

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, AUGUST 9, 1905

Number 1142

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SINGLY OR IN QUANTITY
TRADESMAN CO. GRAND RAPIDS, MICH.

IMPORTANT FEATURES.

2. Forging Ahead.
4. Around the State.
5. Grand Rapids Gossip.
6. One Year's Work.
8. Editorial.
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36. Keep Your Mouth Shut.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

Steady Demand for All Hardware Lines.

The condition of the hardware trade is particularly healthy for the time of year and manufacturers and jobbers alike have a good word to say concerning it. Their cheerful tone is given added force by the undoubtedly prosperous times throughout the entire country, from all sections of which come the most gratifying reports. The instances where the exception proves the rule are few and far between and can be ascribed to special causes, as in some sections of the South where crops have suffered by heavy rains and the disturbance due to quarantine regulations. A summary of the hardware situation, however, for the first half of the year shows a remarkable increase in the volume of business, which, in some cases, is estimated as high as 50 per cent. over the corresponding period of the previous year. Orders, too, are coming in freely for fall delivery and there has recently been quite a liberal scattering of repeat orders, always a good sign. Taking the situation as a whole, with reasonable reliance upon sound financial conditions, there is every reason to expect a brisk fall trade and manufacturers are preparing for it.

Barbed wire has been selling quite freely throughout the West, but the effect is not as yet felt by the mills which report quiet business and occasional shading of prices. Official values, however, are quoted unchanged on the basis of f. o. b. Pittsburgh in car lots at \$1.95 for pointed and \$2.25 for galvanized, jobbers' steady prices. There is also a good steady market for smooth fence wire, though prices have shown a tendency to be rather regular with considerable shading in certain quarters. The mills claim a moderate demand at the official price of \$1.65 for car lots f. o. b. Pittsburg, 60 days, or 2 per cent. cash discount for 10 days. This price is based upon numbers 6 to 9 with the usual advance for other sizes.

Carriage and machine bolts have

been moderately active and show considerable improvement. The market is becoming firmer and there is considerably less disposition shown to shade the prices. In fact, many of the individual manufacturers are now holding for higher prices.

Builders' hardware has been unusually active and keeps on improving as the season advances. Lock sets, house trimmings of all kinds, nails and screws, are in steadily increasing demand, and retailers claim to find difficulty in keeping a proper assortment in stock.

Manufacturers of shovels and ditching tools have caught up with their orders and stocks are ample in jobbers' hands.

Annual Outing of Muskegon Grocers and Butchers.

Muskegon, Aug. 7.—Five thousand people joined with the business men of this city in enjoying the picnic of the grocers and butchers, held at Mona Lake on Thursday, August 3. The day was an ideal one, although the storm which broke late at night caught a few of the merrymakers on their way home.

Although the distribution of souvenirs, free fruit, etc., which has characterized the business men's picnics of the past three years, was missing from the celebration, the day was enjoyed in old fashioned ways by those attending, and the various amusement features at Mona Lake were well patronized by the multitude.

Despite this, however, there was a distinct feeling that the big business men's picnic of former years should be taken up again, and there is every possibility that it will be, as a canvass of some of the leading spirits of the picnics of the past found a unanimous opinion in favor of a resumption of the big occasion, and next summer will in all probability see a picnic truly representative of the progressiveness of the business men of Muskegon.

The reason the picnic this year was so nearly abandoned and only saved from oblivion through the efforts of a few grocers and butchers was the strong opposition that developed early in the campaign. Those who were against it claimed that the business men, as a whole, were not in favor of the day; that it hurt the city more than it benefited it, and continually raised obstacles in the way of the committee in charge.

The gloom dispensed in this way had its effect and the project was abandoned after a great deal of preliminary work had been accomplished. It was decided that no picnic at all would be held, but the grocers and

butchers, with an enterprise to be commended, announced that although there might be no general celebration, nevertheless they would have an outing of their own. Accordingly, arrangements were made to hold it on August 3.

