

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JULY 26, 1905

Number 1140

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

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Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader.
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ELECTROTYPES

DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO. GRAND RAPIDS, MICH.

IMPORTANT FEATURES.

2. Window Trimming.
3. Hardware Men.
4. Around the State.
5. Grand Rapids Gossip.
6. Whisky vs. Success.
8. Editorial.
9. Men of Mark.
11. New York Market.
12. New Pharmacy Law.
16. Clothing.
20. Change of Work.
22. The Small Baker.
24. Woman's World.
26. Father Against Son.
28. Clerks' Corner.
30. Preserving Eggs.
32. Shoes.
34. Wait Until You Win.
36. Men of Mark.
38. Dry Goods.
39. Hot Weather Advertising.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

Neck-To-Neck Strife At Auction Sale.

Homer, July 22.—The auction sale of the bankrupt general stock of Amzy A. McDonnell was held, according to agreement and advertisement, at the store Wednesday afternoon. It was magnetic enough to bring to town prospective delvers from Detroit, Battle Creek, Port Huron, Albion, Marshall, St. Clair and other towns to the number of fifteen.

Mounting his pedestal as auctioneer, Trustee J. S. Duffie, Detroit, cried the desired cry—and the strife was on. It was a strife. Feverish, anxious, excited, fighting every inch and leaving no leeway, the parties to the fray offered their divers bids. After a fierce, sweltering conflict the stock was sold to W. A. Garrison, of the firm of P. Medalie & Co., St. Clair.

B. F. Warner got the bake-oven, refrigerator and twenty-eight cords of wood for a consideration of \$175. He transferred them to Mr. Garrison. This puts the St. Clair man in possession of the entire outfit. His bid was \$4,250. McConnell's accounts, running into \$520, were placed under the hammer, but nobody going above \$15, they were undisposed of. Later, at private sale, Frank Shield bought them for \$75.

Mr. Garrison said that, although he had been a buyer at many a bankrupt sale, and an attendant of sales innumerable, this was the hottest one by odds he had ever witnessed.

Death of a Leading Kalamazoo Grocer.

Kalamazoo, July 25.—Carl Meisterheim, one of the most prominent of Kalamazoo's German-American citizens, and for twenty-six years a resident of the city, died last Saturday morning at his home, 215 East North street. At the time the cause of death was not known and an autopsy was held at 2 o'clock that afternoon by Drs. Crane, Ostrander, Balch, den Bleyker and Hochstein. The physi-

cians decided that his death was due to softening of the brain. He was 43 years old and had been ill but two weeks, although his health had not been of the best for some months past.

He was owner of a grocery store and was one of the members of the Kalamazoo Retail Grocers' association. He had held the offices of president and treasurer of that organization at various times and had also been honored by his election to various official positions in the state grocers' association. He was a member of the local A. U. V. society and held various official positions in the lodge and was also a member of the Elks lodge and of the C. M. B. A. At the time of his death he was a trustee of St. Augustine's church and had long been known as one of its most prominent and steady supporters.

Funeral services were held Monday morning at 9 o'clock at St. Augustine's church, Rev. F. A. O'Brien officiating. Burial was in Mt. Olivet cemetery.

The widow of William Zeigler, the Brooklyn man who made millions in the baking powder business, has begun a contest of his will, alleging that he was incompetent at the time it was executed. The bulk of the estate under the will goes to an adopted son, who is instructed to promote the search for the North Pole. The widow is not satisfied with the income of \$50,000 a year provided for her. She evidently thinks she could make better use of the money than expending it upon Arctic expeditions.

Forris D. A. Stevens, who succeeded Frank R. Miles as the head of the cabinet hardware department of Foster, Stevens & Co. when the latter retired to take the management of the Miles Hardware Co., has resigned his position to engage in the bond and brokerage business under the style of the Heald-Stevens Co. The vacancy is filled by Mr. Miles, who returns to the old house and the old position and has taken up the work exactly where he left off three or four years ago.

Wiley & Joseph, dealers in flour and feed and hay at Mesick, have added a line of groceries. The Worden Grocer Co. furnished the stock.

H. Buist has engaged in the grocery business at Fishers Station. The Musselman Grocer Co. furnished the stock.

Pontiac—The Rapid Motor Vehicle Co. has increased its capital stock from \$100,000 to \$250,000.

The Grain Market.

There has been a general change of sentiment in reference to the wheat situation the past few days. Rust reports from the Northwest are not quite so positive. The weather in Minnesota and North and South Dakota has been very favorable for the growing spring wheat. It has made good progress and is well headed, and reports from some sections of South Dakota would indicate that cutting will begin by August 1 and will be general by August 10. Threshing is now being carried on throughout the winter wheat states and the reports of yields are very liberal. The out-turn in Michigan is running as high as thirty to thirty-five bushels to the acre and the quality was never better except in certain localities where there seems to be a little smut on the white wheat; then, too, in some sections of the southern part of the State the white wheat started to grow in the stalk before cutting. The bulk of the crop, however, is cared for and in fine condition. Kansas is estimated to have a crop of from 95,000,000 to 100,000,000 bushels and the new wheat is moving freely. The visible supply for the week shows a loss of 1,293,000 bushels as compared with a loss of 2,721,000 bushels last week, and a loss of 2,378,000 bushels for the same week last year. The demand from the milling and shipping trade is good and the movement for the next month is likely to be heavy. Some of the larger mills report liberal export orders both for immediate and future shipments.

The corn market continues strong, receipts are fair and demand good, cash corn bringing from 62@63c per bushel delivered Michigan common points. The new crop is making fine progress and promises to be a record breaker, but, of course, the final results depend entirely on the weather.

Oats have shown considerable strength this week owing to light receipts and the fact that the new crop as a whole does not promise quite so much in quality and quantity as it did two or three weeks ago. However, we will have a fair crop and threshing returns may change the outlook considerably.

Millfeeds are in better demand and prices are from 50c@\$1 per ton higher.
L. Fred Peabody.

John Schmidt has purchased the stock of the Michigan Store & Office Fixture Co. and will continue the business at 79 South Division street under the same style. He has also purchased the property on Butterworth avenue formerly occupied by the veterinary college and will utilize same as a repair shop.



New Idea That Would Make Smart Trim.

I have often queried why merchants, town and country alike, do not rely more on the comic papers and supplements, and on other printed matter, for ideas for their windowmen to carry out. Advantage could be taken of this source of supply and many a window be gotten up at small expense, and the wonder would stand that no one else had thought of employing this clever means of drawing attention. The Giant, with its Buster Brown, is the only local store which, so far, has essayed to use comic pictures as a motif for window trims.

It is not to be imagined that any great amount of merchandise would be sold as a result of these exhibits, but "anything for a change," and during the dull summer days such unusual displays would keep a crowd of people in front of your glass and your name in everybody's mouth. It's the out-of-the-ordinary that brings notoriety.

Along this line, you could not do better, during the dog-days, than to have a few windows devoted to the partings of Lucy and Sophie, the two Chicago (and so typical of the globe) young women whose farewells to each other remind one of the phrase, "linked sweetness long drawn out." These are so utterly ridiculous, but at the same time so distinctly feminine and actual to life, that even the women laugh at them, although they are laughing at themselves when they do so. Some of the episodes depicted seem far-fetched, and yet anyone who has watched two persons of the Gentler Sex trying to tear themselves away from each other at the end of a prolonged parting can but say the sight is one of common occurrence.

Lucy and Sophie, as those know who are acquainted with their peculiar tactics, ever have so many last words to say to each other that they always end by blocking the way for a crowd of people, causing delayed departures for trains, etc., or else bring upon one of themselves some dire catastrophe, which, although extremely silly, is such a circumstance as might happen.

Those last two words put me in mind of that saying: "What is to be will be; and what ain't to be might happen!" which is perfectly true when you simmer it down.

Of course, all the details in the pictures presented of Lucy and Sophie might not be convenient of accomplishment, but enough could be utilized for all practical purposes. All the dummies in the store could be pressed into service to form the crowd who are hindered by the girls, and the former could be arrayed in men's apparel and a wig, and have their faces turned from the spectators, if it was desired to have men

in the group; or perhaps it would be possible to borrow some men dummies from some clothing store for a few days. It is easy to get nice sod or dirt for an outdoor setting and the other parts of scenery would not be difficult to pick up. What was lacking to bring out the idea could be painted in on a canvas background. Usually the accessories are very simple and any window trimmer with a little ingenuity—and this they all have to a more or less marked degree—can think up substitutes if he can not acquire the original article.

In the last picture where the "sweet things" say "Goodbye" a balloon is in different stages of inflation, and the usual workmen, and others who are always more than willing to assist at the exciting part of holding down the edges of the dirigible thing, are engaged in this occupation. Lucy and Sophie, unconscious of the outside world or of impending doom, are seen embracing each other fondly, oblivious of the fact that the balloon rope with its anchor is dragging between them. The aeronaut appears, solicitude in every feature, warning them of their danger. As usual, they hear nothing of what is going on around them, with the inevitable consequence, this time, that Lucy's frilly petticoats are caught by the anchor as the balloon springs from the ground, and the last seen of her she is dangling through space, with the ascensionist grasping the rope in a frantic endeavor to haul her in, while four of the workmen are running at breakneck speed with an outstretched sheet to catch her in if she falls at once! At the last kiss—which wouldn't be the last if they could help it—Sophie is dragged from the ground in the clasp of Lucy's arms, screaming, as she leaves Mother Earth, "Oh, my face—let go!" Lucy drops her and she falls on her hands and knees in the dirt, saying, "Poor Lucy! Goodbye!" And Lucy, upside-down in the clouds, true to her habit, calls, "Oh, Goodbye, Sophie!" at the same time reaching vain arms to her hat, which is floating down to Sophie.

Without so very much trouble all this catastrophe could be shown in the window; and the different acts could be presented on successive days, thus "lengthening the agony," as it were! Also a curtain could be drawn across the glass occasionally, adding to the curiosity of the crowd on the sidewalk, and the curtain could be placarded as to what was to happen next in the scene.

My word for it, the store that should experiment with such a reproduction would find itself muchly talked about. It goes without saying that publicity should be given the event in the daily or weekly papers and the affair should be announced with the usual Balloon Ascension scare heads—somewhat on this order:

Balloon Ascension
At Our Store
August 1, 2, 3, 4
Watch Out
!

Some Results Obtained from Gas Engines.

A Monroe street merchant whose electric lighting bill was averaging about \$50 per month installed a gasoline engine and generator in his basement and succeeded in lighting his store for \$32 per month, introducing more lights and securing a much better result than under Edison conditions. When the Edison Co. inaugurated its so-called reduced rates on May 1, the merchant was importuned to change back to the Edison Co. on the guaranty of an officer of the company that the charges would be no more than under gasoline engine conditions. The proposition was accepted, but the first month's bill—as purported to be shown by the meter—was \$58. The Edison Co. accepted \$31 in full payment and is continuing to furnish current on the flat rate basis of \$31 per month, albeit the meter is claimed to show a monthly consumption of about \$60.

In view of the action of the Grand Rapids Edison Co. in advancing its rate to power users to \$90 per horse power per year, it is interesting to note what results can be obtained from gas and producer gas engines.

Rindge, Kalmbach, Logie & Co., Ltd., operate their factory with a 35 horse power gas engine, producing electric light and power from coal gas furnished by the Grand Rapids Gas Light Co. at a cost of \$48 per horse power. This is not an experimental cost, but represents actual experience covering a series of years.

The Grand Rapids Brass Co. is installing a 150 horse power producer gas plant at a cost of \$10,000 on the guarantee of the manufacturer that the cost of operating the plant, so far as fuel is concerned, will not exceed \$10 per horse power per year.

The Thornapple Electric Co., which operates a dam at La Barge, is furnishing power to the Barber Bros. Chair Co., at Hastings, for \$30 per horse power. The new dam recently completed at Marseilles, Ill., is furnishing power to the paper mills at that place for \$7.35 per horse power—twenty-four hours per day.

With its new dam on Flat River—constructed by Daniel McCool, who enjoys the reputation of being one of the most expert consulting engineers in the country—the Edison Co. should be able to furnish its day customers with power and light at one-half the price it is now charging them, pay the interest on its bond issue and still have something left to apply as dividends on its enormously inflated capital stock.

Believes Tan Oxfords Have Come To Stay.

Grand Rapids, July 25—Your article in the issue of July 19 on "Local Shoe Man Who Regards Tan Oxfords a Fad" is worthy of comment only as being a foolish and very brainless opinion. Surely it was never written by any of our local dealers, for in the first place the writer is not abreast of the times and familiar with the styles and popular novelties as worn in the cities all over the country. The fact that the

manufacturers and dealers in some instances have overbought is a poor argument against tan footwear.

I am surprised at such an inferior and trashy opinion as the one in question receiving valuable space in your publication. Tans are worn today by everybody who desires an easy and fashionable shoe and, so far as style and tastes are concerned, any one who has once worn a tan Oxford is strong in his recommendation of same.

Apart from this, all the manufacturers are showing samples for next summer wear and the tanners are short on tan stock and will be a long time in catching up with orders for next spring delivery. True some dealers, or at least a few, have bought too many tans for this season's trade, but it was the limited consumption and not the color that had to do with the surplus. Other conditions had much more to do with it than the fact that tans had not been worn for a few years. Our well-posted friend will find, if he gets off the back street and looks around, that the world is full of "cheap skates" and that his neighbors are going to show and sell them right along.

Metropolitan.

To Quadruple Its Works.

Bay City, July 25—The World's Star Knitting Co. will within six or eight weeks begin the construction of additions to its present factory that will nearly quadruple the present capacity, reducing the present three-story building to nothing more than storage rooms. The company recently increased its capital from \$25,000 to \$200,000, of which \$150,000 is paid in and \$50,000 is held as treasury stock. The company will triple its operating forces, giving employment ultimately to between 250 and 300 girls, besides a number of male operators, machinists, etc. The company is a purely local institution and has had a wonderful growth, beginning ten years ago when D. L. Galbraith, the present secretary and manager, with his father and brother, began the manufacture of stockings with three hand knitting machines. The father is now chief mechanic, has made a number of important improvements in knitting machinery, and controls what is claimed to be the most modern and labor saving knitting machinery plant in the country. The company has reorganized several times, each time increasing, while it has moved four times, each time into larger quarters. Now it will become one of the big manufacturing institutions. The product so far has been stockings and socks only, but a knit underwear line will be added.

The Panama Canal Commission is to employ 2,000 each of Italians, Japanese and Chinese laborers to test their comparative capacity for work under tropical conditions. These three classes to-day undoubtedly contain the most efficient rough workers of the world. Their strength and endurance are marvelous. If they can not dig the Panama Canal it may never be dug at all.

HARDWARE MEN.

Programme for Their Annual Convention at Saginaw.

The following programme has been prepared for the annual convention of the Michigan Retail Hardware Dealers' Association, which will be held at Saginaw Aug. 9, 10 and 11:

Wednesday, August 9.

(Open Session.)

9 a. m.

Meeting of the Executive Committee at Executive headquarters, Parlor A, Hotel Vincent.

10 a. m.

Reception of members and enrollment of new members.

Payment of dues and distribution of badges.

2 p. m.

Meeting called to order by the President at the Germain Temple of Music.

Address of Welcome—Hon. Henry Lee, Mayor of Saginaw.

Response—J. B. Sperry, President of the Association.

Appointment of Committees—On Credentials, Constitution and By-Laws, Resolutions, Question Box, Legislation, Finance and Nominations.

Reading of minutes.

Reception of communications.

Annual address of the President.

Annual report of the Treasurer.

Annual report of the Secretary.

Address—"Our Friends," T. Frank Ireland, Belding.

Voluntary remarks by delegates.

Paper—The History of Our Association, Henry C. Weber, Detroit.

Reminiscences by members.

Address.

8 p. m.

Individual entertainment of visitors at Germania Gardens.

Thursday, August 10.

(Open Session.)

9 a. m.

Address—Subject to be selected, E. B. Standart, Holland.

Discussion of the above address.

Address—W. P. Bogardus, President of the National Retail Hardware Dealers' Association, Mt. Vernon, O. Remarks by members.

Address—Mutual Fire Insurance, W. P. Lewis, Albany, Ind.

Discussion—Led by A. T. Stebbins, Rochester, Minn., and C. A. Peck, Berlin, Wis.

Address—The Traveling Man, by one of them.

2 p. m.

Closed session for retail hardware dealers only.

Reports of Committees on Credentials, Constitution and By-Laws, Finance, Legislation and Resolutions.

Consideration of Committee reports.

Unfinished business.

New business.

Opening of the question box.

Report of the Committee on Nominations.

Election of officers.

Selection of the next place of meeting.

Good of the order.

Adjournment.

8 p. m.

Bohemian Night for hardware dealers and friends.

Dutch lunch and vaudeville entertainment given by Saginaw merchants, jobbers, manufacturers and visiting salesmen at Germania Gardens.

Friday, August 11.

Jobbers', manufacturers' and traveling representatives' day.

The entire programme has been turned over to the Committee of Salesmen, of which T. J. Furlong, St. Ignace, is Chairman, and announcement in regard to the details of the same for this day will be made at the convention.

Members are requested to report at the convention hall promptly at the hour announced for each meeting, and representatives of jobbers and manufacturers are invited to assist in having meetings open promptly by closing their parlors at least five minutes before each meeting.

Hardware Trade More Active Than Expected.

The volume of orders for general hardware, now being placed with manufacturers and jobbers by the retailers in all parts of the country, is considerably in excess of the usual record at this time of the year. Many retailers are especially urgent in their demands on jobbers for quick shipments from stock of summer goods for which they have recently been placing moderate supplementary orders. The trade in sporting and outing goods is very brisk and, although business in these lines was late in developing, the magnitude of these transactions is now making up for its tardy beginning.

Haying and grass tools continue very active and the demand is being maintained longer than usual, although it started earlier than was expected and continued heavy throughout the spring season. Binder twine is being purchased freely owing to the increased requirements resulting from an exceptionally good harvest of oats and rye. Garden hose is not very active owing to the continuance of wet weather throughout the North and Southwest.

Business in fall goods is growing brisker every day, and it is believed that retailers will begin to order supplies in these lines much earlier than usual.

Stocks of general hardware in the hands of retailers are greatly depleted, although their purchases in the spring were heavier than customary. Wire nails and other wire products are quiet, but the undertone of the market continues strong and there is less evidence of price-cutting by jobbers. Builders' hardware also continues active. It is generally expected that the business booked by the leading manufacturers and jobbers during the current month will be far larger than that in the corresponding month last year, and the outlook for the remainder of the year is very promising.

You can tell what a man's fruits will be if you know where he sets his roots.

The Value of Interurban Roads.

Battle Creek, July 23.—The Nichols & Shepard Threshing Machine Co. is building a brick smoke stack 125 feet high. These stacks are now built round instead of square, as in former years. Few people realize the expense of constructing such an apparently simple thing. This smoke stack will cost \$2,400.

The Advance Pump & Compressor Co. made shipments last week to England and New Zealand, and have just received orders from Australia. These orders were secured through their exhibit at the St. Louis Fair. This company has been obliged to enlarge the steam plant, and install a new Sampson engine. For several weeks past the men have been working nights to enable the firm to fill orders.

A large refrigerating company, of Chicago, has been looking over one of the vacant food company buildings, with the purpose of locating here. No bonus or pledges are asked.

An Ohio shovel and stamping company, employing 200 men, is corresponding with the Business Men's association, with a view of locating here. The company ask for some privileges and the proposition is being considered.

A company has been organized here to manufacture a new extension table patented by E. H. Humphrey, and will occupy the building formerly used by the Knell Air Brake Co. The tables are made in nine different styles, and are constructed upon an entirely original and unique plan.

The American Stone & Construction Co., which sold its plant and grounds to the Grand Trunk, as part of the site to be occupied by the Grand Trunk locomotive shops, has erected a new plant in the southwestern part of the city, at an expense of \$20,000, and is now turning out 26,000 brick a day. There is no other brick yard in this section.

Among the greatest aids to business are the interurban roads. The Business Men's Association has ascertained that for the year ending July 1, 1905, 2,885,340 passengers were carried in and out of this city on the Battle Creek & Jackson and the Battle Creek & Kalamazoo electric lines. These lines bring so much business to the city that the Business Men's Association will do all in its power to encourage the building of three more proposed electric lines into this city: One to Lansing, one to Coldwater and one through the lake region of Berry county to Hastings and Grand Rapids.

Magnet Used in Surgery.

The electro magnet bids fair to usurp the throne of the surgeon's knife, in the manipulation of which the contemporary physician is reputed to take great delight. A case in which a piece of a hammer head had been driven into the muscles of the upper arm and another in which a piece of a chisel had been imbedded in the forearm, had been both left without operation in the hope that the pieces would work out of themselves; but instead of this the wound festered and an electro magnet was tried. The result was wholly successful, the pieces instantly appearing on the magnet. In another remarkable instance a chip of steel that had been imbedded in the palm of a man's hand for a year and a half, another piece of steel that had been in the back of a hand for seven years, and a broken sewing needle that had been extremely painful were all triumphantly removed through the magical influence of the magnet. They all seem to have made their exit through the channel of their original entrance. The most suitable magnet for this purpose has a core four feet long and six inches in diameter, and is insulated with special cartridge paper.

Wanted Immediately

A few strong, honest, energetic, capable young men of good character, to learn the operation of street cars, either as motormen or conductors. Good wages. Permanent position. Apply immediately, either by person or by letter.

Saginaw Valley Traction Co.
Saginaw, Mich.

AROUND THE STATE

Slocum—C. L. Gold will remove his drug stock to Mears about Aug. 1.

Menominee—Frank Augur has opened a new grocery store at 1109 Main street.

Port Huron—Lewis Manning has sold his grocery stock to Wm. Duce, late of Jackson.

Martin—Dr. George B. Nichols, the veteran druggist, is very low and is not expected to live many days.

St. Louis—Frank D. Bacon will continue the agricultural implement business formerly conducted by Bacon & Ulmer.

Hartland—Bert H. Marling has sold his general stock to Geo. Weller, who will continue the business at the same location.

Colon—C. W. Lanning, of Sturgis, has rented the Stull store and engaged in the cigar, tobacco and confectionery business.

Brown City—Jesse F. Holden has sold his drug stock to Peters Bros., druggists at Davison. They will continue both stores.

Nunica—Kinney & Gray have purchased the general stock of Wm. Barberich and will continue the business at the same location.

Boyne City—Mrs. S. A. Gaumer has sold her grocery stock and bakery to Mr. Bellmar, of Petoskey, who took possession immediately.

Mt. Pleasant—Chatterton & Son, dealers in grain and produce, have merged their business into a stock company under the same style.

Thompsonville—F. R. Northwood has sold his drug stock to Dr. Geo. W. Beaman, who was formerly engaged in the drug business at Charlevoix.

Lansing—L. Frank Morrison has opened a drug store at 108 Michigan avenue west. The store has been re-decorated and new fixtures have been secured.

Ishpeming—Ivar Johnson has retired from the clothing and shoe firm of Johnson & Peterson. The business will be continued by O. L. Peterson.

Adrian—Lewis F. Kaiser has purchased the grocery stock of John Limbacher on Seeley street and has removed the business to 120 North Main street.

Bangor—C. M. Wilkinson, formerly of Berlamont, has moved to this place, having purchased Mr. Grills' interest in the former firm of Grill & Powell, meat dealers.

Benton Harbor—J. M. Luce has purchased a grocery stock on Pipestone street and will remove to this place from Hartford for the purpose of conducting same.

Petoskey—George Eckel, Manager of the Eckel Drug Co., died last Saturday and was buried Tuesday. He was an unusually successful druggist, having made a remarkable record in a comparatively short period.

Pottersville—N. O. Merritt & Co. have sold their grocery stock, fix-

tures and business to Albert E. Locke, of Grand Rapids. They give possession about Sept. 1. The senior member of this firm has been in business here sixteen years.

Orion—Berridge & Berridge, the oldest druggists here, have sold their stock and rented their store to Anderson & Son, of Davison, who take immediate possession.

Grand Ledge—Sharpe & Co. have sold their furniture stock and undertaking business to G. B. Johns, of Milford, who will continue the business at the same location.

Mesick—R. M. Harry has purchased the interest of his partner, Bruce Preston, in the Mesick Furniture & Hardware Co. and has moved the stock into the Evitts building.

Gagetown—B. and S. Pearlman, of Bay City, to be known as Pearlman Bros., will take possession of D. Burton's block Sept. 1 and carry a stock of groceries, dry goods and shoes.

Rockford—J. A. Fletcher has retired from the grocery firm of Miller & Fletcher. The business will be continued by Homer Miller and Leon Miller under the style of Miller & Son.

Detroit—The Wayne Automobile & Supply Co., with \$10,000 capital stock, \$3,000 paid in, has filed articles of association with the county clerk. John B. Farr, J. T. Chriselius and A. W. Muer are the stockholders.

Vestaburg—L. L. Hart and E. C. Hart, who have been engaged in general trade here under the style of Hart, Livingston & Co., are closing out their stock and will retire from business. They will take up their residence in Grand Rapids.

Jackson—Benj. Stern has formed a copartnership with Mr. Summerfield, of St. Louis, Mo., for the purpose of engaging in the house furnishing goods business under the style of the Stern Furniture Co. The stock will be installed about Aug. 15.

Hartford—M. A. Engle and F. F. Woolsey have purchased the drug stock of W. A. Engle, and will continue the business under the firm name of Engle & Woolsey. These gentlemen have been in active charge of the business for the past nine years.

Pontiac—W. J. Tinney, whose grocery store was recently closed on a chattel mortgage foreclosed by J. E. Carland, has resumed at the old stand. Jas. Eno, of Cass City, has purchased the stock and Mr. Tinney will act as his manager. Mr. Eno comes to this city at once to take charge of his property.

Howell—C. G. Jewett has sold his hardware stock to G. W. Milner & Co., of Toledo, Ohio, who are now shipping the goods away. Mr. Jewett has been reducing the stock for a year or more with the intention of closing it out as soon as possible. Mr. Jewett retains his plumbing department and will devote his entire time to that work.

Sault Ste. Marie—A petition has been filed for a receiver for the Blumrosen Co., a leading dry goods firm. Moses Meserous and Joseph Carribeau allege that they were forced out

of the company illegally and that they received none of the dividends granted or the value of their stock. They make claim that they signed papers for the purpose of securing a loan, and it later developed that they had turned their stock over to Bernard Blumrosen by the signing of the papers. Blumrosen denies the charges.

Pontiac—T. H. Landon, junior partner in the firm of Harger & Landon, announces that A. C. Harger has withdrawn from the firm and that he will sell the stock and close the business as soon as possible. Harger & Landon bought the stock and business of Turk Brothers about four months ago, and the firm has been conducting a grocery store with a bar in connection at the old stand.

Manufacturing Matters.

Traverse City—B. Chervenka is erecting a small factory here for the manufacture of interior fixtures and furniture.

Wolverine—The Custer Manufacturing Co. is negotiating for a site on which to erect a factory for the manufacture of clothespins at this place. The plant uses beech and birch and will employ seventy-five hands.

McBain—The Cromwell Lumber Co. is operating its mill here night and day preparatory to removal from this place. McBain will miss this concern, which has paid out an average of more than \$20,000 a year for material and labor during the past ten years.

Detroit—A corporation has been formed under the style of the Norseman Cigar Co. for the purpose of manufacturing and selling cigars. The company has an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Detroit—The American Specialty Manufacturing Co. has been incorporated for the purpose of manufacturing vending machines with an authorized capital stock of \$50,000 common and \$50,000 preferred, all of which has been subscribed and paid in in property.

Detroit—The Wayne Specialty Co. has been incorporated for the purpose of manufacturing and selling scaffold brackets and other specialties. The company has an authorized capital stock of \$5,000, of which amount \$2,700 has been subscribed and paid in in property.

Detroit—Edward J. Woodison, Lorenzo A. Crandall, William F. Bartlett, W. Bruce Howard and John A. Preston have incorporated as the Detroit Foundry Supply Co. and filed articles of association with the county clerk. The capital stock is \$25,000, of which \$16,010 has been paid in in cash.

Detroit—Crosby & Co., manufacturers of stone enamel, have filed articles of association, incorporating for \$100,000, of which \$1,000 has been paid in in cash and \$19,000 in present business property. The stockholders are Charles F. Crosby, of Detroit; George H. Hill, of Worcester, Mass.; and Andrew Cunningham, of Oakland, Cal.

Battle Creek—The Korn Krisp factory will be sold by Circuit Court Commissioner North on August 21 to satisfy a judgment given Edwin J. Phelps, trustee, for \$55,585 by the Circuit Court June 26. Some attorneys are afraid of taking any chances on a deed given by Mr. North, as he has already qualified as circuit judge, and it leaves a chance for a legal fight.

Cheboygan—The largest sawdust pile in the world, located in this city, is being converted into charcoal, ethyl, alcohol or oxalic acid. This pile accumulated from 1877 until the lumbering operations that made it were suspended, a couple of years ago. It is 1,080 feet long and 875 feet wide, is from twenty to fifty feet deep and covers twelve acres. The sawdust after the outer crust has been taken off is found as bright as when placed there.

Fourth and Last Call.

Grand Rapids, July 25.—We again approach you and through you we hope to interest your city in behalf of the Michigan Day Butchers' and Grocers' picnic and barbecue on Thursday, August 31d, which will be held in our city in connection with the National convention of Master Butchers of America.

In our previous series of letters we have given the details of this occasion, and will only repeat that they are the most elaborate ever attempted in the State. The convention sessions will be a source of instruction to all connected with the meat business. Speakers of national reputation will deliver addresses at each session and the public is especially invited to attend in the evening.

Michigan day will be devoted to entertainment and fun. Many cities have arranged to run special trains, and in many cities the butchers and grocers close all day.

If you intend coming to Grand Rapids during that week, and there are no excursions from your city, ask your ticket agent about the certificate plan of reduced rates. This is our last call, so remember August 1-2-3-4.

W. J. Kling,

Chairman Executive Com.

Kalamazoo After Another Industry.

Kalamazoo, July 25.—There is another new industry seeking a location in Kalamazoo and the members of the Board of Trade are quietly working on a scheme to land it. They are of the opinion that nothing will be asked of the city by the company except a free building site, and that can be readily furnished.

The concern was figuring with Grand Rapids, but a short time ago gave up their idea of locating there and a letter has been received here asking for information. A special committee has been appointed to correspond with the officials of the company, and a report will be submitted at an early meeting. The company is an old established one and has the largest plant of its kind in the world, which is located in Cincinnati. If a branch house is established here it will mean much to Kalamazoo.



The Produce Market.

Bananas—\$1 for small bunches, \$1.50 for large and \$2 for Jumbos. They are moving freely at prices that are practically unchanged. The hot weather has had a good effect on the demand, but bad on the fruit, much of which arrives in an over-ripe condition, causing loss to the consignee.

Beet Greens—50c per bu.

Beets—New command 20c per doz.

Black Raspberries—\$1.50 per crate of 16 qts.

Butter—Creamery is firm and strong at 20½c for choice and 21½c for fancy. Dairy grades are even stronger than a week ago, being held steady at 17c for No. 1 and 14c for packing stock. The demand for creamery is enormous. Receipts of dairy have decreased considerably and the quality has suffered by reason of the hot weather which prevailed last week. Very little stock good enough for table butter is coming in, which compels the trade to turn to either creamery or process.

Cabbage—Muscatine fetches \$1.75 per large crate. Home grown has declined to 50c per doz.

Carrots—15c per doz.

Celery—20c per bunch.

Cucumbers—Home grown are in large demand at 25c per doz.

Currants—Red fetch 90c@\$1 per 16 qt. crate.

Eggs—Local dealers pay 15½c on track for case count shipments, holding candled stock at 17½c. The receipts are not equal to the demand and the recent hot weather has seriously impaired the quality of the stock. There is a firm tone to the market and a slightly higher range would not be surprising. There is no particular reason for this except that the demand is heavy and the supplies are none too large. The shrinkage is very heavy just now and the number of dirty eggs is increasing.

Gooseberries—\$1@1.10 per 16 qt. case.

Green Corn—18c per doz.

Green Onions—15c per doz. bunches for Silverskins.

Green Peas—\$1 per bu.

Lemons—Californias are strong at \$6 and Messinas fetch \$7@7.50. In the light of the quotations of a few weeks back \$7 for a box of lemons seems prohibitive, yet such is not the case, as the hot weather made this fruit an apparent necessity and the movement has been steady even at these figures. While the market is not likely to be very much lower it is probable that a more reasonable basis will be reached soon, unless the weather should run to the extreme again.

Lettuce—75c per bu.

Onions—\$1 per crate for Bermudas or Texas; \$1.25 per 70 lb. sack for Louisiana.

Oranges—Prices are steadily ad-

vancing as the demand is heavy and the supplies are naturally short, as this is the season of the smallest production. Late Valencias are strong at \$4.60@5.25 per box.

Musk Melons—Rocky Ford cantaloupes are on a basis of \$6.50 per crate of 54 and \$6 per crate of 45 size. Illinois Gems fetch 80c per crate.

Peaches—Elbertas from Texas fetch 75c per 4 basket crate or \$1.25 per 6 basket crate. Southern peaches are in larger supply and the prices are down to a working basis. Texas and other Southern States promise to be good shippers this year and will be sharp competitors of California in this respect.

Pineapples—Floridas fetch \$4 per crate of 30 and \$4.25 per crate of 36.

Potatoes—New stock commands \$1.85 per bbl. or \$2 per 3 bu. sack. Most of the receipts are from Louisville.

Pieplant—50c for 40 lb. box.

Pop Corn—90c for rice.

Poultry—The market is strong on broilers. Local dealers pay as follows for live: Broilers, 15@17c; small hens, 9@10c; large hens, 8@9c; roasters, 5@6c; spring ducks (white), 11@12c; No. 1 squabs, \$1.50@1.75; No. 2 squabs, 75c@\$1; pigeons, 75c@\$1 per doz.

Radishes—10c per doz. bunches for round and 12c for long.

Red Raspberries—\$1.50 for 16 qt. crate.

Spinach—50c per bu.

Summer Squash—60c per basket.

Tomatoes—50c per 4 basket crate.

Turnips—12c per doz.

Veal Calves—6@8c.

Water Melons—20@30c apiece, according to size. No complaint could justly have been made by the melon men against the weather last week. It was just the kind desired for this trade and as a consequence the stock moved freely. The prices, however, are still rather high and they have retarded the trade somewhat. So many of the melons are large that it is hard to get any quantity that can be retailed below 30 or 35c, and this is a pretty high mark for this season of the year.

Wax Beans—The price ranges around \$1 per bu.

Whortleberries—\$1.25@1.40 per bu.

Amos S. Musselman has purchased the eleven acres known as the Van-Koovering place on the Robinson road, opposite the Limbert place, for \$10,000 and will immediately begin the erection of a handsome residence at a cost of \$15,000. This is one of the best locations for a suburban home in the vicinity of Grand Rapids and those who know Mr. Musselman and appreciate how long and faithfully he has sought a desirable residence location feel no hesitation in stating that the place will be made one of the handsomest properties in Western Michigan.

John Schmidt and August Pulte have formed a copartnership under the style of Schmidt & Pulte and purchased the grocery stock of J. A. Mohrhardt at 559 Cherry street.

The Grocery Market.

Sugar—The market is without practical change, so far as sugar itself is concerned. Reports from abroad are to the effect that the beet sugar crop will be an enormous one unless it is interfered with by bad weather. The demand for refined has held up well this season and will probably continue heavy during August on account of the great amount of fruit. The transportation question has been again changed by a further reduction in the carlot rate from 15½c to 13½c per 100 pounds. This rate applies to all Michigan points, so that Petoskey or Grand Rapids can get in sugar just as cheaply as Detroit. The same condition is true of Chicago and the West. Marshalltown, Iowa, for instance, can get in its sugar just as cheaply as Chicago can, which places the City by the Lake at a great disadvantage and practically compels the wholesale grocers of that market to handle much of its sugar at a loss. How long this condition will continue or what new developments may arise, no one seems to be able to foretell.

Tea—Attractive offers of old teas are being made and to some extent they interfere with the trade in the new crop. In lower priced teas there are also some good offers. Jobbers say that they do not see how these teas can be produced at any lower figures than are now being asked. If the Japan growers can not get a satisfactory price for their leaf, they will simply not pick it. On this assumption it is thought by many that lower prices will not be reached on the low grade teas and that they are a good purchase now. There is certainly a very short crop of the first picking of Japan teas. This fact is well established, but it has not affected prices in this country materially as yet, on account of the large stocks of old teas still held.

Coffee—Actual coffee is unchanged and quiet. The Brazil coffee situation is rather easy than otherwise. Mild coffees are firm, and the assortment is getting poorer and poorer. The receipts are at present very small and an advance throughout the whole line may come later. Java and Mocha are steady and unchanged.

Canned Goods—Packers on the Puget Sound are still waiting for the run of Sockeye salmon, which is very late this year. Some low figures have been made of new red Alaska and they will probably augment the sale in this variety. A good business has been done in pinks. All reports indicate that little interest is being taken by retailers or jobbers in the new pack of California fruits. Northwestern jobbers, if not those in all parts of the country, have good supplies on hand at this time and they do not need to buy, especially at the high prices asked for many of the new fruits. Gallon apples have advanced somewhat on the shortage in supplies. Until the green fruit becomes abundant there will be a scarcity in this line. Holders of canned tomatoes are very firm in their views and are slowly boosting the prices. The demand is first rate and the con-

tinued reports of short crop this year are an element of strength in the situation. Just how much the pack will be short of last year no one knows. At the present time the reports have become frequent enough to frighten some of the buyers. Corn is selling in a moderate manner at unchanged prices. Reports as to the probable pack are not very definite and have had no appreciable influence on the market. There will undoubtedly be a short pack of peas. In Wisconsin it seems to be agreed that the output will be not over 40 per cent. of last year. The recent hot weather has had a bad effect on the peas. There is a fair demand for this line. String and wax beans are selling moderately. Other vegetables are not in any great demand at present.

Dried Fruits—Seeded raisins are dull at unchanged prices. Loose raisins are quiet. The price on spot is unchanged but on the coast holders are asking ¼c advance. Currants are in ordinary demand. Pending legislation in Greece has advanced prices over there nearly 1c and in this country about ¾c. Apricots are selling in a small way as to futures, but are slow on spot. Prunes are in slow demand on spot. Futures are wanted in moderation, but can not be obtained at prices satisfactory to buyers. No packer is asking less than a 3c basis, and some want 3¼c. Spot peaches are unchanged, but futures for August and September shipment have advanced ¾c from bottom, and about ¼c during the week. The cause of the advance is destructively hot weather in California.

Rice—There is a decided shortage in the present crop of rice and the market is on a firm basis. It looks very much as if the era of low priced rice were over and that for the next year or two anyway this commodity will cost more than it has for the past two years. The demand is of moderate proportions.

Syrups and Molasses—Glucose is unchanged for the week, and so is compound syrup. The latter is in very light demand. Sugar syrup is slow, except for export. Prices are unchanged. Molasses is unchanged and very quiet.

