesses in Saginaw, of its size. Reason for selling, poor health. 810 Genesee St., Saginaw, Mich. 1

For Rent—The best located store in a good Upper Peninsula town. No grander chance for a hustling hardware or grocery man. Address No. 2, care Michigan Tradesman. 2

Wanted—Good location for hardware store. Will buy stock or put in new one. Northern Michigan preferred. Address at once with full particulars, Box 192, Webberville, Mich. 4

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 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

For Sale—Clean and complete general stock inventory about \$6,000, 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

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

For Sale—Good paying restaurant in town of 8,000 inhabitants. For particulars address Lock Box 84, Cadillac, Mich. 983

For Sale—A well equipped lockery 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

200 Ferrets For Sale—Best stock. Write for price. Lewis DeKleine, Jamestown, Mich. 936

For Sale—Stock of hardware, paints and wall paper, invoicing \$1,500. Town 500 population, surrounded by best farming country in the State. Best of reasons for selling. Address No. 969, care Michigan Tradesman. 969

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 tobaccos. 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

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

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

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

Wanted—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 B-E Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—20 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 as clerk in general or grocery store. Six years experience. Best of references. Address S. Hamilton, R. F. D. No. 2, Clare, Mich. 8

Wanted—Position as experienced salesman in general store or hardware. Would buy interest. Address No. 3, care Michigan Tradesman. 3

Young man wants to learn hardware business. Has some knowledge of business. Best references. Address No. 7, care Michigan Tradesman. 7

Wanted—Position in grocery or general store by experienced salesman. Address Box 71, Nashville, Mich. 987

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—Agents to handle maple syrup as a side line. G. N. Kersten, Flint, Mich. 994

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., Polk St. and Washtenaw Ave., Chicago, Ill. 949

AUCTIONEERS AND TRADERS

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write us 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. Reference, 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 today 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

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 3¼ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and 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

Modern Money Making Methods



J. S. TAYLOR



F. M. SMITH

Absolutely Perfect Satisfaction Guaranteed

"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."

Let Us Act as Your Factory

That is our business. We make nothing of our own for sale. You can make more money selling your product than trying to learn the manufacturing business. "Manufacturing is a Science." You can't afford to experiment. We will furnish exact cost of production. No more pay rolls to worry over. Our plan is unique. Try it. Address

MICHIGAN NOVELTY WORKS

Cor. Burdick and Rose, Kalamazoo, Mich.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

Tradesman Company,
Grand Rapids.

Novel Window Attraction in a Charlotte Shoe Store.

Charlotte, Nov. 4—We are sending you herewith a description of a window attraction we had fair week. We consider it one of the best special advertisements we have ever had and give it to you to print, if you so wish, that others may profit by it. It kept a crowd in front of the store interested and spellbound every moment of the day. We will be glad to answer any questions and give any information needed by those who may be interested.

Harmon & Pennington.

Those who peeped in at the window of Harmon & Pennington's shoe store in Charlotte during fair week saw a short, solid man of perhaps 35 years carving potatoes.

A No. 1 is an expert at carving and with his pocket knife carves out funny heads and faces from small fresh potatoes, which as they dry and wrinkle present a most grotesque and novel appearance. The potatoes are not only excellent souvenirs of the work of this peculiar traveler, but they are really works of art well worth preserving and will last for years. Many of these funny little heads are preserved by his friends and always attract attention.

These he sells for a small sum, thus more than paying expenses, as his friends in different towns give him board and lodging and he never pays out money for railroad fare.

But this carving is simply a method of making his way. His history is a romance. No. 1 was born in British Honduras, of French and German parentage. At an early age he came with his parents to San Francisco, and soon developed a wandering disposition. He was not long in gaining a reputation as a train beater. In 1894 the Police Gazette offered a medal and \$1,000 in cash to the man beating his way from New York to San Francisco in the shortest time without spending a cent. A No. 1 made the trip in eleven days and six hours, and the medal which he wears always wins the respect and good will of such train men as are not acquainted with him.