Closely following the announcement came entire refutation of the statements made that the business men, as a whole, did not want the picnic, as one line after another made haste to state that they would join with the grocers and butchers, and the day of the picnic found just one leading retail line doing business, the clothiers, and a majority of these desired to close, but found it impossible to win over those who had been the great objectors to the celebration.

How they benefited by keeping open can not be ascertained, as at no time during the day were there any people on the downtown streets except those who were waiting for street cars to convey them to the various resorts about the city.

Another year will undoubtedly see a business men's picnic on a scale of even greater magnitude than that of 1904 and it is hoped that there will be none to raise a voice against it.

J. F. Cremer.

Will Double the Capital Stock.

Charlotte, Aug. 8.—At a recent meeting of the directors of the Eaton County Savings Bank it was voted to submit to the stockholders a proposition to increase the capital stock to \$100,000, and this action means, no doubt, that it will be done. A. D. Baughman, H. G. Barber, E. T. Church and others who are now the largest stockholders stand ready to take all of the new stock not otherwise taken by the first of September. A portion of the stock will be open for public subscription until that date.

This bank was organized six years ago with a capital of \$25,000. It has since been increased to \$50,000 and the present move insures a bank with \$100,000 capital, thus making it the largest capital of any bank in the county.

Caro Business Men To Visit Lansing.

Lansing, Aug. 8.—Fred Slocum, of Caro, was in the city last week completing arrangements for holding the annual picnic of the Caro business men in this city some time about Aug. 23. The excursion will come in over the Michigan Central. Mr. Slocum visited both the college and Waverly Park to see which would be the more desirable place for holding the picnic.

FORGING AHEAD.

Large Increase in Membership of Hardware Association.*

In preparing my report of the work accomplished during the past year I have possibly been influenced by realizing that at this convention we would have a great many hardware dealers—new members of the Association—who have never yet attended any of our annual meetings. I have tried to make it as brief as possible, but if I dwell upon certain facts in connection with association work with which a great many of you are familiar I have done so for the purpose of explaining more fully than it is possible to do through correspondence some of the steps which are being taken to improve trade conditions.

We have always felt that, in order to be able to wield the influence which an organization of this kind should exercise, we must enlist the support of a larger number of the retail hardware dealers in the State than we have enjoyed in the past and, consequently, immediately after our convention in Grand Rapids a year ago, this matter was given very serious consideration. Personal solicitation seemed to be the solution of the problem of getting new members and, after engaging two men whose efforts in this line were not very successful, we secured, through Mr. Sperry, the assistance of a solicitor, Mr. Anderson, whose work has been more successful than we had dared to hope. A commission basis was decided upon as the most satisfactory and, while the liberal commission given to Mr. Anderson has enabled him to earn an excellent salary since the first of the year, the Association has been well repaid by the steady increase in our membership list.

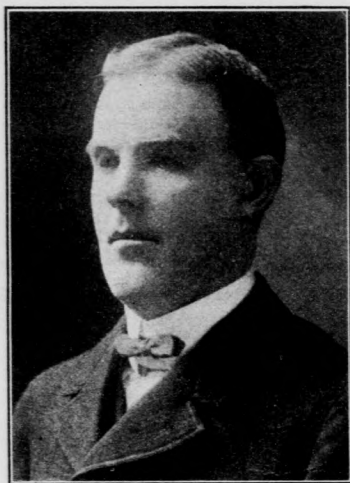
At the time of our last convention we had 224 members on our list. Of these fourteen either resigned, are out of business or have been dropped for non-payment of dues, leaving 210 of our old members still with us. Thirty new members joined at the last convention; Mr. Anderson has taken 251 applications; Mr. Sperry has secured six; Mr. Mann, a solicitor who worked for a short time, seven; J. Chas. Ross, representing Standardt Bros., 2; E. J. Morgan, Cadillac, two; T. J. Mathews, of the Minnesota Insurance Co., one; J. A. Martin, of the Reid Anti-Rust Manufacturing Co., one; W. A. Kendall, representing Trade, two; and as a result of correspondence we have taken in twenty-five new members by mail. This makes in all 327 new members and brings our membership list up to a total of 526, a gain of over 150 per cent. since a year ago.