Fish—Cod, hake and haddock are neglected and unchanged. In salmon the failure of new Sockeye salmon to appear has become a very serious matter. About three weeks of the already short season have passed and practically no fish have shown themselves as yet. Shore mackerel are about \$1.50 per barrel higher for the week and Irish mackerel 50c per barrel higher. Shore mackerel are not scarce so far as the catch is concerned, but so large a percentage of the receipts are being bought fresh that the quantity left for salting is very light. The demand for mackerel is good, especially for Irish fish. The general outlook is strong. As to sardines, the Seacoast Packing Co. has advanced quarter oils with key 10c per case, which makes the price \$2.60, and withdrawn quotations on keyless quarter oils. The other packers have not followed as yet, but probably will as the supply is small.

WHISKY VS. SUCCESS.

Discussion of the Subject by One Who Knows.

Written for the Tradesman.

I notice that the daily newspapers are giving much space to John D. Rockefeller's recent verbal raid on the liquor habit. There are editors who indorse the oil magnate's ideas and there are editors who dodge the issue by throwing mud at Mr. Rockefeller and hinting that there are worse things in the world than the thirst for strong drink, which is sneaking and irrelevant.

I do not believe Mr. Rockefeller's personality or his commercial career should enter into the dispute. He said just what thousands have been saying for hundreds of years and it seems to me that the question should be decided on its merits. Anyhow, I do not believe in this hue and cry against the oil man.

The unwritten rules of commercial life set forth that a man may get all he can of this world's good things, provided he does not set a bad example to his fellows by violating the laws of the land. The oil man has been successful—and success makes enemies as well as friends. The men and women who are slamming at him from a safe distance are, of course, models of moral and commercial rectitude. They wouldn't take one of his tainted dollars for the world. Many would doubtless prefer to sell a share or two of brewery or distillery stock to help build a new church edifice or send a missionary to carry the Bible into Africa. Or, perhaps, some of them, rather than take his money, would even go so far as to turn in for a month or two the rent of a house where red lights burn in front of the door at night.

All this is not to the point. Mr. Rockefeller said just what tens of thousands of business men are saying every day. You go to a large city, if you happen to be a man, and ask for a position anywhere. They will question you first about previous experience in the business you wish to engage in. The reply being satisfactory, they will then ask you if you drink liquor. If you do, and are honest enough to say so, you must be a mighty good man to get the position.

All through the business world there is a boycott on whisky. Even the men who make it and the men who sell it object to their employees drinking it. A bar-keeper who does not drink can command a larger salary than one who does.

This boycott on whisky is not a matter of sentiment with business men. They do not care what a man does outside of office hours so long as he serves them faithfully, loyally and intelligently; but they know that a man can not serve them well when his head is muddled with whisky, when he has a way of coming to his work in the morning with trembling hands and a stomach that feels like a great aching void.

They know, too, that a man who drinks whisky is not a safe man. He can not be placed in a position of

trust. If he does not fail the firm for physical reasons when he is most needed he is quite likely to blab out company secrets in some drunken moment, just to show that he is wise to what is going on.

If the drinking employe does neither of these things, but works along with a "still" on, he is thick headed just like the rest of the boys, only and never capable of doing his best. He never has the keen, quick intelligence which certain positions demand. He is just a machine, capable of doing only routine work, and not the sort of a man his employers want. It is no wonder all the big corporations are laying off men who drink. Whisky has killed more people since the day Noah lay asleep in the sun than all the armies that ever fought with spear or needle gun.

And there is another side to this drink question. It is an old saying that a convivial chap is "a good fellow." I wonder if he is? Whom is he good to? To his wife or mother, sitting alone by the window at midnight, waiting for an unsteady step on the walk? Is he good to the "chums" he first leads astray and then quarrels with? Is he good to himself? If he was, he would not paint that nose so red. He would not disgrace those who care for him by going about with bloodshot eyes and trembling gait. You may depend upon it that the man who drinks is not "a good fellow."

Young men can not afford to drink. The associations of whisky are vile and demoralizing.

The poison eats out the moral fibre. It is almost as bad in this regard as the cigarette.

When a young man begins to drink he begins to neglect his personal appearance. He gets the saloon habit. He likes to sit at a table with a lot of loafers and listen to disgraceful stories.

John D. Rockefeller is right.

If a young man prefers drinking places and evil associates to the company of ladies and gentlemen; if he is willing to shut music, and pretty girl friends, and the love and respect of his associates out of his life, he may put his feet in the trough and drink himself to death as soon as he pleases, but if he wants to see this beautiful old world, and be a part of it, and live with a clear brain and an eye alive to beauty, he must cut out the whisky. I have used the word whisky here instead of the words beer and wine because the drink habit leads to whisky, and usually barrel house whisky in the end.

Yes, Rockefeller is right. The young man can not afford to drink.

Alfred B. Tozer.

Just Resentment.

Young Husband—Bertha, did you ask the grocer to show you some of those seedless beans I was telling you about this morning?

Young Wife—Yes; and if you want your slippers warmed before you put them on you can warm them yourself, sir. I won't.

OUT OF THE RUT.

Novel Ideas Originated by New England Merchants.

Written for the Tradesman.

This novel and effective advertising dodge is being successfully used by a large Boston drug firm: Every once in a while they issue yellow slips reading something like this: "Read this offer: 24c value for 10c. Bring or send this slip with 10 cents to our store before July 1 and we will give or mail you a 9c insect powder blower containing 15c worth of our Magic Insect Powder, a sufficient quantity to convince you that it kills the bugs." Below this is a space for the buyer's name and address.

The object of these slips is twofold. They not only advertise the goods, but they also give the firm a very valuable mailing list. Moreover, they are never dropped on the doorsteps or in vestibules, but are distributed only by mail, which gives them a distinct value in the eyes of the recipients. Spring medicines, perfumes, any articles, in short, which it is desired to boom at a special season, are advertised in the same fashion.

Even the city directories, placed in their waiting room for the convenience of patrons, are pressed into advertising service by one dry goods firm. Every directory is furnished with about a dozen narrow ribbon bookmarks, each ribbon bearing at the end an artistic little card advertising some one of the firm's specialties likely to appeal to this class of customers. These cards are changed from time to time, so that in the course of a year quite a large field is covered in this way, and that without costing the firm a cent.

A ribbon store drew no end of custom this season by having a deft-fingered young woman demonstrate the art of making ribbon bows and trimming hats exclusively with ribbon. She answered pleasantly the cross-fire of questions directed at her, and offered to trim free of charge any hat while the owner waited, provided the ribbon was bought at that store. It all looked so simple and easy as she did it, the tying of chic bows, that her audience watched her with fascinated attention, and went home perfectly satisfied that they had the art at their finger tips—until they tried it.

In another part of the same store another demonstrator showed how to contrive numerous articles of fancy work from ribbon. It goes without saying that these schemes proved star attractions for drawing women into the store and increasing the sales of ribbon.

A firm of furniture dealers recently celebrated their tenth anniversary in unique fashion. The flyers by which they announced the event were profusely decorated with the figure ten, and they advertised that from 10 o'clock in the morning until 10 in the evening on that day every tenth customer—the record to be kept by the cashier—was to have one-tenth of the amount of his purchase refunded to him, while every

hundredth customer was to be given a shining \$10 gold piece. Also every purchaser whose bill amounted to an even \$10, or any multiple of that sum, was to be given a rebate of 10 per cent.

Attention was still further drawn to this event by the exhibition of a huge "dummy" birthday cake in the show window. Each slice was lettered in imitation of pink candies with some pointed advertising phrase, while a placard above read: "We are ten years old to-day." Candles, with rose-colored shades, on the cake were lighted in the evening and gave a fine effect.

Apropos of the "tainted money" agitation, a firm in Cambridge, Mass., recently advertised: "All kinds of money accepted, tainted or otherwise. Leave it with us and no questions will be asked."

A shrewd merchant secured considerable publicity for his department of infants' wear by instituting a photographic baby show. Mothers were invited to send in photos of their children under three years of age. Each picture was given a number, and the whole lot exhibited in one big show window, under a placard reading: "Choose the prettiest." Every purchaser at the store, in whatever department, was given a ballot on which to note the number of the photograph, in his estimation, of the prettiest baby.

A first prize of a \$20 gold piece, a second of a baby's handsome outfit, and a third of a baby's gold ring were to be awarded to the three heaviest vote getters, and a consolation prize of a silver mug to the one polling the least. These prizes were all on exhibition in the window with the photographs. Older brothers and sisters hustled for votes in the interests of the particular baby contestant in whom they were interested. Maiden ladies of uncertain age, childless couples, middle-aged folk, the last occupant of whose cradle had reached the courting stage—all were canvassed for votes by these youthful partisans.

At the close of the contest the votes were counted in full public view, in the window in which the pictures had been exhibited, while a couple of newspaper men kept tally. The counting process proved a big attraction and drew a crowd that blocked the sidewalk. As fast as the individual votes were counted, the results were chalked on a big blackboard in the back of the window, and then things began to hum. As to the ultimate value to any business of such contests there may be a difference of opinion, but they certainly awaken enthusiasm, and as a general thing give a wide publicity at a moderate cost.

Bertha Forbes.

His Idea Of It.

The Minister—Young man, you should be making preparations for eternity.

Young Man—I am, sir. The girl I am engaged to is taking lessons at a cooking school.



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For

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, July 26, 1905

CITY AND COUNTRY.

All the statistics and figures go to show that the great growth of population in America is in the cities. To be sure there are more people in what is called the country than ever before, but the proportion of urban residents is constantly increasing. Some of the small cities are growing smaller, but all the cities that have reached forty or fifty thousand population are growing larger and the larger the city the greater the growth. Somebody has made a calculation to the effect that at the present rate Greater New York will have a population of forty millions seventy-five years hence. If this be true, a proportionate growth will attend Chicago, Boston, Philadelphia, etc., reaching out in less degree to take in all the larger cities of the United States. The centers of population are already so crowded that comfortable living is interfered with, rents are high and getting higher, urban transportation facilities are more and more taxed and many problems present themselves that are difficult of solution.

With the growth of the cities there must, of necessity, be a corresponding although not, perhaps, proportionate growth in the distinctly rural regions. If many millions are added to the cities somebody must grow the wheat, the corn, the potatoes and other agricultural products for their subsistence. It is unquestionably an advantage to every farmer that the city nearest him grows bigger. It means a bigger and a better market for the products of his soil and labor. Then perhaps before this phenomenal growth to which the fanciful calculator refers is realized the pendulum may swing the other way. Already there are a marked disposition and tendency on the part of people to get out into the country for residence. Farm lands near cities are more and more owned and occupied by people whose business must be in town, but who prefer a residence away from its noise and bustle. This is very much facilitated by the rapid extension of the electric railways. People can easily get several miles out into the country and can go and come to and from their

business, not only readily but at small expense. This progress and development may proceed indefinitely, constantly taking in more and more territory. The cities must always be the centers of business activity, but the attractions of rural residence are annually impressing themselves more and more upon the people.

THE COUNTRY'S CROP.

The Government spends a good deal of time and money in getting statistics about the crops, not only after they are harvested, but before, and the latter serve as a basis of estimate that is of value to the producer, the middleman and the consumer. The July report estimates that the aggregate value of this season's crop in the United States will be fully four billion dollars. That is a sum so great that it can scarcely be understood or appreciated. It is often said that agricultural prosperity is the real foundation of general prosperity and in that view of it certainly 1905 is going to be a very good year in this country.

In detail the July estimate prophesies that the yield of wheat will be over 705,500,000 bushels. Supposing that this will be so, at 87 cents a bushel it means over \$613,600,000 for the growers. The same report anticipates over 2,650,000,000 bushels of corn, which at 57 cents a bushel would bring over \$1,500,000,000, and even at 50 cents a bushel there is big money in it for the farmers. There will be very nearly a billion bushels of oats, which at 32 cents would be very close to \$304,000,000. In this part of the country barley is not one of the great crops, but the United States is expected to produce over 141,000,000 bushels of it, that will be worth over \$60,500,000. The hay yield is figured at 65,000,000 tons, and it is easy to see what this would bring at \$10 per ton. The much-talked about cotton crop will probably be 10,000,000 bales and that means \$500,000,000. Besides these leaders there are a great many other products grown on the farms of the United States, so that the aggregate estimate at four billion dollars is considered conservative. This sum from the soil contributed to the wealth of the country is a big item in our national welfare.

They who wait for dead men's shoes too often find them without soles.

A man's friends are generally as good as he deserves.

Nothing grows like a grievance, with proper nursing.

Brains are a good ballast for even a beauty to have.

Flattery is the salt sprinkled on the tail of vanity.

It is better to marry a housekeeper than an heiress.

Good intentions are a drug on the market.

A man is as big as his thoughts.

THE BOAT ROCKING FOOL.

There are a great many fools at large in the world and each succeeding season affords special opportunities for the several classes and varieties to exercise their foolishness. There is an old saying that a fool is born every minute and there is good reason for believing that the ratio fixed is too low. The particular kind of fool that is most in evidence during the months of July and August is the one who rocks the boat for the purpose of frightening the other occupants. This fool has been getting in his work already, and the summer season is only at its height, with five or six weeks yet of opportunity. At a place near New York a report the other day told how a boat rocker upset a craft and three young girls were thrown into the water. They were fortunately rescued by a real man who came along, while the chap who rocked the boat saved himself as best he could and narrowly escaped a thrashing when he reached the shore. A good sound thrashing comes as near to making the punishment fit the crime as any penalty which could be imposed.

The most attractive summer resorts are those which have lakes or rivers. Accordingly it happens that most people who go on a vacation go where there is opportunity for boating. Thus hundreds of thousands every summer are brought within the dangerous sphere of the fool who rocks the boat. A good boat on calm water, with ordinary care and caution, is reasonably safe, but when somebody, for mere bravado, rocks it, straightway it becomes very dangerous. There is another sort of allied fool, or, more strictly speaking, two fools, and they are those who change seats in a rowboat without getting close to shore. These are things which people going on their vacations should take into account, and by so doing some may save their lives. The summer season never passes without its share of accidents caused by the boat rocking fool, and those who wish to live long and prosper will do well to give him a wide berth. He is everywhere, at the lakes, the rivers and the seashore. Find him out and assure him that his room is more desirable than his company.

Evidently wearing a crown on the other side of the sea is dangerous business. The Czar of Russia knows full well that several of his subjects are gunning for him all the time and he dare not put his head out of the door. The Sultan of Turkey had a close call the other day. A bomb meant for him burst in the court yard of the mosque just as he was leaving and his escape is counted miraculous. His imperial majesty is in constant dread of assassination. Everything he eats and drinks is carefully inspected and it is said that he even ascends to his bedroom by a ladder which he pulls up after him. Guards surround him constantly and he is afraid of his own shadow. Abdul Hamid is 53 years old and his continual state of fright is made a source

of profit to some of the Turkish officers, who tell him fairy tales about proposed assaults and then get rewards for saving his life. He is a curious and mysterious old chap about whom little is known but much has been written.

The State census of Iowa shows a loss of rural population without any compensating increases in the cities. It is a peculiarity of Iowa that it has no great city and its scores of little ones show only moderate growth. They are even talking about the loss of one representative in Congress as a result of the next redistricting. Iowa will continue, however, to be one of the best and most prosperous states in the Union. If it has no great manufacturing centers it has escaped the evils of congested population and its people are splendid American types.

The role of peacemaker is seldom a wholly satisfactory one to play. Russian newspaper writers are now saying a great mistake was made in accepting Uncle Sam's good offices and that the United States is Russia's real enemy and Japan merely its puppet. As a matter of fact the Russians should be very grateful that somebody saved them from utter annihilation, and they will be later on when they come to realize fully their predicament.

Postal conditions in the interior of Turkey are still in a patriarchal stage of evolution. When a postman arrives in a village, on muleback, he distributes the letters in a public place, giving each his own, and then putting the undelivered ones in the hands of relatives or acquaintances of those to whom they are addressed. Yet it is said that 99 per cent. reach their destination.

Money is more evenly distributed in France than in any other civilized country. According to the taxation returns fewer than 20,000 persons have property valued at \$200,000. Of these only 6,000 have fortunes exceeding \$350,000, while not more than 100 have \$2,000,000 or over, and there are just ten fortunate persons who have more than \$25,000,000.

Though the Russian army in the field has been reinforced and re-equipped, it is reported that the soldiers have no appetite for more struggles with the Japs. Since they have learned of the peace negotiations their sole desire is to return to their homes. It is quite natural. An army that has never won a battle cannot be expected to exhibit courage or confidence.

The German people are complaining because operation of the high tariff has made the price of meat excessively high and beyond the reach of ordinary means. Public meetings are being held protesting against the prohibition of the importation of live cattle. The prices of meat in Germany are fully double those that prevail in this country, despite our beef trust.

MEN OF MARK.

Samuel M. Lemon, President Lemon & Wheeler Company.

Well directed and properly concentrated effort is the magic talisman which opens the door to commercial or other distinction. It is a force which may build up or destroy magnificent undertakings. Only recently it has reduced a powerful nation to a condition of pitiful helplessness. However, at all times, when applied in either a national or individual quantity, the results are correspondingly marvelous. It is an old saying that things that are obtained without effort are not greatly prized and fortunes that come quickly are likely to vanish into thin air as rapidly as they materialize. Nothing that is obtained cheaply seems to be worth while in this day and age and only steady, persistent, intelligently directed work makes life's rewards of real and permanent value.

It is often found that the young man who does not get along well in life is lacking in definite aim. He is like the inhabile marksman who uses a big barreled gun and a small sized shot and trusts to luck for his quarry. He overlooks the facts that the shot scatter and that if one or two were to take effect they probably would not kill or even disable. The true huntsman never uses bird-shot when out after big game. He carries a heavy rifle and depends upon his steady arm, practiced eye and long years of training to speed the bullet to its intended destination.

In everyday business life are observed young men who fritter away their best years in essaying a trade, occupation or profession for which they have no taste or inclination. They try a certain line of work for a few months or years and then another and because they do not soar to the top right away they become dissatisfied and again go into a new kind of business, with the result that they find nothing that suits them and that they never rise above mediocrity. They lack the absolute essential to success in any undertaking, which is constant and persistent application. Failure is seldom recorded in the case of one who possesses a singleness of intent from which he never varies. The employee who simply does his duty and keeps one eye on the clock never amounts to much, while he who does his whole duty or a little more perhaps and takes as much interest in his employer's business as if it were his own is always heard from. Tenacity of purpose and the concentration of all the powers of body and brain are the goal winners of the twentieth century and any success that is not predicated upon these two inspiring agencies is purely adventitious and evanescent and of false or unsatisfying nature.

Given constancy of purpose with an intelligent direction thereof and a lifetime of endeavor might amount to but little were it not reinforced by a necessary complement of brain. Something of this happy combination of a fixity of purpose and the men-

tal capacity needed for its support is suggested in reviewing the career of an eminent factor in the wholesale grocery trade of this market, S. M. Lemon. Mr. Lemon is not one of those who seek notoriety, is not at all vainglorious as to what he has accomplished in a quarter century of exceptional activity, but his very modesty has attracted attention to his deeds in such measure that he is known and honored in business, social and political circles throughout a much wider environment than is gained by most men of his age.

Samuel McBirney Lemon was born November 27, 1846, at Corneycrew, Parish of Mullabrack, in the county of Armagh, Ireland. His parents, Samuel and Rachael Lemon, were of the famous Scotch-Irish ancestry, which sturdy stock has left a last-

was blessed only with the characteristics which he inherited from such a race, but although the record of his life is short, it exhibits a singleness of purpose and a tenacity in the pursuit of business which has commanded success even under adverse conditions. It was the intention of his parents that he should prepare for the ministry, but he early expressed his desire to follow a mercantile life and, after receiving the best education his native country afforded, his father apprenticed him at the age of 18 years to one of the largest grocers in Ireland, at Potadown, Armagh county. Here he remained for five years, without pay, working hard to perfect his knowledge of the business, and soon after the completion of his apprenticeship, in November, 1870, set sail for America. On landing in

still impelled him on, and he decided to begin business for himself. His travels had familiarized him with the growth and prospects of Grand Rapids and, admiring its push and enterprise, he decided to link his fortunes with its future. Consequently in 1880 Mr. Lemon removed to Grand Rapids and purchased the interest of John A. Covode in the wholesale grocery house of Shields, Bulkley & Co., which was then located on South Division street. On the removal of the firm to the new building in 1883, the firm name was changed to Shields, Bulkley & Lemon, which afterward became known as Bulkley, Lemon & Hoops. On the retirement of Mr. Bulkley, the firm name was changed to Lemon, Hoops & Peters, and on the retirement of Mr. Hoops, the firm name was changed to Lemon & Peters. The copartnership continued until the failure of Mr. Peters—which did not involve the grocery house except as he was related to it as a partner—when Mr. Lemon immediately organized a corporation to continue the business under the style of the Lemon & Wheeler Company, which has been one of the most prosperous mercantile establishments at this market. The company owns the building which it now occupies at the corner of South Ionia and Oakes streets and its field of operations has been enlarged from year to year until it now covers the entire western portion of the State and the northern portion of Indiana.

Mr. Lemon has made his influence felt in other enterprises than the wholesale grocery business. He has long been a director of the Fourth National Bank and has taken no small part in the work of developing and expanding that institution. He is also a director in the Fifth National Bank and the Peoples Savings Bank. Within the past year he has purchased a quarter interest in the Grand Rapids Show Case Co., which is one of the most progressive and prosperous manufacturing institutions in the city. He is largely interested in real estate and is a dominating factor in any institution with which he casts his fortune.

Mr. Lemon has always been prominent in the Grand Rapids Board of Trade, having served as a director since 1896 and acted on many of the most important committees of that organization. He has been a strong advocate of river improvement and has done yeoman service in the work along educational lines.

Mr. Lemon has been an adherent of the Republican party ever since he was admitted to citizenship. He has been mentioned several times for mayor, and it is not unlikely that he may be the candidate of his party for governor at some future time. He has been Collector of Internal Revenue for nearly eight years, owing his appointment to Senator Burrows, whose esteem and confidence he enjoys to a marked degree.

Mr. Lemon was married in Rochester, N. Y., January 17, 1883, to Miss Mary M. Peoples. They reside in their own home on Jefferson avenue,



Samuel M. Lemon

ing mark on American institutions in the great names it has contributed to every department of American life. As has been well said, "The Scotch-Irish were the first to declare independence from Great Britain and foremost in the Revolutionary struggle; leaders in the formation and adoption of the Constitution and its most powerful defenders; most active in the extension of our National domain and the hardest pioneers in its development." The Puritan, the Huguenot and the Dutch must gratefully salute with admiration this race which has given to the American Pantheon the names of Patrick Henry, Thomas Jefferson, John Paul Jones, James Madison, John Marshall, Andrew Jackson, James K. Polk, James Buchanan, Horace Greeley, Abraham Lincoln and Ulysses S. Grant. Mr. Lemon

New York, he secured a place with the grocery firm of Acker, Merrill & Condit, at the modest salary of \$10 per week, paying \$8 of this amount per week for his board. But within seven months, so valuable were the services of Mr. Lemon to his employers, that his salary was raised three times. His next move was to accept a position with A. M. Semple, of Rochester, and after five years of service there, Mr. Lemon had become manager of that extensive wholesale and retail grocery business at a fine salary. Tempted by a better offer, he then transferred his services to Lautz Brothers & Co., of Buffalo, and for five years was engaged in selling their goods, with conspicuous success. Although drawing a salary which was equaled by few in his line, the ambition which would not let the Irish lad remain in his native land,

which is one of the most unique and homelike residences in the city.

In the prime of life, with a fine presence and the qualities of mind and heart which have made him a host of friends, Mr. Lemon is one of the business men of Grand Rapids who believe thoroughly in its future, and who show in their own lives the advantages America gives, and what may be done in a few years by a poor foreign boy in this favored land. Patriotic and public spirited, intensely American because he knows personally the difference between a republic and a monarchy, it is from the ranks of such men the high types of American citizens are ever coming.

The Eighth Wonder of the World.

Among other current novelties wholesalers report great interest developing in Puffed Rice, an entirely new thing in ready-to-eat cereals. The product is said to be selling fast and advancing rapidly in public favor. The marvel is that some such way of transforming plain rice into a luxurious article of diet was not invented long ago.

The drudgery of cooking rice several hours has checked the consumption of rice in this country for half a century and sadly interfered with its sale. The sterling qualities of a food of the highest class, however, were always there. Apparently it only remained for an American by a trifling idea to change the world's most ancient and loved diet into a modern health food.

Just three years ago the scientific journals announced a novel method of cooking cereals by dry heat and explosion. A visit to the mills where this novel process is in daily operation shows that dry rice kernels, thoroughly cleaned, are packed into a steel cylinder, which is thrust into a furnace and heated to a high temperature.

After the rice is cooked the cylinders are withdrawn and locked each in a closely screened cage. The cap is removed from the mouth of each cylinder, and instantaneously, one hundred times quicker than lightning, the natural moisture in the rice grain flashes into a steamy explosion expanding each grain ten times and dashing the ricy berries of milk white out into the cage. The transformation is complete. Puffed Rice, ready for use in countless forms, lies before the wondering visitor.

To the sightseer, this fairy-like transformation is absorbing. The furnace contains eight revolving steel air-tight cylinders, and the cooking time is forty minutes. The air in the cylinders expands with the heat and exerts a tremendous pressure, preventing the natural water in the rice from turning into steam.

Cooking by explosion, truly, a wonderful idea, and one that rendered the process the cynosure of all eyes among the cooking and cereal exhibits at the St. Louis Exposition one year ago, this being one of the three exhibits that Prince Ito, the Japanese Prince, visited while touring the Fair. The crowds of visitors never tired

of watching the metamorphosis at the exact moment when the rice changes into dainty puffs. The cylinder has been likened unto a cannon by the wordy curious public and the interest is at boiling point from the moment the steel cannon run on a track into the oven, where they revolve ceaselessly for forty minutes, until the explosion comes, starting little exclamations at the unexpected.

Handfuls of the flaky delicious product were handed to the curious, and they found that it would melt on the palate. The little party of investigators wander on and view each part of the glistening steel mechanical outfit. No hand touches the rice from start to finish.

The great interest in the creation of Puffed Rice undoubtedly centers around its extraordinary finale—cooking by instantaneous explosive flash which robs the rice of its starchy properties and renders it a king of cereal foods.

Much interest has been shown in the invention by Western chemists who are interested in the food question. This product is so new and novel, so different and vastly superior to any ready cooked food that has yet been placed on the market, that the United States Government has granted The American Cereal Company a patent on it. The idea will be of incalculable value to the rice growers of the continent, as it will increase the consumption of the highest qualities of rice several hundred per cent. annually.

Recent Business Changes in the Buckeye State.

Aberdeen—C. C. White is succeeded in the drug business by D. P. Argo.

Dayton—The Globe Whip Co., which did a wholesale business, has discontinued business.

Dayton—The National Art Stone Co. has increased its capital stock to \$25,000 and will continue its manufacturing business.

Dayton—The Pneumatic Tire Protector Co. has been incorporated with a capital stock of \$10,000.

Geyer—The Sheets Mercantile Co., which does a general merchandise business, has changed its style to the Anglaize Mercantile Co.

Kenton—The furniture business formerly conducted by E. Sorgen will be conducted in the future by E. Sorgen & Son.

Newark—J. M. Edmiston will continue in the future the book business formerly conducted by Horney & Edmiston.

North Hampton—C. Zehring is succeeded in the boot and shoe business by E. G. Sutton.

Ottawa—The Rampe Store Co., which does a general merchandise business, has changed its style to the New York Store Co.

Peoria—L. N. Bechtel will continue the general merchandise business formerly conducted by Bechtel & Hornbeck.

Springfield—Chester McNorton will continue the grocery business formerly conducted by the Bee Hive Grocery Co.

Portsmouth—W. L. Harr is succeeded in the general merchandise business by Grose & Laidley.

Springfield—The grocery stock of W. E. Blair & Co. is in the hands of trustees.

Toledo—The National Soap Co. has absorbed the laundry compound business formerly conducted by S. J. Braun and also the business of the National Chemical Co. at this place.

Toledo—David Cohen has discontinued his clothing business at this place.

Cincinnati—A receiver has been appointed for the American Fruit Distilling Co.

Cincinnati—A receiver for the Cincinnati Fruit Refining Co. has been applied for.

Cincinnati—A receiver has been appointed for the Cincinnati Tile & Mantel Co.

Cleveland—Jacob Bliss, of Jacob Bliss & Son, dealers in boots and shoes, has given a bill of sale to his son.

Dayton—A petition in bankruptcy has been filed by the creditors of Layton & Layton, retail milliners and ladies' furnisiers.

Dayton—An attachment has been made on the grocery stock of Harry F. Tressler for the amount of \$151.

Can you expect your clerks to be models of politeness when you are gruff with them?

The best way to make sure of heaven is to make your homes like heaven here.

The Old National Bank

Grand Rapids, Mich.

Our Certificates of Deposit are payable on demand and draw interest.

Blue Savings Books are the best issued.

Interest Compounded

Assets over Six Million Dollars

Ask for our Free Blue Savings Bank Fifty years corner Canal and Pearl Sts.

Before Buying Your Gas or Electric Fixtures

look over our stock. We carry the largest line of Lighting Fixtures in the State.

WEATHERLY & PULTE Heating Contractors

97-99 Pearl St., Grand Rapids, Mich.



SOME COLD FACTS WARMLY EMPHASIZED

We want it distinctly understood that our company and our method and our plan are not to be compared for one single solitary second with any of the so-called sales promoting companies or their methods or their plans!

We want it distinctly understood that we can move a merchant's stock in 10 short, busy days without resorting to any of the usual misleading fake methods of the fly-by-night boomer and that through our Special Ten Day Sale System and our Expert Sales Promotion and Publicity Plans, we will crowd your store from the time it opens in the morning until it closes at night, with not only citizens of your own city, but thousands upon thousands of people from every town and village within scores of miles of your city, we will do it without compelling you to lose money on a single article—allowing you to mark your own goods, making them as high or as low as you please. Price cuts no figure. Our plans pull the people. Our system sends them away happy—full of praises for your merchandising methods—and full of respect for your honest advertising.

Don't doubt this. Don't take it for granted that we're "the same as all the rest." Don't put down this paper without writing us for full particulars of our prodigiously productive plans. We can refer you to hundreds of merchants for whom we have conducted remarkably successful sales. Write to-day.

New York & St. Louis Consolidated Salvage Co.
Incorporated

HOME OFFICE, Contracting and Advertising Dept., Century Bldg., St. Louis, U. S. A.

ADAM GOLDMAN, Pres. and Gen. Mgr

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 22—Coffee quotations appear to be well sustained, but there is not a very great amount of activity to the market at the moment. In store and afloat there are 3,761,713 bags—almost a million more than a year ago. At the close Rio No. 7 is worth 7½@8c. There is not much doing in the speculative market, but the situation is steady. For mild coffees there has been a very satisfactory demand and quotations for desirable stock are well sustained. Good Cucuta, 9¼c, and good average Bogotas, 11@11¼c. East Indias are moving with average freedom and at unchanged rates.

There has been a fair movement in refined sugar, but this volume consists almost altogether of withdrawals under previous contract and there is little new business beyond the daily run. Freights have made a further decline to interior points and this may prove a factor in stimulating trade. Canners, too, are taking much sugar, but their wants seem to have been pretty well taken care of and refineries are not reported much, if any, behind in filling orders.

Dulness broods over the tea market. Foreign advices are generally strong, but seem to have no effect on this market. Sales are of small quantities and the whole outlook is an indication of the "vacation period." True, there are some package goods which are maintaining the record, but these can hardly be said to give an indication of the real market.

There is a moderately active distributive trade in rice, but the general trade is not as active as last week. Sellers are confident, however, and not inclined to make concessions.

In spices there has been a small jobbing trade. Supplies of any kind are not overabundant, but buyers take only small quantities and there is enough to go around without any trouble. Pepper is the firmest article on the list.

Molasses, it is needless to say, moves slowly. While the demand is light, the few sales made are at full figures and holders generally have a good deal of confidence in the future of grocery grades. Low grades have met with some call and prices are well sustained. Syrups are firm and unchanged.

With a carry-over from last season of some 200,000 cases of peas, and a pack this year showing a reduction in the West of from 10 to 15 per cent., and in New York State perhaps as much, the question is whether the market will show any material advance as time goes on. The situation is firm and holders seem to think the outlook is decidedly in their favor. Other canned goods are moving with about the usual degree of

activity. Prices of tomatoes tend upward and 72½c seems to be well established. Bids of 70c are said to have been turned down—something that could not have been said a month ago. Corn is dull and quotations are nominal—Maine, \$1.05@1.10; N. Y. State, 80@85c, and Western, 80@85c. There is a "brooding anxiety" over the non-appearance of Sockeye salmon in their usual haunts, and until it is known whether this fish is to be "tinned" to any extent or not there will be some uncertainty as to the general salmon market. The total pack on the Columbia is very likely to show a falling off. Fruits are steady and the supply and demand are about equal.

The butter market is well sustained, although a good part of the strength is of a speculative character. For current use the volume of business is about as last week, Extra creamery is quoted at 20½@21c; seconds to firsts, 18@20c; imitation creamery, 17½@19c; factory, 16@16½c; renovated, from 16c up to as high as 18½c for extras.

For fancy small, full cream N. Y. State cheese there is a good demand and the market shows an advance to 10c. The supply seems sufficient to meet the demand, but there is no surplus. Large cheese are scarce and selling at practically the same as small.

Eggs show the effects of heat and arrivals from the West contain a large proportion of stock that will not bear very close inspection. If the goods are really desirable, they will fetch 19@19½c, but a large part is selling as low as 14@15c. @15c.

Recent Business Changes in the Hoosier State.

Advance—McDaniel & Leap are succeeded by Ora McDaniel in the clothing business.

Indianapolis—R. T. Mullis is succeeded in the retail grocery business by Wm. Cowen.

Fort Wayne—The Angola Furnace Co., which does a manufacturing

business, has increased its capital stock to \$100,000.

Fort Wayne—The Freiburger Hardware Co., which does a retail business, has been incorporated under the same style.

Goshen—Oliver W. Cunningham has discontinued his drug business at this place.

Indianapolis—The Island Coal Co. has been absorbed by the Vandalia Coal Co.

Horace—The stock of general merchandise of E. W. Cockrell has been purchased by John Stites.

Indianapolis—The I. Grohs Jewelry Co. has been incorporated under the same style.

Gas City—O. R. Handy is succeeded in the grocery and meat business by F. O. Marshall.

Indianapolis—The Indiana Lumber & Veneer Co. will continue business under the new style of the Indiana Veneer & Lumber Co.

Hartford City—F. A. Clark has sold his drug stock to Millard Caldwell.

Indianapolis—Mertins & Ehlers, dyers, have merged their business into a stock company under the style of the French Steam Dye Works.

Evansville—W. H. Small & Co. have merged their wholesale grain and seed business into a stock company under the same style. The capital stock of the new corporation is \$200,000.

Lafayette—Jas. Beck, Jr., will continue the grocery business formerly conducted by Jas. Beck & Sons.

Princeton—Robert Ingle is succeeded in the wholesale hardware business by the Morgan-Barndollar Co.

Anderson—The creditors of the Columbia Cigar Co., of which Arthur W. Morris is proprietor, have filed a petition in bankruptcy.

Matthews—Major Eastman has been appointed receiver for the Larche Window Glass Co.

South Bend—The creditors of Wesley J. Brown, grocer, have filed a petition in bankruptcy.

Your Children's Health

IS OF VITAL IMPORTANCE.

A large part of their time is spent in the schoolroom and it becomes the duty of every parent and good citizen to see to it that the schoolrooms are free from disease breeding germs. Decorate the walls with

Alabastine

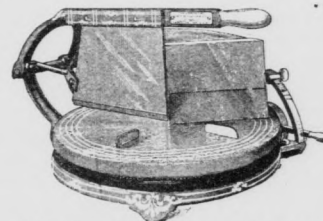
THE SANITARY WALL COATING

Cleanly, sanitary, durable, artistic, and safeguards health.

A Rock Cement in white and delicate tints. Does not rub or scale. Destroys disease germs and vermin. No washing of walls after once applied. Any one can brush it on—mix with cold water. The delicate tints are non-poisonous and are made with special reference to the protection of pupils' eyes. Beware of paper and germ-absorbing and disease-breeding kalsomines bearing fanciful names and mixed with hot water. Buy Alabastine only in five pound packages, properly labeled. Tint card, pretty wall and ceiling design, "Hints on Decorating," and our artists' services in making color plans, free.

ALABASTINE CO.,

Grand Rapids, Mich., or 105 Water St., N. Y.



Twelve Thousand of These Cutters Sold by Us in 1904

We herewith give the names of several concerns showing how our cutters are used and in what quantities by big concerns. Thirty are in use in the Luyties Bros., large stores in the city of St. Louis, twenty-five in use by the Wm. Butler Grocery Co., of Phila., and twenty in use by the Schneider Grocery & Baking Co., of Cincinnati, and this fact should convince any merchant that this is the cutter to buy, and for the reason that we wish this to be our banner year we will, for a short time, give an extra discount of 10 per cent.

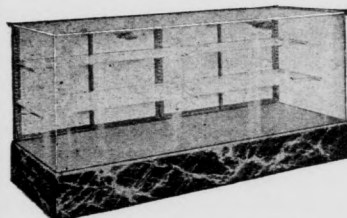
COMPUTING CHEESE CUTTER CO.,

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

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 \$300 up.

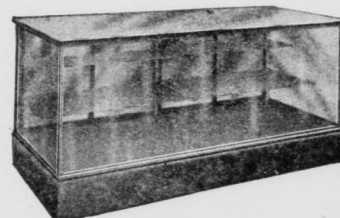
ADAMS & HART, 47 N. Div. St., Grand Rapids



"American Beauty" Case No. 400

Sold by the Foot Made by the Mile

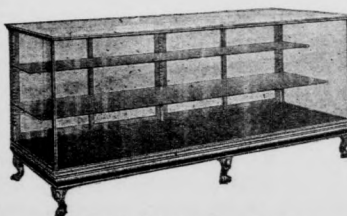
Absolutely no more **Standard** cases than ours on the market.



"Michigan Special" Case No. 301

Grand Rapids Show Case Company, Grand Rapids, Mich.

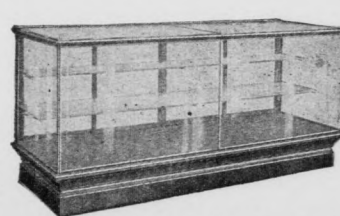
New York Office, 718 Broadway, Same floors as Frankel Display Fixture Co.



"Colonial" Display Case No. 340

Modern Outfitters For Modern Merchandising

Send for copy of our catalogues "A" and "C." The first shows 114 styles of floor and wall cases, all original. The latter illustrates our unsurpassable line of **Clothing and Suit Cabinets** that have revolutionized the handling of ready-to-wear garments.



"Crackerjack" Floor Case No. 25

THE NEW LAW.

The Statute Governing the Practice of Pharmacy.