This should be honor enough for an ordinary tramp, but A No. 1 is not a tramp. A memorandum book which he has carried through all his journeys shows that since 1883 he has traveled 475,000 miles, 90,000 of which was by water, and for all these miles his entire traveling expenses amounted to only \$7.30. He has been in Europe seven times, Cuba four times, twice in Alaska, once each in Ceylon, Calcutta, Venezuela and Colombia, and when but 12 years of age walked from Belize, in British Honduras, to Guatemala City, and thence to the City of Mexico, an even 1,200 miles. Besides this he has visited nearly every town of importance in the United States and Canada.

A No. 1, although he has not been in school since his 11th year, is not ignorant by any means and shows remarkable intelligence as the result of his travels. He reads and speaks fluently four different languages and many pages of his memorandum book are written in German. Personally he is a man of good habits, he uses neither liquor nor tobacco, does not gamble nor steal nor does he associate with ordinary tramps.

Our boss tramp is a neat appearing fellow, for when he is ready to travel he puts on his jumper and overalls and rides the brake beam or head baggage in becoming style, and yet he is the friend of the railroad people, even the detectives, for only a short time ago he took supper with Erie Detective Wheeler, of Salamanca, N. Y., who is a terror to every tramp on the line of the road.

Here are his rules and regulations

which he has written in his memorandum book, and which he diligently observes:

Rules and Regulations.

Keep good company or none.

Always tell the truth.

Never be idle.

When you speak to persons look them in the face.

Drink no kind of liquors.

Never gamble nor steal.

Never go with blanket stiffs, dynamiters, tin can or alcohol tramps.

Read daily.

Now, this man is trying to break himself of his roving propensities and has decided that, of the thousands of cities which he has visited, Charlotte beats them all.

He will make Charlotte his headquarters, and all his trips in future will terminate there. As fast as possible he will settle down to steady work, beginning, as he quaintly puts it, by "work a week, rest three weeks—work two weeks, rest two weeks—work three weeks, rest one week," etc., showing that he intends, systematically, to rid himself of the globe-trotting habit. As a final tribute to this remarkable and decidedly lovable man, we wish to report his last act before leaving for San Francisco: Handing Mr. Harmon some important papers which he wished to leave in his care. No. 1 called his attention to a paragraph written on the outside of the document, the substance of the paragraph being, that in case he (No. 1) was not heard from for a year, \$50, which he has deposited in a Charlotte bank, was to be used as a starter for a fund for the erection of a marble drinking fountain in that city. And it was only after persistent urging that we obtained his consent to the publication of this incident. How many men are built of that material?

"What is his name?" do you ask? He has gone by the name of "A No. 1" the world over, and his real name is known only to intimates, and then only under promise of strict secrecy.

Detailed Review of the Grain Market.

The wheat market the past week has been quiet, with the range of values rather narrow. The general news is bearish. The world's shipments have been very heavy, Russia alone contributing about 6,000,000 bushels. The cash demand for both wheat and flour has been light, with heavy receipts, both in the Southwest and Northwest, and foreign markets have shown a material decline. The visible supply of wheat shows an increase of nearly two million bushels, the present visible being over 28,000,000 bushels, against 25,000,000 bushels for the same period last year. Snow's crop report shows the winter wheat acreage already sown is considerably larger than was harvested last year, but dry weather has greatly retarded the late sown wheat, and the early wheat is suffering more or less from insects. Speculation the past few days has been just about at a standstill. The general inclination seems to be to wait until after election. The milling trade seem to have full confidence in the market, and, as a rule, anticipate a lively trade for the next two months at least.

Corn continues in good demand, especially old corn, which commands a premium of 10@12c per bushel over the new. New corn is beginning to move quite freely and the grade is improving rapidly. The yield is, as a rule, much better than has been anticipated, running about 27 bushels to

the acre, indicating a crop of 2,500,000,000 bushels.

The oat market is practically lifeless. The demand is fair and receipts are not heavy. Quotations are unchanged for the week. The quality of the new oats is extra good, the bulk of the receipts grading No. 2 white.

The bean market has been dragging a little heavily, but receipts continue liberal, and the demand is fair. The quality, as a rule, is fine. Some of the late beans are picking a little heavier, four to five pounds.

L. Fred Peabody.

Gripsack Brigade.