I think a comparison with other states will show that the Michigan Association, with possibly one exception, is now, in proportion to the number of dealers in the State, one of the strongest organizations of its kind in the United States. It is unnecessary to dwell very long on this

subject of membership, the figures speaking for themselves, but I can not refrain from commenting upon the evident desire which has been shown by many of our members to help in the work of increasing our list. Among the applications secured by mail there are a great many for whom credit should be given to some member of the Association, at whose request literature and letters of solicitation were sent.

Gentlemen, we now have an organization of which we can be justly proud. Let us each see that we make the most of the possibilities which are open to an organization so strong as ours.

At our convention in Grand Rapids last year the Executive Committee was authorized to publish this year a souvenir programme of our convention. At the Executive meeting in March the details of this matter were turned over to a committee consisting of Mr. Sperry, Mr. Webber, Mr. Patterson and the Secretary, and the programme of which you all received a copy was the result. The manufacturers and jobbers as-



sisted us loyally in this our first undertaking of the kind and we have, consequently, been enabled to place a copy in the hands of every dealer in the State and make a handsome profit. This has given us a substantial sum for our treasury, and I am glad to say that the condition of our finances is now in better shape than it has been at any time since the Association was organized.

I will not attempt to enlarge upon the volume of correspondence which has come to the Secretary's office during the past year, but the Treasurer's report of the money expended for stamps will show you that it has been unusually heavy. I have tried to keep in touch with the members of the Association as closely as possible, for I realized that only by so doing could the members be kept informed as to what is being accomplished.

We have received several complaints this year and a brief reference to their character will enable our members to realize how these are handled and permit them to discuss and offer suggestions for the

next Secretary, which will be valuable to him.

One of our members, located in one of the larger cities, filed a complaint recently against a jobber for selling goods to a contractor who had up to that time purchased all his requirements in the hardware line through the retail stores. When this matter was brought to the attention of the jobber in question he assured us that he had no desire to go contrary to the wishes of our Association. The bill in question had been sold through an error and he would not in future sell goods to this class of customers. He credited the retailer with a reasonable commission on the order which he had filled and the matter was then closed upon our books.

Another jobber was complained against for selling goods to a concern operating a racket store and his explanation that the order had been taken by a new man on the road, and that the firm had no desire to sell to this class of trade, was accepted and no further complaints, I believe, will be made against this firm.

Two other complaints against various jobbers and manufacturers for selling goods to this class of trade have been on our books for some time and we have had ample reason to see that the jobbers and manufacturers are very anxious to protect the legitimate retailer against the ruinous competition which is furnished by that class of stores which use their hardware department as a leader to attract trade in other lines. It would not be policy for me to read any of these letters unless I read them all, but I can assure you that it is gratifying to realize the consideration which is being given to the interests of our members by the majority of the manufacturers and jobbers who do business in this State.

Two complaints against manufacturers outside of Michigan have been referred to the Secretary of the National Association, who has facilities for handling the same that the Secretary of a State Association does not enjoy. Mr. Corey is very close to the manufacturers and jobbers and will secure redress in such cases much more easily than we could hope to do.

The handling of complaints has not been entirely devoid of humorous features during the past year. A hardware dealer who is not a member of this Association wrote to the Secretary, complaining against one of the largest stove companies in the country for having sold a couple of stoves a few years previously to a general merchant located in a town where there was no hardware man. The dealer who made the complaint is located in a town several miles distant and, because our Association did not immediately proceed to put the stove company out of business, this merchant has refused to join the Association, claiming that it does no good. This is an isolated case and I merely mention it to show that we have all kinds of complaints to deal

with and are sometimes expected to accomplish that which is outside the range of possibilities.

I am sure that the majority of our members have a pretty good idea of what is right and wrong, and that they will not make a complaint against a manufacturer or jobber unless they have a real grievance. In such cases the officers are more than anxious that their attention should be called to the matter by members.