Section 1. Act number one hundred thirty-four of public acts of eighteen hundred eighty-five, approved June two, eighteen hundred eighty-five, entitled, "An act to regulate the practice of pharmacy in the State of Michigan," is hereby amended by amending sections two, three, four, five, six, seven, eight, nine, ten, eleven and twelve and by adding thereto twenty-one new sections to be known as sections thirteen, fourteen, fifteen, sixteen, seventeen, eighteen, nineteen, twenty, twenty-one, twenty-two, twenty-three, twenty-four, twenty-five, twenty-six, twenty-seven, twenty-eight, twenty-nine, thirty, thirty-one, thirty-two and thirty-three, so that said amended sections and said added sections thereto shall read as follows:

Sec. 2. The said board shall, within thirty days after its appointment, meet and organize, by the election of a president, secretary and treasurer from its own members who shall hold their respective offices for the term of one year, and until their successors are elected and qualified, and shall perform such duties as shall from time to time be prescribed by the board. The secretary and treasurer, before entering upon the duties of their respective offices, shall give bond to the people of the State conditioned for the faithful receipt, disbursement and accounting for, in accordance with this act, of all moneys that may come into their hands as such secretary or such treasurer, in an amount fixed by the board, undersigned by a responsible surety company at the expense of the board, to be at all times under the approval of the Auditor General and the Attorney General, which bond shall be filed in the office of the Secretary of State.

Sec. 3. The secretary of the board shall receive a salary which shall be fixed by the board, but the same shall in no case exceed the sum of nine hundred dollars per annum and the treasurer thereof shall receive an annual salary which shall be fixed by the board, but the same shall in no case exceed the sum of two hundred fifty dollars per annum. They shall also respectively receive the amount of their traveling and other expenses incurred in the performance of their respective official duties. The other members of the board shall each receive the sum of five dollars for every day actually engaged in the service of the board, and also all their traveling and other necessary expenses incurred in the performance of their official duties. Said salaries, per diem, and expenses shall be paid from the fees received under the provisions of this act. All moneys received in excess of the said per diem allowances, salaries and all other expenses above provided for, shall be paid into the State treasury at the close of each fiscal year. All moneys accumulated by the present or former boards of pharmacy shall become a credit for said board and if in any year the

receipts of said board shall not be equal to its expenses so much of the said accumulated funds paid into the State treasury as aforesaid as shall be necessary to meet the current expenses of the board shall be subject to expenditure by said board as in this act provided. The secretary of the said board shall at the close of each fiscal year make an annual report to the Board of State Auditors and to the Michigan State Pharmaceutical Association of all moneys received by and disbursed by it under the provisions of this act.

Sec. 4. The State Board of Pharmacy shall have the power:

To make such by-laws, rules and regulations not inconsistent with the laws of the State, as may be necessary for the protection of the public health and the lawful performance of its powers;

To investigate all complaints as to quality and strength of all drugs and medicines, and to take such action as said board may deem necessary to prevent the sale of such as do not conform to the standard and tests prescribed in the latest edition of the United States Pharmacopoeia;

To employ an attorney to assist in the enforcement of the provisions of this act and assist in the prosecution of any one charged with violating any of its provisions;

To employ an inspector of pharmacies and one other person as the said board may deem necessary and shall authorize at a salary not to exceed one thousand two hundred dollars per annum, who, besides the members of the board, may inspect during business hours all pharmacies, dispensaries, stores or places in which drugs, medicines and poisons are compounded, dispensed or retailed;

To hold meetings at such places in this State as the board may determine for the examination of applicants for registration and the transaction of such other business as shall pertain to the duties of the board, five times each year, said meetings to be held on the third Tuesday in the month of January, March, June, August and November, and to hold such special meetings as shall from time to time be deemed necessary by a majority of the board for the due performance of the duties of the board;

To send such representation from the membership of the board to meetings of the American Pharmaceutical Association as a majority of the board may deem expedient and necessary, if the board decide that such attendance will assist them in establishing better protection for the public and aid the board in better performance of its duties;

To keep a book of registration in which shall be entered the names and places of business of all persons registered under this act, which book shall also specify such facts as all such persons shall claim to justify their registration. The records of said board or a copy of any part thereof, certified by the secretary to be a true copy, attested by the seal of the board, shall be accepted as

competent evidence in all courts of the State. Three members of the said board shall constitute a quorum;

To examine all applicants for registration, and to issue two grades of certificates, to be known respectively as that of "Registered Pharmacist" and "Registered Druggist;"

To investigate all alleged violations of the provisions of this act or any other law of this State regulating the dispensing or sale of drugs, medicines or poisons, or the practice of pharmacy, which may come to its attention and whenever there appears reasonable cause therefor to bring the same to the attention of the proper prosecuting authorities.

Sec. 5. Every registered pharmacist or registered druggist, who desires to practice his profession shall annually, from and after January one of each and every year, register with and secure a certificate of such registration from the State Board of Pharmacy, and shall pay respectively not to exceed the sum of one dollar for each registered pharmacist's certificate, and not to exceed one dollar for each registered druggist's certificate, the limit of time for payment of such fees and the amount thereof each year to be in the discretion of said board.

Sec. 6. Every person receiving a certificate under this act shall keep the same conspicuously exposed in his place of business, and every registered pharmacist or registered druggist shall within ten days after changing his place of business or employment as designated by his certificate, notify the secretary of the board of his new place of business or employment. The board shall preserve and keep a record of all certificates issued by former boards and keep a record of all certificates issued by it, and such records shall at all times be open to inspection, as are other public records.

Sec. 7. Any person who shall, at the time this act takes effect, lawfully hold a certificate as a registered pharmacist or assistant registered pharmacist, shall be entitled to the privileges granted by such certificate until January one, nineteen hundred six, and no longer, and such persons shall be entitled to reregistration on or before January one, nineteen hundred six, without examination upon payment of the fees herein specified.

Sec. 8. From and after the taking effect of this act, every place in which drugs, medicines or poisons are retailed or dispensed or physicians' prescriptions compounded, shall be deemed a pharmacy or drug store, and the same shall be in charge of and under the supervision of a registered pharmacist, and subject to the provisions of this act.

Sec. 9. Any person registered under the provisions of this act who shall give, sell, furnish or offer for sale, directly or indirectly, any morphine, its salts and its derivatives, cocaine, eucaïne or any of their respective salts except to or upon the order of legally practicing physicians, dentists or veterinary surgeons, original prescriptions which shall not be

refilled or a copy thereof given to any person, shall be guilty of a misdemeanor, and upon conviction of same shall be punished by a fine or imprisonment, or both, as hereinafter provided: Provided, That the above provisions shall not apply to sales at wholesale by jobbers, wholesalers and manufacturers, to retail druggists or legally practicing physicians, or to each other or to druggists and pharmacists, if sold in original packages only, nor to sales at retail by retail druggists to regular practitioners of medicine, dentistry or veterinary medicine, nor to sales made to manufacturers of proprietary or pharmaceutical preparations for use in the manufacture of such preparations nor to sales to hospitals, colleges, scientific or public institutions, nor to morphine when sold in the pill or tablet form.

Sec. 10. Except as specified in section seven of this act no person shall be granted a certificate as a registered druggist, until he shall have made written application to said board setting forth in an affidavit that he is at least eighteen years of age, and has had not less than two years' practical experience in pharmaceutical work where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, and furnished satisfactory evidence to the board that he has completed the equivalent to tenth grade work in the public schools, and shall have paid such fees as shall have been fixed by the board, not exceeding three dollars, and shall have passed an examination satisfactory to said board for the granting of such certificate. A registered druggist may be employed for the purpose of dispensing, compounding or retailing drugs, medicines and poisons, in any pharmacy, drug store or place in which drugs, medicines and poisons are compounded or retailed under the management and supervision of a registered pharmacist and during his temporary absence therefrom.

Sec. 11. Except as specified in section seven of this act, no person shall be granted a certificate as a registered pharmacist until he shall have made application to the board, setting forth by an affidavit that he is at least twenty-one years of age, that he has had at least four years' practical experience in pharmaceutical work in a place where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, and shall furnish satisfactory evidence to the board that he has completed tenth grade work in the public schools, or its equivalent, and until he has paid such fees as shall be fixed by the board, not exceeding the sum of five dollars, and until he shall have passed an examination satisfactory to said board for the granting of such certificate.

Sec. 12. In case of failure of an applicant upon his first application to pass a satisfactory examination before the said board, all subsequent examinations shall be granted upon the payment of three dollars by applicant for registered pharmacist and

a fee of two dollars by applicant for registered druggist.

Sec. 13. The board may in its discretion also grant certificates of registration without further examination to the licentiates of such other boards of pharmacy as it may deem proper upon the payment of a fee of not to exceed fifteen dollars.

Sec. 14. It shall be unlawful for any one but a registered pharmacist under this act, who shall conform to the rules and regulations of the State Board of Pharmacy to take, use and exhibit the titles "pharmacist," "druggist," and "pharmacy" and "drug store," to have charge of, engage in or carry on for himself or for another, the dispensing, compounding, or sale of drugs, medicines or poisons, anywhere within the State, but no registered pharmacist shall have personal supervision of more than one pharmacy or drug store at the same time.

Sec. 15. Except as prescribed by the provisions of this act, it shall not be lawful for any person to practice as a registered pharmacist, registered druggist, or advertise himself by sign or otherwise to be such, or to engage in, conduct, carry on, or be employed in the dispensing, compounding or retailing of drugs, medicines or poisons within this State: Provided, This section and the preceding section shall not be construed as precluding any person from owning a drug store or pharmacy if all of the pharmaceutical work in the same shall be under the personal supervision and direction of a registered pharmacist.

Sec. 16. Unless otherwise prescribed for, or specified by the customer, all pharmaceutical preparations, sold or dispensed in a pharmacy, dispensary, store or place, shall be of the standard strength, quality and purity established by the latest edition of the United States Pharmacopoeia.

Sec. 17. Every proprietor of a wholesale or retail drug store, pharmacy, or other place where drugs, medicines or chemicals are compounded, dispensed or sold, shall be held responsible for the quality and strength of all drugs, chemicals or medicines sold or dispensed by him, except those articles or preparations known as patent or proprietary medicines.

Sec. 18. Nothing in this act shall apply to the practice of a practitioner of medicine, who is not the proprietor of a store for the dispensing or retailing of drugs, medicines or poisons, or who is not in the employ of such proprietor, and shall not prevent practitioners of medicine from supplying their patients with such articles as they may deem proper, or to the sale of Paris green, white hellebore and other poisons for destroying insects, or any substance for use in the arts, or the manufacture and sale of proprietary medicines, or to the sale by merchants of ammonia, bicarbonate of soda, borax, camphor, castor oil, cream of tartar, dye stuffs, essence of ginger, essence of peppermint, essence of wintergreen, non-poisonous flavoring essence or extracts, glycerine, licorice, olive oil,

sal ammoniac, saltpetre, sal soda and sulphur, except as herein provided: Provided, however, That in the several towns of this State, where there is no registered pharmacist within five miles, physicians may compound medicines, fill prescriptions, and sell poisons, duly labeling the same as required by this act, and merchants and drug dealers may sell any drugs, medicines, chemicals, essential oils and tinctures which are put up in bottles, boxes, packages, bearing labels securely affixed, which labels shall bear the name of the pharmacist putting up the same, the dose that may be administered to persons three months, six months, one year, three years, five years, ten years, fifteen and twenty-one years of age, and if a poison, the name or names of the most prominent antidotes; and to the sale by such merchant of copperas, borax, blue vitriol, saltpetre, pepper, sulphur, brimstone, Paris green, liquorice, sage, senna leaves, castor oil, sweet oil, spirits of turpentine, glycerine, glauber salts, epsom salts, cream of tartar, bi-carbonate of soda, sugar of lead and such acids as are used in coloring and tanning, paregoric, essence of peppermint, essence of ginger, essence of cinnamon, hive syrup, syrup of ipecac, tincture of arnica, syrup of tolu, syrup of squills, spirits of camphor, sweet spirits of nitre, quinine, and all other preparations of cinchona bark, tincture of aconite and tincture of iron, or quinine pills, and to the sale of carbolic acid, laudanum, sugar of lead, oxalic acid, duly labeling and registering the same as required by this act; and to the sale of any patent or proprietary medicines.

Sec. 19. The State Board of Pharmacy shall have the power to withhold a license from any applicant whenever it shall be satisfied that the safety of the public health will be endangered by reason of the habits or character of such applicant. If any registered pharmacist or registered druggist shall have obtained a license by misrepresentation, error or fraud, or shall have become unfit or incompetent to practice pharmacy by reason of habitual intemperance, or the use of drugs; or has been convicted of any crime involving moral turpitude; or if any person, holding a certificate as a registered pharmacist or a registered druggist, shall have been convicted of a violation of the pharmacy law in any of the courts of the State, the State Board of Pharmacy shall have the power to revoke or suspend such license or certificate after giving any such person reasonable notice and an opportunity to be heard; and if any person licensed under this act shall wilfully and repeatedly violate any of the provisions of this act, such board may revoke or suspend his license upon sufficient evidence of such violation in addition to any other penalty by the law imposed for such violation.

Sec. 20. Whenever the board shall revoke or suspend the registration of any registered pharmacist or registered druggist it shall notify such registered or licensed person of such action and he shall immediately



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Tradesman Coupons	Beech-Nut
Jackson	Sliced Bacon
Baking Powder	Baker's
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Grand Rapids, Michigan

deliver to the board or its representative his certificate or license of registration.

Sec. 21. Any person who shall attempt to procure, or who shall procure a certificate or registration for himself, or for any other person, under this act by making or causing to be made any false representations; any licensed pharmacist who shall permit the compounding and dispensing of prescriptions of medical practitioners in his store or place of business by any person or persons not licensed or registered under the provisions of this act; any person not licensed by said board who shall prepare or dispense a medical prescription or physician's prescription or dispense, give or sell at retail poisons or medicines, except under the immediate supervision of a duly licensed pharmacist whose certificate, license or registration is displayed in the place where the same is furnished, prepared, dispensed or sold; any person not licensed by said board, who shall open, conduct or have charge of any pharmacy or drug store which is not under the direct supervision of a registered pharmacist for retailing, dispensing or compounding medicines or poisons; any person who shall fraudulently represent himself to be licensed; any person who knowingly refuses to permit any member of said board of pharmacy employed by said board to enter a pharmacy or drug store for the purpose of lawfully inspecting the same; any person who directly or indirectly prevents or attempts to prevent the lawful inspection of any place in which drugs, medicines or poisons are retailed, or dispensed or physicians' prescriptions compounded; any person whose license or certificate of registration has expired or has been duly revoked or suspended by said board, and who refuses to surrender his certificate or license to said board; any person who holds a license or certificate or registration and who fails to display the same as hereinabove provided; or any person who shall violate any of the provisions of this act, in relation to retailing, compounding and dispensing of drugs, medicines and poisons, for which violation no other penalty is hereinbefore imposed, shall, for such offense, be deemed guilty of a misdemeanor and upon conviction thereof, shall be punished in accordance with the terms of the general penal clause of this act as hereinafter set forth.

Sec. 22. Any person licensed under the provisions of this act who shall knowingly, wilfully or fraudulently falsify or adulterate any drug, medical substance or preparation, authorized or recognized in the United States Pharmacopoeia, or used or intended to be used in medical practice, or shall knowingly or wilfully or fraudulently offer for sale, sell or give away or cause the same to be sold or given away, shall be guilty of a misdemeanor, and on conviction thereof shall be punished as herein-after prescribed; and all drugs, medical substance, or preparations so falsified or adulterated shall be forfeited to and be destroyed by the

Michigan Board of Pharmacy or its duly authorized representative.

Sec. 23. It shall be unlawful for any person or persons licensed under the provisions of this act to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth without affixing or causing to be affixed to the bottle, box, vessel or package a label containing the name of the article and the word poison distinctly shown, together with the name and place of business of the seller all printed in red ink, and the name of such poison printed or written thereupon in plain legible characters, except when sold in the original package of the manufacturer, which conform to the requirements for the wholesale dealers, as hereinafter set forth. The following are the schedules:

Schedule "A."

Arsenic, cyanide of potassium, hydrocyanic acid, strychnia, and all poisonous alkaloids and their salts, oil of bitter almonds containing hydrocyanic acid, opium and its preparations, except paregoric and such others as contain less than two grains of opium to the ounce.

Schedule "B."

Aconite, belladonna, cantharides, colchicum, conium, cotton root, digitalis, ergot, hellebore, henbane, hyoscyamine, strophanthus, oil of tansy, veratrum viride and other pharmaceutical preparations, arsenical solutions, carbolic acid, choral hydrate, chloroform, corrosive sublimate, creosote, croton oil, mineral acids, oxalic acid, Paris green, salts of lead, salts of zinc, white hellebore, or any drug, chemical or preparation which, according to standard works on medicine or materia medica, is liable to be destructive to adult human life in quantities of sixty grains or less.

Sec. 24. Every person licensed under the provisions of this act who shall give, sell or dispose of at retail any poisons included under schedule "A" shall before delivering the same, make or cause to be made, an entry in a book to be kept for that purpose, stating the date of sale, the name and address of the purchaser, the name and quantity of the poison, the purpose for which it is represented by the purchaser to be required, and the name of the dispenser, such book to be always open for inspection by the proper authorities, and to be preserved for at least five years after the last entry. Nor shall any such person deliver any such poison without satisfying himself that the purchaser is aware of its poisonous character and that the said poison is to be used for a legitimate purpose: Provided, however, That the foregoing portions of this section shall not apply to the dispensing of medicines or poisons on the physician's prescriptions.

Sec. 25. Wholesale dealers in drugs, medicines, pharmaceutical preparations or chemicals shall affix or cause to be affixed to every bottle, box, parcel or outer enclosure of an original package containing any of the articles enumerated in Schedules "A" and "B" of this act, a suitable

label or brand in red ink with the word "poison" upon it.

Sec. 26. The giving a false or fictitious name to the apothecary, druggist or other person from whom such poison was purchased, shall be deemed a misdemeanor, and the person or persons guilty thereof shall, upon conviction thereof, be liable to a fine not exceeding fifty dollars.

Sec. 27. The sale of spirituous, vinous or malt liquors for chemical, scientific, medical, mechanical or sacramental purposes, by druggists and pharmacists, shall be subject to the provisions of this act, and all such liquors sold by druggists or pharmacists shall be, for the purpose of this act, considered as drugs, medicines and for the use of arts only, and the sale of the same shall be subject to

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the same regulations and requirements as are herein contained relative to the dispensing of drugs, medicines, and poisons and the compounding of prescriptions, and all violations hereof shall be subject to penalties prescribed by the general penal clause of this act. A book shall be kept and all sales of liquors shall be recorded therein giving the purchaser's name, address, quantity and for what purpose it is represented it is furnished, said book to be open for inspection to board of inspectors of pharmacies of this State and to be kept at least one year after date of last sale, except such as is dispensed on physicians' prescriptions.

Sec. 28. It shall be the duty of the Michigan Board of Pharmacy, upon receiving bona fide information of any violation of the provisions of this act, relative to the sale of spirituous, vinous or malt liquors by any pharmacist, druggist or other person, to bring the offense, together with all information relating to the same, to the attention of the prosecuting attorney under whose jurisdiction the violation is committed, whose duty it shall be to cause an investigation of such alleged violation, and if sufficient evidence be obtained, to cause the prosecution of such pharmacist, druggist or other person, operating under the provisions of this act, under the general liquor law of the State or under the provisions of this act. Upon conviction thereof the person so found guilty shall be subject to the penalties contained in the general liquor law, in cases brought under the general liquor law, and subject to the penal clause of this act where action is commenced under the terms of this act.

Sec. 29. Every registered pharmacist or registered druggist dispensing and compounding medicines, shall be exempt and free from all jury duty in the courts of this State.

Sec. 30. Nothing in this act shall be construed to interfere with or preclude any legally practicing physician from prescribing, dispensing, compounding, or giving any medicines or poisons to his patients in the regular course of his practice as such physician.

Sec. 31. It shall be the duty of this board, upon obtaining sufficient evidence of any violation of the provisions of this act, to lay the same before the prosecuting attorney of the county in which such violation shall take place and it shall be the duty of such prosecuting attorney to prosecute the same under this act or other general laws of the State.

Sec. 32. Any person violating any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be subject to a fine of not more than one hundred dollars and costs of prosecution, or imprisonment in the county jail for not less than ten days, nor more than ninety days, or both such fine and imprisonment in the discretion of the court.

Sec. 33. All acts and parts of acts in conflict with any of the provisions of this act are hereby repealed.

Approved June 20, 1905.

Evidences of Prosperity at Saginaw.

Saginaw, Mich., July 24.—Some time ago the Jackson & Church Co. bought from the Saginaw Valley Traction Co. the old street car barns, for years a landmark. The old car storehouse, 100 feet square, is now undergoing a renovation, and will soon give place to a new building of steel construction to be used as an addition to the already large machine shops of the Jackson & Church Co. The car barns proper will also be remodeled and converted to the company's use.

The company recently secured other lots the purchase of which gives it possession of the entire square bounded by Hamilton, Madison, Niagara and Cleveland streets. These old buildings are being improved and the establishment will show a handsome growth from the foundry and machine shop established twenty-five years ago by John L. Jackson.

Another company that has shown unmistakable evidence of substantial growth in the last few years is the Herzog Art Furniture Co. on the west side. This company is erecting one of the finest factory buildings in the state, into which as fast as portions are completed different departments of the business are installed. It was the intent to abandon the old structure, when the new was completed, but the amount of orders on hand and being received insure the operation for the present at least of both factories.

A consignment of lumbering tools was shipped Saturday morning by Morley Brothers from this city to Colon, Panama. It contained an assortment of peavies, canthooks, etc., such as are manufactured at the firm's factory here. This is the first shipment from Saginaw for use in the construction of the Panama canal.

\$56.50 to Portland and Return.

\$56.50 Chicago to Portland, Seattle or Tacoma and return is the low price for the round trip offered by the Chicago, Milwaukee & St. Paul Railway. Tickets are on sale daily until September 30, and good for return for 90 days. One may go via St. Paul and Minneapolis, via Omaha and Ogden, via Omaha and Denver, or via Kansas City. Best of all, one may make the going trip to the Pacific Coast via one of these routes and return via another—offering an excellent opportunity to visit several sections of the West at greatly reduced rates.

Lewis and Clark Exposition book sent for two cents postage. Folders free.

R. C. Jones, Mich. Pass. Agent,
32 Campus Martius, Detroit, Mich.

New Brick Factory Near Onondaga.

Jackson, July 24.—As the result of the discovery of clay suitable for the making of the best quality of brick, near Onondaga, Jackson men will organize a \$20,000 company for making brick. The factory will, it is said, be located at Onondaga. Samples of the clay have been tested, and completed bricks submitted to the in-

spection of architects. The clay beds cover sixty acres and have an average depth of fifty feet.

Dalton Bros., owners of the Union block, have let the contract for converting the property into a big European plan hotel. New interior finish, heating apparatus and many other improvements are contemplated in the plans for the rebuilding, the contract for which has been let to North & Bradshaw of this city. This block is directly across the street from the Otsego, and will afford another hotel, first-class of its kind.

The usual midsummer quiet has settled over the manufacturing industries of the city. The general business situation is improving, however, and preparations are making for increased business in all lines.

To Double Its Capacity.

St. Louis, July 24.—The St. Louis Sugar Co. is increasing its capacity from 450 tons to 600 tons of beets per day. The number of men employed will be increased from 150 to 175. The company has contracts for 6,000 acres of beets this year, against 4,000 acres last season. The supply comes from farmers in Midland, Isabella, Gratiot, Saginaw and Montcalm counties, the location of the factory being so central that it is convenient to sections of each of these counties.

The company is planning a big farmers' picnic in September, to take place at the factory. Last year 5,000 persons were entertained, and this year it is expected to double that number.

The Reporter's Glossary.

The young reporter should always remember that waves run mountain high.

That an industry progresses by leaps and bounds.

That two drunks and a disorderly constitute a carnival of crime.

That a burned barn falls a victim to the devouring element.

That a politician views every act of the opposition with alarm.

That he points to the proceedings of his own party with pride.

That every utterance of a preacher is a note of warning.

That a boat transporting lady passengers carries a precious freight.

That a ball always lasts until the wee, sma' hours.

That a hayseed poet is always equipped with a quaint smile.

That anything to eat at a social gathering is a bountiful repast.

That an offhand speaker makes a few well-chosen remarks.

That a society dame with a book to publish receives many flattering offers.

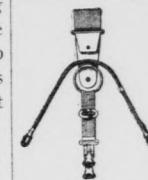
And that every citizen who is not in jail is either representative or popular, or both.



We face you with facts and clean-cut educated gentlemen who are salesmen of good habits. Experienced in all branches of the profession. Will conduct any kind of sale, but earnestly advise one of our "New Idea" sales, independent of auction, to center trade and boom business at a profit, or entire series to get out of business at cost.

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N. B. You may become interested in a 300-page book by Stevens, entitled "Wicked City," story of merchant's siege with bandits. If so, merely send us your name and we will write you regarding it when ready for distribution.



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EXTRACTS



Market Conditions in Men's, Youths' and Children's Clothing.

The fall and winter season for 1905 has reached the point where manufacturers, salesmen and others engaged in the production and sale of ready-made garments feel that they are in a position to give a definite statement in regard to the condition of the trade. The universal verdict is that business is most satisfactory. The advance sales have been greater than ever before in the history of the trade. The demand has been for the highest class of merchandise, and, despite the fact that prices were higher than usual, the orders placed were very liberal indeed. The season so far has been marked with several features which make it different from others, the greatest being the fact that the salesmen started to visit their trade, with the heavyweight samples, at least a month earlier than ever before, and the second, and perhaps the most interesting, is the substitution of swatches for made-up samples. This last feature has been gradually brought into prominence and it is expected will be generally adopted with another season. By it salesmen have been able to reduce the amount of baggage carried almost one-half, and as buyers get more used to selecting their stock from swatches rather than from the completed garments, further reductions of the lines are looked for.

During the months of July and August the markets will be visited by the buyers who desire to select goods to fill out their fall and winter stocks. The advance orders have been so heavy that the house trade will be smaller than usual this summer. Experience of past seasons has demonstrated the fact that if buyers wait until late in the season to place their orders they are more than liable to be disappointed, and the result is that they place the bulk of their orders with the salesman on the road and only leave the "filling in" part until they visit the market. Lots for special sales are purchased, or the novelties which always appear late in the season are selected. One of the greatest features of the buyer's semi-annual visit to the markets which includes, of course, a few days in the metropolis, is the fact that he gains many new ideas which are instilled into his department when he reaches home. His talks with other buyers and his visits to the large stores in the cities, are as valuable to him as the time he spends in selecting garments in the wholesale warehouses of the manufacturing clothiers.

Advance sales for the winter demonstrate that Paddocks, Surtouts and Paletots will be very popular for wear during the cold months. These overcoats are very stylish and the well-dressed man likes them for their dressy appearance. Another feature is that these coats can not be pro-

duced in the cheaper grades. They are difficult garments to make and great skill is needed to produce the proper fitting garment. While retail merchants have not plunged in these styles they have ordered liberally and will depend upon reorders if the demand exceeds their expectations. The long loose Chesterfield overcoat will be worn very generally, especially among the younger men. These coats are made of heavy Scotch mixtures, showing plaids and stripes. The coat is made with and without the belt effect.

The increasing number of automobilists has created a great demand for special garments suitable for wear when enjoying the sport. There are several manufacturers who are making a specialty of these garments, and they have prepared a line of suits and overcoats which in cut and fabric differ materially from the usual run of ready-made garments. The fabric is prepared so that it is wind and waterproof, and the styles are such as to give comfort rather than style. Each village has one or two enthusiastic motorists, and the number increases as the towns increase in size. The up-to-date merchant has already foreseen the demand for garments suitable for the man of the motor car and although his department may be small every indication points to its rapid growth. Beside this the introduction of a few of these garments will create interest in the store and will doubtless attract trade to the other departments as well.

The lines of children's clothing for fall and winter are more extensive than ever before, and many new and attractive features are now being shown by the salesmen on the road. Russian and sailor styles are the leaders for fall, and there are many varieties of an innumerable number of fabrics. Military and naval designs are also popular for children and some very attractive styles have been presented.

Many new and effective designs for overcoats for children have been produced by the designers for winter wear. In the higher priced garments some of the most artistic and beautiful designs have been created, in which expensive furs figure prominently as decorations for cuffs and collars. These coats are lined with silk and are the most attractive ever shown in ready-to-wear overcoats for children. The demand for these coats, despite their high cost, is large, especially in the larger cities.

This summer has been the greatest season ever experienced by the manufacturers of wash suits for children. While it was expected that the demand for these little garments would be large and preparations were made to handle a large demand, the plans were not extensive enough, and, as a result, manufacturers have had to go to the limit of their facilities in order to supply the goods needed, and there were many orders that had to be refused. Almost every style of washable material was utilized this season in making up the garments and there were hundreds of different styles.—Clothier and Furnisher.

It doesn't cost a cent more to

Make Clothes Fit Right

It is all a question of knowing how—having the right amount of brains in the fingers and knowing where to poise and balance a garment.

You will come across many makes during the coming season, but you will find no garments that fit the price so liberally and fit the figure so exactly as ours.

The Wile-Weill way
Is the wear-well way

Wile Weill & Co. Clothing.
Buffalo, N.Y.

PANTS

Jeans
Cottonades
Worsted
Serges
Cassimeres
Cheviots
Kerseys

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

Style Tendencies in Little Folks' Wearables.

Everyone engaged in the manufacturing of clothing seems to have been affected by the general increase in fall trade. July first business in hand was reported equal to the first of August of last year, and at the end of this month it is figured that the orders booked will be up to what were taken to September a year ago, making the season a month ahead in the volume of business done. Just how much more trade manufacturers will get is yet problematical. Duplicates are yet to come.

House selling was active during the fortnight, and has reached its height. Manufacturers are urging clothiers to place their duplicates early, arguing that it is to their advantage, owing to the uncertain course of the market under the influence of the normal consumption of wool, its scarcity and attendant high speculative price, and the difficulty of obtaining piece goods from the mills, excepting at an advance which affects duplicate orders for clothing. There is no doubt that manufacturers are desirous of taking care of customers by selling goods they already own, as they would have to pay higher prices to-day.

If the clothing manufacturers can hold the orders they have the year will be a record one. But cancellations have to be reckoned with. Almost every manufacturing organization estimates that there will be some shrinkage from cancellations, although it is a loss they would all avoid. Yet it is figured that such shrinkage is at least from 3 to 5 per cent. of sales, although there are a few who do not accept cancellations.

All clothiers have not bought liberally. There are cautious operators in the big cities who have bought lightly. These buyers appear to have no faith in such a likelihood as a scarcity of clothing. They think there will be plenty to go around, and that later they will be in position to trade on others' losses, notwithstanding the precarious condition of the market. One contingency that they are counting upon is that the clothing manufacturers, encouraged by their successful selling, may go into the piece goods market and plunge on more cloths in anticipation of lively duplicating, and the cautious buyers anticipate satisfying their needs at short prices in the event of fall duplicates failing to materialize. Another contingency counted upon by them is cancellations.

It will be some time yet before cancellations can be even approximately estimated. They are never known accurately. The business this season, as before stated, is large and quite generally shared in. The ordering was done largely from swatches. It is the modern and consequently an easy, method of selling, and the quantities ordered do not look as large in the swatches as they will in the clothing. If the quantities bought are sufficient for the season's wants, the cautious buyer estimates that duplicating will be

light; if there is an excess, the inevitable cancellation will follow. There are buyers who have operated lightly in expectation of realizing upon one of these contingencies.

But the smart buyer, who is delaying his business to realize on his expectation of the market taking a course that will give him merchandise when he is ready to use it, may learn, when it is too late, that his hindsight was not as good as a little foresight might have been. And particularly if crops are good. If no calamity occurs the normal business will be large. Yet he argues that buying now enough suits and overcoats for October—which is the first good suit month of the fall season—in November he will know what sells best in suits, and then, while the retail demand has switched to overcoats in November, he will be able to satisfy his stock by picking up suits at short prices for December, when the suit demand revives. Optimists, not pessimists, are the ones who make the biggest fortunes in this country.

Buyers for fine trade in large cities are plunging on Norfolks and bloomers, and ordering fewer double-breasted coat styles than formerly. They are not buying any three-piece suits. In the country, however, double-breasted coat suits, knee pants suits and three-piece suits continue staple and in good favor. Yet all the big stores, doing a large catalogue business, say they get lots of country orders for bloomers and Norfolks, and attribute this business to the inability of the buyers of better grades to get their wants filled at the stores in small cities. This should interest the country dealer.

Buyers of large quantities of clothing, and especially those dealing with one house, say they have taken no thought of higher prices prevailing on duplicates and look for their manufacturers to take care of them.

Clothiers, including those catering to popular as well as the fine trade houses, inform us that it is difficult to obtain all-worsted suits and all-wool overcoats for boys at \$3.75 from the large manufacturers, and that they are getting their needs filled through small manufacturers, to whom they have extended their business because of their less expensive manufacturing, which commonly means cheaper made goods.

Buyers are paying \$4 net for boys' overcoats to retail at the special price of \$5.

Cottonades of a slightly character and exact replicas of the best patterns in good worsteds are finding favor in three-piece suits, 7 to 16 sizes, with buyers doing a popular class of business.

Wash suit stocks are low. Buyers are obliged to place orders for whatever they want for immediate consumption. There is very little tub stuff to be had from manufacturers' stocks, which are low. Weather conditions have favored selling of large quantities at retail, including play suits of wash materials, drills, etc.—Apparel Gazette.



The Best Medium-Price Clothing in the United States

A claim so broad that it becomes a challenge to the entire clothing trade.

A claim which is being proven by the splendid sales record we have already rolled up for Fall.

Hermanwile Guaranteed Clothing is well made and well finished—AND IT FITS better than any clothing at \$7. to \$12. in the market.

Every retailer who wants a splendidly advertised line, **GUARANTEED TO GIVE ABSOLUTE SATISFACTION**, should see Hermanwile Guaranteed Clothing before placing his order.

Our salesmen cannot reach every town—the express companies can—at our expense, too.

Write for samples.

HERMAN WILE & CO.

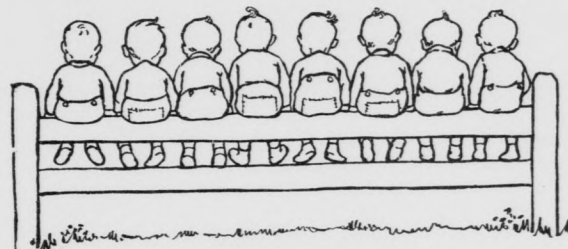
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Our Cheerful Living Assortment



Good Live Pieces 72 Dozen Decorated Ware

Cups and Saucers Count as One Piece Only. No Package Charge. Beautiful Decalcomnaia Flowers and Each Piece Gold Lined. Deserving Attention!

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Manufacturers High Grade Decorated Semi-Porcelain

The Unanimous Verdict

That the Long Distance Service of this Company is

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A comprehensive service reaching over the entire State and other States.

One System all the Way

When you travel you take a Trunk Line. When you telephone use the best. Special contracts to large users.

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Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids

Educating the Public the Wrong Way.

June, the month of long days, short nights and straw hats, was with us recently. Its arrival portended nothing of warm days and sunny skies; rather the other extreme, which fact called forth the remark of the phrase-quoter, "What so raw as a day in June." However, as "all's well that ends well," the weather warmed as the month proceeded, and business flourished. Straw hats sold particularly well, and each day witnessed a decided increase in the number worn.

No particular style of braid, or shape, seems to be pre-eminently popular this season for the reason that there is such a variety of styles from which to choose. Of the yacht shapes, sennits are more frequently seen, split braids having been forced to second place for a time. A number of retailers are showing a variety of effects in flexible straw hats made with low crowns and brims about three inches wide. These hats are blocked in imitation of the popular low crowned soft hats, many having telescope crowns and the brims pulled down in front. Still others have the edge of the brims turned up all around and bound with narrow black binding. Hats of these descriptions have sold very well. Many Panama hats are to be seen, and retailers admit they have sold beyond their expectations. They are this season being more generally worn throughout the country than ever before. Panamas are here to stay, and are a quantity to be reckoned with each season.

About the middle of June the writer happened to occupy a point of vantage for observing things in the window of a Broadway hat salesroom, and while there witnessed a sight that should have made any rash retailer sit back and think, could one have been there. In the constant stream of pedestrians that passed on that warm day about three-quarters of the men wore straw hats. A good showing for the fifteenth of June. The horrible part is yet to be told. At least seventy-five per cent. of the straw hats were last year's hats! A thing almost unbelievable, but true just the same. After pondering over the matter there seems but one explanation of this state of affairs. Those men realized that after the Fourth of July they could buy a good straw hat at a very much reduced price. They believed it because the retailers who persist in the early cutting of prices have educated the buying public to expect a reduction of from one-third to one-half in the price of straw hats early in July, while the summer is still young. Consequently many people will wear an old hat during the first few weeks of warm weather in order to save a dollar or two. The retailer is undoubtedly the loser in such cases.

It is a fact that few could have failed to observe, that during the past few years the warmest weather has been experienced from the middle of July to the middle of September. June is rarely a month of excessive heat, but being considered a summer

month straw hats are worn by many more as a matter of form than as a summer necessity. Exception to the foregoing statement may be made in the case of the Southern States only, where the season is a much longer one than in the more northerly sections of the country.

The statement being true, with the exception noted, why is it that the majority of the retailers allow themselves to believe that the summer is at least half over and the bulk of the straw-hat business is done when the Fourth of July has come and gone? For after that date the "slaughter of prices" on straw hats begins, and the profits already in hand begin away and finally when fall really does arrive there are little or no profits to show for the summer's business, and simply because the number of straw hats sold at cut prices was much larger than the number sold at a profit earlier in the season.

It is the belief of every manufacturer, and also of all of those in the straw-hat trade, that just as many hats would be sold, and at a greater profit, if every retailer in the country would wait until the first to the tenth of August before making any reduction in the price of his straw hats. By that time of the season everyone who wanted to wear a straw hat would have purchased one, and at a profit-bearing figure to the retailer.

By that time also many of the hats sold earlier in the season would have become soiled, and those that could afford to would gladly purchase a new one at a reduced figure, and particularly so if there was a prospect of getting four to six weeks' wear out of it. The people who purchase a hat in June and make that one last throughout the season are not influenced by the early reduction in prices and would not be influenced at any time, no matter if the reduction be made in July or August.

The making of profits or losing of profits in handling straw hats rests entirely with the retailer, and if he does not make money out of them he has no one to blame but himself.

Dealers, and consumers as well, are cautioned against the use of oxalic acid for the cleaning of straw and Panama hats. Oxalic acid causes the hat to become discolored when exposed to the sun after cleaning; but, worst of all, it rots the fiber, causing it to become brittle.—Clothier and Furnisher.

Circular That Kept Mail-Order Money at Home.

C. H. Detrick & Co., of Caldwell, Kans., are country merchants carrying dry goods, groceries, queensware and hardware. The retail mail order houses flood the country with catalogues and have done a good deal of business in and around Caldwell. Detrick & Co. in May issued an 8-page circular that was mailed to every home that could be reached through their local postoffice. The circular is neatly printed and talks prices—comparative prices. The size of the pages is 4x5 inches. Detrick & Co. in a letter say that "This season

We Have Moved

We are now located in our large new quarters

31 North Ionia St.

Right on the way to the Union Station

Where we will be pleased to meet all our old customers and prospective new ones. We are now selling a line of

Clothing, Woolens, Tailors' Trimmings

Immediate delivery on Spring and Summer Clothing, as we still have a nice line to select from for the benefit of our customers. Mail and phone orders promptly attended to. Citizens phone 6424. If preferred will send representative.

Grand Rapids Clothing Co.