Cornelius Crawford (Hazeltine & Perkins Drug Co.), who has been somewhat indisposed for the past two weeks, has entirely recovered and resumed his visits to his trade.

The merchants of Nashville are having no end of fun nowadays over the possession of a new bird, which is kept in the custody of a liveryman there. Every traveling man who visits the town is invited to inspect the bird, with a view to identifying the species it belongs to. Max Mills, Jim Powers and about a hundred other good natured grip carriers have inspected the animal and paid the penalty—the purchase of cigars for the crowd at the neighboring grocery store.

Referring to the most recent acquisition of L. W. Atkins, the Marquette Mining Journal says: L. W. Atkins, who assumes Mr. Gooding's interest, is a clothing man of ripe experience. For the past thirty-three years he has been on the road for some of the leading manufacturers of clothing in the United States, at present, as for some time past, being the Michigan representative of a big Chicago house. He is also largely interested in the business of L. W. Atkins & Co., at Ishpeming, having, in fact, established that institution in March, 1888, and in this connection is no stranger to most Marquette people. Eventually Mr. Atkins will remove his place of residence to this city, but meanwhile he will continue on the road in his present capacity and the active management.

Recent Business Changes Among Indiana Merchants.

Burnett—S. E. Brown succeeds Melton & Markin in general trade.

Decatur—G. Buglin, produce dealer, is dead.

Fortville—Randall Bros. succeed Randall & Brown in the hardware business.

West Baden—Hart & Co. are succeeded by Hobart Hart in the restaurant business.

Wolcottville—Jas. W. Brown has retired from the restaurant and bakery business.

Indianapolis—John A. Hook has uttered a \$1,450 mortgage on his drug stock.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is strong and some excited, with a slight advance. There is a big advance among local buyers, some of which seem to think prices are going out of sight, and are bound to throw away some previous margins while they please the butchers. Prices on hides and skins are high as compared with previous years, and the conservative dealer is fearful of a slump, especially so as cold weather approaches and the kill is likely to be greater.

Pelts are a scarce article, high in value and strong in demand, especially so for large size and well taken off skins.

Furs begin to come in without prices being established by buyers. A good market at low prices is looked for.

Tallow is some stronger in price, with large sales.

Wool is strong and firmly held on light stocks for still higher value. The new clip to come is being contracted for on sheep's backs.

Wm. T. Hess.

Buffalo Market on Butter, Eggs, Poultry and Beans.

Buffalo, Nov. 9—Creamery, fresh, 22@25c; storage, 20@22c; dairy fresh, 16@21c; poor, 12@15c.

Eggs—Candled, fresh, 26@27c; 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 marrows, 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, 43@50c; mixed and red, 40@45c.

Rea & Witzig.

Detroit—H. W. Schmidt, Henry A. Tilton and Alexander J. Groesbeck have incorporated as the H. W. Schmidt Co., to make art novelties, frames, etc. Capital is \$15,000, of which \$10,000 is common and \$5,000 preferred stock. Of the common stock \$9,000 has been paid in in property, consisting of the business at 23 to 27 Brush street.

Detroit—The Look Furniture Manufacturing Co. has filed articles of incorporation with the county clerk, stating that \$2,500 of its \$25,000 capital stock has been paid in in cash, and \$15,000 has been subscribed for. The incorporators are Frank J. Look, with 1,100 shares of stock; A. M. Myers, with 390 shares, and George H. Look, with 10 shares.

BUSINESS CHANCES.

For Sale—Up-to-date stock of staple and fancy groceries in best location in city of 3,600. Business established for over 20 years. Cash sales annually from \$22,000 to \$25,000. Reason for selling, other business from city. Address X. Y. Z., care Michigan Tradesman. 10

NO MARKET EXCELS BUFFALO At Thanksgiving on Fancy TURKEYS, CHIX and DUX. Looks like 20 and 22 cents for fancy scalded dressed Turkeys for Thanksgiving. Dux 15-16, Chix 13 14 and Fowls 11-12 will do well in consequence of high Turkeys. UNSURPASSED SERVICE.

16th year.
Ref.—Third Nat. Bank and
Berlin Heights Bank, Berlin Hts., O.

Batterson & Co., Buffalo.