In March your President and Secretary attended the annual convention of the National Retail Hardware Dealers' Association in Minneapolis and found the affairs of that organization in excellent condition. As we have with us our good friend, W. P. Bogardus, President of the National Association, also our friend, T. Frank Ireland, of Belding, who has devoted a great deal of time to the affairs of the National Association as a member of its Executive Committee, I will not enlarge upon the work of the National Association, except to report briefly some of the matters taken up by the convention.

The parcels post bill was, of course, referred to and the Association again went on record as opposed to any concessions from our present postage rate on merchandise. Those who favor this legislation have been unusually active during the past year, and it required some effective work on the part of the National Association and other organizations of retail merchants to prevent the passage of the bill at the last session of Congress. Since that time various efforts have been made by the Postals Progress League to create a sentiment in favor of this bill and it has been necessary to keep continually on the watch to prevent them from securing any advantage in their efforts to secure this legislation which we all know will have a ruinous effect upon our business. The delegates to the above convention felt that if any concessions were to be made in postage rates it should be applied to the rates on first class postage, so that the benefits of the same would be enjoyed by the people of the country as a whole, instead of by the few, as will be the case under the proposed parcels post bill.

The Jobbers' Association was well represented at the convention in Minneapolis and representatives were also there from the American Hardware Manufacturers' Association. Many of the members of the latter Association are making an effort to establish a uniform retail price on their products and I believe that we should lend them every assistance in accomplishing this result. A resolution in which I think you are all interested was adopted, urging manufacturers to adopt one standard gauge for all sheet metal and wire, also to include a standard gauge for bolts and nuts. The confusion caused by the use of the many different gauges now used would thus be overcome. Other matters of equal importance to the trade were discussed, of which you have all probably been made familiar through the columns of the National Bulletin.

*Annual report of A. J. Scott, Secretary Michigan Retail Hardware Dealers' Association.

If I were asked to give my opinion of the most encouraging feature of the outlook for Association work I would refer to the attitude which the manufacturers and jobbers through their associations have shown towards our National organization.

The establishment of the retail and wholesale hardware joint Catalogue House Committee has done much towards bringing the retailer and jobber into close relation, and this bond is being perceptibly strengthened each succeeding year. A great many of you have noticed that many of the standard lines of goods have been entirely withdrawn from the catalogues of the mail order houses. The list of manufacturers who have taken this stand has been growing steadily and the time will come—I believe very shortly—when practically all of the leading manufacturers will see their way clear to take the same stand. This is one of the matters which comes within the scope of the joint committee and I personally believe that the work of this committee alone is worth to every retail hardware dealer in the country more than the cost of his annual dues in the State Association.

During the past year it has been customary for the secretaries of the different states affiliated with the National Association to furnish each other secretary with a copy of all literature sent out, and this has enabled us to secure many valuable ideas in carrying on the work in this State.

When on the subject of membership, I neglected to refer to the action taken by your Executive Committee at a meeting held in Saginaw on March 21. At that time it was decided to admit traveling men who call upon the hardware trade as honorary members to the Association and I believe that in the future we will realize the wisdom of this action. We have already secured quite a list of honorary members, and I know that these will spread the gospel of the Association among the dealers upon whom they call who are still outside the Association. We have already had reason to realize that their assistance will be very valuable in securing new members.

It is my duty to report that the Grim Reaper has taken from us three of our good members during the past year: Mr. J. W. Jochim, of Ishpeming, one of the charter members of the Association and a man who was always willing to do more than his share of the association work; Mr. Otis Taylor, of Port Huron, who was a member for several years, and Mr. E. F. Platt, of St. Joseph, who was also one of the old standbys of the organization. I hope that the proper committee at this convention will take cognizance of these sad events by introducing suitable resolutions.

Another very sad circumstance which it is my duty to record is the painful accident with which our Treasurer, Mr. Henry C. Weber, met two weeks ago. In alighting from a street car he fell and suffered a

broken leg. While the injury is very painful, I am glad to say he is now on the mend and I believe he will experience no serious after effects.