Dealers in Clothing, Cloth and Tailors' Trimmings

Grand Rapids, Michigan

One of the strong features of our line—suits to retail at \$10 with a good profit to the dealer.

The Improved Sun No. 10



**Substantial
Attractive
Highly Mechanical**

The best method of making money is to protect cash receipts. Self and Detail Adding Cash Register is the proper safeguard.

**A
Guarantee
With
Every
Machine
All-Metal
Cabinet**

The machine is all metal, most durable and simple, embodying principles patented and the study of years. Warranted a perfect Cash Register. Is encased in metal cabinet, highly finished, has full nickel mountings. Dimensions: Extreme outside 19½ inches long, 17¼ inches wide, 10½ inches high in front, 19 inches high to top of sign. Plainly indicates every sale to customer and salesman.

Given as a Premium with 100 pounds of our Extra Pure Ground Spices, Assorted, in Bulk for **\$42.00**
Spices F. O. B. Toledo. Register F. O. B. Toledo, Ohio.

WOOLSON SPICE CO., Toledo, Ohio

we have had no sending away for groceries among our customers. There is only one way to down the mail order houses—that is, to meet their prices. Any live, cash buying rural merchant can do this and make money."

The circular was headed, "Harvest Groceries at Mail Order Prices."

Harvest Groceries at Mail-Order House Prices.

It is much more convenient to buy your supplies at home, and we are making it just as cheap. No waiting, no sending money in advance, no goods damaged in transit, you see the goods before buying, thus insuring your entire satisfaction.

Compare our prices with your catalogue, add freight, and you will be convinced that we are talking business.

Our prices are strictly spot cash. In no case will we sell at our special harvest prices unless cash accompanies the order. Positively no exceptions to this rule.

Special Prices.

Searchlight matches, 1 dozen boxes\$ 37

25 lbs. granulated sugar..... 1.56
(only one lot to an order.)

24 cans standard tomatoes..... 1.70

24 cans sugar corn..... 1.36

24 cans early June peas..... 1.40

24 cans hominy..... 1.65

25 lbs. whole Japan rice..... .83

25 lbs. full, plump, sweet prunes .1.11

24 lbs. navy beans.....1.00

9 bars Diamond C soap..... .25

Gallon can apricots..... .35

Quart jar apple butter..... .10

Quart jar peach butter..... .10

Sugar cured bacon.....12½

3 ten-pound pails table syrup.... .95

As the above are special prices we cannot sell less than a whole package at these prices. Prices good during June.

Combination Sales

No. 1.

24 cans corn.....\$1.36

25 lbs. Muscatel raisins..... 1.13

25 bbls. 60-70 prunes..... 1.11

\$3.60

Credit check, 31c.

No. 2.

25 lbs. Muscatel raisins.....\$1.13

25 lbs. 60-70 prunes..... 1.11

25 lbs. Snap coffee..... 3.75

\$5.99

Credit check, 57c.

No. 3.

25 lbs. Snap coffee.....\$2.75

25 lbs 60-70 prunes..... 1.11

24 cans of peas..... 1.40

\$6.26

Credit check, 59c.

No. 4.

25 lbs. 60-70 prunes.....\$1.11

25 lbs. Snap coffee..... 3.75

24 cans corn.....1.36

\$6.22

Credit check, 59c.

No. 5.

24 cans corn.....\$1.36

25 lbs. Muscatel raisins..... 1.13

25 lbs. Snap coffee..... 3.75

\$6.24

Credit check, 50c.

25 lbs. Japan rice.....\$.83
25 lbs. Snap coffee..... 3.75
25 lbs. 60-70 prunes..... 1.11

\$5.69

Credit check, 54c.

The above combinations are advertised by the largest mail-order house in the world as special bargains.

We have added actual freight to their prices and offer you the goods at our store. We have the goods also their catalogue. Come in and let us show you. Seeing is believing.

Granite Ware, Best Grade.

We have just received a large shipment of A1 Granite Ware direct from the factory. We give below a comparison of our prices with those of a popular mail-order house in Chicago.

Remember: No money in advance; no waiting; no damaged shipments; no freight when you buy from us.

Chi- Cald-
cago. well.

No. 2 covered chamber, wt.

1¾ lbs.....\$ 50 \$.50

1½ lb. tea pots, wt. 1 lb.. .50 .35

2 qt. tea pots..... .55 .45

1½ qt. coffee pots..... .50 .35

3 qt. coffee pots..... .62 .55

4 qt. coffee pots..... .70 .55

8 qt. coffee boilers..... 1.10 .90

11 qt. coffee boilers..... 1.30 1.00

No 7 tea kettle..... .87 .75

No. 30 wash pan, 12 in... .26 .22

No. 34 wash pan, 14 in... .38 .35

10 qt dish pan..... .59 .50

14 qt dish pan..... .71 .60

17 qt. dish pan..... .84 .75

21 qt. dish pan..... .96 .80

No. 16 stewers..... .20 .20

No. 18 stewers..... .25 .25

No. 22 stewers..... .33 .30

No. 24 stewers..... .40 .35

No. 26 stewers..... .44 .40

No. 28 stewers..... .50 .40

3 qt. Berlin kettles..... .48 .30

4 qt. Berlin kettles..... .57 .40

6 qt. Berlin kettles..... .68 .45

8 qt. Berlin kettles..... .83 .69

2 qt. preserving kettle.... .30 .25

4 qt. preserving kettle.... .33 .30

5 qt. preserving kettle.... .40 .35

6 qt. preserving kettle.... .44 .40

8 qt. preserving kettle.... .52 .50

10 qt. preserving kettle... .61 .55

1 qt. pudding pan..... .15 .10

1½ qt. pudding pan..... .18 .15

2 qt. pudding pan..... .20 .18

3 qt. pudding pan..... .22 .20

4 qt. pudding pan..... .23 .23

5 qt. pudding pan..... .28 .25

6 qt. pudding pan..... .30 .30

10 qt. water pail..... .72 .60

12 qt. water pail..... .90 .70

Pie plates, 9 in..... .12 .10

Pint cups, 4½ in..... .12 .10

Pint dipper, flat handle... .15 .15

Pint dipper, round handle, .20 .18

Special.

20 dozen men's work shirts, regular 50c quality, full 36 inches long, wide yoke, gusseted and double sewed; full sized. Our price 39c.

We want your trade on the grounds that it will pay you to deal with us.

Our terms are strictly cash on delivery of the goods.

C. H. Detrick & Co.

SINCE
1877

we have been engaged solely in the manufacture of

The Best Medium Priced
Clothing in the World

That is a long time, isn't it? Mr. M. Wile, who founded this great establishment over a quarter of a century ago, is still the head of it. It is the parent house of "Wile."

It has been a period of great progress and achievement.

"Clothes of Quality"

are known favorably everywhere.

This season's models
are ready for you.
When shall we send
our salesman?

The Best Medium-Priced Clothes in the World

MADE IN BUFFALO

M. Wile & Company

ESTABLISHED 1877

Michigan Fire and Marine Insurance Company Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

GEO. P. McMAHON, State Agent, 100 Griswold St., Detroit, Mich.

Fire and Burglar Proof
Safes

Our line, which is the largest ever assembled in Michigan, comprises a complete assortment ranging in price from \$8 up.

We are prepared to fill your order for any ordinary safe on an hour's notice.

Tradesman Company, Grand Rapids

CHANGE OF WORK.

The Best Vacation a Man Can Possibly Take.

The prime reason for a vacation is that the worker is tired out with the year's grind and needs a rest. The object of his vacation is to get as much rest and recreation into the time allotted him as is possible. The accepted way of doing this is to take a trip into the country or the woods or to some other place where summer resorts and resorters obtain, to put up at a hotel or boarding house for a week, and revel in the joys of nature. And yet, honestly and truly, if you are in the habit of taking these trips, do you feel that you come back rested as you should be? If you do, you are differently constituted from me.

In all I have taken ten vacations while employed in the city. Nine of these were spent in the conventional way. Sometimes I went to Illinois, sometimes to Wisconsin, once to Indiana. Always the same conditions obtained. I stopped at summer hotels or boarding houses, as most people do who take vacations. Always at the vacation season of the year these places are crowded. There is invariably a crowd of young people at each place. This means dances, parties, boat rides and other social pleasures. If a man gets to bed at one of these places before 11 o'clock he must play the crank who has no care to take part in the activities. I know I was always forced to be one of the crowd, and vacation as a time of rest was much of a farce. I took fishing trips into the North woods and it rained my entire week's stay.

I hid myself off to a farm house in Indiana one year, and the convenience of being without anything that makes life worth living cured me effectively of my rural inclinations. I went to other places and found that recreating in them was a hollow mockery, a fable devised by the convention that sends mobs of people to chasing frantically for one place to spend a vacation.

As I have perhaps intimated, I got pretty tired of seeking rest and recreation along the conventional lines. Nine seasons did I go out of the city like the others, and then, last year, fate was kind to me and showed me how to take a vacation that is not a vacation, but which does me more good than all the others I have taken in my life put together.

Did you ever get tired of the kind of work you were doing? Have you ever seen your vacation period come around and wondered if you were going through the same futile chase after recreation? Or have you ever been keyed up to that nervous tension where you really were afraid of dropping work all of a sudden? If you have, then listen to me. Work through your vacation. No, not at the work you do the year around. Get another kind of job temporarily. Get some kind of light work, as nearly opposite from what your regular occupation is as possible.

If you are a clerk get a job as a teamster, or some place where you

will have to work with your muscles. If you do any kind of sedentary work, get a job outside—some place where you will have to keep fairly busy. Just change your work for your vacation. Stay right in the city and earn wages, and at the end of two weeks you will go back to work better satisfied than if you had gone to some neighboring lake and loafed for the same period. This statement is likely to arouse skepticism, but it is true. I have tried it, and others have tried it, and it has worked beautifully in every case.

My regular occupation is that of a book-keeper. This means that I work at the same desk from 8 until 5 each and every working day of the year. I have been at the work for the last eight years. I do not mean to say that I do not like my work, for I would be a fool to stay at it if I did not like it, but almost any one will agree that if you work at one desk for fifty weeks at a stretch, you want to get that desk and your work out of your mind as quickly and completely as possible when the annual two weeks period of vacation comes around.

While spending my vacation at summer resorts I found that I was incapable of forgetting my work. With long hours of nothing but loafing before me I found my mind constantly recurring to my work, wondering if I had entered such a charge, or made such a credit, or recapitulated my last statements, or any of the hundred and one things that a book-keeper has to keep in mind while working would come to me while resting and trouble me. What I needed for my vacation was something that would make me forget absolutely for two weeks that I had ever seen a ledger or footed a column of figures. And I got it.

A friend of mine who was a receiving clerk in a jobbing house gave me a chance to try my new vacation idea. He went away on his vacation and turned his job over to me for the time being. It was a beautiful position he said. The business of the day began at 7 in the morning and ended at 6 at night. And it ran just about heavy enough to keep me busy every minute between these hours. My work was to check the number of boxes or packages as they were delivered, then put them on a truck

For 25 Years

We have made Barlows' Pat. Manifold Shipping Blanks for thousands of the largest shippers in this country.

We Keep Copies of Every Form We Print

Let us send you samples printed for parties in your own line of trade—you MAY get an idea—anyway it costs you nothing to look and not much more if you buy.

Barlow Bros.

Grand Rapids, Mich.



The Grocer Saves Money

The customer is pleased where the O. K. Cheese Cutter is used.

\$20.00 net

f. o. b. Detroit, Mich.

Cuts the cheese by weight, or money's worth. Does it better than any other. Is absolutely accurate. Can not get out of order.

Our testimonials come from satisfied users. We could not spare a single Cutter to send to the World's Fair at St. Louis—needed all we could make to fill orders.

The Standard Computing Scale Co., Ltd.

Detroit, Michigan

Catalog supplied from Dept. S. Write for one. Give your jobber's name and address.

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

and carry them to the place allotted for them in the stock room.

I had never wheeled anything heavier than a baby carriage in my life. Before the first day was over there was a dragging pain over my shoulders. Next day my arms ached. Then my hands began to develop callouses the size of small hens' eggs. But within the first week I was thoroughly broken in and was actually enjoying the work. At the end of the two weeks, when it was time to turn over the position to its owner, I was feeling stronger and better than I had for years. The trucking had given me just enough exercise to do me good without tiring me out, and the work had kept me so busy that I hadn't had time to worry about my old position.

Here is a table to illustrate how this novel vacation benefited me:

Saved in railroad fare.....	\$15
Saved in hotel bill.....	30
Saved in other expenses.....	25
Drew two weeks' pay.....	25

Total financial benefit.....\$95
Gained ten pounds in weight.

Physical condition bettered 50 per cent.

When I went back to my work as a book-keeper it was with a zest that is derived from tackling something novel, for the two weeks spent as trucker and receiving clerk had made me quite forget that I had been a book-keeper and it was as if I was beginning at a new line of work. I had secured rest and recreation in good measure by working during my "vacation."

N. W. Ayres.

Is Population Center Moving East?

There is a strong probability that the center of the country's population, which from the beginning along to 1900 had been pushing westward, has reversed its course. Some light on this point will be obtained in a few weeks. Many states make a count of inhabitants halfway between the national enumerations. Massachusetts, Rhode Island, New York, New Jersey, Florida, Michigan, Wisconsin, Minnesota, North and South Dakota, Iowa, Kansas, Utah and Oregon do this in 1905. Iowa is predicting a practically stationary population for itself. Only a small increase is looked for in Michigan, Wisconsin, Minnesota and Kansas. An average is predicted for the Dakotas, Utah and Oregon. On the other hand, considerable gains are expected in New York, Massachusetts, New Jersey and Rhode Island, while Florida believes it shares in the expansion which is making the South the most rapidly growing section in the country to-day.

All this would indicate a movement of the population center toward the East for the first time in the country's annals.

The South is having a prosperity unknown in its previous history, and is attracting settlers from the North and West and from Europe. The National Bureau of Immigration is helping to divert immigrants to the South and thus relieve the congestion in the great Eastern centers. In

1900 the population center was close to Columbus, near the middle of Indiana, having moved Westward only fourteen miles in the ten years after 1890, as compared with forty-eight miles in the decade immediately previous, and fifty-eight miles in the ten years just before that. While this movement of the population center to the West was steadily slackening, a movement to the South, which brought the center two miles nearer to Mason and Dixon's line in the ten years ended with 1900, was in progress, and is still under way. The chances are that the population pivot is now marching Eastward, thus reversing the course of the star of empire hitherto, and that it is slowly veering at the same time to the Southward. This change, if it is really under way, will have vast social and political consequences for the country.

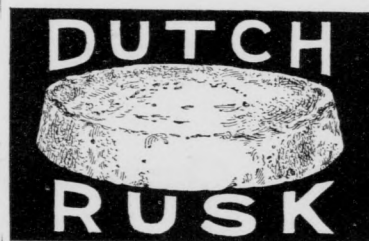
Drives Back American Salesmen.

On account of the new Canadian law that all salesmen not representing Canadian houses must pay a license many salesmen from business houses in the United States have left Canada and returned home. When the law went into effect on July 1 the commercial men at once notified their Quebec customers that orders must be sent to the home office or a meeting arranged in some city in Ottawa. The penalty for breach of the law is from \$500.00 to \$1,000.00.

Odd Order on a Warship.

One of the most curious orders given in the British navy is "All hands black faces," a supply of pigment for the purpose being carried by each warship. When a night surprise is intended, not only the vessels are made invisible as possible, even the faces of the men must be blackened, for when powerful night glasses are used the showing of a white face is far more palpable than any landsman would suppose.

Soul possessions are the only assets that count in heaven.



Finest Toast in the World

A Health Food sold at moderate prices

Sold in barrels and cases, 3 and 5 dozen cartons in case

Ask for prices

Special price in large quantities

Manufactured only by

DUTCH RUSK COMPANY

HOLLAND, MICH.

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$3.00	400.....	\$ 7.00
200.....	4.50	500.....	8.00
300.....	5.75	1,000.....	15.00

We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

**Tradesman
Company**
Grand Rapids, Mich.

THE SMALL BAKER.

He Is More Numerous Than Ten Years Ago.

A few years ago, when machinery began to be recognized as it now is, as an important factor in lessening labor and the consequent expense of manual operations, not a few predicted that the days of the small manufacturer were numbered. It was prophesied that the small bakeries would rapidly give place to huge concerns, which would, by distributing agencies, have a monopoly of the bread trade in large cities; but the small baker still exists and is, probably, more numerous than ten years ago, though individual trades are on the average not so large. The future of the small baker is confessedly one about which there is some anxiety. If he is to go under, his undoing is likely to be brought about by the competition of companies and factories, which have built up a trade on a competition the bakers themselves have created. The day is, perhaps, a long way off, but if it comes, as is not improbable, then, no doubt, the small baker will need to give place to the bigger concerns; but meanwhile he takes his place in the trade as a not unimportant section, and he should do all that lies in his power to bring his business, his methods, and his premises thoroughly up to date. The improvement of the trade, of which we talk, is not alone a fair price for bread; but with many that is the beginning and end of the objects of organized effort. The trade is getting out of old ruts, competition is keen, and may be keener, labor is rising in value, and must be recognized, methods of manufacture are being introduced which require intelligence and greater skill; and, in short, the successful baker to-day needs to be a tradesman who thoroughly understands his business, and is able to control its administration to a profitable issue.

It is clear, therefore, that there is every probability of a greater change coming over the trade in the future than there has been in the past decade. It is probable that it will reach a higher level than it has yet attained; that business will be concentrated, and labor economized. The old conditions as to employment are meeting with the most strenuous opposition on the part of operatives, and one effect of long hours and poor pay has been to drive men to seek other occupations, although there is no scarcity of labor at the moment; but the cost of labor will operate against the small employer if his business does not permit of the employment of three or four men, whereas in a large concern the work is centralized and divided into departments and is not proportionately nearly so costly. This is an item to be reckoned with, which gives an advantage to the competitor in a large way of business, and must not be lost sight of. There is, however, plenty of room for the enterprising and intelligent tradesman who recognizes that to succeed he must produce a good article, display

it in a cleanly and bright looking shop, be attentive to his customers, and give good value for money. With the disadvantages of a small business, the small baker is not yet exterminated; but he is threatened, and the signs of the times point to the necessity of his looking carefully after his bakehouse and shop, and to the requirements of labor. In these respects he is frequently careless, but the public are exacting and inquiring. The lower class trade has been diverted to a considerable extent to the chandler's shops, and it should be the business of the actual manufacturer to win it back. There should be an attraction in a bright, clean shop, in which there is no contamination from the juxtaposition of objectionable goods; there should be an assurance that the workers are fairly worked and paid; and there should be a guarantee of purity, quality and weight. A little trouble should be taken to inform the public of these things, and to carry out all that is professed, and, moreover, a little more attention to business directly done with the consumer would be preferable to the anxiety to make wholesale supplies for subsequent retailing.

The small baker has contributed very largely to that competition which has placed the distribution of bread in the hands of grocers and chandlers; and the fact of so much bread being sold in shops other than bakers' has given the factories a field for exploitation, although all of them do not show a profitable issue. They are very important agencies in connection with the bread trade of large cities, notably in Glasgow and Belfast; and what they are there they may become in London. It has been shown to what extent they control the price of bread, and it is not too much to say that without their co-operation the general trade could not act. If, therefore, these concerns have not supplanted the small baker, it is evident that they have grown to be sufficiently influential to control the trade. There is, perhaps, room enough for all, but competition is closing in, and the weakest must go to the wall. The baker is losing hold of direct contact with the consumer, and when the supplies are derived from a middleman it is of small concern to the consumer whence the supplies are derived. If the baker supplied direct to consumers he would be less likely to suffer from loss of trade through the defection of a few customers; but when supplying a retailer the loss of one customer means a great deal at a stroke. It is the business of the wholesale firms to get these customers, and it should be the business of the baker to sell direct from his shop to the consumer. Competition is now to an extent centered in the whole sale trade, and as this form of business is undoubtedly growing the contest for survival is keen. Even suburban businesses are feeling it; but in these degenerate days there are still many old-fashioned people who like to deal directly with the principals. The trade of the future is likely

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We are large handlers of Minnesota, Kansas and Michigan Flours

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Get our prices before your next purchase

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IF

"Gold Mine"

Were not the best Flour on earth could we sell it under our liberal guarantee to the consumer

"Satisfaction or Money Back?"

Get a trial lot from

Clark-Jewell-Wells Co.

Our Wholesale Distributors

Grand Rapids, Mich.

and get the benefit of our extensive

Free Advertising Proposition.

Sheffield-King Milling Co.

Minneapolis, Minn.



to lean to the side of the tradesman of enterprise and capital. Education and mechanical aids to labor must have their effect on industrial enterprise, and in the future, however keen competition may be, it must be regulated not only on the cost of materials but on the full discharge of due obligations to the workmen. There is the keenest rivalry between the wholesale and retail sections of the trade, and the progress of the former during the past few years indicates that it rests with the latter to put forth every effort to retain their position.—Bakers' Record.

Painter Tells Grocer About Trades Unions.

Written for the Tradesman.

"Yes, I was once a member of the painter's union, but I am not now. I was forced into the union in the first place. It was either join or lose my job. My employer advised me to join, as he wished to retain me and could not unless I were a union man, and I joined.

"I attended five or six meetings and every time I heard and saw things that I did not like. The meetings are almost invariably held in a room over a saloon. The union pays no hall rent; in fact, there are no expenses whatever in connection with the meetings. The saloon-keepers furnish the room free and are glad to do so. There are usually more union men in the saloon than in the meetings, and the meetings are usually held immediately following pay day, so every man has money on hand.

"Then there is the walking delegate. He draws regular weekly wages from the union. He is supposed to help adjust disagreements between the men and their employers, or rather, perhaps, see that both sides are living up to their agreements. And he should notify men who are out of work whenever he learns of work to be had. He will recommend for a vacancy the man that pays him a few dollars. I know that to be a fact. When I brought up the question whether the walking delegate was running an employment agency on his own account, I found myself in bad favor with the leaders. 'Oh, no, he never did such a thing!' I saw there was a ring that stood by the walking delegate and, no doubt, helped him divide the spoils.

"One spring the union forced wages up to 33 1-3 cents an hour. The company that I worked for stood the raise, but they called the men together and told them something like this: 'Now, men, we are paying you more than we can afford. We took jobs on contract last fall and winter on a basis of 30 cents an hour. If we pay you the increased wages you will have to earn it for us. We do not ask you to work any harder, but we expect you to try to work to the best advantage, so as to accomplish as much as possible. If at any time any of you have any suggestions that will help in this direction we shall be glad to have you give them here in the office. Then we will consider them

and if they appear practicable and advantageous we will put them in operation. The man who does not do good work or idles away his time will get his discharge at once.'

"Well, we were assigned to different jobs—a few men on each. I was sent out with three others. I learned that the men of that shop were all in the habit of putting up ladders three times to paint a house one coat. First they painted the body, then the trimmings, then traced the window sashes. I carried two buckets of paint all the time, painting the body and trimmings as I went along, and when I came to a window I would go down and get my can of paint and finish the sash also. In that way I only moved my ladders once where the others moved theirs three times, and I never put up ladders against newly-painted work, as they did when moving the second and third times.

"On Saturday the boss came over to see how we were getting on with the job. We were doing better than he expected. He enquired why I carried two buckets of paint. I explained the matter to him, and he saw the advantage of it at once. He adopted the plan among all the men. It was not long before they all found out where the idea came from, and they were sore on me. They were perfectly willing to put in time moving ladders and making a job last as long as possible. I was not.

"One thing after another gave me an idea of what unionism meant. I used sometimes to talk about living according to the Constitution of the United States and about individual rights. I found that such talk was not approved of at all. I was not in the ring.

"The boss took on a non-union man who had been out of work all winter. None of the men would work with him, even although he said he would join the union as soon as he could raise the initiation fee. I took him out with me and got a raking down from the Secretary when I called on him at the end of the first day's work to get my fellow workman a permit to work with union men until he could earn enough money to join the union. I had laid myself liable to a fine of ten dollars.

"Fifteen dollars initiation fee? Yes, and there were 1,500 painters in the union at one time in Detroit. What is the money used for? I do not know.

"Well, I finally went out of the union and went to contracting myself. Last year I employed fifteen men, but I could not make it pay; that is, I made a living, but could not lay up anything. I am willing to submit to considerable for the sake of peace and harmony. After granting all that was asked for as regards hours and wages, then they wanted to run my business for me. Well, my parents were Scotch, that's all.

"I believe a union or an association for mutual benefit is all right. If good, competent workmen join together to protect one another and maintain good wages, that's all

right; but as it is now, any fellow that happens to be out of a job can pay his initiation fee, buy a brush, put on a pair of overalls and get just as good wages as the man with years of experience. He may not be able to do anything but rough outside work, but he is a union painter and he draws the scale.

"There have been lots of good painters who have gone back on the union in the past year or two. I think it is losing its hold right along, and it will not be long before it is pretty well broken up.

"I have lived all my life in the city until about six months ago. It is the country for me from now on. I have no employer but the man whose buildings I paint, and I have no men

to oversee, no union men to interfere, no figuring and furnishing estimates on jobs with the almost invariable result of being underbid by some one who is tricky enough to put in poor material or slight the work. When the weather is unfavorable for painting I can find plenty of other work to do, so I need not be idle. And I do not think that in this community a painter would be fined for repairing a window screen or setting a pane of glass. Well, good night." E. E. Whitney.

It is your fault as much as anybody's if the stock in your department is running behind.

Somewhere there's a sin back of every sorrow.

Our New Chocolate "Caracas"

Put up in one pound and half pound packages.

Price per dozen ½ lbs. \$2.25

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Package neat and contents delicious.

Order now.

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Ten Strike Summer Assortment

10 Boxes 50 Pounds

A Display Tray with Every Box

Superior Chocolates, Assorted Cream Cakes, Cape Cod Berries, Messina Sweets, Apricot Tarts, Chocolate Covered Caramels, Oriental Crystals, Italian Cream Bon Bons, Fruit Nougatines, Ripe Fruits.

Try one case. Price \$6.75. Satisfaction guaranteed.

PUTNAM FACTORY, National Candy Co.

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Everyone Who Knows Anything

about candy knows that our

Violet Cream Cakes

are the best sellers on the market. They are made pure and of the best material and put up in attractive packages which help to sell them. Write us about them.

Hanselman Candy Co., Kalamazoo, Michigan



How the Love of Being Loved Wins Women.

When a man succeeds in impressing a woman with a firm belief in his own deep and intense love for her he has taken the first step which counts, and a long stride it is on the royal road to her favor. Women, even inexperienced girls, rarely fall in love with any man whom they do not at least imagine to be an admirer of themselves. Unrequited attachments are usually the result of vanity, and of the ignorance which attaches importance to empty compliments or mistakes the attentions of triflers for love in sober earnest.

Barring the Modern Girl, with capitals, a personage who is far and away too sensible and too well instructed for such folly, the first idea of the emancipated school girl who enters society is that she must forthwith fall in love, as if by a sort of predestined helplessness, and have a lover. If neither of these events occurs promptly she is disappointed, probably mortified, and in most cases she has companions superior to her in beauty, in wealth, or other attractions who inevitably deepen her chagrin by the display of their own triumphs. The temptation arises to fancy feelings which do not exist, to imagine admiration, and exaggerate such attentions as she receives. She is apt to magnify casual courtesies into serious courtship, even to construe commonplace compliments into avowals of love, and, what is far worse, to mistake the flutterings of gratified vanity in her foolish little head for the stirrings of love in her heart. Romantic day dreaming and unlimited novel reading nourish the fictitious sentiment, and it is well if the affair does not end either on the one hand in a hasty and ill-advised marriage, or on the other in vexation of spirit caused by pique and mortified vanity, which is but too easily magnified into the desolation of a lifelong woe.

Once in a while one discovers women who like to be "rushed," who enjoy being swept off their feet and married vi et armis, as it were. But even then the delight arises chiefly from the persuasion that the suitor is madly in love, and too deeply in earnest to be gainsaid. The vast majority of women desire the amenities of courtship, delicate attentions, little courtesies, which repeat the tale of love again and again. The suitor who succeeds best with women is he who has the genius which consists in an infinite capacity for taking pains. The man who gives time and thought to his wooing, who devotes himself to the task of making himself agreeable, who takes the trouble to leave undone nothing which may convince a woman that for him she is the one and only "incomparable she," is the one who

is almost certain to win her in the long run.

It may be objected to this statement that there are many women who are attracted by a man's indifference, piqued to the point that they set themselves assiduously to win him to themselves. But this is when the woman possesses the hunter instinct, which is more masculine than feminine, when she is influenced by the desire to capture a prize for which other women have striven in vain. Usually when the triumph is won her interest ceases, although it sometimes happens that during the chase she comes to value the quarry, or chances to awaken a passion so strong and warm that it kindles her own. Still it is scarcely safe for men to practice the tactics so often recommended to women, and "begin with a little aversion;" on the contrary, it is devotion, great and exceeding, the love which shows its faith by its works, which almost without exception wins the heart of any woman who is not already won.

It is safe to say that no woman lives, nor ever lived, in whose character there is not a vein of romance, however "deeply hidden from human eyes." The practical lover, however desirable, if he be wholly practical, antagonizes this trait. Some of the best men in the world, when they go a-courting, rely on their sterling virtues, their honor and integrity, to say nothing of the worldly wealth which they may be able to offer, to fascinate and compel the love of the woman whom they seek. Then they are outraged and astonished when some graceful and graceless ne'er-do-well, with gentle manners and a sweet voice, wins the woman whom they desire. The trouble is that solid virtues, however admirable, are more likely to beget respect than affection. The man who lays more stress upon the amount of his income than the warmth of his affection, who enlarges upon the advantages of his position instead of the depth of his devotion, is like a wet blanket on the

enthusiasm of youth, and fails to awaken anything more than calm and prudent sentiment in the hearts of older and more worldly wise women. The good looking, charming detrimental who spends his last dollar upon flowers for a girl, who remembers her birthday, and always is at her beck and call, although business go to the dogs, is he who finds the way to her heart. "Weak, no doubt, but she is so human!" That "business comes first" is an excellent commercial adage by no means to be disputed; also it is one by which all men who would succeed must cut their hard path straightly, saving only in love. For it is an undeniable fact that all women, with the exception of the Modern Girl aforementioned, are given to prefer the meringue to the pudding, to look rather with admiration at the frills which bedeck a garment than to investigate the cloth whereof it is made with regard to its wearing qualities. The lover who comes "Sighing and singing of

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Is made from Messina Lemons, is colored with Pure Vegetable Coloring and is made above the standard placed by food laws.

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Are guaranteed satisfactory to both the dealer and consumer, hence the goods are standard in all markets. Order direct or of your jobber.



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Jennings Flavoring Extract Co.

GRAND RAPIDS, MICH.



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.

lovesick strains, under Bonnybel's window panes, at midnight," is by many times more likely to win favor from the lady than he who drives up to her door in broad daylight bringing a barrel of flour.

There are many men who are as true as steel, and as hard; true to the heart's core, but deplorably careless and neglectful of those little attentions which are unutterably precious to a woman. Such a man would knock any man down for rudeness to his love, but he would not think of helping her through a crowd with his arm. He would stride on in front, satisfied with himself for clearing the way for her to follow. Neither would it occur to him to remember her birthday with her favorite flower, to wrap her cloak tenderly around her, although he would resent the act if any other man were to do so. It is a great charm in the eyes of a woman when a strong man possesses the art of courtliness, when he quietly takes it upon himself to forestall her wants, to supply her deficiencies, which he does not resent but regards as only feminine; to gratify her desires, which he does with the skill and readiness of an accomplished tactician. She learns to look for delightful surprises, to expect everything good, and her confidence in his powers, her pride in his love, and her dependence upon his ever ready help grow apace with every fresh proof of his thoughtful care for her. "He who would have friends must show himself friendly," he who would win the love of a woman must not only love her but he must also show himself lover-like.

There are girls in the present day who can not or will not appreciate loverlike attentions. They resent them as an imputation of helplessness. When this attitude is taken, no man can be blamed for discontinuing efforts which are so little understood. The time may come when these women will regret that he has forgotten the art.

Dorothy Dix.

Business Men Slaves to Pet Superstitions.

Ninety-nine men out of a hundred get mad, or scoff loudly, if they are accused of being superstitious—yet just as surely ninety-nine out of every 100 are superstitious—and I suspect the other fellow.

It is remarkable how little superstitions, little tricks which men believe bring them "luck" or good fortune, permeate the business world. It is my business to call upon business men—not heads of departments, but the heads of firms themselves—and I have, during the last four or five years, since the matter was called to my attention by an observant friend, made it a practice to watch these men, and laugh inwardly at their pet superstitions. I have seldom found a business man in whom I did not discover some little trick or some superstitious belief in some ordinary or extraordinary fetish. I confess that this has almost destroyed my belief that the dried up

buckeye which I carry in my left trousers pocket will cure rheumatism—or ward it off—and I know it has in my case, for I have carried that buckeye for twenty-six years and never felt a twinge of rheumatism.

One of my best customers, head of a big department store, never will sign a contract until after he has placed a small cross of ink down in the lower left hand corner. I learned this one day when he signed a contract for some work—and I started toward the elevator congratulating myself on closing a big deal. While I was waiting at the elevator he came rushing from his office:

"Hey, come back," he called. I went back.

"We'll have to make out a new contract," he explained.

"What's the trouble?" I asked anxiously.

"I forgot to put my lucky cross on that before I signed it," he responded seriously.

"I'm sorry to delay you, but it might be bad luck to break that habit."

Another friend of mine, a wholesaler in the clothing line, well known in the wholesale district, insists that two crossed red threads be sewed into the right arm of every coat he sends out of his establishment. I wondered at that for a long time and finally asked about it. He told me that, once, when he was threatened with ruin, a gypsy fortune teller told him that if he sewed two red silk threads in cross shape into the right arm of each garment they would sell—and he vows that from the minute he tried it he began to pick up business.

"Of course, I don't believe in it," he said, "but, still, what's the use of taking any chances? And, besides, it's a good mark."

One of my friends in the Board of Trade district—one of the biggest traders in the wheat pit—never undertakes an important deal until he puts on shoes that are not mates. I have seen him go into the pit with one patent leather shoe and one slipper—for luck, because on the day that he made his first big stroke that established his fortune he happened to be wearing mismated shoes. There is another friend of mine who believes that he can not do anything successfully unless he wears a red necktie, and I have another one who never wears a hat that fits him. He insists on buying hats a size too large and then putting in felt fillers—just for luck.

There is a man in Chicago—who employs hundreds of men and is rated a millionaire—who never sees a white horse without spitting over the little finger of his right hand to ward off bad luck. Another man, a merchant prince, always carries a bit of soft brown sandstone in his pocket. He lives up my way on the north shore. He usually comes downtown between 8 and 9 in the morning—and I seldom leave before 10:30. I was surprised one morning to meet him at a late train and enquired the reason.

"I had to come back and get my stone," he explained.

"It's my luck stone," he explained. "I have carried it ever since I was a boy and it brings me luck every time. I have an important deal on to-day and I came away and forgot it, leaving it in the pocket of another pair of trousers."

Most of these things, when I come to trace them back, I find are the results of early experiences in business. There is a big corporation President who will not have any stenographer in his office who is not

fat. "He doesn't want plump ones, he wants girls who would make advertisements for fat producing medicines. No matter how old, or ugly, or incompetent a stenographer may be, if she is fat she can get a job there, and it is all the result of the fact that a fat stenographer gave him a valuable business hint early in his career."

I know seven men who use rabbits' feet, two who smear the caul of a coon on the edge of their desk blotters, and three who turn up their left trouser leg before admitting an important business caller.

But one of the queerest fancies is that of a big corporation lawyer with whom I have business dealings. He will not attempt to write a brief or a petition or anything important unless, at some time during the writing, he plucks a hair from his head, puts it in the ink, and makes a blot on the paper. I saw him do it twice and enquired the cause. He confessed, rather shamefacedly, that one time when he was a struggling young lawyer his pen caught in a hair and blotted the paper, and, while studying over the blot the whole situation suddenly cleared itself—and the idea resulted in a big legal triumph. Since then he has always had infinite faith in the blots.

Harvey Coates.

Norway may be forced to elect a President if no Prince can be found to sit upon its independent throne. Lots of impecunious princes would like the position, but it seems necessary they should have the consent of various other persons who are in business as kings and emperors. But for incurring the displeasure of neighboring royal rulers the Norwegians would probably prefer to have a republic.

You have had calls for

HAND SAPOLIO

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

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

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

FATHER AGAINST SON.

Former Sometimes Stands in Light of Latter.

Written for the Tradesman.

Phil Wendall, whose back yard abuts on the same alley as Richard Strome's does, had that gentleman to dinner one Sunday and he didn't find him particularly entertaining. Strome had spells of being put down as an "odd stick," but Wendall had known him for years and liked him and "swapping Sunday grub" was no unusual occurrence with them. On this day, seeing that something was in the wind he hurried the dinner along as fast as the proprieties would allow and as soon as the coffee was disposed of the men were out under the big maple in the Wendall back yard and with feet up and heads back were soon enjoying their usual after-dinner fireworks.

"Now, Dick, out with it. You know my motto: If it's anything you can stop, stop it, and if you can't send it to the devil on the first train!"

"You've heard me speak of Jack Holland?"

"As if you had talked of anything else for the last quarter of a century! What's he done—run away?"

"I've a letter in my pocket saying that he wants to go back to school in September and he's afraid he can not go. His father wants him on the ranch; but his three years at school have given him glimpses of living outside the ranch, and he doesn't want any more of the old life there. I suspect the father's

want has become an insistence. Naturally enough the man wants his way and the boy feels as if he must have his because he is at the turning point of his life. He has found out what the world knows, that ranch life and the standing of the people living there are not the class he wants to settle among. The school has widened his world. Every instinct in him rebels at the thought of staying there. He wants to go back to school. I have an idea that he wants to go to college and then he wants a place where he can show the world what he is made of."

"Is the man Holland well fixed?"
"W-e-l-l, he never'll starve to death or suffer too much for anything money can buy."

"Can't the boy get on without the old man?"

"Yes; but if the boy breaks with him I suspect the father will tell him that's all he wants of him. A young fellow of 19 rather hates to say good-bye to fifteen or twenty-five thousand dollars, when he knows he's going to want it within a year or two."

"Why isn't the man willing to let the boy go?"

"He thinks the boy has gone to school long enough."

"Well, hasn't he?"

"Yes, if he is to be a cowboy; but Jack doesn't want to be a cowboy or a ranchman. He wants to be a first-class well-trained man among first-class well-trained men and that he can't be unless he has an educa-

tion to help him. He knows that his father is able to send him. He wants a little more of the money that will come to him some day in order that he may take better care of the rest and live a higher life with it than the ranch with its surroundings affords. That's the fact in a nutshell and the next thing is to know what to do about it."

"What sort of a fellow is this Jack, a two-for-fiver?"

"Not a bit of it. I never encourage spending any money on a ten-cent boy; but this Jack—here, look at him. The photo was taken a few weeks ago. See what you think of that;" and Strome placed a picture in the hand of his friend.

"Why, this fellow is a man and a mighty good looking one, too. How old is he?"

"Not quite 19."

"Is it a military school?"

"His uniform tells you that; and do you notice the two bars on his shoulder straps? That means the captaincy of the school, a place he couldn't get and couldn't keep unless he had the stuff in him."

"He looks it. Straight as an arrow. Of course the picture is the result of posing; but does he look you in the eye when he talks to you? The photo says he does. Is that right?"

"To a dot."

"All wool and a yard wide?"

"Every thread."

"Honest?"

"As the day is long."

"Trustworthy?"

"From year's end to year's end"

"Industrious?"

"As a beaver."

"Swear?"

"Yes, if you get him mad—and so do you without!"

"If you had a mighty responsible place would you, aside from the necessary experience, put him into it?"

"He should have the refusal of it as soon as a telegram could reach him."

"Is he a spendthrift?"

"No."

"What's his disposition?"

"The photo tells you. He's as first-class, level-headed, big-hearted a fellow as ever lived, who does as right as he knows how always. So much for that. The point is he wants to go on with his education because he doesn't believe that he can ever be a ranchman and be contented. I am convinced the father is determined he shall."

"What does the boy say?"

"I never felt so lonesome in my life as I have since I left school; but it is wearing off a little. I do hope I can go back this fall. That's all I look forward to. Father wants me to stay with him, but I will do what I think is for the best. Say, I hope you will not forget that I am trying my best to go back to school."

"How would it work, Strome, to suggest to Jack that he stay out a year and go back then to have the finishing up?"

"I'll tell you what I'm afraid of, and what I believe the boy is afraid of. Once he does that, it will be

A Case With A Conscience



BEGINNING AT THE BOTTOM a case is either good or bad. You can't build up a satisfactory display fixture on a foundation of cheap bass wood.

"Bass" is the name of good fish but unreliable lumber. The trouble with it is that the minute moisture strikes it every strip quarrels with its neighbor. The joints separate. In comes the dust—and there you are.

Every bottom in every case we turn out is of three-ply veneer with cross grains. They cannot shrink or expand.

GET TO THE BOTTOM of every show case man's talk and if he doesn't say what we say—and prove his words—DUCK!

About now is the time to figure on those summer renovations.

Be square with your goods—yourself and us—INVESTIGATE.

GRAND RAPIDS FIXTURES CO.

S. Ionia St., GRAND RAPIDS, MICH.

NEW YORK OFFICE: 724 Broadway

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easy to fix things so he can't go back. The boy's hands will be tied, school tiem will be over for him and the man the world wants and is waiting for isn't on hand and isn't ready for the job heaven made him for."

"You're aching to tell Jack to go to school and you'll see him through. Why don't you do it?"

"I suppose it's because my name isn't butt-in-sky! I have said all that I dare to say and have suggested to Jack that I believe if he should make up his mind to go ahead somehow things could be managed so as to come out all right.

"If the man Holland—the fact is, there is another side to the question; but let him take care of that."

There was a long period of silence which Strome made use of in looking at the photo, while Phil Wendall sat still and chewed his cigar until it went out. Lighting another and taking the photograph from Strome he gazed at it long and earnestly.

"Looks like a big fellow."

"Six feet and weighs 185."

"Read that again where he mentions his dad."

"Father wants me to stay with him; but I will do what I think is for the best."

For a minute Wendall's mouth resembled a freight engine in full blast. Then he said:

"Richard Strome, you never'll have a better chance to mind your own business and I advise you to make the most of the chance. This boy wants to be piously and religiously let alone. That chin means business. That is what those square shoulders and two big fists stand for. Here's dollars to doughnuts that these and the go-ahead will behind them are responsible for the two bars on the shoulderstraps. There hasn't been any ducky-daddles or 'pull' about the getting them, I'll be bound. He's earned them—that's the fact about the straps—exactly as he is going to earn the rest of the good things that are coming to him. Now this youngster isn't going to kick whatever comes in his way; but he isn't going to be much beholden to you or anybody else for giving him what he's going to have anyway.

"I believe your intentions, Dick, are the best in the world; but without knowing it you are trying to make a Molly-coddle of this young Holland, and it's altogether evident to my mind that you can't do it. You get hold of his mother and you'll find that never in his short but strenuous life did he once come home crying because a boy licked him! And you get far enough into Jack's confidence and you'll also find that the boy who has tried any of his 'shenanigans' with him got the 'stuffin'' knocked out of him right then and there and that Jack did it.

"You must have noticed that I asked a lot of questions about the boy. Unless your coddling idea has got the better of your judgment his magazine is full of qualities that are bound to win. Well, then, all he wants is a fair field and no favor; and why not let him have it? With-

out pushing the thought too far, do you know that I've an idea that this school business is a put-up job on the part of Providence to find out whether he is the real thing or that little tin god on wheels that you think he ought to be? Now, you follow my advice and let him alone. He's up against it and he knows it. 'To the victor belong the spoils.' It's a scrap between him and his dad and if the boy wins he has fought the decisive battle of his life. If he should fail the real battle is coming later and I want to be kept posted.

"I had just such a fight with my father when I was 18. I was needed on the farm and I wanted to finish the course of the academy. We had come mighty near the 'I will' and 'You won't' point when father hit on a compromise. If I'd leave school for a year it would give him a chance to straighten out things and then I could go back one year or a dozen if I wanted to. That sounded all right; but when you remember that nine times out of ten the 18-year-old boy who drops out of school never goes back, it was up to me to decide whether I was the one in the ten or not. I took the chance, but I kept my eyes open. It didn't take long to get track of the game. The work piled up on me until I didn't have a chance to look at a book from one week's end to another. Father turned over to me this job and that month after month until I was everything except the owner with all the work and responsibility without the honor. I had my wages, which I wouldn't have had if I had not had it down in black and white; and when summer came round again not a word was said about my going back to the academy.

"Fall terms in those days began the first Monday in September and as that date drew near, father planned to go off on a trip which would keep him away for six weeks. While preparations were going on I said to him, 'Have you made up your mind who you're going to leave in charge of things?' 'What do you mean?' said he. 'What do I mean? I mean that I'm going to school next Monday. That's what the bargain was when I left, that's what I've been counting on all the year and I'm going back Monday.' 'Now, Phil, see here.'—Gosh, if I wasn't mad. 'I've been seeing here for about a year,' I said, 'and I've seen a mighty sight more than I expected to and it's enough. I'm going back to school Monday.' 'Not by a long shot!' 'Right you are! It's going to be as short as I can make it!' 'We may just as well end this thing right here. You leave home for school on Monday and you leave it for good. I'll have no more to do with you and you needn't expect to have the finger of my money after I get through with it!' and he went into the house.

"That was the time I was 'up against it.' I thought of it when I asked you if Jack swore. 'D— your money!' was what I said and felt better; and I've a notion that is what

he'll say if his dad tries the same game. Go to school? Of course I did. I had wit enough to know that I needed the schooling more than I did the inheritance and I was right; and if I hadn't had the backbone then and there to take my affairs into my own hands I should have been on that old farm to-day, keeping body and soul together with a little codfish and salt pork and baked beans; and all for the sake of a little money that I could now double up a dozen times and lose and never miss! It's all right to call such times the days that try men's souls. That's a part of it. It's heaven's ways and means of finding out whether the souls tried are equal to what's coming and I can tell you, Richard, that anybody or anything that interferes with such trials are interfering with Providence with a big P; and that's all there is to it!

"For my part I hope old man Holland and young man Jack will come together with a crack that will make them both see stars and if the young fellow does what I think he will there's going to be a successful man who some day will say as I say now, that he owes all he has that's worth anything to that fateful time back there in his teens when he had to say, 'I will,' with the odds against him and start out on his own hook to fight his battle with the world.

"I'd like to make this arrangement with you: If he goes back to school in the fall or a year from now, I want him and I want him bad;" and I don't know a better way to end

this than by saying that Phil Wendall got exactly what he wanted so badly and has had just that for a number of years.

Richard Malcolm Strong.

In trading troubles each fellow tries to beat the other one giving good measure.

Some men never have to ask for a position. They are the sought-after kind.

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**Paints, Varnishes
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It is
Absolutely Pure
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You can Guarantee It

We Do
Northwestern Yeast Co.
Chicago



Act As Though You Owned the Store.

A young man who had had but small office experience moved from an Eastern State to a Far Western community. He had gone West to stay and was willing to do anything that promised a living. He answered an advertisement asking for a man to take a position in a mill situated some distance in the country—a man who was willing to live and work away from a town.

He had forgotten the advertisement, when, one day, he received a letter asking him to come immediately, if possible, and to telegraph whether or not he would come. He went and found that the place was a branch manufactory of a great concern doing business all over the world. To cut the story short, he remained and worked himself into a fine position—worked himself into it because he did all his work conscientiously and completely, and did it in a way that was different and more satisfactory than had before been employed by anyone in that department.

To use his own words, he "handled more money in a month than he had ever before expected to see slip through anyone's fingers." He was placed in the supply department—a place where everything was bought for a big mill, a branch railroad, four great ranches and the majority of the goods necessary for the maintenance of laborers on the entire properties. He was rapidly promoted to the head of the supply department—promoted because he did his work conscientiously and in a more thorough and business-like manner than it had ever been done. Before his coming the supplies had been bought by simply sending an order to some concern handling the goods needed, without a hint of what the price was going to be, or without an attempt to find out whether some other concern might not underbid.

The concern from whom goods had been bought were surprised to find in their mails not orders but requests for the lowest prices at which they would furnish certain goods that were listed and carefully tabulated. They were further surprised to find that in many cases they did not receive the orders, but that the supplies were bought of some other concerns that had heretofore been unfavored with business from the company.

There was but one logical result to that kind of work—the company began to make money by saving it through a few cents on one item, a dollar on another item, and five or ten or fifteen dollars on an entire bill. The individual amounts were small, but when the purchases mounted into the thousands every month, the saving in the first year

had been far greater than the salary paid to the young man.

He did not consider that he had done anything remarkable; he had simply bought supplies by the thousands after the manner in which he had bought groceries for the family back home—at the place where he could buy the lowest and get the right kind of goods. The company looked at the matter differently, and the general manager considered he had caught a prize, although the young man knew nothing of the high estimation in which his services were graded by the management. So long as he cares to continue in his position he is sure of the work and pay.

The point to the story is obvious. No employee who does all the work placed before him in the most thorough and conscientious manner he knows, and without any other attempt than to do it right, can fetch any other result than such as is indicated in the success of this young man. The clerk who handles the goods of the store and the customers of the store just as thoroughly and completely as he knows how to handle them can be positive that he is to be considered a prize by his employers. He will be a prize because there are so many of the tribe of clerks who are otherwise inclined and whom it is impossible to teach any different.

Every bit of work that is entrusted by one person to another is work that is filled with importance, no matter what it may be. And the faithfulness with which it is done, and the business-like methods of its accomplishment determine the future as well as the present value of the one employed. The young man in the story here related did not follow the methods of his predecessor, because he considered those methods faulty and lacking the basis of good business action in that the goods wanted were not purchased in the lowest market, but simply ordered with no thought of the price, the former buyers leaving the possibility of an error or a high price to be thought about and fought over after the bills came in.

The clerk who handles the customer with the idea that if there is anything wrong the customer will kick, by and by follows the same unbusinesslike plan of the fellow who buys goods without first asking the price and attempting to find the lowest market. There is not the element of business and thorough work in that way of handling customers. The customer who is waited upon by the clerk who intends that that customer shall be perfectly satisfied with the service and the goods seldom comes back with a complaint. Errors made in such work are simply errors of judgment and not of either intention or laziness.

The lazy clerk—the one who thinks that it will come out right anyway and the boss can stand it if it doesn't—is about the worst bit of animation in retailing. He is a danger to the business in that he makes the store pay the price of his laziness

and indifference, and in the example he offers to younger clerks who are always looking out to see if they can not slip through something as easily and smoothly as the older shirks. Laziness of that sort is a thing that every clerk must be ashamed of and avoid, or find himself sometime tailing the procession. Laziness does not go in the store, anyway. The young man or woman who is looking for an easy time in the store can find a more fitting and satisfactory place elsewhere.

It is not always the amount of work a clerk does that raises him in the estimation of the house. He may accomplish the feat of waiting on half the customers who come into the store, but if half, or even to percent, of those upon whom he has waited return for a correction of error, or with a complaint of incomplete service, the clerk has done almost as much injury to the future business of the house as he has done present good by heavy sales recorded in his column. The amount of the work of one can be easily overcome by the quality of the work of another. It is not always the question of how many goods the clerk has sold, for the house wants to know how well they have been sold.

We once had a clerk who had a great inclination toward sending goods out on approval when he could not make a sale. Of course, the goods had to be charged to the customer, and the books showed, apparently, that this clerk was making enormous sales. He became so enamored of his scheme that he fell into the way of sending the goods on approval before he was sure that the customer was not willing to buy at once. The firm made an investigation of results and found that this clerk with apparent large sales was wasting a big lot of time of the store by failing to fetch results from his scheme. His total sales were less than those of another clerk whose every day column ran much smaller than that of the very busy fellow. A stop had to be put to so much approval work, and the permanent sales of the clerk in question immediately increased.

The thing on hand is the thing that any store wants its clerks to work on. To do to completeness and in the best possible manner the work that is right under your nose and within the sight of your eyes is the business which the store expects of you and which it wants you to do perfectly. If it is handling a difficult customer, the expectation is that you will do the work to the best of your ability and will fetch a result that is as good as anyone in the store can fetch. Not only must it be done thoroughly, but with self-confidence that it is going to succeed.

The practicing of belief in your own work will go a long way toward fetching the result you want and the store wants. You can not go ahead with an amount of bravado and supreme cheek with the idea of slamming the thing through any-

how. You have got to do it the best you know how and do it with the belief that you are going to succeed in your attempt. If a customer comes in with a request for a certain article that is not in stock, will you simply tell her that you haven't it and let her go out? Or will you show her something else and attempt to convince her that it is good and may answer her purpose all right? After she is gone, will you forget all about her request and fail to place the article on the want book? Will you satisfy yourself with the thought that it is up to the boss to keep goods on hand and you can not sell what he hasn't provided for you?

If you find something going wrong in the business of the store, something that might be easily put right if the attention of the proper person were called to it, will you simply pass it up with the thought that you have enough to think about without bothering your head with that? If there is an opportunity to further the business of the store by a little extra effort on your part, will you attempt to do that or will you let it pass as a thing that is not particularly of your business? Do you work for the interests of the store or only for your own convenience and pleasure?

Hardly a store in the country will be found unable to show up from one to five clerks of this kind. Why is it so? It is so not because the clerks are not intelligent enough to understand, but because they are indifferent to the interests and needs of others, under the belief that it is no concern of theirs how things go. That is most false of delusions, yet the one which leaves behind the counter hundreds of clerks whose natural intelligence and aptitude for business ought to place them in the front ranks of business somewhere.

Absolute indifference of employees toward the interests of the stores where they work keeps the wages of these employees low. It is a necessary result, and the clerks who are the most indifferent are almost invariably those who complain most against the lowness of their pay and importune the oftenest for a raise in price. Apply the business principle of buying in the lowest market and selling in the highest to all the work of the store, and you will have less cause to complain of results.—Dry-goodsman.

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If beauty needs some slight repair,
I have the stuff to do it:
Peroxide that will gild the hair,
And will not green or blue it.
I've facial cream and dentifrice,
And lip salve red and camphor ice;
You only need to have the price;
Your youth you can renew it.

I've soda-water and ice-cream,
And bouillon for cold weather;
I've paper by the box or ream,
And card-cases of leather;
I keep cigars; but, then, you see,
I've also the directory,
And stamps—my custom seems to be
In those lines altogether.

Make Change Without Loss

Mistakes occur in making change. These are avoided by system. A customer of Mr. Hardy's volunteers this reason why she trades with him:



"If a mistake is made in making change, Mr. Hardy's National Cash Register always corrects it. I once made a 10-cent purchase and handed the clerk \$5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. The record inside showed that there were four dollars more in the drawer than called for by the sales record."

A National Cash Register tells the amount of each transaction whether cash, credit, money received on account, money paid out, or money changed.

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PRESERVING EGGS.

Methods Pursued in Different Parts of the World.

First, one recommended by the Department of Agriculture, at Washington. Water-glass or silicate of soda is sold as a syrupy liquid at wholesale as low as two cents per pound in carboy lots. The retail price varies, though ten cents per pound seems a common price. Dissolve one part of the syrup thick water-glass in ten parts, by measure, of water. Much of the water-glass offered for sale is very alkaline, which is a decided fault. Pure water should be used in making the solution, and it is best to first boil the water, then cooling it. Place the eggs in a clean vessel and cover with the solution. If wooden kegs or barrels are used, they should be thoroughly scalded. The eggs should be stored in a cool place; this is important. It is best not to wash the eggs before packing, as this removes the natural mucilaginous coating on the outside of the shell. One gallon of water-glass is said to be sufficient for fifty dozen eggs if they are properly packed.

The next is a method given out on the authority of the National Butter Cheese and Egg Association: The person using this and other methods will gauge the quantity of materials by the number of eggs he wishes to preserve.

To make the solution pickle use stone lime, fine salt, and water in the following proportions: One bushel of lime, eight quarts of fine salt, twenty-five ten-quart pails of water. The lime must be of the finest quality, free from sand and dirt—lime that will slack white, fine and clean. Have the salt clean and the water pure and sweet, free from all vegetable and decomposed matter. First slack the lime in a large lard tierce or vat that has been previously cleaned with scalding water; add the balance of the water and the salt, stir well continually that the lime may not settle in the bottom and clog and burn, otherwise it cannot be used for pickle. This is the most important stage of the pickle—to prevent the lime from clogging on the bottom and burning. If the lime has a yellow tinge, then proper precaution has not been exercised in the stirring and mixing. Stir well until it has become of milky appearance and free and clear of all grit and sand. Let it stand until well settled and cool, which will require one or two days. Either dip or draw off the clear pickle into the cask or vat in which it is intended to preserve the eggs. When the cask or vat is filled to the depth of two feet begin to put in the eggs, and when they are, say, about one foot deep, spread around over them some pickle that is a little milky in appearance, made so by stirring up some of the very light lime particles that settled last. Continue doing this as each foot of eggs is added. The object is to have the fine lime particles drawn into the pores of the shells, as they will be, by a kind of inductive process, and thereby completely seal the eggs. Care should

be taken not to get too much of the lime in—that is, not enough to settle and stick to the shells of the eggs, and render them difficult to clean when taken out. I believe that the chief cause of thin, watery whites in limed eggs is that they are not properly sealed in the manner described. Of course, another cause is the putting into the pickle old stale eggs that have thin, watery whites. When the eggs are within two or three inches of the top of the cask or vat, cover them with a cloth, and spread on two or three inches of the lime that settles in making the pickle. It is of the utmost importance that the pickle be kept up over the lime. A tin basin (holding about six dozen eggs) punched quite full of inch holes, edge muffed with leather, and a suitable handle about three feet long attached, will be found convenient to put the eggs into the pickle. Fill the basin with eggs, put both under the pickle and turn the eggs out; they will go to the bottom without breaking. When the time comes to use the eggs they must be taken out of the pickle, cleaned, dried and packed. To clean them, procure half of a molasses hogshead, or something like it, filling the same about half full of water. Have a number of crates of the right size to hold thirty dozen, made of laths or slats, placed about one inch apart. Sink one of these crates into the half hogshead, take the basin used for putting the eggs into the pickle, dip the eggs by raising it up and down in the water. If necessary to thoroughly clean them, set the crate up and douse water over the eggs. If any eggs are found, when packing, from which the lime has not been fully removed, they should be laid out and all the lime cleaned off before packing.

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when wanted, the system generally getting all the blame.

Some prefer barrels, but the best plan is to have a proper brick receptacle. The proportions of lime and other materials are as follows: Fourteen gallons of water, four and a half pounds of salt, one and a half pounds of cream of tartar, and twenty-eight pounds of lime. The lime should be added to the water, so as to cause it to boil, when the other ingredients should be added; when the solution is quite cold, it should be poured carefully over each layer of eggs, stirring the solution well each time it is poured on.

W. F. Naegle gives the following in the Supply World. An ounce of salicylic acid mixed with one gallon of water will make a milky fluid, into which as many fresh eggs may be immersed as the fluid will cover. Let them remain in the liquid for half an hour, when they should be removed and placed on shelves to dry without wiping. The fluid need not be renewed by adding more salicylic acid as long as it keeps its milky appearance. No cut straw or hay should be used for packing the eggs.

Concerning the packing of eggs, the Commercial Intelligence Branch of the Norwegian Department for Trade, Shipping and Industry sends out a description of what is claimed to be a new system of packing eggs.

This packing consists of thin cardboard with pressed hollow ovals. By turning every other sheet 180 degrees (half round) a completely self-supporting tier of cells is formed. Each tier can contain 750 eggs (25 trays of 30 eggs.)

The weight of the upper trays of eggs is borne by the cardboard sheets, and distributed by them alone. Thus absolutely no weight rests on the eggs, not even those of the lower trays. The eggs are surrounded by elastic walls, and have only a few millimetres play, which entails a maximum of safety during transport. The eggs cannot fall out of their hollow, and the protection is the same, even when the whole case is turned around or placed on its side.

It is claimed that this system of packing allows of the quickest arrangement, as the place for each egg is ready and the elasticity protects the eggs from blows. Mistakes in counting are impossible, as each tray holds a similar number of eggs; and they can be rapidly packed, as eggs and trays can be removed as they are. Breaking is avoided, as the handling and touching of the eggs is unnecessary. The less the eggs are touched the longer they keep fresh. Egg sorting is easier, as the depths of the hollows of the trays form an easy meas-

When the eggs are carefully washed, as before described, they can be set in a suitable place to dry in the crates. They should dry quickly and be packed as soon as dry. In packing, the same rules should be observed as in packing fresh eggs. Vats built in a cellar around the walls, with about half their depth below the surface, about four or five feet deep, six feet long and four feet wide, are usually considered the best for preserving eggs in—although many use and prefer large tubs made of wood. The place in which the vats are built, or the tubs set, should be clean, sweet, and free from all bad odors, and where a steady, low temperature can be maintained—the lower the better; that is, down to any point above freezing.

A writer in the British Baker says: There are many ways of pickling or preserving eggs, from dry salt, water-glass, gum arabic, to storing in dry sand. There has not, however, been found a system that for economy and efficiency surpasses the quicklime method. If this method is adopted, and care taken that no cracked eggs are put in, the baker will not have much to complain of. It is generally the fault of the man who is packing them that there are any bad ones ure to go by. Warehousing takes up a minimum of space, as the trays can be built up for several metres without danger to the eggs. The trays are cheap, and made to stow away inside each other, and are thus easy to return empty, which makes it economical to use them. Trays of all sizes are supplied.

During a long public career Chauncey M. Depew has been able to steer a safe course and in the main has escaped the harsh criticism that has come to some bigger and abler men. As the expression goes, he has been able to "jolly" pretty much everybody and meantime has amassed a handsome fortune and twice secured a senatorship. He is mixed up in the life insurance scandals and his stock is not just now quoted as much above par as he would like to have it. He is coming in for a generous share of criticism. At present he is in Europe, but according to all accounts he better come home on a fast ship and see what, if anything, he can do about it.

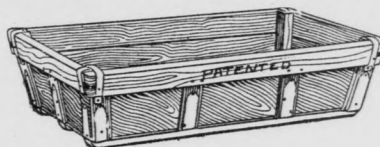
There is no greater field for the study of human nature than the modern department store.

It takes an empty head to rise to the heights of fashion.

Men who affect virtues have no affection for them.

Get in the Display Habit

Goods well shown up are quickly sold



Ask your jobber for these Display Trays

Don't take a substitute. If your jobber doesn't have them write direct to

W. D. GOO & CO., Jamestown, Pa.

Ice Cream Creamery Butter Dressed Poultry

Ice Cream (Purity Brand) smooth, pure and delicious. Once you begin selling Purity Brand it will advertise your business and increase your patronage.

Creamery Butter (Empire Brand) put up in 20, 30 and 60 pound tubs, also one pound prints. It is fresh and wholesome and sure to please.

Dressed Poultry (milk fed) all kinds. We make a specialty of these goods and know we can suit you.

We guarantee satisfaction. We have satisfied others and they are our best advertisement. A trial order will convince you that our goods sell themselves. We want to place your name on our quoting list, and solicit correspondence.

Empire Produce Company

Port Huron, Mich.

SUMMER SEEDS

Fodder Corn Crimson Clover Dwarf Essex Rape
Turnip Rutabaga, Etc., Etc.

If in the market for Timothy Seed either immediate shipment or futures let us know and we will quote you.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS



How To Make Special Shoe Sales Pay.

As the time approaches when the regular mid-summer sales are usually held, those merchants who take advantage of such means of publicity begin to make their preparations for that grand commercial fete. To those who have been through numerous sales of one character and another, what we are going to say may not be entirely new, but even they may pick up a stray idea or two that may be of use. To those who have had little or no experience in conducting special sales, we can only say, read, ponder and digest thoroughly every hint here given.

It is one thing to hold a special sale and an entirely different one to make it successful. Many sales fall flat because they have been entered upon without due preparation and without a sufficient reason for their birth.

When a merchant finds he has over-bought on certain lines of goods, when he has a lot of broken lines and odd lots and sizes on hand; when he finds he has goods that are rapidly going out of style; or that must be sold then or carried over for six months; when he buys up a lot of "jobs," or somebody's stock at an unusually low price; or when he wants to reduce stock before or after inventory, the only logical course for him to pursue is to put on a special sale. He must have an outlet for these surpluses that his usual routine trade does not afford. He has it in the special sale.

Many special sales are floated on the flimsiest of pretences by some merchants, who, after a lot of extra work, wonder why they fail. They fail because the merchant either rushes into them without reason or because of lack of careful preparation. It is safe to say that most merchants should begin at least two weeks before to make their preparations for a special sale if they wish it to prove successful and pay them for their efforts and expenses. In some of the highly organized department stores it is an easy matter to put on a sale in some particular department at a few hours' notice, but in the exclusive store or in the country general store where the help is meager and the system loose, it requires much more time. Even in the department store the large and successful sales held there are thought out sometimes many months before. There are a great many things to weigh and consider, and unless properly thought out and adequate preparations made, the sale falls as flat as a pancake.

In the first place the whys and wherefores of the sale should be considered. If it is to reduce certain lines of goods, they must be got out and re-marked. The prices must be cut deeply enough to move them

quickly and not any deeper than necessary, so as to avoid as much loss as possible. Other lines and leaders must also be prepared. The lines to be offered first and those that are to be added later must be selected and the prices settled. Goods to be continued another season should be withheld from the sale altogether, or at least sold, when called for, without any pretence of price cutting.

Some merchants think all they have to do is to take a \$1.50 line of shoes and say: "Here's a shoe worth \$2 for only \$1.50, they're a bargain while they last," and expect people to fall over each other in a mad scramble to buy them. They find to their surprise that the public is "on to their little game," and the after effects of such an action are most disastrous. The people know value well enough not to be "taken in" in that manner. They have bought just such shoes before and know their worth.

After the lines to be placed on sale have been selected, and they should be as numerous as it is convenient, the very first thing to be thought of is a name for the sale. This, and the reason offered to the public as an excuse for the sale, is of the utmost importance. In choosing a name, one that will mean something to the public is most desirable. Here are a dozen names of sales selected at random from recent newspaper advertisements:

- A Gigantic Sale.
- A May Shoe Sale.
- A Stupendous Shoe Sale.
- A Thrilling Shoe Sale.
- A Mammoth Shoe Sale.
- A \$10,000 Sacrifice Sale.
- A Phenomenal Shoe Sale.
- A Money Saving Clearance Sale.
- An Expansion Sale.
- Jobbers' and Manufacturers' Sale.
- Great Sample Shoe Sale.

The most of these names mean simply nothing at all to the public. The first seven are remarkable more from the use of adjectives than anything else. The others have some excuse for their use behind them. But all of these names are old and threadbare. They have been used so often that the public take no stock in them any more. A "fire sale" or a "bankrupt sale" has a meaning wherever used, and people will flock to such sales because they have learned by experience that at such sales prices are usually cut pretty low. If a merchant desires to "clean up" a lot of odds and ends that have been accumulating for years he had best have a "Rummage Sale." The public will then expect to get old styles instead of new, and at prices reduced accordingly. Whatever the name selected, it should be suitable to the goods to be sold, and show its meaning plainly to those who read about it.

It is the same way with the reason given to the people for the sale—it must be reasonable and represent the goods offered. It need not necessarily be the exact truth, because sometimes it is better to suppress disagreeable things. For instance, if a merchant finds his

Boy's Shoes?

Ah!

That's One of Our Strong Points

We recognized that the boy had been sadly neglected in footwear.

We have met the demand for a substantial Boy's Shoe.

Be sure and get a supply for your fall trade.

HIRTH, KRAUSE & CO.

GRAND RAPIDS, MICH.

Makers of Rouge Rex Shoes for Men and Boys

School



Shoes

for both Boys and Girls made by us are stronger, more comfortable and longer lived than most others.

We know what these shoes have to stand and use leather and workmanship that insures your customer more than his money's worth in wear.

Our trade mark is our guarantee.

If you don't know our line write and we will call with samples.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

shelves full of merchandise and his bank account very low, bills coming due and no prospects of meeting them, and decides to put on a sale, it is not necessary to tell the world his troubles. On the other hand, he should say, "We have made extra heavy purchases lately at such low prices that we are enabled to offer these lines at much below their market value. We are going to share our extra profits with the public and things will hum here for the next few weeks." Then he should cut out his profits altogether and grin and bear it. He must not put on doleful looks because he makes a sale of some line at no profit. Who knows! Perhaps he will make a life-long customer of the purchaser. At any rate, he will be able to meet his bills when they come due and save his credit. He may then buy new goods and start over again.

A sale must be advertised, and largely advertised at that, if it is to be made at all successful. The merchant must enter into the thing with enthusiasm, and try to make himself believe that it is a very good thing for the public. If he can make himself believe that, he is more likely to make the public think so, too. The space taken in the papers should be extra large, with the opening announcement, because "largeness" has come to mean these days "truthfulness." Large things enter into the very spirit of the age, and the merchant who can do large things will get the large trade. If small spaces are used, it is more likely to be thought that the sale is "simply another fake affair." That feeling will kill any sale, no matter how low prices have been cut.

The lines to be sold at special prices must be properly displayed in the windows and inside the store. They should be placed where every one can see them who passes the store, or enters it, and the "alluring prices" should be so plainly placed that they will invite purchasers without any effort from the salesforce. A large display of goods means a great deal to most folks so this matter should not be neglected. Price cards and special motto cards should be largely used, and all should plainly show the old as well as the cut price. Price is a great factor in a sale, sometimes of more importance than the quality of the goods offered.

When to put on a special sale is another thing to consider. It is folly to try to run a sale of odds and ends in the middle of a busy season. If a store has its regular spring stock to be disposed of at regular prices and a special sale of odd lines is sprung on the public just when those spring goods should have the call, the one would kill the other. People reading the sale news will apply it to the new lines and there'll be "trouble brewing." Just before or after the height of a season is the best time to hold a sale. When the dull season comes around the sale can be used to enliven things up, and it will not interfere then with regular trade. Of course, if it is

desirable to cut the prices on new lines for any reason a sale put on just when the demand is at its highest for those goods must of necessity sell more of that class of goods, but there's no profit in that. Sales can be made profitable once in a while, you know.

It is best to start a sale towards the end of the week. Why this is so is hard to tell, but it has been proven time and time again that Thursday or Saturday are the best days of all. Friday, of course, is eliminated from the possibilities because of the ever-present superstitious awe of that particular day of the week.

Besides, the regular goods placed on sale there should always be a number of leaders used to attract attention. These should consist of low and popular priced lines. The profits must be entirely loped off of these, and in some cases part of the original cost. They should not all be offered at the beginning of the sale, but the best of them reserved for use after the sale has begun. It is not always possible to keep up the interest in a sale for one reason or another, and these leaders are to be reserved for use in just such an emergency. If it is noted that there is a lull in the progress of the sale, one or more of these leaders are offered at their low prices as a "bait." In this way, interest in the sale can be made to extend over a longer period of time.

Some merchants, with a short-sightedness unworthy of them, try to work off their "worst stuff" right at the beginning of the sale. This is a great mistake. The early buyers are the scouts of the regular army. If the values offered are particularly choice these scouts spread the good news around very quickly. If they are not pleased with the offerings they proceed to make it interesting for the merchant by describing him as a "fake." Such is life!

When should a sale be dropped? Not until it will drop of its own accord. When every effort has been apparently used up to keep it going and it is about to die a natural death it is time to "draw the curtain." A last great rally should be made of all the forces to make the "death scene" as brilliant as possible. Many people are always late, and in the case of a sale the rule holds good. Therefore, it is better to advertising a closing date for a sale that is gradually dying. In that simple announcement there has often been an increased business sufficient to pay all the ordinary expenses of the sale.

If any merchant contemplates entering in a special sale soon, let him take plenty of time to make his preparations and enter upon it with lots of vim and enthusiasm, and he will "win out" every time.—A. E. Edgar in Boot and Shoe Recorder.

Many men mistake a disposition to kick at everything for a divine call to preach.

The itching palm tries to pass itself off for a helping hand.

Blow Your Horn if You Don't Sell a Clam

We are not so very long on the blow; but when it comes to furnishing

Dependable

footwear to our customers we are there with the goods.

If you don't believe it let us show you.

Our Leather Line We Know to be Good

Hood and Old Colony Rubbers Can't be Beat

Geo. H. Reeder & Co.

Grand Rapids, Mich.

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

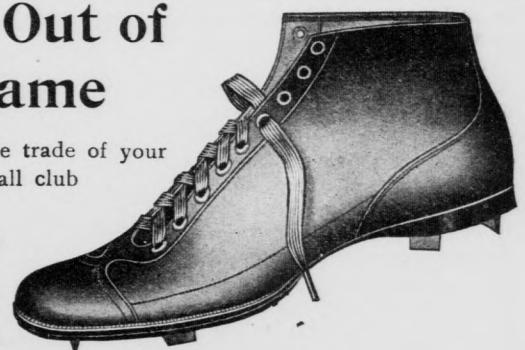
SAGINAW, MICH

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL

Sizes in Stock

Majestic Bld., Detroit

Everything in Shoes

Protection to the dealer my "motto," No goods sold at retail,

Local and Long Distance Phone M 2226

WAIT UNTIL YOU WIN.

Do Not Quit at the Wrong Time.

If you are in the game, stay in until you win. Don't quit at the wrong time!

There are two kinds of men in the world: The one knows what he is doing, hangs on to his work with bulldog tenacity until he accomplishes something; the other takes up work in a haphazard way, gets discouraged at every setback, quits at the wrong time, and then blames fate when he sees another, beginning where he left off, succeed.

The case is exemplified by the woman who, after feeding a fine lot of poultry all winter, just at Easter time sold them at half price to her next door neighbor, who reaped the profit, 40 cents a dozen.

Last year the management of a book publication came from the east to shut up their western office, as the man in charge had written that the field was played out. But just as the office was being closed an assistant came forward and begged that it be kept open, declaring that in his estimation the work was but half begun. The second man was placed at the head, and from that time on the sales boomed.

There are still people in the world as senseless as the man who bought a fine country estate and prepared with immense pains and expense a squab industry. After two years, just as he had his plant in nice condition, the enemy in the shape of a skunk appeared and every morning dozens of young pigeons were found with the life blood sucked from their veins. All precautions seemed futile.

In disgust the man sold out, but such was his animosity toward the animal that occasioned the disaster of his hopes, that he took his shot gun, and, finding a colony of the pests under the summer house, exterminated the last one, just before the new owner took possession, thus destroying all excuse he had for leaving.

Many are the examples of a small business growing to be a large one, after the first man has sold out, just because conditions were ripe for it. Many a man fails of success simply because he is afraid he will fail. He advertises just long enough to make the public aware of his existence and then, when all he needs is a little longer keeping at it, to get the returns he is after, he stops short, afraid to waste any more of his capital. He doesn't play the game out. He sells out, and thus becomes the servant and contributor to another's wealth; and is sore ever after because he passed his opportunity on to another.

It is reported of John Brown of Balmoral, who was an ardent fisherman, that one day while employed in salmon fishing a message came from the castle on Dee side saying that Queen Victoria desired his presence. "Tell her majesty that I'll be there quickly," he replied, never stopping his mighty struggle with an unusually strong salmon.

Another and more urgent summons

came. "Tell her majesty that I have a salmon on, but I'll be there in a few minutes," said Brown, still playing the salmon, which was still holding out pretty vigorously.

A third and more imperative order came.

"Tell her majesty," shouted Brown in his exasperation, "that it's impossible for me to leave without the salmon."

The laws of all true sportsmanship commanded that the play be played, the game be landed, and the fisherman not quit at the wrong time—even though a queen were kept waiting.

Never does business acumen or shrewd judgment have a better chance to display itself than when some unforeseen occurrence arises, calling out all one's resources. Then the caliber or fiber of a man stands revealed—whether it stiffens to the storm or weakly wilts and bows before the unexpected blow.

A case in point happened recently in a Chicago suburb. A new grocery was started in a locality where the one store had been supreme. Dissatisfied patrons flocked to the new caterer of kitchen supplies—a thing which usually occurs in the business world, for people always are curious to see what the new man has. This particular grocer, instead of meeting new conditions by making better deliveries and bracing up generally to compete with a rival, simply acted as if the inevitable had come, and the handwriting for him was on the wall. He saw disaster, wilted, and drooped in every fiber, and in a panic sold out to his butcher, who, seeing his opportunity, grasped it, regained the lost patronage and is now with an enlarged business reaping the fruits of the trade that his predecessor had built up.

In contrast to this, another merchant with twenty years' successful experience, one who had met and vanquished many a competitor, at last saw his Waterloo, as he thought, in a new firm which started up just opposite him, flaring in his face all sorts of huge placards of cut rates. This new force to combat was a syndicated one, which, with its branches all over the city and with its huge backing, was no mean antagonist.

The usual sympathetic advice of the croakers was offered, and the public thought that the death knell was rung, for the cut prices were put at too low a figure to permit any profit. Now was the time when the business sense of this man dictated the only saving course to be pursued, and that was one of courage: "To keep the store open until the business went to smash, but never to give in."

This business principle of not selling at prices that would yield no profit was adhered to. Sales fell off, and for the first time in twenty years this man had nothing to add to his nest egg in the bank, but he paid expenses and made a living, and by meeting the enemy squarely and not flinching, now finds his position strengthened and old patrons returning to deal with a house that is built upon rocklike standards.

Vehicle Factories Run Extra Time.

Flint, July 24.—After having experienced the most prosperous season in their history, the local vehicle factories are beginning to feel the effects of the usual dull mid-summer time that is always counted upon as the occasion for taking inventory and shaping matters for the ensuing year's business. Ordinarily this quiet season begins to manifest itself early in June, but under the exceptional conditions prevailing here this summer, its advent was delayed for fully a month. The extra hours that have been necessary to take care of the unusual rush of orders are now being dispensed with, and the factories are returning to an eight-hour day. The taking of the annual inventory will be commenced about August 1, and will occupy three or four weeks. At all the plants the prospect is reported to be exceedingly promising for another big run of business during the coming year.

Bancroft Gets the Crowds.

Bancroft, July 22.—The Bancroft business men have a novel means of getting the crowd in town for Saturday nights. They put on a free entertainment every Saturday evening for fourteen weeks, with complete change every week. One of the largest crowds Bancroft has ever had on Saturday night was here this Saturday evening, when the entertainment was moving pictures and balloon ascension and parachute drop.