If I am not mistaken, this will be the first convention which Mr. Weber has ever missed and I know we will all miss him keenly from our business and social sessions at this convention. Mr. Weber was assigned a paper on the subject, "The History of Our Association," and in spite of his injury he has prepared his paper on that subject. Such loyalty, I believe, deserves recognition.

In closing my report I can not refrain from expressing just a few words of thanks to the officers of the Association for their assistance during the past year. One and all further the interests of the Association. My work has naturally brought me in very close touch with President Sperry, and I tell you, gentlemen, there are none of you who will ever half appreciate the efforts which he has made during the past year in the interests of this Association. I have sometimes felt that he considered his own business secondary when the business of the Association was at stake and he must be given the lion's share of the credit for the increase in membership which we have enjoyed this year.

While we must realize that we are now reaping the benefits of the seeds which have been sown during the past ten years, the increase during the past year was more than any of us had reason to expect, and I hope that

you will all give to Mr. Sperry the credit to which he is entitled.

I want to thank the members personally for the kind words of encouragement which I have received from time to time and I hope that the lot of the new Secretary whom you will elect will be made as pleasant as mine has been during the three years that I have occupied this office.

Removal of Oldsmobile Plant from Detroit.

Lansing, August 8—The removal of the Detroit factory of the Oldsmobile works to this city, which will be completed this week, gives another impetus to the growth of the city. The consolidation of the two plants in Lansing gives the city one of the largest automobile factories in the country.

The completion of the new electric railroad to Pine Lake was celebrated last week, and the company has been enjoying a large patronage which, it is believed, will make the road a profitable one. Work is also progressing on the line from Lansing to Jackson.

The Lake Shore Railway Co., which has taken over the new belt line west of the city connecting the several railroads centering here, will soon commence the operation of the line. The work of ballasting the line is now in progress.

The New-Way Motor Co.'s new factory is nearly completed and will be occupied in a few weeks with a large force of men.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than Any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent. profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in the business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit—viz., the customer's confidence—is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK



Movements of Merchants.

Rochester—A. C. Malloy has moved his bakery business to Detroit.

Holland—C. Blom, Jr., has opened a confectionery store and news stand.

Bay City—Orwell L. Richards is succeeded in the grocery business by Winnie Faulkner.

Stockbridge—J. H. Bachelor, dealer in general merchandise, has uttered a chattel mortgage for \$1,800.

Yale—A chattel mortgage has been uttered by Walker & Middleton, dealers in grain and hay, for \$3,000.

Stephenson—The Farmers' Implement Co., which formerly conducted a retail business, is closing out its stock.

St. Joseph—E. H. Kingsley has purchased the interest of A. L. Church in the C. R. Moon Furniture Co.

Saugatuck—Charles W. Parrish has purchased the drug stock of Thompson & Grice, which he has managed for the past two years.

Ithaca—The bakery and confectionery business formerly conducted by H. C. Hill will be continued in the future by Fred S. Brown.

Holland—Thomas De Vries, formerly with Haan Bros., has rented a store of G. Tien, Sixteenth and Central avenue, and will open a meat market.

Port Huron—George E. Lohrstorfer, the Pine Grove avenue druggist, has moved into his new building, corner of Pine Grove avenue and Thomas street.

Cheboygan—W. H. Craig has rented the corner room in G. C. Dodd & Co.'s block and will open up a meat market and grocery and provision store.

Holland—Henry Groenewoud, who for some years has been with H. De Kruif, the implement dealer, has opened a place of business for himself in the Flieman building.

Ionia—Peck Bros. have sold their book, stationery and wall paper stock to Sylvanus eHmens, formerly engaged in the drug, bazaar and wall paper business at South Lyon.

Cheboygan—Michael Speck and wife, of Beaugrand, have purchased the grocery stock of L. J. McLeod. This is one of the oldest and best known grocery stands in town.

Saginaw—Miller Brothers, whose grocery stock at 1303 Court street was badly damaged by fire on the night of July 24, have adjusted their insurance satisfactorily and reopened their store for business.

Bay Port—The Bay Port Fish Co. has been incorporated under the same style and will continue their fish business with an authorized capital stock of \$15,000, all of which is subscribed and paid in cash.