Bob the Blacksmith



Bob the blacksmith is hearty and hale,
Makes shoes for horses that never fall,
Wears shoes that are shoes upon his feet,
That don't set him crazy on account of
the heat.
They are made by a firm who calls them
HARD-PAN
And they are never bunched with the
"Also Ran."

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

Write us for reasons why.

Herold-Bertsch Shoe Co.,
Makers of Shoes Grand Rapids, Mich.

This Trademark



upon a shoe is conclusive proof that it is the best \$3 shoe made. In fact, it is so good a shoe that it has become popularly known as the \$3 shoe with a \$5 look.

We have a proposition to make to one retailer in each town in regard to this shoe which is decidedly interesting to the dealer. If you want to be that one drop us a postal and one of our representatives will call on you.

Michigan Shoe Co.

Distributors

Detroit, Mich.

Oversight of Clerk Displeases Out-of-Town Customer.

Written for the Tradesman.

To make a sale is one thing. To so consummate it that the customer shall think only kindly of the clerk and desire to be waited on again by the same one is the acme of salesmanship.

Sometimes a sale is spoiled by absolute crankiness on the part of the one behind the counter, sometimes by rudeness, oftentimes by indifference, carelessness or mere forgetfulness as to details of orders.

A case of the latter came to my notice recently. It concerned only a tiny matter and yet it prejudiced a young lady against the place where it happened. The one concerned is from out of town; and that hurts the store all the more.

She had shopped around for two hours, the last time she was here, trying to find a particular Oxford with a cloth top. Just as she had about given up the search she ran across it in a popular store on our principal street. She was overjoyed to see it after so much tedious hunting, and still more so when she was informed that exactly her size was in stock. The girl has such a small foot that she often has difficulty in being fitted.

She tried on four or five pairs and the style pleased her so well and the shoes felt so comfortable and looked so stylish that she decided to take two pairs instead of one as was her first intention. Directing the young man who waited on her to put in a couple of pairs of common laces (which she offered to pay for), a buttonhook and to put a little more pumice stone in the shoes, she paid for the latter and went to another part of the store to finish her trading. The clerk was to send the package from his department to the parcel counter, where she would have the rest of her purchases sent so that they might all be done up together in order to facilitate her carrying them on the train.

Well, the clerk sent the wrapped up boxes of shoes to the bundle counter and those and the rest of her goods were put into a large box. The bundle boy did all possible to assist her in getting home easily with the results of her shopping, putting a good stout cord crisscross around

the box and tying it so there was not the slightest possibility of its coming undone.

Reaching her home in Grand Haven, the young lady undid the large package, taking out her purchases before the admiring family and two or three neighbors who had happened in, and of course, there had to be much talk about the merchandise, which was all of a fine order, as the girl's family are well off. Everything had been beautifully done up—tissue paper around all the daintier pieces, such as laces, gloves, etc.—and there was comment on this, too: "It was not often," they said, "that so much pains was taken to make attractive parcels."

Then came the shoes. And it was lucky they were last.

Opening one of the two boxes, the girl exclaimed:

"Oh, dear! I told that clerk to 'put a little more pumice stone in the shoes' and he hasn't done so—not in this pair anyway. Let's look at the others and see if he carried out my instructions any better in those," and the young lady tried one corner of the cover of box number two. But it stuck. She tried another corner and this time the lid came off.

As I said, it was fortunate the shoes were opened last, for as the cover yielded to the pressure of the girl's fingers, the box took a lurch and fell onto the edge of the big one which had contained all the merchandise bought at the Grand Rapids store.

A cloud of dust arose, and settled over the carpet.

"Well, of all things!" exclaimed the girl. "What does that fool fellow think I want of so much shoe powder? Here he's put no more in one pair than he tried them on with, and enough to send us out of the house in the other! He sprinkled in only the merest speck when he put the shoes on my feet, and I wanted a little more, so told him so. I can't imagine why he has done this," and she gingerly picked up the pair that gave the trouble, in each of which there had been deposited as much as a tablespoonful of the pumice stone.

The floor was all covered with the fine gray-white stuff and the Oxfords had the appearance of wedding slippers.

The girl went to a closet and brought out a carpet sweeper, with which she tried to remove the dust. It didn't take it all up and so she got down on her hands and knees and wiped it up with a damp cloth. After much bother she obliterated all traces of the offending powder and, red in the face from the exertion, took the cloth through the kitchen and hung it on a bush at the back door to dry.

(She is one of those neat little housekeepers who never leave a squeezed-out rag resting on furniture to ruin the polish with an ugly wet white spot!)

And she had to brush and brush and brush the cloth uppers of the pretty Oxfords to get the pumice stone out. The patent leather vamps wiped off easier, but, by the time the erstwhile shopper was through repairing damages all around, she was so thoroughly disgusted with the turn affairs had taken that she vowed that that special clerk should never again see the color of her money!

"The idea of his putting in so much powder stuff! It looks as if he thought I was a pig and he'd put

in a big lot!" and the angry flush that mounted the girl's cheeks boded no good for that shoe clerk. Whatever might have been his motive in over-powdering the shoes, he has lost trade by it—"enough is as good as a feast."

J. Jodelle.

Germans are laughing at a plan to raise a \$2,500,000 fund to be given to the Emperor on his approaching twenty-fifth wedding anniversary, to be used to aid those members of the Prussian nobility "called to the army as officers in pursuit of their historical mission" of upholding the army and Prussia. Occasionally, it appears, these sprigs of nobility are without the means to live in the style befitting their rank and their elevated calling. Germans have become quite democratic. They fail to see any reason why members of the nobility should receive financial assistance in preference to untitled individuals.

The best way to pity a man is to pick him up.

No prayer is lifted on stilted phrases.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

WE TOLD YOU SO

Glass Did Advance July 17th

after the Jobbers' Meeting which took place on the 15th. Look back over previous numbers of the Tradesman and see how true our statements have been. Another Jobbers' Meeting will be held in about two weeks. Glass will again advance. You cannot afford to disregard our advice to

BUY NOW

GRAND RAPIDS GLASS & BENDING CO., Grand Rapids, Mich.

Most Complete Stock of Glass in Western Michigan

Bent Glass Factory Kent and Newberry Sts.

Office and Warehouse 199, 201, 203 Canal St.

MEN OF MARK.

John W. Blodgett, the Well-Known Lumberman.

A popular notion is that the prospects for rich men's sons, in the way of turning out well and making a success of life, are poor by comparison with those of poor men's sons. Children of the rich are supposed to be pampered and indulged and, spurred on by no necessity to work and save, they fall into slothful and reckless habits, with the result that they make a failure of life. But this popular impression is too sweeping in its conclusion. While anyone can point to numerous instances wherein the children of the wealthy have made wrecks of character and career, other numerous instances exist in which the sons of thoroughgoing men of business and professions, who have amassed fortunes in pursuit of their vocations, have made distinct footsteps in which they have trodden and thus have reached the summit of an acknowledged success.

After all the outcome in each instance depends on the native quality of the son and the environment of his early life, including the tuition of precept and experience that the father and mother have given him. It is a feature of Western life, in which to accomplish something is considered a demonstration of manhood and character, that many of the sons of men who have distinguished themselves in amassing wealth or reaching success of any sort have followed the example of their fathers, have made good use of the means fortune has placed within their grasp and have thus broadened and multiplied their wealth and power. Such a "son of his father" is John W. Blodgett, of Grand Rapids.

The Blodgetts descended from a colonial family which settled in Massachusetts in 1838. John W. Blodgett's father, Delos A. Blodgett, was born in the State of New York and migrated with his family to Harvard, McHenry county, Illinois, in 1846. When a young man he went to Western Michigan and engaged in the logging business on the Muskegon River in 1848. His career as a logger, lumber manufacturer, pine land owner, banker, capitalist and distinguished citizen of Grand Rapids is well known to all conversant with the history of Michigan.

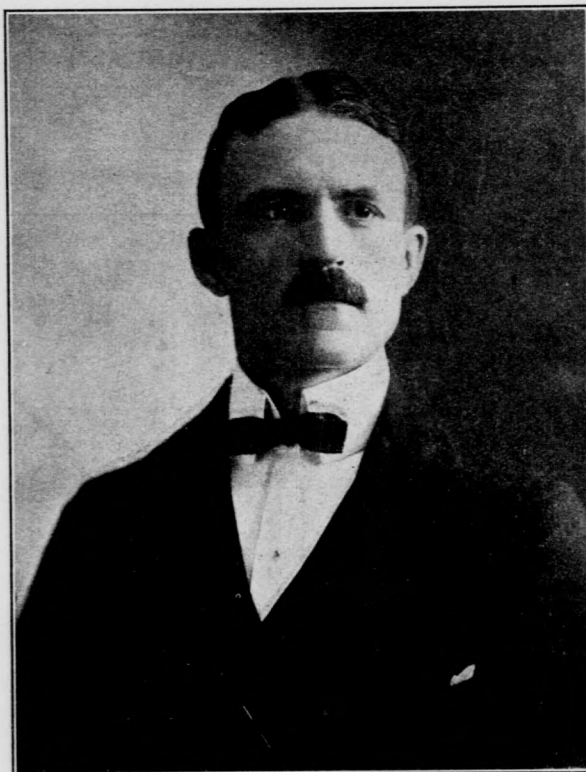
In 1851 the elder Mr. Blodgett reached the conclusion that the lands in the region of the Upper Muskegon district were more available for agricultural purposes than heretofore they had been reputed to be. Inspired by this belief he proceeded to improve and cultivate a farm at Hersey, Osceola county, with considerable success. There he established his family home for a time, while he pursued the lumber business.

On this Hersey farm John W. Blodgett was born July 26, 1860. There his boyhood was passed and his education begun in the district school. Thus he had the advantage of an early country life and acquired the habits of labor, endurance and economy, which no doubt went far

toward the formation of his character, physical and mental. In this he was fortunate, as his father had been; for there is no nursery for the young like the farm, as the lives of thousands of America's successful men have exemplified. Doubtless to his mother, who was before marriage Jane S. Wood, of Philadelphia, was Mr. Blodgett much indebted for habits of industry and economy. His common school tuition was finished when he was 12 years of age. Afterward he was enrolled in the Todd Seminary, at Woodstock, Ill., where he remained for two years, and then he began a course at the Highland Military Academy, at Worcester, Mass., and was graduated thence in July, 1876. This was followed by a course in a business college at Grand Rapids.

sides providing logs and manufacturing 50,000,000 feet of lumber annually John W. Blodgett acted for his father in the management of several other important interests.

In 1886 Mr. Blodgett was elected President of the Muskegon Boom Co. and added the conduct of this great corporation to his other business engagements. He continued to act in these various capacities until lumber operations on the Muskegon River declined to the status of a comparatively unimportant industry, when he moved from Muskegon to Grand Rapids and since has resided in that city. During his residence at Muskegon he was elected a Director of the Lumbermen's National Bank and of the Muskegon Savings Bank and was a stockholder and Director of the Muskegon Valley Furniture Co.



John W. Blodgett

When young Blodgett was about 18 years old his father bought an interest in a sawmill at Muskegon, his partner having been George J. Tillotson. In 1878 John W. Blodgett, the son, went to Muskegon to act as the agent of his father and to assume the management of the manufacture and sale of the product of the plant. He continued in this employment at Muskegon during the sawing season, spending the winters in the woods in superintendence of logging operations. In the meantime his father and Thomas Byrne had been associated as Blodgett & Byrne in the timber and logging business. In 1882 Mr. Byrne died and thereupon John W. Blodgett took Mr. Byrne's place as manager of the entire Blodgett logging and lumber manufacturing interests, the firm name continuing as before. Be-

During the years covered by the activities portrayed the elder Blodgett and his son John pursued an investigation of the timber resources of the Southern States and the Pacific coast, with the result that they made large investments in yellow pine and fir. Father and son eventually formed and incorporated the Blodgett Company, Limited, which combined a large aggregate of the interests of both men.

John W. Blodgett, like his father, is largely interested in banking, as becomes one of his extensive monetary interests. He is Vice-President of the Fourth National Bank of Grand Rapids and a Director in the Fifth National Bank and the People's Savings Bank of the same city.

Mr. Blodgett married January 16, 1895, Miss Minnie A. Cumnock, of Lowell, Mass. Their children are

Katharine C. Blodgett, born in 1898, and John W. Blodgett, Jr., born in 1891.

Although Mr. Blodgett is a member of no church, in that respect as in business following the example of his father, his ethical code is all that the most exacting churchman can require.

It was said of the elder Blodgett by a friend of strictly orthodox belief: "If all Christian professors lived up to the golden rule as closely as my friend Blodgett they need feel no shame in an agnosticism which leads to such results in a well ordered life of uprightness and well doing to his fellowmen." Judging from his life the younger Mr. Blodgett has concluded that a conscientious course, such as his father has pursued, is good enough for the son to follow. He doubtless concludes that character and works are the true measure of a righteous man in the sight of God or his fellow beings.

Mr. Blodgett has shown his fraternal relations with his contemporaries by becoming a member of the Peninsula, Kent County and Lakeside clubs of Grand Rapids; the Chicago Club of Chicago, and the Republican Club of New York. He always has been politically affiliated with the Republican party, but never a candidate for office. He was a member of the Republican National Committee during the campaign that resulted in the nomination and election of President Roosevelt and was re-elected as a member of the Republican National Committee for the succeeding four years' term. He is always consulted by the party leaders on all matters of political importance in his State and his judgment and advice always are highly esteemed.

A friend has tersely characterized John W. Blodgett as an individual of vigorous character, of prompt and accurate judgment, of kindly nature and as a man whose friendship is thoroughly esteemed. To say more would be but fulsome praise that he, as a man of sterling good sense, would not appreciate. In business life, as a citizen and neighbor, "by his works ye shall know him," and the knowledge shall satisfy.—American Lumberman.

The Whole Pills.

"My dear," Mr. Finnicky said to his wife, "I don't think those pills I have been taking have done me much good."

"Why, you haven't taken any for three weeks."

"Yes, I have. I've swallowed one three times a day as directed."

"You have? Then, why is it that there are as many left in the box as there were three weeks ago? What box have you been taking them from?"

"This one—marked for me."

"Dear me, John! That is my shoe button box."

Almost all croakers are like all bullfrogs sitting with their feet in the slime of some foul pool.

It makes all the difference whether life is a factory or a school to you.

The Business of Living.

At this writing an army of youths, with banners, is marching from college to join the ranks of the fortune-hunters. Very many of these youths came from country towns where life has a wide and pleasant margin, and is still democratically conditioned with one honest man that can earn a living as good as any other. But not many of them will consent to do their fortune-hunting at home.

Most of them will go to the city, where existence has some ginger and there are prizes worthy the beneficiary of higher education, says the Saturday Evening Post. There they will live in hall bedrooms, up dingy streets. They will nearly break their necks morn and night to catch the elevated, and wish they had quite broken them after they are ground into jam. They will find that the city knows democracy no more, but is a place of classes that fight one another over the spoils. Business and the professions will look as overcrowded as the elevated. Many times they will yearn for the shade of the oak in the yard at home and a taste of mother's pie.

In the fullness of time a certain proportion of them—let us hope it will be 99 per cent.—will succeed in some measure, and by that time they will find that their measure of success is this: to be able to go back to the country and live where they might have been all the time.

The country town offered them little. They could only get an interest in a dry goods store, or work into a practice at law or medicine that would pay two or three thousand a year. But it required very little, and the two or three thousand would go as far as six or eight go in the city.

They knew this very well, but it seemed to them that life is in the city. Perhaps it is—until the time comes when it seems just as clear that life is in the country. It is more and more a matter of everyday experience that country youth is no more anxious to get into the city, where a man has a chance to do business, than city middle age is to get into the country.

It hurts the small boy to get a stone-bruise on his heel. Also, it distinguishes him. He can show it to admiring companions who never had a stone-bruise. When the man has lived in the city and gets back to the country he is distinguished. He can show his stone-bruises.

Write Letters Well.

By good correspondence is meant not merely ability to handle language correctly from the standpoint of syntax and good English, but putting into it the excellent judgment, sound sense, appreciation and understanding which talks straight from the shoulder, and gets down to "brass tacks" in simple language which says what it means and expresses ideas just as one would in a personal conversation.—System.

You can no more measure a sin by its size than a tree by its seed.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs.	oz.	Shot	Size Gauge
120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
135	4 1/4	1 1/4	5	10
154	4 1/2	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/2	1 1/4	5	12
264	3 1/2	1 1/4	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 genuine	60			
Jennings'	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow	60			
Chain				
1/4 in 5-16 in. 3/4 in. 1 1/2 in.				
Common	7 c.	6 c.	6 c.	4 1/2 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB	8 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				
List	12 13 14 15 16 17			
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	60 & 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	8
Per pound	8 1/2
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 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	30
3 advance	30
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	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 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickleled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought, 70lb	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.	40
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	9
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon	8 00
Caps	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.55 doz.)	8 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, peer doz.	3 10
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 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

DRY GOODS

Weekly Market Review of the Principal Staples.

Brown Cottons—Are in very small supply and jobbers and other operators must place orders some distance ahead and at advanced prices in order to secure satisfaction. Ducks in all widths and weights are well sold into the fall months and the advances of from $\frac{1}{4}$ @ $\frac{1}{2}$ c per pound during the week will not, it is believed, have any influence in restricting further business. Heavy drills, as well as medium goods, are wanted very badly by numerous buyers, but shipments for some months to come will only partially satisfy consumers. Standard twills and twills of special construction are probably as badly needed as any line in the gray goods market. Lining converters are sold well ahead on finished goods and, it is said, are not protected on business taken of late. Consequently they are very persistent in their efforts to procure gray goods and are willing to pay a premium on satisfactory deliveries. Osnaburgs and allied coarse grays and Southern striped goods are urgently needed, the cement and other heavy bag interests being in very short supply. The supplies of 3-yard and 3.50-yard brown sheetings in the hands of domestic distributors are said to be unusually small and home buyers can not find a way to relieve the situation for some time to come. Foreign buyers got ahead of them some months ago and it looks as if they would be ahead of them for the balance of the present year. At prices ranging from $6\frac{3}{4}$ @ 7 c for 3.50 and 3-yard sheetings there is evidence of errors in judgment on the part of home buyers in not stocking up when they had the opportunity several months ago at from 1 @ $1\frac{1}{2}$ c lower than present prices.

Bleached Goods—Nearly all lines of ticketed goods were advanced from $\frac{1}{4}$ @ $\frac{3}{4}$ c during the week, or else lines were withdrawn temporarily. The bleached goods market is in an exceedingly strong position, little or no surplus goods being in hand, and demands growing each day out of proportion to bleaching facilities. Jobbers and other buyers feel disturbed at the advancing market, no doubt, but they are perfectly willing to pay sellers' prices, provided goods can be delivered when wanted. In the matter of deliveries more or less trouble has come up, and as the time draws near for the fall jobbing business, this trouble is likely to grow. Well-known brands are practically out of the market and those not so favorably known will soon be. Further advances in prices may be expected at any time. Stocks of gray goods are small and bleachers are having difficulty in producing necessary supplies. Fine white goods are in excellent shape, cambrics, nainsooks and long cloths having a very heavy

call. Batistes, lawns and muslins are well taken care of. Cutting-up trades are buying very heavily of all hard-finished goods suitable for lingerie purposes as well as waistings. For spring of 1906 another white goods craze is predicted.

Ginghams—The cost of raw material has forced manufacturers of staple and fine ginghams to advance their prices sharply. Ginghams for fall needs will, according to agents, follow in price a close parity to the price of cotton. As the movement in general lines of ginghams for the past six months has been normal, and as manufacturers have not run on speculation, the stock of goods in first hands is small and capable of being handled at sellers' prices. The export demands recently have taken a considerable volume of goods in patterns that have become all but obsolete for domestic markets. This has helped reduce the stock of several mills and has brought about a healthier condition in the market. Coarse apron ginghams are being bought in the South and West as freely as usual, the prevailing price being 5c. Parkhill, Lorraine, Barnaby and Lancaster ginghams are well sold ahead. These goods being of the fine order, much is expected of them for early spring needs. Fall lines in every instance are well covered. Madras ginghams for shirtings for fall needs are in excellent shape, particularly neat corded and striped goods in blacks, blues and, to a certain extent, reds. Of the finer order, patterns are shown extensively with floating warp motifs and end in end effects. The fall shirt business, it is expected, will be in a strong position, but fancy woven goods makers must pay much attention to fine percales and other printed shirtings, as cutters of shirtings are very favorable to printed goods of the right sort.

Cotton Underwear—Buyers of cotton underwear, as usual, are just too late to grasp the opportunity they had a week or two ago of booking their orders at low prices, and are now placing orders for goods at sellers' best values. Until within the week, underwear buyers had such a control over the goods market that sellers could not make a price that was profitable to them. It looks now as if sellers had the upper hand and that buyers were the under dogs. This does not mean, however, that knit goods manufacturers will have smooth sailing through the balance of the present season, as it can not be expected that goods will be quoted on an equal basis with the rapidly advancing yarn values, and because of this there will be little, if any, profit to makers. Still the situation is much improved from what it was a few weeks ago. Goods that are in greatest demand are balbriggans in the medium and better grades, lises, gauzes and light ribs. Bals are in better shape than other grades and a large business is looked for.

Cotton Hosiery—Prices on all lines of hosiery have been advanced considerably, yet buyers have not restricted business as the result. Good orders are reported in staple goods

of the low and medium grades, in full and half lengths; also in embroidered half hose, lace full hose and tans, plain and fancy.

Carpets—Manufacturers claim that the prices of raw material are the great obstacle to a large volume of business. For a year consumers have complained that wool was costing them more than it was really worth and that they could hardly get a new dollar for an old one. In the hopes of forcing down prices to what they considered a fair level, manufacturers have pursued a policy of buying from hand to mouth. But today the prices of wool are as firm as they were a year ago. It is very probable that if there had been a strong demand from carpet yarn spinners for carpet wools the prices would be higher to-day than they are, as the demand for the better grades from clothing manufacturers has been sufficient to keep the prices firm, and they would undoubtedly have advanced if the usual quantities had been taken for carpet purposes. There is no indication that prices will be lower in the near future. The demand for Brussels and cheap tapestry is not up to normal. Some claim that the prices of Brussels check their consumption, while the cheap grades of tapestry are not favorites with the consumers. On the other hand, high and medium grade Wiltons, Axminsters and tapestries are in normal demand.

You can not teach where you do not touch.

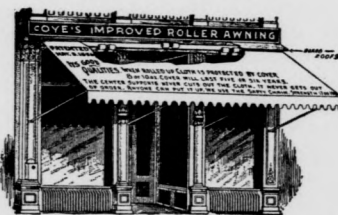
Duplicating Sales Books for Retail Stores



Our factory is equipped with automatic machines for making all standard tabs and order books. Samples free.
W. R. ADAMS & CO., Detroit
45 W. Congress St.

Don't Buy an Awning

Until you get our prices.



We make a specialty of store, office and residence awnings. Our 1905 Improved Roller Awning is the best on the market. No ropes to cut the cloth and a sprocket chain that will not slip. Prices on tents, flags and covers for the asking.

CHAS. A. COYE
11 and 9 Pearl St., Grand Rapids, Mich.

Bed Blankets and Comforts

We make a specialty of Bed Blankets and Comfortables and always carry a complete assortment.

Cotton, Wool (cotton warp), All Wool Blankets.



Knotted and stitched comfortables in print, sateen, silkoline and silk coverings.

Buy now and get in on the low prices as they surely will advance.

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods

HOT WEATHER ADVERTISING.

Thing to Know Is What the People Will Buy.

"There is a lot of money wasted in summer advertising," said a merchant to me one hot day last week. "We all want to keep our places of business in the public eye, and in order to do this we must use the daily newspapers, but the thing to know is 'What to advertise.'"

"Many a time I have figured out to my own satisfaction just what lines could be run off by liberal advertising and sweeping reductions in prices. Well, about half the time I got it wrong, and I am an old hand at the business, too. You can't forecast what will take place this year by what happened last year. I don't attempt to explain this. I merely state it as a fact.

"There are times when you can't sell certain lines, and you don't discover when that time is until after you have spent your coin with the newspapers. Brisk advertising and big cuts in prices do not always bring results. You can't tell what people will do at a bargain sale time any more than you can size up the result of an election in advance. The advertiser who knows what the people will buy at any given time of the year can get my money, and get it good and plenty.

"Here's an illustration: Last week I advertised reductions in four lines—domestic fabrics, clothing, shoes and millinery goods. On many articles I cut the price exactly in two. You may be sure I awaited the result with no little curiosity. The clothing was in all grades, heavy, medium and light weight, and the sale price was below actual cost in many instances. The shoes were in all sizes, light and heavy soles, fancy and plain tips. The domestics were new, fashionable in shade and design, and bought to sell for more than the sale price. The hats were in all styles, many of them for summer wear.

"My idea was that the millinery goods and the domestics would go best, being almost exclusively hot weather goods. I had another guess coming. The shoes drew the big crowd, with the millinery a hot second. There was a fair trade in domestics and suits, but there was no rush. It was the other departments that paid for the advertising. Customers were handing out their money for shoes and hats at 7 o'clock in the morning and they kept it up until closing time.

"Now, this is what I am getting at. There were plenty of nobby school suits for boys in the clothing department, and they were marked away down below cost. School begins in about six weeks, and the youngsters must be fitted out, yet there were very few school suits sold. In the shoe department there were a lot of school shoes, neat and serviceable. Mothers came in and bought the shoes for winter wear and never looked at the suits. They bought shoes for boys who came to the store with bare feet and who will

probably trot about the streets with bare feet until school opens. Now, why should they buy the shoes and not the suits? One line was just as cheap as the other.

"Cool fall weather is only about eight weeks away and I figured that I could work off the heavy and medium suits so as to fill up with a new stock. I cut \$12, \$16 and \$20 suits down to \$7.50. The sale was only just a trifle above the ordinary. The goods are all right. I shall carry them over until fall and put the old price on them. Regular customers who did not attend the sale will drop in and pay me \$15 for suits they might have bought for \$7.50 last week. Now, if people will buy winter shoes in hot weather why won't they buy winter suits? They have me guessing.

"Then there are the domestics. I put prints away down. A little money would have bought a whole lot of stuff that day, but the coin did not show. The people who will purchase these goods eventually were not away at summer resorts. They are people of the middle class and were right here in the city, working steadily. They were not broke. I know hundreds of them who have money in bank. The goods are all right, and still there was no rush. Hot weather goods at that. Why? That's a good thing to keep guessing on, too.

"I am not finding fault. I am puzzling over the mental processes which bring about such odd results. The sale was a successful one, on the whole, but that does not solve the commercial problem.

"The four lines were well advertised, and the advertisements were read. I know this because three-fourths of the people who came in that day asked for some article upon which a price had been fixed. Each department was handled fairly, no preference being shown. I understand that if the fault had been with the newspapers or the wording of the advertisements the people would not have come at all. There would have been no inquiries for goods mentioned in the advertisements.

"Of course there are some people who have little money and can't buy both shoes and school suits at one time. And there are ladies who can't buy summer hats and domestic goods at one time. But, look here, all the people of this sort seemed to come to my store that day! No, you can't explain it on the money basis. There are times when the people will not buy certain goods. I mean to devote a little time to the task of finding out why this is. As I said before, any advertiser who can tell me what lines to push at any given season of the year can get my coin, and get plenty of it." Alfred B. Tozer.

A man never gets much hold on heaven when he grasps humanity with just two fingers.

The wealth of a church depends on its work.

Real faith works too hard ever to get frozen.

Do You Sell Canvas Gloves?

Every general merchant can and ought to sell canvas gloves and mittens because they are rapid sellers. See to it, however, that you purchase the well-shaped, good fitting article because there are so many of the scant cut goods on the market.

We always have the good fitting kind.

Prices range at 70, 75, 85 and 90 cents per dozen.

Ask our salesmen or write us.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

We Carry in Stock for quick shipment a large line of

Buggies

Surreys

Driving Wagons etc.

Holly Farm Wagons

Brown & Sehler Co. Grand Rapids, Mich. Wholesale Only

HARNESS

Special Machine Made

1 1/2, 1 3/4, 2 in.

Any of the above sizes with Iron Clad Hames or with Brass Ball Hames and Brass Trimmed.

Order a sample set, if not satisfactory you may return at our expense.

Sherwood Hall Co., Ltd. Grand Rapids, Mich.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Belding Sanitarium and Retreat



For the cure of all forms of nervous diseases, paralysis, epilepsy, St. Vitus dance and dementia, also first-class surgical hospital. ANDREW B. SPINNEY, Prop., Belding, Mich.

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

20-26 N. Division St. GRAND RAPIDS, MICH.



Michigan Knights of the Grip.
President, Geo. H. Randall, Bay City;
Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

The Iron Collar of the Road Hard To Break.

Boys, I believe I'm getting old. My friends are dying all around me—another old salesman I've traveled with for thirty years dropped out last week.

Oh, well, it's a dose we all must swallow, although that does not make it any more palatable.

The man who died last week was past 70 years old, and he was choked to death by the iron collar that the road locks around a man's neck. "Once a salesman always a salesman," has a few exceptions, but mighty few. Here and there you'll find a fellow who wrenches himself away from the road while he can, settles down and never goes back.

But I've never found one who did not want to go back at times, anyway.

My old friend who has gone tried to break away three times. He had been on the road forty years, and in that time he had covered the whole United States as well as Mexico and Cuba.

Take a fellow who has traveled forty years and he's a hopeless case. The fever of movement is in his blood. He can not settle down contentedly to save his soul. He'll think he can, and he'll be tickled to death when the chance comes to do it.

In a week he'll be so sick with unrest that he'll be nigh crazy. And he won't get over it, either, unless he takes the only medicine his life has left him—getting back on the road again.

Yes, sir, my old friend Simpson tried hard to make the break three times. The first time I got him off the road myself.

He was then past 60. "See here, old man," I said to him one day, "why in thunder don't you settle down? You've a nice home and you have children and grandchildren. You've earned your rest—throw this grind up and get something where you can sleep at home like a white man. You can get a job, all right, with your knowledge of chemistry."

He traveled for a New York extract house and was one of the slickest chemists I ever knew.

"Well," he said, "I think I will. I'm getting tired of the road and I want to spend more time with my family. I think I will."

He kept his word and the next I knew old Bill had a good job in the laboratory of a Philadelphia chemical manufacturer.

He was tickled to death!

"Old man," he said, "I'm as hearty as an ox and I'm going to have a good time. No more road for me; I don't want to look an engine in the face again as long as I live!"

I had to go away on a trip right after that and I was gone six months. A day or two after I got back I dropped in where Bill worked to see him.

"He isn't here any more," they told me when I asked for him.

"Not here any more?" I said in great astonishment; "in Heaven's name why not? Why, I thought he was fixed for life here!"

"We'd have been glad enough to keep him," said the manager, "but he wasn't contented. He couldn't attend to his work—he was so restless. I believe he's back with —" (the same New York people he was with before).

I ran across the old rascal down in Baltimore about a month after that.

"Say, what's the matter with you?" I asked him. "Don't you know a good thing when you see it?"

"Old man," he answered, "I could not do it. I guess the road has spoiled me—I'm a victim all right. Why, I wouldn't have stayed in that coop-up hole another week if they'd given me \$10,000 a year! I couldn't—I simply had to get away!"

Well, in a year or so he got sick of the road again and this time he got a job as book-keeper in a Philadelphia retail house. You may not believe it, but he had exactly the same experience there. In a few months he was back on the road again, this time for another house.

After this old Bill saw the uselessness of any attempt to break his chains and he stayed on the road until about two years ago. Then he was 69 years old and his sons told him one day he simply had to stop it. They were all making money and they wanted him to spend the rest of his days with them in peace and quiet. They were in earnest about it and they finally prevailed on him to quit. He gave up his job again and started in for the third time on the "peace and quiet."

No use—this time he began to lose flesh. Unhappy was no name for it. One day his sons caught him answering advertisements—"Salesman wanted"—and in spite of all they could do he made several trips into the city to look up jobs.

I regard it as one of the most pathetic things I have ever known that this time the poor old man couldn't find any job. Nobody wanted to put on a man nearly 70 years old, and while he found one or two firms willing to give him a small territory on commission, there wasn't one who would guarantee him a salary or even pay his expenses or give him a drawing account.

That was surely the acme of cruelty. There was the old fellow, ruined by the road for anything but the road, only to be spurned by the road because he had worn his life out in its service!

Well, from then on he wasn't well. He always had a weak heart and the despondency that came over him

when he saw the hole he was in simply knocked him out. He wasn't able to take a stay-at-home job after that, even if it would have satisfied him, for the shakings of forty years of railroad trains do not leave a man like a 4-year-old.

The old man simply wore himself to death and last week the letter announcing that he was gone was forwarded to me down here in West Virginia.

Poor old Bill—you were a victim of the road, sure enough!—Stroller in Grocery World.

Spring Something New.

A large number of men who have acquired much money in commercial enterprises owe it to the fact that they produced something new for the public and knew how to attract the public's attention to it. If the enterprise had any merit worth mentioning it was almost certain to be a "go." The man who "invented" the Rocky Ford melon that is so pleasing to the palates of epicures merely did some serious thinking. It wasn't his first scheme. The same melon grew in many localities. He found a sandy soil in Colorado where it could be grown easily in abundance. Then when he had produced a large crop he brought several carloads to New York, gave the melon a name and opened advertising with a whoop. He gave away one carload, sold several more immediately at a good profit and permanently established a paying and continuous market for future years. It's the thinking that counts.

Opportunity wears rubber shoes.

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 commands it to the traveling public and accounts for its wonderful growth in popularity and patronage.

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



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich

A Whole Day for Business Men in New York

Half a day saved, going and coming, by taking the new

Michigan Central "Wolverine"

Leaves Grand Rapids 11:10 A. M., daily; Detroit 3:40 P. M., arrives New York 8:00 A. M.

Returning, **Through Grand Rapids Sleeper** leaves New York 4:30 P. M., arrives Grand Rapids 1:30 P. M. Elegant up-to-date equipment. Take a trip on the Wolverine.

Wanted: Salesman selling Groceries or Grocers' Specialties on commission to sell our well-established and favorably-known brands of flour as a side line. Address FLOUR, care of this journal.

Forest City Paint

gives the dealer more profit with less trouble than any other brand of paint.

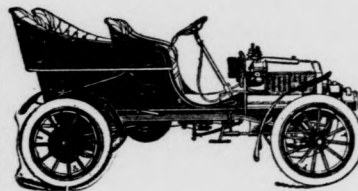
Dealers not carrying paint at the present time or who think of changing should write us.

Our PAINT PROPOSITION should be in the hands of every dealer.

It's an eye-opener.

Forest City Paint & Varnish Co.
Cleveland, Ohio

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

47 and 49 N. Division St., Grand Rapids, Mich.

You Can Make Gas

100 Candle Power Strong at

15c a Month

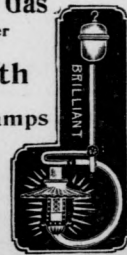
by using our

Brilliant Gas Lamps

We guarantee every lamp

Write for M. T. Catalog. It tells all about them and our gasoline system.

Brilliant Gas Lamp Co.
42 State St., Chicago



Gripsack Brigade.

Saginaw Courier-Herald: E. A. Williams, who has been with the Phipps-Penoyer Co. for the past seven or eight years, recently accepted a position with the Bradstreet Mercantile agency. He will continue to make his home in Saginaw.

A Menominee correspondent writes as follows: Will Hubbard, formerly city editor of the Herald-Leader, but for the past year or more employed by the Sawyer-Goodman Co., has been promoted to the position of salesman for the company. He made his first trip last week. His territory will include Wisconsin, Illinois and Iowa.

Hudson Gazette: The Globe Co. has closed a contract with William A. Dwyer to act in the capacity of its traveling salesman for the year beginning August 1. Mr. Dwyer has had long and valuable experience as a fence salesman, and is credited with being about as good a man in that line of work as there is in the business. Besides being a good fence salesman he is an all-around good citizen, and a man who can be depended upon for a square deal in all of his transactions.

Hudson Gazette: R. N. Johnson, of Detroit, general agent for Burnham & Company, of New York City, the clam chowder and jellicon manufacturers of the United States, arrived in the city Saturday and has been kept busy ever since shaking hands with his old Hudson friends and acquaintances. The people here are always pleased to see Ray, especially when he looks so well and rugged as he does now. It will be remembered that Mr. Johnson was in poor health for a long time, but he says he is feeling better now than he has for several years, and he certainly looks as though he was able to do ample justice to three meals a day and still keep his successful career as a clam chowder and jellicon salesman up to the high water mark.

The members of Grand Rapids Council, No. 125, U. C. T., have decided to abandon their club room and have disposed of most of the furniture and fixtures at private sale. This is the third time the traveling men of Grand Rapids have undertaken to maintain a club room, and the result this time is the same as it has been heretofore. In a city of homes, where every man is expected to maintain one, either in his own house or in a rented apartment, there is little demand for a club room, because most men would rather be with their families than with the companions they are thrown in contact with five days each week. The proportion of unmarried men among Grand Rapids traveling men is comparatively small—too small to keep up the expense of a club room which is ordinarily used but one day a week.

Kalamazoo Grocers To "Join the Gang."

Kalamazoo, July 25—At its meeting last evening the Kalamazoo Retail Grocers' Association accepted the invitation extended by the Master

Butchers' Association of Grand Rapids to go in a body on the excursion of the Furniture City men over the Grand Rapids & Indiana on August 3 to help celebrate the national picnic and to witness the national convention of the Master Butchers. The Grand Rapids Association has made arrangements with the railway company for a special excursion train for the public at a dollar for the round trip.

"They have provided a barbecue for both morning and afternoon," said Secretary Schaberg of the Kalamazoo grocers after the meeting. "Then they will have a balloon ascension, bicycle races, ten or more bands of music and other features for the celebration. We have had our annual excursion, but have decided to accept this invitation and will probably have a big crowd to go along. Excursions will be run from Detroit, Bay City and other points in the State and specials from Chicago and St. Louis. St. Louis alone will send 120 delegates and visitors to the celebration. The barbecue, which will be held on the West Michigan fair grounds, will be a novel affair for this part of the country and will attract a good many visitors.

"A committee appointed by the Grand Rapids Association will be here in a few days to bill the town and to boost their celebration. We have unanimously agreed to close all of our stores and meat markets all day on August 3 and practically every member will take the trip."

Concerning the death of Carl Meisterheim, former President of the Association, resolutions of respect and condolence were adopted and a committee was instructed to draft a copy to be sent to the family as well as one for publication.

There was a spirited discussion over the matter of a public market, the hucksters seeming to favor the plan and a number of the grocers looking at it askance. Several of them intimated that they were doing well enough without being obliged to rise at 5 in the morning to visit the market for the day's supplies. The debate was more speculative than practical, and the vote to appoint a committee to investigate the project and report at the next meeting was adopted without opposition.

This committee, made up of H. J. Schaberg, Lawrence Hoekstra and William Brown, will make an investigation of the workings of the city market in Grand Rapids, and will write to other cities for data upon the subject. After acquiring all possible information upon the advantages and disadvantages of the system, the committee will submit the facts with their recommendation to the Association. Business men who deal with the farmers especially have urged the establishing of a general market, and the prospect is decidedly favorable.

A Pontiac correspondent writes as follows: Frank Thomas has taken a position as traveling agent for the Art Bedstead Co., of Chicago, and will commence his duties at once.

Speak Up or Be Counted Against Us.

Farmington, Iowa, July 24—A remonstrance is being signed by retailers in every line, a copy of which is given here. All retailers who favor this will please forward their signatures to be added to the list. Give full name and line engaged in and mail at once to W. H. Gentner, Farmington, Iowa. All lines are represented. Call your neighbors' attention to this, as many retailers do not carefully read trade papers. All trade papers are requested to please copy.

W. H. Gentner.

Whereas—It has been brought to our notice that the so-called mail order houses in the large cities, particularly Chicago and St. Louis, secure their supplies of merchandise largely from the jobbers in those cities; and

Whereas—These mail order houses are invading our territory and selling such merchandise, secured from said jobbers, at prices in many instances less than paid by the retailers to said jobbers for the same class of merchandise; and

Whereas—We consider this practice by said jobbers of supplying said mail order houses with merchandise as unfair, unjust and detrimental to the welfare and future success of the retail trade throughout the country, as well as threatening eventual injury to the present jobbing interests; therefore

Resolved—That we, the retailers representing the legitimate retail interests of the country, do hereby remonstrate against this practice by the jobbers of selling merchandise to or supplying, directly or indirectly, said mail order houses with merchandise and request that each and every jobber who is selling goods to the legitimate country retailers consider this remonstrance, and, without delay, define his or their position upon this question by stating publicly their decision in the matter. Silence upon this question shall be taken as adverse to this request.

Programme for the Pharmacy Convention.

The twenty-third annual meeting of the Michigan State Pharmaceutical Association, which will be held at Kalamazoo Aug. 8 and 9, promises to be well attended. The programme arranged for the occasion is as follows:

Tuesday Afternoon.

Address of Welcome—Mayor of Kalamazoo.
Response.
President's address.
Secretary's report.
Paper—"Credit and Collections," A. L. Walker.
Report of delegates.
Memorial exercises for Dr. A. B. Prescott.

Evening Entertainment.

Banquet given by the Upjohn Company in Elks' Temple at 7 p. m.

Wednesday Forenoon.

Report of Board of Pharmacy.
Paper—"Dispensing Notes," Leonard A. Seltzer.
Report of Legislative Committee.
Report of Trade Interests Committee.

Paper—"Three Essentials to Business Success," A. S. Parker.
General business.

Wednesday Afternoon.

Paper—"Some Drug Store Arithmetic," A. H. Webber.
Report of Adulteration Committee.
Report of the Executive Committee.

Paper by W. H. Blome.

Election of officers.

Selecting place of next meeting.

Installation of officers.

Unfinished business.

In addition to the papers scheduled there will, so far as time permits, be open discussion for a free interchange of thought and experience on practical and helpful topics of daily importance in the store. These will prove of great interest and profit and will enhance the value of the convention to progressive druggists.

Adjournment.

Entertainment Features.

Kalamazoo, July 25—On Tuesday evening, August 8, the Upjohn Company of this city will give a banquet to the members of the Michigan State Pharmaceutical Association and their friends. We sincerely hope that you will attend this banquet even if you are unable to be present at the remainder of the meeting. We are sure that it will be a very enjoyable affair. All those who were present at the banquet given by the Hazeltine & Perkins Drug Co., at the Lakeside Club at Grand Rapids last year, can testify to the very great pleasure to be had at an affair of this kind. The banquet will be held at the Elks' Temple.

We have made special arrangements to entertain the ladies and wish you would make note of this fact.

Besides the regular programme, we are making arrangements for an automobile ride about the city and going through one of our numerous paper mills.

Arthur Royce, Local Secretary.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, July 19—Creamery, 19@21c; dairy, fresh, 14@17c; poor, 13@15c.

Eggs—Fresh, candled, 17½@18½c.

Live Poultry—Fowls, 12½@13c; ducks, 12@13c; geese, 10@11c; springs, 15@17c.

Dressed Poultry—Fowls, 14c; old cock, 10c.

Beans—Hand picked marrows, new, \$3; mediums, \$2.15@2.20; peas, \$1.80@1.90; red kidney, \$2.50@2.60; white kidney, \$2.75@2.90.

Potatoes—New, \$1@1.50 per bbl. Rea & Witzig.

Only a man who has married an intellectual woman can appreciate the monotony of having brains for breakfast three hundred and sixty-five days in the year.

Most of us would be perfect if we followed the advice we give others.

The fellow who follows his own inclinations is seldom in the lead.

Beware of effusiveness. The hand-shaker may also be a leg-puller.



Michigan Board of Pharmacy.

President—Harry Heim, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—Sid A. Erwin, Battle Creek.
J. D. Muir, Grand Rapids.
W. E. Collins, Owosso.
Meetings for 1905—Houghton, Aug. 15,
16 and 17, Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

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

Is Pharmacy Menaced With Another Danger?

Hitherto our boards of pharmacy have had control of the quality of drugs. These boards being elected by pharmacists, and as a rule composed of pharmacists, know well the requirements of the profession. Should they violate their trusts or become tyrannical they are, as a rule, easily removed from office by a vote of the majority of pharmacists. To change this condition of things to that of being placed under the direct control of men who know nothing about pharmacy, either as a business or profession, and whose only interest in looking after the quality of the stock of pharmacists would be that of public censors, would be a calamity of the worst kind. It would lay open to the temptation of bribery and corruption a host of public officers, many of whom might have no more interest in their work than the money they could get out of it. Do pharmacists want pharmacy to be brought under such surveillance?

The Report does not desire, in the slightest degree, to unduly alarm pharmacists, but it does wish to call their attention to a condition of affairs that looks like the mutterings of thunder in a distant cloud betokening a coming storm. It may pass away and amount to nothing, but it will do no harm for pharmacists to keep it in view and govern their actions by the impressions they may hereafter gain from its movements. Two leading American pharmacists have already sounded warning notes concerning the danger to which we refer. In regard to it Prof. Edward Kremers says: "Some years ago, when several of the states were establishing food and dairy commissions, the writer sounded a note of warning." He then goes on to say that "To-day there is at least one state in which practically all authority to control the purity of drugs has been taken away from the Board of Pharmacy and turned over to the Food and Dairy Commissioner."

On the same subject the venerable Prof. Albert E. Ebert, of Chicago, says: "The drug trade must arouse

itself from the lethargy into which it has fallen, or it will soon have a rude awakening, only to find itself in the grip of the Department of Agriculture at Washington, and at the mercy of the hungry and meddlesome analytical chemists of the various state agricultural stations." Prof. Ebert suggests a united effort on the part of the different national pharmaceutical associations to fight this threatening evil. A strong effort is being made in North Dakota to take away from the State Board of Pharmacy its control of the drugs of that State and put that control into the hands of the Dairy and Food Commissioner. Prof. Ebert was called to North Dakota to protest against the change, but came away feeling that the chances were against the druggists.

All such wresting of power from pharmacists can only come in the guise of pure food laws. Every pure food law that has yet been presented to the Congress and Senate of the United States, under the guidance of the officers of the Department of Agriculture, has been so framed as to give to that department full control of drugs as well as foods. The Society of Official Agricultural Chemists is dominated in all its actions by the Department of Agriculture, so far as this subject is concerned. The members of that society aim at getting every state in line with a pure food bill like that of the Department of Agriculture.

The Washington bill is to be the model bill for every state in the Union. North Dakota is only seeking to accomplish in advance of the other states what the chemists of the various experiment stations and dairy and food commissioners want.

Druggists want pure foods and they want pure drugs, but they want them at a less crushing cost. They prefer to have the control of the quality of the goods they handle in the hands of men who know the requirements of pharmacists, the difficulties under which pharmacists work, and of men who are responsible to the honorable and conscientious majority of working pharmacists, to whom they owe their positions.—Merck's Report.

Job and Daughter Go Together.

A young man out in Dubuque, Iowa, lost his job for a most peculiar reason not long ago. He was requested by his boss to marry that autocrat's daughter, who was ten years the employe's senior and as he says, "hard up for a husband." The proposition didn't appeal to him at all favorably, so he balked on it—and soon afterward he had to make room for a man who was willing to take both job and daughter. Here is his own account of the incident:

"I wouldn't marry my employer's daughter, a lady of 37 against my 27 years. She was below the average woman of 37, to put it mildly, so the proposition didn't look good to me. That is how I lost my job, and I have been up against it ever since.

"It happened in Dubuque, where I

was employed in a planing mill. By jumps I was raised to the position of 'estimator' at a salary of \$75 a month. In the office was the daughter, an 'estimable lady,' in her father's words, but another lady had a prior claim on my affections, and, try as the old man would, he could not shake it.

"The wires for my capture were laid eighteen months after I was given the position of estimating. I was figuring on a bank roll, and had cut out all save necessary expenses. There was reason for looking upon me as a model young man after such a session, but I did not 'get next' until the old man asked me to dine at the family mansion on the hill. This happened so often that I soon had to have the excuse of a prior engagement. This excuse took on a chestnutty flavor, and so one morning when the boss and I were talking over some business in his office, he crossed his thumbs and fired this shell:

"'Jim, how'd you like to settle down in Dubuque for life? There's Amy, and she thinks piles of you—piles of you.' I got cold feet immediately, and I was practically put out. I told him my mother was a cripple and that I could not marry; and as he did not know any better he let it go at that for a while. There were more invitations to dine refused, and soon, although business was as good as ever, two months after the question was popped I was released. I drifted down to St. Louis and tried any number of jobs, but have made no progress financially. The lady, however, now has Mrs. tacked to the other man's name."

Germany Begins Big Canal.

The Rhine-Weser canal, which has been as much discussed in Germany as the Panama canal in the United States, has at last been begun, and will prove of a commercial importance difficult to gauge. It will afford a cheap mode of communication direct with the sea for many places not served by the railway and is bound to give a great impetus to trade in Hanover. The plan for building a tunnel beneath the river at Hamburg for providing a more convenient connection between the principal part of the town of Hamburg and the many shipbuilding yards and other industrial establishments on the south side of the River Elbe is another trade promoting scheme soon expected to be executed. During the last summer the goods traffic on the Elbe between Hamburg and Bohemia was interrupted for nearly three months on account of drought. The importance of the Elbe navigation for Hamburg may be estimated when it is understood that about one-seventh of the total value of all goods coming to Hamburg by sea, land and river come by the Elbe and that about one-fifth of all goods exported go out by the same channel.

Man was not born to do great things so much as to be great by doing things.

The Drug Market.

Opium—Continues to advance for reasons already stated.

Morphine—Is unchanged.

Quinine—Is steady.

Menthol—Has advanced and is tending higher.

Elm Bark—The new crop has come into the market at a lower price than last year.

Oil Cloves—Continues to advance on account of higher price for spice.

Oil Peppermint—Distillation of the crop has commenced and it will soon be in the market. Lower prices are looked for.

Coriander Seed—Has advanced. Advices from the primary market report the crop practically ruined. Higher prices are noted.

Fenugreek Seed—Will also be higher on account of the small crop.

Linseed Oil—Has advanced twice since the last report. The total advance is 3c per gallon.

Egypt Is Growing Lighter.

Dark as Egypt will become an irrelevant phrase as the light of modern days continues to be installed into that ancient land. A large German landowner is introducing it on his vast estates near the Barrage for power as well as illumination. In Upper Egypt there is the greatest opportunity for motive power owing to the situation of the Nile cataracts. The use of electricity is limited owing to the large cost of production due to the high price of coal. Petroleum is cheap, hence the petroleum motor is more economical than the electric motor. On the other hand, considerations of cleanliness have led to the use of electricity. There is a good opportunity for electric elevators in the large lodging houses, where the rooms are high because of the purer air and less heat, yet discounted because of the tiring stairways.

There's a world of difference between preaching on tackle and catching fish.

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Papeteries

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Special Prices on Hammocks
to close out line.

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GRAND RAPIDS, MICH.

Advanced—
Declined—

Aceticum	6@ 8	Copaiba	1 15@1 25	Scillae Co	@ 50
Benzoleum, Ger.	70@ 75	Cubebae	1 20@1 30	Tolutan	@ 50
Boricac	@ 17	Evechthitos	1 00@1 10	Prunus virg	@ 50
Carbolicum	26@ 29	Erigeron	1 00@1 10		
Citricum	42@ 45	Gaultheria	2 25@2 35	Tinctures	
Hydrochlor	3@ 5	Geranium	1 50@ 60	Anconitum Nap'sR	60
Nitricum	8@ 10	Gossippi	50@ 60	Anconitum Nap'sF	50
Oxalicum	10@ 12	Hedoma	40@ 1 40	Aloes	60
Phosphorium, dil.	@ 15	Juniperia	40@ 1 40	Alnica	50
Salicylicum	42@ 45	Lavendula	90@2 75	Aloes & Myrrh	60
Sulphuricum	13@ 15	Limonis	90@1 10	Asafoetida	50
Tannicum	75@ 80	Mentha Piper	3 30@3 40	Atrope Belladonna	60
Tartaricum	38@ 40	Mentha Verid	5 00@5 50	Aurant Cortex	50
		Morrhuae gal	1 25@1 50	Benzoin	60
		Myricia	3 00@3 50	Benzoin Co	50
		Olive	75@3 00	Barosma	50
Aqua, 18 deg.	4@ 6	Picis Liquida	10@ 12	Cantharides	75
Aqua, 20 deg.	6@ 8	Picis Liquida gal	@ 35	Capsicum	75
Carbonas	13@ 15	Ricina	92@ 96	Cardamon	50
Chloridium	12@ 14	Rosmarini	@ 1 00	Cardamon Co	75
		Rosae oz	5 00@2 00	Castor	1 00
Black	2 00@2 25	Succini	40@ 45	Catechu	50
Brown	80@1 00	Sabina	90 1 00	Cinchona	50
Red	45@ 50	Santal	2 25@4 50	Cinchona Co	60
Yellow	2 50@3 00	Sassafras	75@ 80	Columbia	50
		Sinapis, ess, oz.	@ 65	Cubebae	50
Baccaae		Tigil	1 10@1 20	Acacia Acutifol	50
Cubebae	po. 20 15@ 18	Thyme	40@ 50	Acacia Acutifol Co	50
Juniperus	5@ 6	Thyme, opt	@ 1 60	Digitalis	50
Xanthoxylum	30@ 35	Theobromas	15@ 20	Ergot	50
				Ferri Chloridum	35
Copaiba	45@ 50			Gentian	50
Peru	@ 1 50	Potassium		Gentian Co	60
Terabin, Canada	60@ 65	Bi-Carb	15@ 18	Guaiaca	60
Tolutan	35@ 40	Bichromate	13@ 15	Guaiaca ammon	60
		Bromide	25@ 30	Hyoscyamus	50
Abies, Canadian	18	Carb	12@ 15	Iodine	75
Cassiae	@ 18	Chlorate	po. 12@ 14	Iodine, colorless	75
Cinchona Flava	@ 30	Cyanide	3@ 3 30	Kino	50
Buonymus atro.	18	Iodide	3 60@3 65	Lobelia	50
Myrica Cerifera	15	Potassa, Bitart p.	30@ 32	Myrrh	50
Prunus Virgini.	20	Potass Nitras opt	7@ 10	Nup Vomica	50
Quillella, gr'd	12	Potass Nitras	6@ 8	Opil	75
Sassafras	po. 25 24@	Prussiate	23@ 26	Opil, camphorated	50
Ulmus	40	Sulphate po	15@ 18	Opil, deodorized.	1 50
				Quassia	50
Extractum		Radix		Rhatany	50
Glycyrrhiza, Gla.	24@ 30	Aconitum	20@ 25	Rhei	50
Glycyrrhiza, po.	28@ 30	Althae	30@ 33	Sanguinaria	50
Haematox	11@ 12	Anchusa	10@ 12	Serpentaria	60
Haematox, 1s	13@ 14	Arum po	@ 25	Stromonium	50
Haematox, 1/4s	14@ 15	Calamus	20@ 40	Tolutan	60
Haematox, 1/4s	16@ 17	Gentiana po 15.	12@ 15	Valerian	50
		Glycyrrhiza pv 15	16@ 18	Veratrum Veride.	50
Ferru		Hydrastis, Canada	1 90	Zingiber	20
Carbonate Precip.	15	Hydrastis, Can. po	@ 2 00		
Citrate and Quina	2 05	Hellebore, Alba.	12@ 15		
Citrate Soluble	55	Inula, po	18@ 22	Miscellaneous	
Ferrocyanidum S	40	Ipeca, po	2 00@2 10	Aether, Spts Nit 3f 30@	35
Solut. Chloride	15	Iris plox	35@ 40	Aether, Spts Nit 4f 34@	38
Sulphate, com'l	2	Jalapa, pr	25@ 30	Alumen, grd po 7	3 @ 4
Sulphate, com'l by	70	Maranta, 1/4s	@ 35	Anatto	40@ 50
bbl. per cwt.	70	Podophyllum po.	15@ 18	Antimoni, po	4 @ 5
Sulphate, pure	70	Rhei	00@ 25	Antimoni et po T	40@ 50
		Rhei, pv	75@1 00	Antipyrin	@ 25
Flora		Spigelia	30@ 35	Antifebrin	@ 20
Arnica	15@ 18	Sanguinari, po 18	@ 15	Asenium Nitras oz	@ 40
Anthemis	22@ 25	Serpentaria	50@ 55	Armenicum Nitras	10@ 12
Matricaria	30@ 35	Senega	85@ 90	Balm Gilead buds	60@ 65
		Smilax, off's H.	@ 40	Bismuth S, N, 2	80@2 85
Folia		Smilax, M.	@ 25	Calcium Chlor, 1s	@ 9
Barosma	25@ 30	Scyllae po 35	10@ 12	Calcium Chlor, 1/4s	@ 10
Cassia Acutifol.	15@ 20	Symplocarpus	@ 25	Calcium Chlor, 1/4s	@ 12
Cassia, Acutifol.	25@ 30	Zingibana, Eng	@ 25	Cantharides, Rus	@ 1 75
Salvia officinalis.		Valeriana, Ger	15@ 20	Capsel Fruc's a	@ 20
1/4s and 1/2s	18@ 20	Zingiber a	12@ 14	Capsel Fruc's B	@ 15
Uva Ursi	8@ 10	Zingiber j	16@ 20	Carophyllus	20@ 22
				Carmine, No. 40.	@ 4 25
Gummi		Semen		Cera Alba	50@ 55
Acacia, 1st pkd.	@ 65	Anisum po 20.	@ 16	Cera Flava	40@ 42
Acacia, 2nd pkd.	@ 45	Anium (gravel's)	13@ 15	Crocus	1 75@1 80
Acacia, 3rd pkd.	@ 35	Bird, 1s	4@ 6	Cassia Fructus	@ 35
Acacia, sifted sts.	@ 28	Carui po 15	10@ 11	Centraria	@ 10
Acacia, po.	45@ 65	Cardamon	70@ 90	Cataceum	@ 35
Aloe, Barb	12@ 14	Coriandrum	12@ 14	Chloroform	32@ 32
Aloe, Cape	@ 25	Cannabis Sativa.	5@ 7	Chloro' Hyd Crsll	35@1 60
Aloe, Socotri	@ 40	Cynodon	75@1 00	Chondrus	20@ 22
Ammoniac	55@ 60	Chenopodium	25@ 30	Cinchonidine P-W	33@ 48
Asafoetida	50@ 55	Dipterix Odorate.	80@1 00	Cinchond'e Germ	38@ 48
Catechu, 1s	@ 13	Foeniculum	@ 18	Cork's list D P Ct.	4 05@4 25
Catechu, 1/4s	@ 14	Foenugreek, po.	7@ 9	Croestum	@ 75
Catechu, 1/4s	@ 16	Ini	4@ 6	Creta	@ 2
Camphorae	81@ 85	Ini, grd. bbl. 2%	3@ 6	Creta, bbl. 75	@ 2
Euphorbium	@ 40	Iobelia	75@ 80	Creta, prep	@ 11
Galbanum	@ 100	Phalaris Cana'n	5@ 6	Creta, Rubra	@ 8
Gamboge	po. 1 25@1 35	Rapa	7@ 9	Crocus	90@1 00
Guaiacum	po. 35 @ 45	Sinapis Alba	9@ 10	Cudbear	@ 24
Kino	po. 45c @ 45	Sinapis Nigra	@ 10	Cupri Sulph	6@ 8
Mastic	@ 60			Dextrine	7@ 10
Myrrh	po. 50 @ 45			Emery, ail Nos.	@ 8
Opil	3 35@3 45	Spiritus		Emery, po	@ 6
Shellac	40@ 50	Frumentum W D. 2	00@2 50	Ergota	60@ 65
Shellac, bleached	45@ 50	Frumentum	1 25@1 50	Ether Sulph	70@ 80
Tragacanth	70@1 00	Juniperis Co O T	1 65@2 00	Flake White	12@ 15
		Juniperis C	1 75@3 50	Galls	@ 23
Herba		Saccharum N E	90@2 10	Gambier	8@ 60
Absinthium	4 50@4 60	Sani Vini Galli	1 75@6 50	Gelatin	@ 20
Eupatorium oz pk	25	Vini Oporto	1 25@2 00	Gelatin, French	35@ 60
Lobelia	oz pk 25	Vina Alba	1 25@2 00	Glassware, fit box	75
Majorum	oz pk 23			Less than box	70
Mentra Pip. oz pk	25	Sponges		Glue, brown	11@ 13
Mentra Ver. oz pk	25	Florida Sheeps' wool		Glue white	15@ 25
Mezquita	oz pk 23	carriage	3 00@3 50	Glycerina	15@ 20
Tanacetum	22	Nassau sheeps' wool		Grana Paradisi.	@ 25
Thymus V. oz pk	25	carriage	3 50@3 75	Humulus	35@ 60
		Velvet extra sheeps'		Hydrarg Ch Mt	@ 95
Magnesia		wool, carriage.	@ 2 00	Hydrarg Ch Rom	@ 95
Calcined, Pat	55@ 60	Extra yellow sheeps'	@ 1 25	Hydrarg Ammo'l	@ 1 15
Carbonate, Pat.	18@ 20	wool carriage.	@ 1 25	Hydrarg Ungue'm	50@ 60
Carbonate, K-M.	18@ 20	Grass sheeps' wool,	@ 1 25	Hydrargyrum	@ 75
Carbonate	18@ 20	Hard, slate use.	@ 1 00	Ichthyobolla, Am.	90@1 00
		Yellow Reef, for	@ 1 40	Indigo	75@1 00
Oleum		slate use		Iodine, Resubi	4 85@4 90
Absinthium	4 90@5 00			Iodoform	4 90@5 00
Amygdalae, Dulc.	50@ 60	Syrups		Lupulin	@ 40
Amygdalae, Ama	8 00@8 25	Acacia	@ 50	Lycopodium	1 15@1 20
Anisi	1 45@1 60	Aurant Cortex.	@ 50	Macis	65@ 70
Aurant Cortex.	2 50@2 60	Zingiber	@ 50		
Bergamli	85@ 90	Ipecac	@ 60		
Carphilli	90@ 95	Ferri Iod	@ 50		
Cedar	50@ 90	Rhei Arom	@ 50		
Chenopadii	3 75@4 00	Smilax Off's	50@ 60		
Cinnamoni	1 00@1 10	Senega	@ 50		
Citronella	60@ 65	Scillae	@ 50		
Conium Mac	80@ 90				

Liquor Arsen et		Rubia Tinctorum	12@	14	Vanilla	9 00@	25
Hydrarg Iod ..	@ 25	Saccharum La's.	22@	75	Zinci Sulph	7@	8
Liq Potass Arsnit	10@ 12	Salacin	4 50@	74	Oils		
Magnesia, Sulph.	2@ 3	Sanguis Drac's..	40@	50			
Magnesia, Sulph bbl	@ 15	Sapo, W	12@	14	Whale, winter ..	70@	70
Magnia, S F	45@ 60	Sapo, M	10@	12	Lard, extra	70@	80
Menthol	2 40@ 60	Sapo, G	@ 15	15	Lard, No 1	60@	65
Morphia, S P & W	35@ 60	Seidlitz Mixture	20@	22	Linseed, pure raw	50@	55
Morphia, S N Y Q	35@ 60	Sinapis	@ 18	18	Linseed, boiled ..	51@	56
Morphia, Mal. ..	2 35@ 60	Sinapis, opt ..	@ 30	30	Neat's-foot, w str	65@	70
Moschus Canton.	@ 40	Snuff, Macaboy.			Spts. Turpentine ..	Market	
Myristica, No. 1	28@ 30	DeVoes	@ 51	51	Paints	bbl. L.	
Nux Vomica po 15	@ 18	Snuff, S'h DeVo's	@ 51	51	Red Venetian	13@	2 @3
Os Sepia	25@ 28	Soda, Boras	@ 9	11	Ochre, yel Mars 13	2 @4	
Pepsin Saac, H &		Soda, Boras, po ..	@ 9	11	Ocre, yel Ber	13@	2 @3
P D Co	@ 1 00	Soda et Pot's Tart	25@	28	Putty, commer'12	2 1/2@	3
Picis Liq N N 1/2		Soda, Carb	1 1/2@	2	Putty, strictly pr	2 1/2@	2 3/4@
gal doz	@ 2 00	Soda, Bi-Carb ..	3@	5	Vermillion, Prime		
Picis Liq qts	@ 1 00	Soda, Ash	3 1/4@	4	American	13@	15
Picis Liq. pints.	@ 60	Soda, Sulphas ..	@ 2	2	Vermillion, Eng.	75@	80
Pil Hydrarg po 80	@ 50	Spts, Cologne ..	@ 2	60	Green, Paris	14@	18
Piper Nigra po 22	@ 18	Spts, Ether Co. ..	50@	55	Green, Peninsular	13@	16
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2	00	Lead, red	63@	7@
Pix Burgum	@ 70	Spts, Vini Rect bbl	@ 7	7	Lead, white	63@	70
Plumbi Acet	12@ 15	Spts, Vi'i Rect 1/2 b	@ 7	7	Whiting, white S'n	@ 90	
Pulm'ic et Opil 13	@ 10@ 150	Spts, Vi'i R't 5 gal	@ 7	7	Whiting, Gilders'	@ 95	
Pyrethrum, exs. H		Spts, Vi'i R't 5 gal	@ 7	7	White, Paris Am'r	@ 1 25	
P & D Co. doz ..	@ 75	Stechina, Crystl	1 05@	1 25	Whit'g Paris Eng	@ 1 40	
Pyrethrum, pv ..	20@ 25	Sulphur Subl	23@	34	cliff	@ 1 40	
Quassia	8@ 10	Sulphur, Roll ..	23@	34	Universal Prep'd 1	10@	1 20
Quina, S P & W ..	22@ 32	Tamarindi	@ 8	10	Varnishes		
Quina, S Ger.	22@ 32	Terebenth Venice	28@	30	No 1 Turp Coachi	10@	1 20
Quina, N. Y.	22@ 32	Theobromae	45@	50	Extra Turp	1 60@	1 70

The Hazeltine & Perkins Drug Company Holiday Line

is now complete and the most complete we have ever shown. Our Mr. Dudley will notify you when to inspect it. We give below a partial list of the goods we are showing this season:

Albums
Ash Trays
Atomizers
Austrian Novelties
Autographs
Baskets
Blocks
Bronze Figures
Bouquet Holders
Candelabra
Candlesticks
Card Receivers
Child's Sets
Cigars Sets and Cases
Collar and Cuff Boxes
Curios
Cut Glass
Desk Sets
Dolls
Fancy Box Paper to retail 5c to \$3 each
Fancy China
Fancy Hair, Cloth, Hat and Bonnet
Brushes
Flasks
Games
Gents' Leather Cases to retail 75c to
\$10 each
German Novelties
Glove and Handkerchief Sets
Gold Clocks
Hand Painted China
Hargreave's Wooden Boxes
Hovey & Harding Novelties to retail
25c to \$3 each
Infants' Sets
Ink Stands to retail 25c to \$5 each
Japanese Novelties
Jewel Cases
Lap Tablets
Match Safes
Manicure Sets in Stag, Ebony, Cellu-
loid, Silver and Wood
Medallions
Medicine Cases
Metal Frames
Mirrors
Military Brush Sets
Music Boxes
Music Rolls
Necktie Boxes
Paper Clips
Paper Files
Paper Knives
Paper Weights
Perfumes
Photo Boxes
Photo Holders
Placques
Pictures
Pipe Sets
Rogers' Silverware
Rookwood Pottery in Vases, Etc.
Shaving Sets
Stag Horn Novelties
Steins
Tankards
Thermometers on Fancy Figures to re-
tail 25c to \$2 each
Toilet Sets in Stag Horn, Ebony, Ebon-
ite, Cocobolo, China, Silver, Metal
and Celluloid
Tobacco Jars
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BOOKS—All the latest copyright
Books, Popular Priced 12 mos., 16
mos., Booklets, Bibles, Children's
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Also a full line of Druggists' Staple
Sundries, Stationery, School Sup-
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Hazeltine & Perkins Drug Company
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

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2		Caracas	35
		Eagle	28
		COCOA	
Plums	Plums	Baker's	35
	Pineapple	Cleveland	41
Grated	1 25 @ 2 55	Colonial, 1/4s	35
Sliced	1 35 @ 2 75	Colonial, 1/2s	42
	Pumpkin	Epps	45
Fair	70	Huyler	45
Good	80	Van Houten, 1/4s	12
Fancy	1 00	Van Houten, 1/2s	20
Gallon	@ 2 00	Van Houten, 1s	40
	Raspberries	Van Houten, 1s	72
Standard	@	Webb	23
	Russian Caviar	Wilbur, 1/2s	41
1/4 lb. cans	3 75	Wilbur, 1s	42
1/2 lb. cans	7 00	COCOANUT	
1 lb. cans	12 00	Dunham's 1/2s	26
	Salmon	Dunham's 3/4s & 1s	26 1/2
Col'a River, talls	@ 1 80	Dunham's 1s	28
Col'a River, flats	1 85 @ 1 90	Dunham's 1 1/2s	28
Red Alaska	1 35 @ 1 41	Bulk	13
Pink Alaska	@ 95	COCOA SHELLS	
	Sardines	20 lb. bags	2 1/2
Domestic, 1/4s	3 1/2 @ 3 5	Less quantity	3
Domestic, 1/2s	6 @ 9	Pound packages	4
California, 1/4s	11 @ 14	COFFEE	
California, 1/2s	17 @ 24	Rio	
French, 1/4s	7 @ 14	Common	11
French, 1/2s	18 @ 28	Fair	12
	Shrimps	Choice	15
Standard	1 20 @ 1 40	Fancy	18
	Succotash	Santos	
Fair	95	Common	11 1/2
Good	1 10	Fair	12 1/2
Fancy	1 25 @ 1 40	Choice	15
	Strawberries	Fancy	18
Standard	1 10	Peaberry	18
Fancy	1 40	Maracalibo	
	Tomatoes	Fair	15
Fair	@ 80	Choice	18
Good	@ 85	Mexican	
Fancy	1 15 @ 1 45	Choice	16 1/2
Gallons	2 40 @ 2 60	Fancy	19
	CARBON OILS	Guatemala	15
	Barrels	Java	
Perfection	@ 10 1/2	African	12
Water White	@ 10	Fancy African	17
D. S. Gasoline	@ 12 1/2	O. G.	25
Deodor'd Nap'a	@ 12	F. G.	31
Cylinder	29 @ 34 1/2	Mocha	
Engine	16 @ 22	Arabian	21
Black, winter	9 @ 10 1/2	Package	
	CEREALS	New York Basis	
	Breakfast Foods	Arbuckle	13 50
Pillsbury's Vitos, 3 doz	4 25	Dilworth	13 00
Bordeau Flakes, 36 1lb	4 05	Jersey	13 50
Malta Vita, 36 1lb	2 50	Lion	13 50
Grape Nuts, 2 doz.	2 70	McLaughlin's XXXX	
Malta Ceres, 24 1lb	2 40	McLaughlin's XXXX sold to retailers by Mail at orders direct to W. F. McLaughlin & Co., Chicago.	
Cream of Wheat, 36 2lb	4 50	Extract	
Egg-O-See, 36 pkgs	2 85	Holland, 1/2 gro boxes	9
Mapl-Flake, 36 1lb	4 05	Felix, 1/2 gross	1 10
Excello Flakes, 36 1lb	2 75	Hummel's foll, 1/2 gro	8 1/2
Excello, large pkgs.	4 50	Hummel's tin, 1/2 gro	1 4
Vigor, 36 pkgs.	2 50	CRAISERS	
Force, 36 2lb	4 10	National Biscuit Company's Brands	
Zest, 20 2lb	4 10	Butter	
Ralston, 36 2lb	4 50	Seymour Butters	6 1/2
	Dutch Rusk	N Y Butters	6 1/2
Cases	4 75	Salted Butters	6 1/2
Bulk, per 100	55	Family Butters	6 1/2
	Rolled Oats.	Soda	
Rolled Avenna, bbls.	4 95	N B C Sodas	6 1/2
Steel Cut, 100lb sacks	2 50	Select	8
Monarch bbl.	4 70	Saratoga	13
Monarch, 100lb. sack.	2 25	Oyster	
Quaker, cases	3 10	Round Oysters	6 1/2
	Cracked Wheat	Square Oysters	6 1/2
Bulk	3 1/2	Faust	7
24 2lb. packages	2 50	Argo	7
	CATSUP	Extra Farina	7 1/2
Columbia, 25 pts	4 50	Sweet Goods	
Columbia, 25 1/2 pts.	2 60	Animals	10
Snider's quarts	3 25	Assorted Cake	11
Snider's pints	2 25	Assorted Novelty	8
Snider's 1/2 pints	1 30	Currant Fruit	1
	CHEESE	Barley Gems	9
Acme	@ 10 1/2	Belle Rose	9
Carson City	@ 11	Bent's Water	17
Pearless	@ 10 1/2	Butter Thin	13
Elsie	@ 12	Chocolate Drops	17
Emblem	@ 12	Coco Bar	11
Gem	@ 11 1/2	Cocoanut Taffy	12
Ideal	@ 11 1/2	Coffee Cake, N. B. C.	10
Jersey	@ 11	Coffee Cake, Iced	10
Riverside	@ 11	Cocoanut Macaroons	18
Warner's	@ 11 1/2	Cracknels	16
Brick	@ 15	Chocolate Dair	17
Edam	@ 30	Cartwheels	10
Leiden	@ 15	Curlycue	14
Limburg.	14 1/2	Dixie Cookie	9
Pineapple	@ 60	Pig Dips	14
Sap Sago	@ 19	Fluted Cocoanut	11
Swiss, domestic	@ 14 1/2	Frosted Creams	9
Swiss, imported	@ 30	Frosted Gingers	8
		Ginger Gems	9
		Ginger Snaps, N B C	7
		Grandma's Fawcett	11
		Graham Crackers	11