Jackson—The Leever Lumber & Coal Co. has been incorporated under the style of the Leever Lumber Co. and will continue to deal in lumber with an authorized capital

stock of \$10,000, all of which is subscribed and paid in in property.

Kalamazoo—A. B. Post, for four years a resident of this city, and for two years a traveling representative of the Simmons Hardware Co., of St. Louis, has purchased the stock of the Sperry Hardware Co., and will continue the business at the present stand.

Quincy—E. D. Luedders and Francis Flandermeyer have finished their work of appraising the stock of shoes in the store of E. M. Crawford, which was closed by a writ of the Quigley State Bank, which had a claim for about \$900. The stock invoiced \$2,901.35, exclusive of the value of the fixtures.

Lansing—George Hertel, who opened a grocery store in the Mead block July 15, has voluntarily closed the store and the stock will be taken back by the National Grocery Co., from which house it was purchased. Mr. Hertel did not meet with the success he anticipated, and before becoming involved he took this action.

Alden—Mrs. Helen M. Coy and Chas. H. Coy have purchased the interest of Ernest O. Coy in the general stock owned by the Coy Mercantile Co. and will continue the business under the same firm name. Ernest O. Coy, the retiring partner, has purchased a fine location in East Jordan, a two story brick store, and will engage in the stationery and book business there.

Traverse City—Elgin C. Lewis, the cash grocer, has found that two grocery stores are enough to keep one man busy without a shoe stock in connection. For about a year he has had a shoe store in connection with his East Front street grocery, but he has now disposed of the stock to A. V. Friedrich, who will have it removed to his store and close it out at once.

Manistee—The State Canal Board has approved the plan of the Manistee Navigation Co. for the improvement of Manistee River on the condition that twenty miles of the river be cleaned out within five years and the remainder within ten years. The Navigation company has been organized to clean out the river and hopes to make money by the sale of the logs lying dead in the river.

Sault Ste. Marie—Joseph McLachlan has entered into partnership with his brother, William T. McLachlan, in the flour and feed business. They will continue the business at the old stand under the style of McLachlan Bros. with a branch on the south side. In the south side branch they will install machinery, so that they can furnish the farmers and their customers with every possible facility.

Houghton—The Carkeek building has been rented to the Dundee Woolen Mills Co., of Chicago, which will open a store there the fore part of October. In the meantime the building will undergo some changes, the most important being the removal of the front and the placing of a plate glass front in instead. The rear of the building will be enlarged

by the addition of a 30 foot square store room.

Jackson—Application has been made in the Circuit Court by Ella Butler for a dissolution of the partnership between herself and Case Wiersma, bill for accounting and appointment of a receiver. Both are engaged in the grocery business at the corner of Main and Jackson streets, in what was formerly the E. K. Buskirk grocery. It is asserted the firm is solvent, the cause of trouble being friction between the complainant and Wiersma.

St. Johns—C. E. Chapin and C. O. DuBois have purchased the dry goods and grocery stock of John Chapin, who was the sole owner of the stock conducted under the style of Chapin & Co. Both of the new owners have had about fifteen years' experience in the dry goods business and for some time have had charge of the business. They will conduct the business on the same lines it has been conducted on under the old firm name for the last thirty-five or forty years. The firm name will be Chapin & DuBois.

Pontiac—The clothing stock of R. A. Green & Co. has been transferred to C. B. & H. M. Farnham, who will conduct the business at the old stand. Both men are experienced clothiers. C. B. Farnham has been in business in Jackson for fifteen years and has gained a reputation for business sagacity in that section of the State. His brother, H. M. Barnham, who until recently was in business in Battle Creek, will attend to the local store. He will move his family here at once, and take complete charge of the business.

Wyandotte—The hardware firm of Martin & Craig has taken in W. J. Niles, of Detroit, and the firm has been merged into a corporation under the style of the Wyandotte Hardware Co. Mr. Niles has been associated with leading hardware firms of the East as traveling representative for the past ten years and is, therefore, thoroughly familiar with the hardware business. The new company has an authorized capital stock of \$10,000, of which \$7,000 has been subscribed and \$2,000 paid in in cash and \$5,000 in property.