6	7	8	9	10	11
MOLASSES Fancy Open Kettle .. 40 Choice .. 40 Fair .. 26 Good .. 26 Half barrels 2c extra MINCE MEAT Columbian .. 20 MUSTARD Horse Radish, 1 dz .. 1.75 Horse Radish, 2 dz. .. 3.50 Bayle's Celery, 1 dz .. OLIVES Bulk, 1 gal. kegs .. 1.00 Bulk, 2 gal. kegs .. 95 Bulk, 5 gal. kegs .. 90 Manzanilla, 8 oz. .. 90 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 .. 85 Cob, No. 3 .. 85 PICKLES Medium Barrels, 1,200 count .. 4.75 Half bbls., 600 count .. 2.88 Small Barrels, 2,400 count .. 7.00 Half bbls., 1,200 count .. 4.00 PLAYING CARDS No. 90 Steamboat .. 85 No. 15, Rival, assorted .. 20 No. 20, Rover, enameled .. 60 No. 572, Special .. 1.75 No. 98, Golf, satin finish .. 20 No. 808 Bicycle .. 2.00 No. 632 Tour'n't whist .. 2.25 POTASH 48 cans in case .. 4.00 Babbitt's .. 3.00 Penna Salt Co's .. 3.00 PROVISIONS Barreled Pork Mess .. 13.00 Fat Back .. 14.00 Back Fat .. 14.50 Short Cut .. 13.50 Bean .. 12.50 Pig .. 15.00 Brisket .. 15.00 Clear Family .. 12.50 Dry Salt Meats S P Bellies .. 9% Bellies .. 9% Extra Shorts .. 8% Smoked Meats Hams, 12lb. average .. 11% Hams, 14lb. average .. 11% Hams, 16lb. average .. 11% Hams, 18lb. average .. 11% Skinned Hams .. 12% Ham, dried beef sets .. 13% Shoulders, (N. Y. cut) .. 7% Bacon, clear .. 10% California Hams .. 7% Picnic Boiled Ham .. 12% Boiled Ham .. 17% Berlin Ham pr'd .. 8% Mince Ham .. 10% Lard Compound .. 5% Pure .. 7% 60lb. tubs, advance .. 7% 60lb. tubs, advance .. 7% 60lb. tins, advance .. 7% 60lb. pails, advance .. 7% 10lb. pails, advance .. 7% 5lb. pails, advance .. 7% 3lb. pails, advance .. 7% Sausages Bologna .. 5% Liver .. 6% Frankfort .. 7% Pork .. 6% Veal .. 8% Tongue .. 9% Headcheese .. 9% Beef Extra Mess .. 9.50 Boneless .. 10.50 Rump, new .. 10.50 Pig's Feet 1/4 bbls. .. 1.10 1/2 bbls., 40lbs. .. 1.35 3/4 bbls., 60lbs. .. 1.75 1 bbl. .. 7.75 Tripe Kits, 15 lbs. .. 70 1/4 bbls., 40 lbs. .. 1.50 1/2 bbls., 80 lbs. .. 3.00 Casings Hogs, per lb. .. 28 Beef rounds, set .. 18 Beef middles, set .. 45 Sheep, per bundle .. 70 Uncolored Butterine Solid, dairy .. 10% Rolls, dairy .. 10% Canned Meats Corned beef, 2 .. 2.50 Corned beef, 14 .. 17.50 Roast Beef .. 2.00 Potted ham, 1/4 .. 45 Potted ham, 1/2 .. 45 Potted ham, 3/4 .. 45 Deviled ham, 1/4 .. 45 Deviled ham, 1/2 .. 45 Potted tongue, 1/4 .. 45 Potted tongue, 1/2 .. 45	RICE Screenings .. 2 1/2 @ 2 1/2 Fair Japan .. 3 1/2 @ 4 Choice Japan .. 4 1/2 @ 5 Imported Japan .. 4 1/2 @ 5 Fair Louisiana hd. .. 4 1/2 @ 5 Choice La. hd. .. 4 1/2 @ 5 Fancy La. hd. .. 4 1/2 @ 5 SALAD DRESSING Columbia, 1/2 pint .. 2.25 Columbia, 1 pint .. 4.00 Durkee's large, 1 doz. .. 4.50 Durkee's small, 2 doz. .. 5.25 Snider's large, 1 doz. .. 2.35 Snider's small, 2 doz. .. 1.35 SALARATUS Packed 60lbs. in box .. 1.00 Arm and Hammer .. 1.00 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, 100lb cases .. 100 Lump, bbls. .. 75 Lump, 145lb kegs .. 95 SALT Common Grades 100 3lb sacks .. 1.95 60 5lb sacks .. 1.85 28 10 1/2 sacks .. 1.75 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 56lb. sacks .. 20 Common Granulated, fine .. 80 Medium fine .. 85 SALT FISH Cod Large whole .. 6 1/2 Small whole .. 5 1/2 Strips or bricks, 7 1/2 @ 10 Pollock .. 3 1/2 Hallbut Strips .. 14 Chunks .. 14 1/2 Herring Holland White Hoop, bbls. .. 70 White Hoop, 1/2 bbls. .. 70 White Hoop, keg. @ 70 White Hoop mchs. @ 80 Norwegian .. 70 Round, 100lbs .. 3.75 Round, 40lbs .. 1.75 Scaled .. 15 Trout No. 1, 100lbs .. 7.50 No. 1, 40lbs .. 3.25 No. 1, 10lbs .. 90 No. 1, 8lbs .. 75 Mackerel Mess, 100lbs. .. 13.50 Mess, 40lbs. .. 5.80 Mess, 10lbs. .. 1.65 Mess, 8lbs. .. 1.36 No. 1, 100lbs. .. 12.00 No. 1, 40lbs. .. 5.20 No. 1, 10lbs. .. 1.55 No. 1, 8lbs. .. 1.28 Whitefish No. 1 No. 2 Fam .. 9.50 100lb. .. 5.00 50lb. .. 1.10 10lb. .. 90 SEEDS Anise .. 15 Canary, Smyrna .. 6 Caraway .. 8 Cardamom, Malabar .. 1.00 Celery .. 12 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. .. 50 Handy Box, small .. 1.25 Bixby's Royal Polish .. 85 Miller's Crown Polish .. 85 SNUFF Scotch, in bladders .. 37 Maccaboy, in jars .. 35 French Rappie, in jars .. 43 SOAP Central City Soap Co. Jaxon .. 2.85 Boro Naphtha .. 4.00 J. S. Kirk & Co. American Family .. 4.05 Dusky Diamond, 50 8oz .. 2.80 Dusky D'nd, 100 6oz. .. 3.80 Jap Rose, 50 bars .. 3.80 Savon Imperial .. 3.10 White Russian .. 3.10 Dome, oval bars .. 2.85 Satinet, oval .. 2.15 Snowberry, 100 cakes .. 4.00 LAUTZ BROS. & CO. Acme soap, 100 cakes .. 2.85 Naphtha soap, 100 cakes .. 4.00 Big Master, 100 bars .. 4.00 Marseilles White soap .. 4.00 Snow Boy Wash Pwr .. 4.00 Proctor & Gamble Co. Lenox .. 2.85 Ivory, 6 oz. .. 4.00 Ivory, 10 oz. .. 6.75 Star .. 3.19	A. B. Wisley Good Cheer .. 4.00 Old Country .. 3.40 Soap Powders Central City Soap Co. Jackson, 16 oz .. 2.40 Gold Dust, 24 large .. 4.50 Gold Dust, 100-5c .. 4.50 Kirkoline, 24 4lb. .. 3.80 Pearlina .. 3.75 Soapine .. 4.10 Babbitt's 1776 .. 3.75 Roseine .. 3.50 Armour's .. 3.70 Wisdom .. 3.80 Soap Compounds Johnson's Fine .. 5.10 Johnson's XXX .. 4.25 Nine O'clock .. 3.35 Rub-No-More .. 3.75 Scouring Enoch Morgan's Sons. Sapollo, gross lots .. 9.00 Sapollo, half gross lots .. 4.50 Sapollo, single boxes .. 2.25 Sapollo, hand .. 2.25 Scouring Manufacturing Co. Scourine, 50 cakes .. 1.80 Scourine, 100 cakes .. 3.50 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, Amboyana .. 22 Cloves, Zanzibar .. 14 Mace .. 55 Nutmegs, 75-80 .. 45 Nutmegs, 105-10 .. 35 Nutmegs, 115-20 .. 30 Pepper, Singapore, blk. .. 25 Pepper, Singp. white. .. 25 Pepper, shot .. 17 Pure Ground in Bulk Allspice .. 16 Cassia, Batavia .. 28 Cassia, Saigon .. 48 Cloves, Zanzibar .. 18 Ginger, African .. 15 Ginger, Cochon .. 18 Ginger, Jamaica .. 25 Mace .. 65 Mustard .. 17 Pepper, Singapore, blk. .. 17 Pepper, Singp. white .. 28 Pepper, Cayenne .. 20 Sage .. 20 STARCH Common Gloss 1lb packages .. 4@5 3lb packages .. 4 1/2 6lb packages .. 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels .. 2 1/2 Common Corn 20lb packages .. 5 40lb packages .. 4 1/2 @ 7 SYRUPS Corn Barrels .. 22 Half Barrels .. 24 20lb cans 1/2 dz in case 1.50 10lb cans 1/2 dz in case 1.65 5lb cans 1/2 dz in case 1.65 2 1/2lb cans 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 .. 9 @ 11 Fannings .. 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 .. 36 Oolong Formosa, fancy .. 42 Amoy, medium .. 25 Amoy, choice .. 32 English Breakfast Medium .. 20 Choice .. 30 Fancy .. 40 India Ceylon, choice .. 32 Fancy .. 42	TOBACCO Fine Cut Cadillac .. 54 Sweet Loma .. 54 Hiawatha, 5lb pails .. 54 Hiawatha, 10lb pails .. 54 Telegram .. 33 Pay Car .. 30 Prairie Rose .. 49 Protection .. 40 Sweet Burley .. 44 Tiger .. 40 Plug Red Cross .. 31 Hiawatha .. 35 Kylo .. 41 Battle Ax .. 37 American Eagle .. 33 Standard Navy .. 37 Spear Head 7 oz. .. 47 Spear Head 14 1/2 oz. .. 44 Nobby Twist .. 55 Jolly Tar .. 39 Old Honesty .. 43 Toddy .. 34 J. T. .. 34 Piper Hedsick .. 66 Boot Jack .. 80 Honey Dip Twist .. 40 Black Standard .. 40 Cadillac .. 40 Forge .. 44 Nickel Twist .. 52 Mill .. 32 Great Navy .. 36 Smoking Sweet Core .. 24 Flat Car .. 32 Warpath .. 26 Bamboo, 16 oz. .. 25 I X L, 5lb .. 27 I X L, 16 oz. pails .. 31 Honey Dew .. 40 Gold Block .. 40 Flagman .. 40 Chips .. 33 Kiln Dried .. 21 Duke's Mixture .. 40 Duke's Cameo .. 43 Myrtle Navy .. 44 Yum Yum, 1 1/2 oz. .. 39 Yum Yum, 1lb. pails .. 40 Cream .. 38 Corn Cake, 2 1/2 oz. .. 25 Corn Cake, 1lb. .. 22 Plow Boy, 1 1/2 oz. .. 39 Plow Boy, 3 1/2 oz. .. 39 Peerless, 3 1/2 oz. .. 39 Peerless, 1 1/2 oz. .. 38 Air Brake .. 36 Cant Hook .. 30 Country Club .. 32-34 Forex-XXXX .. 30 Good Indian .. 25 Self Binder, 16oz, 8oz 20-22 Silver Foam .. 24 Sweet Marie .. 32 Royal Smoke .. 42 TWINE Cotton, 3 ply .. 20 Cotton, 4 ply .. 20 Jute, 2 ply .. 20 Hemp, 6 ply .. 13 Flax, medium .. 20 Wool, 1lb. balls .. 6 VINEGAR Malt White Wine, 40gr .. 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 WICKING No. 0 per gross .. 30 No. 1 per gross .. 40 No. 2 per gross .. 50 No. 3 per gross .. 75 WOODENWARE Baskets Bushels .. 1.10 Bushels, wide band .. 1.60 Market .. 35 Splint, large .. 6.00 Splint, medium .. 5.00 Splint, small .. 4.00 Willow, Clothes, large .. 7.00 Willow Clothes, med'm .. 6.00 Willow Clothes, small .. 5.50 Bradley Butter Boxes 2lb size, 24 in case .. 72 3lb size, 16 in case .. 68 5lb size, 12 in case .. 63 10lb size, 6 in case .. 60 Butter Plates No. 1 Oval, 250 in crate .. 40 No. 2 Oval, 250 in crate .. 45 No. 3 Oval, 250 in crate .. 50 No. 5 Oval, 250 in crate .. 60 Curns Barrel, 5 gal. each .. 2.40 Barrel, 10 gal. each .. 5.55 Barrel, 15 gal. each .. 7.70 Clothes Pins Round head, 5 gross bx .. 55 Round head, cartons .. 75 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 12lb. cotton mop heads .. 49 Ideal No. 7 .. 99	Pails 2-heop Standard .. 1.60 3-heop Standard .. 1.75 2-wire, Cable .. 1.70 3-wire, Cable .. 1.90 Cedar, all red, brass .. 1.25 Paper, Eureka .. 2.25 Fibre .. 2.70 Toothpicks Hardwood .. 2.50 Softwood .. 2.75 Banquet .. 1.50 Ideal .. 1.50 Traps Mouse, wood, 2 holes .. 22 Mouse, wood, 4 holes .. 45 Mouse, wood, 6 holes .. 70 Mouse, tin, 5 holes .. 65 Rat, wood .. 80 Rat, spring .. 75 Tubs 20-in., Standard, No. 1.70 .. 00 18-in., Standard, No. 2.60 .. 00 16-in., Standard, No. 3.50 .. 00 16-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 .. 3.50 Single Peerless .. 2.75 Northern Queen .. 2.75 Double Duplex .. 3.00 Good Luck .. 2.75 Universal .. 2.65 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 c't. 13 .. 20 Wax Butter, full count .. 10 Wax Butter, rolls .. 15 YEAST CAKE Magic, 3 doz. .. 1.15 Sunlight, 3 doz. .. 1.00 Sunlight, 1 1/2 doz. .. 1.15 Yeast Foam, 3 doz .. 1.15 Yeast Cream, 3 doz .. 1.00 Yeast Foam, 1 1/2 doz .. 58 FRESH FISH Jumbo Whitefish .. 12 1/2 No. 1 Whitefish .. 10 @ 11 Trout .. 8 1/2 @ 9 Halibut .. 10 Clacoes or Herring .. 5 Live Lobster .. 10 1/2 @ 11 Boiled Lobster .. 25 Cod .. 25 Haddock .. 8 No. Pickrel .. 9 Pike .. 7 Perch, dressed .. 7 Smoked White .. 12 1/2 Red Snapper .. 11 Col. River Salmon .. 11 Mackerel .. 15 @ 16 OYSTERS F. H. Counts .. Per can .. 40 Bulk Oysters F. H. Counts .. 2.25 Shell Goods Clams .. Per 100 .. 1.25 Oysters .. 1.25 HIDES AND PELTS Hides Green No. 1 .. 11 Green No. 2 .. 10 Cured No. 1 .. 12 1/2 Cured No. 2 .. 11 1/2 Calfskins, green No. 1 .. 13 Calfskins, green No. 2 .. 13 1/2 Calfskins, cured No. 1 .. 12 Calfskins, cured No. 2 .. 12 1/2 Steer hides, 60lb over 12 1/2 Pelts Old Wool .. Lambs .. 4 @ 1.00 Shearlings .. 5 @ 50 Tailow No. 1 .. 4 1/2 No. 2 .. 3 1/2 Wool Unwashed, med .. 28 @ 30 Unwashed, fine .. 23 @ 24 CONFECTIONS Stick Candy Pails Standard .. 8 Standard H. H. .. 8 Standard Twist .. 8 1/2 Cut Leaf .. 9	Jumbo, 32lb. cases Extra H. H. .. 8 Boston Cream .. 9 Old Time Sugar stick .. 12 30lb case .. 12 Mixed Candy Grocers .. 6 Competition .. 7 Special .. 7 1/2 Conserve .. 7 1/2 Royal .. 8 1/2 Ribbon .. 10 Broken .. 8 Cut Leaf .. 9 Leader .. 8 1/2 Kindergarten .. 9 Bon Ton Cream .. 10 French Cream .. 10 Star .. 11 Hand Made Cream .. 15 Premie Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts .. 14 Coco Bon Bons .. 12 Fudge Squares .. 12 1/2 Peanut Squares .. 9 Sugared Peanuts .. 11 Salted Peanuts .. 11 Starlight Kisses .. 11 San Blas Goodies .. 12 Lozenges, plain .. 10 Lozenges, printed .. 10 Champion Chocolate .. 11 Eclipse Chocolates .. 13 Eureka Chocolates .. 13 Quintette Chocolates .. 12 Champion Gum Drops 8 1/2 Moss Drops .. 10 Lemon Sours .. 10 Imperials .. 11 Ital. Cream Opera .. 12 Ital. Cream Bon Bons .. 12 20lb pails .. 12 Molasses Chews, 15lb. cases .. 12 Golden Waffles .. 12 Topazolas .. 12 Fancy-In 5lb. Boxes Lemon Sours .. 55 Peppermint Drops .. 60 Chocolate Drops .. 60 H. M. Choc. Drops .. 85 H. M. Choc. Lt. and .. 10 Dark No. 12 .. 1.00 Bitter Sweets, ass'd .. 1.21 Brilliant Gums, Crys. 60 A. A. Licorice Drops .. 90 Lozenges, plain .. 55 Lozenges, printed .. 55 Imperials .. 60 Mottos .. 60 Cream Bar .. 60 G. M. Peanut Bar .. 55 Hand Made Cr'ms 80 @ 90 Cream Buttons, Pep. and Wintergreen .. 65 String Rock .. 60 Wintergreen Berries .. 60 Old Time Assorted, 25 lb. case .. 2.75 Buster Brown Goodies 30lb. case .. 3.50 Up-to-Date Assmt, 32 lb. case .. 3.75 Ten Strike Assort. ment No. 1 .. 6.50 Ten Strike No. 2 .. 6.00 Ten Strike No. 3 .. 8.00 Ten Strike, Summer assortment .. 6.75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Almonds .. 18 Gold Medal Chocolate .. 18 Almonds .. 18 Chocolate Nugatines .. 18 Quadruple Chocolate .. 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails .. 13 1/2 Pop Corn Dandy Smack, 24s .. 65 Dandy Smack, 100s .. 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack .. 3.00 Pop Corn Balls, 200s .. 1.27 Cicero Corn Cakes .. 50 NUTS-Whole Almonds, Tarragona .. 15 Almonds, Avica .. 15 Almonds, California sft shell, new .. 15 @ 16 Brazils .. 13 @ 14 Filberts .. 13 Cal. No. 1 .. 14 Walnuts, soft shelled .. 12 Walnuts, Chilli .. 12 Table nuts, fancy .. 13 Pecans, Med. .. 11 Pecans, ex. large .. 12 Pecans, Jumbos .. 13 Hickory Nuts pr bu Ohio new .. 1.75 Cocomanuts .. 4 Chestnuts, New York State, per bu .. Shelled Spanish Peanuts, 7 1/2 @ 8 1/2 Pecan Halves .. 48 Walnut Halves .. 28 Filbert Meats .. 25 Alicante Almonds .. 32 Jordan Almonds .. 47 Peanuts Fancy, H. P. Suns .. 6 Fancy, H. P. Suns, Roasted .. 7 Choice H. P. Jbo. .. 7 1/2 Choice, H. P. Jumbo, Roasted .. 8 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/4 lb cans 2 50
1/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500 33
500 or more 32
1,000 or more 31

Worden Grocer Co. brand
Ben Hur 35

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritinos 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/2 lb pkg, per case 2 60
38 1/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef

Carcass 4 1/2 @ 7 1/2
Forequarters 4 1/2 @ 5
Hindquarters 7 1/2 @ 9
Loins 9 @ 16
Ribs 8 @ 14
Rounds 7 @ 8
Chucks 5 @ 6
Plates @ 3

Pork.

Loins @ 11 1/4
Dressed @ 7 1/4
Boston Butts @ 10 1/2
Shoulders @ 9
Leaf Lard @ 7 1/2

Mutton

Carcass @ 7 1/2
Lamb's @ 12

Veal

Carcass 5 1/2 @ 8



24 10c cans 1 84
12 25c cans 2 30
6 50c cans 2 30

CLOTHES LINES

Sisal

60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra.. 1 50

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

60ft. 1 10
72ft. 1 25
90ft. 1 60

Cotton Windsor

60ft. 1 30
72ft. 1 44
90ft. 1 80
120ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
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-
naw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fiebach Co., Toledo.

FISHING TACKLE

1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
2 to 2 in 11
2 in 15
3 in 30

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

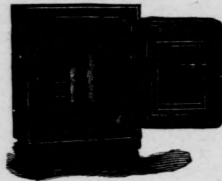
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent 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.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

A Catalogue That Is Without a Rival

There are something like 85,000 com-
mercial institutions in the country that
issue catalogues of some sort. They are
all trade-getters—some of them are success-
ful and some are not.

Ours is a successful one. In fact it is
THE successful one.

It sells more goods than any other three
catalogues or any 400 traveling salesmen
in the country.

It lists the largest line of general mer-
chandise in the world.

It is the most concise and best illustrated
catalogue gotten up by any American
wholesale house.

It is the only representative of the larg-
est house in the world that does business
entirely by catalogue.

It quotes but one price to all and that is
the lowest.

Its prices are guaranteed and do not
change until another catalogue is issued.

It never misrepresents. You can bank
on what it tells you about the goods it
offers—our reputation is back of it.

It enables you to select your goods
according to your own best judgment and
with much more satisfaction than you can
from the flesh-and-blood salesman, who
is always endeavoring to pad his orders
and work off his firm's dead stock.

Ask for catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—
By Catalogue Only.

New York Chicago St. Louis

Mica Axle Grease

Reduces friction to a minimum. It
saves wear and tear of wagon and
harness. It saves horse energy. It
increases horse power. Put up in
1 and 3 lb. tin boxes, 10, 15 and 25
lb. buckets and kegs, half barrels
and barrels.

Hand Separator Oil

is free from gum and is anti-rust
and anti-corrosive. Put up in 1/2,
1 and 5 gal. cans.

Standard Oil Co.

AUTOMOBILES

We have the largest line in Western Mich-
igan and if you are thinking of buying you
will serve your best interests by consult-
ing us.

Michigan Automobile Co.
Grand Rapids, Mich.

The Grand Rapids

Sheet Metal & Roofing Co.

Manufacturers of Galvanized Iron Cornice,
Steel Ceilings, Eave Troughing, Conductor
Pipe, Sky Lights and Fire Escapes.

Roofing Contractors

Cor. Louis and Campau Sts. Both Phones 2731

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

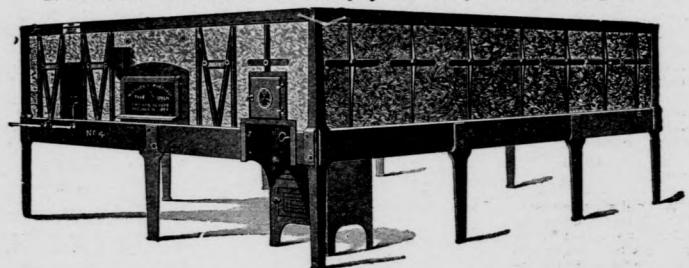
Full particulars free.
Ask for Catalogue "M"

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

Why Not Put In a Middleby Oven

and do your own baking?

It will be an investment that will pay and one you will not regret.



Costs the least to operate. Gives the best results. A brick oven that can be moved.
Send for catalogue and full particulars.

Middleby Oven Manufacturing Company

60-62 W. Van Buren St., Chicago, Ill.

Leading the World, as Usual

LIPTON'S
CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., 1/2-lb., 1/4-lb. air-tight cans.



Place
your
business
on
a
cash
basis
by
using
Tradesman
Coupons

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—Cheap for cash, drug stock, located in Kent County, Mich. A bargain if taken at once. Address No. 803, care Michigan Tradesman. 803

For Sale—First-class combination sheet metal and plumbing shop; invoice \$3,000; can cut down to \$1,000; best of reasons for selling; only shop in city; fine business and mostly cash; rent and living cheap. Address Geo. J. B. Wright, Orange, Texas. 802

Chadron, Nebraska. Population 3,000. Wants general department, dry goods and furniture stocks. Merchants can get finest quarters for such. Write P. B. Nelson. 799

Wanted to buy drug store for cash. Give full particulars. Address "King," care Michigan Tradesman. 800

For Sale—Confectionery and cigar store, doing good business in town of 1,000. Address No. 791, care Tradesman. 791

Hotel Locations—We will locate good hotel men in best locations in new towns at good terminal points on Great Northern extensions being built. Liberal discount allowed on price of lots, provided good hotels are built at once. Richest farming country in state. Best opportunity for profitable hotel business. Write at once to The Dakota Development Co., Willmar, Minn. 795

For Sale—A stock of hardware at Kalamazoo. Good location. Good reason for selling. Address Hardware, Kalamazoo, Mich. 797

5 per cent. gold bonds, interest payable January and July 1st; safe investment for trust funds. American Underwriting Company, 802-843 Majestic Bldg., Detroit, Mich. 793

For Sale—A 100-horse-power tubular boiler and 250-horse-power engine, both guaranteed to be in first-class condition; can be seen at our factory. Sligh Furniture Company, Grand Rapids, Mich. 804

To Rent—Large store room, 75x100 feet, with basement of same size, Sixth avenue and Hampshire street, Quincy, Ill. Best and most central location in the city. Equipped with fixtures; has been used for the past 20 years as a dry goods and department store. Address T. M. Rogers & Co., Quincy, Ill. 782

Livery for Sale—Owing to my engaging in other business, I offer for sale my livery business and mail route. Address Box 218, Clarkston, Mich. 780

For Sale—Good up-to-date drug store in one of the best growing towns in Michigan of about 4,000 inhabitants. Doing good business. Will sell for part cash, balance in monthly or quarterly payments, or exchange for farm property. Invoices \$3,500. Address Pill Roller, care Michigan Tradesman. 773

For sale for cash; small stock of clean, new, up-to-date general merchandise; only store in town. Postoffice in connection. Two rural routes; in as good a farming community as there is on earth. Address Ed. Hough, Mount Hamill, Iowa. 775

Bakery—Good business, price \$700. Cash or easy payments. Address Emil Kuhr, Rock Island, Ill. 771

For Sale—General merchandise; inventory eight thousand dollars; store 70x20; flour house 20x20; shoemaker employed; shoes a specialty; fine opening for shoes exclusively; town twelve hundred; big country trade; best location and trade in town; stock reduced half if desired. No trades. Health failing. Address F. F. Frazee, Seneca, Ill. 776

\$2,000 buys splendid, well-established bakery business and ice cream parlor located in prosperous Central New York city. Monthly receipts \$1,500; monthly expenses \$137. No competition in neighborhood. Good reason for selling. Correspondence solicited. Albert J. Baehle, Real Estate, Utica N. Y. 770

For Sale—Bakery, confectionery, ice cream, canned goods, cigar and tobacco business, located in thriving town of 1,200. Established about ten years. Reason for selling, owner going in other business. G. A. Martin, Flushing, Mich. 779

For Sale—A Vincent gas lighting machine and fixtures. In good condition. Call or address Dudek & Kage, Petoskey, Mich. 777

For Sale—Profitable pharmacy. *Will give you a bargain this month. Must go South. Write 30 North College Ave., Grand Rapids, Mich. 784

For Sale—Nice clean stock groceries, located in Newaygo county, town of 2,000; good location; good business; with or without building; stock invoices about \$1,800. Reason, owner wishes to retire. Address E. J. Darling, Fremont, Mich. 756

Merchants, are you overstocked? Yes! Then employ us to conduct a special 10-day sale for you. Our new and only system never fails to realize the Quick Cash with a Profit on Your Old Merchandise. All correspondence confidential. References given. C. N. Harper & Co., Quick Sale Promoter, Room 211, 87 Washington St., Chicago, Ill. 755

For Sale—One of the best stocks of general merchandise in Northern Michigan, in farming community and on the finest lake in Michigan. Address No. 758, care Michigan Tradesman. 758

For Sale—General stock merchandise invoicing \$3,000. Good business. Best reasons for selling. Address J. Norris, R. R. No. 1, Walkerville, Mich. 749

For Sale—One of the nicest little drug stores in the best business city of 30,000 in Southern Michigan. Rent \$35. Have bought and paid for \$2,000 home off this store the past year. June sales over \$800. Address No. 764, care Michigan Tradesman. 764

For Sale—Modern meat market, invoicing about \$1,500 in thriving Central Michigan town of 1,500 inhabitants. Reason, ill health. Address No. 741, care Michigan Tradesman. 741

For Sale—The D. Robeson ship chandlery, awnings, sails, paints, oils and wood-ware business; established over 30 years, at Port Huron, Mich. Real estate and business must be sold owing to ill health. Apply to Schoolcraft & Co., Port Huron, Mich. 743

For Sale—Harness business in one of the best harness towns in Western Pennsylvania. Good schools. County seat. Stock and fixtures \$2,000. Best reasons for selling. Investigate. Address Lock Box 183, Ebensburg, Pa. 742

For Sale—Bazaar, dry goods and notions in Central Michigan. Ten years in business. Sufficient profits to retire. Invoices \$5,000 to \$7,000 cash. The chance of your life. Write No. 760, care Michigan Tradesman. 760

For Sale—My drug stock and fixtures of about two thousand dollars. Very cheap if taken at once. Good reason for selling. P. E. Hackett, Wolverine, Mich. 746

For Sale—Dirt Cheap, cheese factory, skimming station or creamery at North Dor. Zealand Cheese Co., Zealand, Mich. 786

For Sale—A good paying drug stock in Michigan. Will sell for invoice price. Address No. 788, care Michigan Tradesman. 788

Hand Laundry for sale, doing good business; established ten years; reason for selling, poor health. Address Box 425, Fowlerville, Mich. 787

For Sale—Drug stock in town of 700. Nearest drug store 12 miles. Reason for selling, am not registered. Address No. 789, care Michigan Tradesman. 789

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 324

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Yost & Co., Detroit, Mich. 250

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, 28 Morris Ave., South, Grand Rapids, Mich. 835

For Sale—Factory doing a good custom business. Plenty of work on hand. Present owner has age and infirmities. Address Jackson Rug Co., Jackson, Mich. 772

For Sale—General stock, store building, dwelling and barn located in thriving portion of Holland colony. Only store within four miles. Enquire 240 Alpine avenue, Grand Rapids, or Michigan Tradesman. 762

For Sale or Rent—Cheap, good general blacksmith and wagon shop centrally located, doing good business in live town; will sell stock if you prefer to rent; have owned and operated shop 33 years. Reason, poor health. Address H. Wills, Plymouth, Mich. 701

For Sale—First-class general stock, \$3,500. Live town, 25 miles from Grand Rapids. Apply E. D. Wright, care Musseiman Grocer Co., Grand Rapids, Mich. 576

For Sale or Trade—One hundred shares of the Watson, Durand-Kasper Grocery Co.'s capital stock, of Salina. Enquire W. J. Hughes, Box 367, Enid, O. T. 598

For Sale—A good clean stock of groceries, lamps and crockery, located in one of the brightest business towns in Central Michigan. Has electric lights, water works and telephone system, population 1,500 and surrounded by splendid farming community. Store is situated on popular side of the street and one of the finest locations on the street. No trades will be entertained, but reasons for selling will be entirely satisfactory to the purchaser. Address No. 422, care Michigan Tradesman. 422

For Sale at a bargain, small stock of clean general merchandise and store with adjoining dwelling. Wish to go out of business before September 1. Address Bargain, care Tradesman. 721

For Sale—Wholesale and retail bakery, confectionery and ice cream plant in the heart of the largest coal field in Colorado. Also in the oil belt. Invoice \$2,500. Will sell for \$1,400 if taken at once. Box 403, Florence, Colo. 726

For Rent—Store building just completed; live town of 1,000 inhabitants; Berrien county; good country; large resort; lots of business. Address Lizzie Wigent, Watervliet, Mich. 761

For Sale—Grocery and crockery stock. A good clean stock, good store building situated in best of location and on popular side of the street, in active up-to-date town of 1,500 in the midst of good farming country. Address No. 666, care Michigan Tradesman. 666

For Sale—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich. 713

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

For Sale—\$8,000 stock of boots, shoes and rubber goods. Good established business and all new desirable goods. Only exclusive shoe stock in city. Owner's health failed and stock will be closed out for cash or good securities. Thrifty town of 3,000 in Central Michigan. Address Lock Box 83, Corunna, Mich. 641

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

Pacific Coast. Terminus of Grand Trunk Pacific. Skeena River Route. For sale—Powerful stern wheel steamer, Hamlin, built by C. P. R. Co. in 1898. Klondike rush. Cost \$30,000. Will pay for herself in a year. Price \$5,000. Particulars, H. A. Jones, 405 Cordova St., Vancouver, B. C. 764

POSITIONS WANTED

Young lady desires a position in dry goods or general store. Has had experience and good references to show upon request. Address No. 801, care Michigan Tradesman. 801

Situation Wanted—Position wanted by young man to do some light work at home, like copying letters, folding circulars, etc., good reference. H. C. Lundy, Cameron, Wis. 792

HELP WANTED.

Wanted At Once—An experienced drug clerk. Must be of good character, active and young. A good place for the right man. Address No. 794, care Michigan Tradesman. 794

Wanted—An experienced clothing salesman as head clerk, one who can assist in buying. Must come well recommended, of good address, neat attire, a mixer, gentlemanly, active and energetic, good stock-keeper. Young man preferred. Address F. B. Baldwin & Co., Muskegon, Mich. 778

Wanted—Salesman making wholesale confectionery trade to handle excellent side line. A winner. Address No. 796, care Michigan Tradesman. 796

Wanted—Experienced traveling salesmen of good ability and clean record who are now employed and holding good positions, but wish to better themselves. A large Chicago specialty house desires the services of several men for Michigan and Indiana. Good salary and expenses to start and advancement assured if services are satisfactory. No "flash-lights" or "has beens" need apply. All answers guaranteed by the Michigan Tradesman to be strictly confidential. Address No. 757, care Michigan Tradesman. 757

Wanted—An experienced man for clothing and furnishings. Good permanent position for a good man. Address "Clothing," care Michigan Tradesman. 729

Wanted—Salesmen to carry double tipped silk gloves to the retail trade as a side line. Address Manufacturer, 51 E. Fulton St., Gloversville, N. Y. 725

Salesman to carry a good side line that will pay traveling expenses. Sells to house furnishing, general and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill. 339

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H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

Want Ads. continued on next page.



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477 Wabash Ave., Chicago

INTER-STATE COMMERCE.

How Grand Rapids Is Interested in the Subject.

"Are the business men of Grand Rapids interested at all in all this mental, moral and political commotion over the great problem of interstate commerce?" was asked of one of the leading shippers in Grand Rapids.

"Interested at all!" he replied. "Well, I should say we are! Why, it's the biggest proposition now before the people of America and Grand Rapids and the whole of Michigan are especially interested."

"In just what way?" was the next inquiry.

"In every way. We are, all of us, discriminated against in one way or another either on service, rates, rebates or time. There isn't anything certain as to what we are going to get, when we are to get it, what condition it will be in when it is received or how much it is going to cost us. The whole thing is simply rank."

"Such a generalization has no value. Are you able to present full details as to a specific case or do you know of any individual or firm who can do so?" was asked of the gentleman, who, by this time, was in a fever of indignation.

"Yes, I know of specific cases, dozens of 'em! But what's the use of going up against a corporation combination? No person, firm or comparatively small corporation, has the ghost of a show of winning out in a fight with the great trusts. They not only own and control the best legal talent in the country, but they control all means of communication—telegraphs, telephones, the Press—"

"Hold on," interrupted the Press representative, "you are getting beyond your depth. Wade out."

"I am not beyond my depth!" warmly responded the big shipper. "The Press is subsidized, muzzled, they dare not say a word."

"That's just like the wild wanderings of the average business man," replied the interviewer, who by this time was experiencing a rising temperature. And then the man seeking the interview proceeded to show the shipper that the present phenomenal revelations as to municipal and state corruption, as to the leaks and thievery in governmental departments at Washington, as to the Standard Oil "System" and the Life Insurance business, are due very largely to the untrammelled, impartial and fearless work of the Press as an entity.

"I'll tell you what you producers and shippers lack," continued the representative of the Press, "you lack accurate and authentic knowledge of the subject you are so ready to discuss."

"What do you mean by that?" asked the big shipper.

"I mean that the average shipper never thinks of looking at any phase of the problem except the little limited feature of the question that represents his own business," said the newspaper man. "This question of transportation is one that is so big that it reaches every section of the country. And it is to be looked at

from that standpoint. It is a question certain to go before a special session of Congress next November and it is one which is liable to call upon any producer or shipper for such testimony as they may be able to give to the Congressional Committees having the investigation in charge. In consequence of these facts it is plainly the duty of every public spirited citizen to 'get next' to this matter to the very last limit; find out their exact rights and the rights of common carriers, learn what is going on in the various legislatures and what the courts all over the land are doing in the premises. Then when a man thus informed charges this or that or the other thing he will not find himself 'talking through his hat.'"

"I guess you're pretty nearly right," commented the big shipper as the two men approached the cigar counter.

Experiment in Co-Operative Distribution.

Detroit, July 25—Co-operation in the purchase and sale of groceries, meats and all household supplies is the plan of the American Family Supply Co., which has opened stores at 441-443 Grand River avenue.

The company has been organized under the laws of Michigan with a capital stock of \$10,000, and the purchase of one of its \$10 shares entitles the stockholder to a discount of 5 per cent. on all of the goods bought at the store. The sale of stock is limited to ten shares to any one family, but the holder of one share is entitled to the same discounts as the holder of ten. The stock is expected to pay an annual dividend of 7 per cent.

"I have made a careful study of the methods of co-operative stores and other industries in this country and in England and Australia," says Charles V. Kerns, Vice-President and General Manager of the company. "Nothing of the kind has ever been tried in Detroit, and I believe that the plan upon which our company is organized will prove most successful."

"Twenty-five per cent. of the sales of the stock is to be set aside as a sinking or self-insurance fund as a protection against any loss on our goods. I have been working on the idea for many years and I think I have it worked out so the company will be one of mutual benefit to all of the stockholders."

"Alfred Eades, President, A. F. Posselius, Secretary and Treasurer, and myself own a majority of the stock, so we can control the affairs of the company. If the plan works out the way we expect it to do, we will increase our capital stock, and in addition to the large stock of groceries and meats we now have, we will add house furnishings and clothing departments to our store."

Manager Kerns was formerly in the preserving business until forced out by the trust, and recently he has been employed by the Union Trust Co. as a copyist in the County Clerk's office. President Eades formerly ran a cigar store at 62 Gratiot avenue.

REPRESENTATIVE RETAILERS.

T. J. Milliken, the Pioneer Grocer of St. Clair.

St. Clair, July 25—T. J. Millikin has just passed the 57th milestone of life. He was born in Canada, July 11, 1848. His father, John Millikin, a native of North Ireland, settled in Sherbrook, Ont., about 1840. The elder Millikin was a man of force and of much influence with the settlers in that region. He was prominently identified with the intellectual life of the community, being an efficient school teacher, popular local preacher and farmer. His life was a busy one and his early death has been ascribed to the hard work he performed for others.

T. J. Millikin was the youngest of a family of nine. He was educated in Canada and after leaving school served a four years' apprenticeship in a drug store in Chatham. In 1870 he came to St. Clair. His first six years here were spent with Henry Whiting & Son. With the money saved he then opened a small drug and grocery store on Jay street. The business was a success from the beginning and in 1881, a change of location and larger quarters being desired, was moved to the site now occupied by Millikin & Son. Since the destruction of his stock by fire the whole interior of this building has been remodeled, a new front put in and an addition erected in the rear, which makes it one of the best, if not the best, business sites in the city. His son, M. H. Millikin, was taken in as partner with his father after the fire and a look at their store will at once commend it as one in the highest degree creditable to St. Clair.

Mr. Millikin has done business in this city for thirty-five years, all but six of which have been for himself. In that time he has gained an enviable reputation for skillful management and courteous treatment of and fair dealing with others. The firm carries a large stock of the best drugs and groceries to be had in the market.

Mr. Millikin was married in December, 1872, to Miss Anna Fox, of St. Clair. To them have been born five children, of whom one, Ray, died in infancy. The survivors are well known to our people, especially Morris H., who is in business with his father, and Miss May, who keeps books in the store and is a popular music teacher in the city.

Mr. Millikin is a prominent member and trustee of the M. E. church and Mrs. Millikin is one of the stewards.

He is also an active worker in fraternal societies. He is a Past Chancellor in the Knights of Pythias, a worthy patron in the order of the Eastern Star, a Worshipful Master in Evergreen Lodge and has served a number of terms as High Priest in the Royal Arch Chapter of Masons. In 1878, 1879 and 1880 he filled the position of City Clerk. He is a pub-

lic spirited citizen, always ready to aid in pushing anything that will benefit the town in which he lives.

Muskegon Grocers and Butchers to Picnic Aug. 3.

Muskegon, July 24.—Mona Lake has been designated as the place for holding the grocers' and butchers' picnic on August 3. Frank Scott, proprietor of the resort, made the committee a liberal offer in turning over the grounds and buildings for picnic purposes. The larger part of the number of features of the day have already been selected.

This is to be a basket picnic for grocers and butchers and their friends in and around the city. Ample provision for all comers will be made. The resort features, controlled by Mr. Scott, will be running in addition to the affairs arranged for by the picnic committee. In charge of the arrangements are Oscar Peterson, Henry Ringuette and Ed. Sturgiss.

Two balloon ascensions will be given—one at 11 a. m. and one at 5 p. m. There will be dancing from 1:30 until late in the evening. Beerman's Muskegon band will be on the grounds all day and there will be special music for the dances.

The traction company will give complete car service all day and evening and boats will be running on the lake.

The grocers and butchers are enthusiastic over the prospects for a good picnic. The success of their picnics a few years ago was pronounced and the experienced men of the old times are getting busy for the coming occasion. Lake Michigan park was under consideration but the prevailing sentiment of the dealers as elicited by an informal canvassing committee was for Mona Lake.

Leslie—The management of the McLaughlin & Ward elevator has changed hands, D. C. Morea retiring at the end of his contract year. E. W. Potter, the produce merchant, takes the management of the same and will handle his hay and produce business in connection at the elevator.

Business Wants

BUSINESS CHANCES.

For Sale—Good clean grocery stock; Southeastern Nebraska; town of 13,000; splendid location; stock and fixtures \$1,600; cash only. L. R. Stevens, Beatrice, Neb. 751

For Sale—Number seven Blickensdorfer typewriter; just the thing for country merchant. Ernest McLean, Livingston Hotel Grand Rapids, Mich. 740

For Sale—Only harness shop in town of 2,500 inhabitants, at invoice. Address Ed. Cordeman, Chetopa, Kansas. 769

For Sale—Clothing and shoe business in a lively up-to-date town of 2,000. Stock will invoice about \$9,000. Annual sales, \$18,000. Good reason for selling. Address No. 768, care Michigan Tradesman. 768

The store vacated by Gitts & Co., at Marshall, Minnesota, is for rent. Enquire or write M. E. Mathews, Marshall, Minnesota. 760

Wanted—Merchandise for cash and lots in a city of 7,000. Address No. 763, care Michigan Tradesman. 763

Chance to sell for cash, all machinery in your factory or mill mortgaged or otherwise. Hastings Metal & Machinery Co., Hastings, Mich. 680