Plainwell—John Crispe, the longest established business man of this place, has sold his wall paper and paint business to William H. Houtcamp, of Kalamazoo, who has been with the firm of Russell & Andrews for seven years, while the past three years he has had charge of the decorating department. Mr. Crispe began business December 24, 1865, and in May, 1867, went into the drug, wall paper and paint business. About three years ago he sold the drug stock to Henry J. Mesick, but continued selling wall paper and paints. Mr. Crispe is prominent in both business and political circles.

Manufacturing Matters.

Grand Marais—The Great Lakes Veneer Co. has purchased 165,000 feet of high grade birch logs which will be converted into veneer.

Kalamazoo—A corporation has

been formed under the style of the Dormont Automatic Sign Co. for the purpose of manufacturing and selling automatic signs. The company has an authorized capital stock of \$3,000, all being subscribed and paid in in property.

Bay City—James Black & Co. have bought of H. C. Butler a tract of timber in what is known as the Butler swamp, southeast of Marlette, that will cut about 1,000,000 feet of good lumber. The timber is ash, elm and soft maple and a portable mill is sawing it.

Houghton—Edwin F. Bishop has an option on most of the timber growing on Isle Royale, in Lake Superior, estimated at 150,000,000 feet of mixed timber, besides considerable spruce and pulpwood, and valued at \$300,000. The timber is owned by a Liverpool syndicate.

Kalamazoo—A company with Will L. Smith as President has been incorporated to succeed the Smith-Bullard Co., manufacturer of steel beds and davenport. The title of the old firm has been purchased and the new company will continue the business at the present location of 816 Porter street.

Lansing—The National Biscuit Co. has filed a bill in the United States Circuit Court at Detroit declaring suit against the Hammell Cracker Co. for infringement upon the "Inner Seal" trademark. The brand used by the Hammell people is not exactly like that of the Biscuit Co., but is printed in red and is very similar in appearance.

Saginaw—Under two attachments issued in the Circuit Court Deputy Sheriff McMillan has seized the stock of the Saginaw Casket Co. and set appraisers at work taking inventory as a preliminary step to the sale of the goods to settle claims of the Springfield Metallic Co. and the International Silver Co. About a year ago it is alleged one of the partners ordered some copper plates from the Springfield Metallic Co., but was informed that the company did not have any of the kind for sale but would loan a number to the casket company. The plates were received and used by the casket company for some time. One of the attachments is to collect what is due on these plates. The other is one issued by the International Silver Co. for an account of \$68.99 and \$3 costs. The Springfield Metallic Co.'s claim is for \$193.31. When the deputy notified the casket company of the coming action and asked for a settlement the company asked time to collect outstanding bills and the same was granted. The members, however, failed to collect a sufficient amount and the attachment was the result.

Skilled mechanics are becoming scarce in many parts of the country owing to the fact that employers and employes alike have discouraged the apprentice system. Boys who are learning trades are not nearly so numerous as they used to be. It is an unfortunate thing for the boys and for the country.



The Grocery Market.

Sugar—The present demand for sugar is fair, probably up to the season. The market will likely remain steady for thirty days, or until the independent refiners catch up with their orders. When that time comes further declines by the independents are extremely likely if the present hostile spirit continues. It remains to be seen then what the jobbers will do with their high-priced contracts with the Trust and the National.

Tea—Holders of old crop Japan teas are showing slightly more confidence in the situation in view of the report that the picking of the new crop will close the end of this month. The distributing business was reported as quiet.

Canned Goods—The tenor of all advices from packing points on tomatoes, both spot and futures, is firm and toward a higher basis. In peas a good steady interest is noted in fine sifted and extra standard grades. The tone is firmer. Southern offerings are not freely quoted in fine grades. Asparagus is firm. Corn is dull.

Dried Fruits—Seeded raisins are dull and unchanged. Loose raisins are quiet but firm. In fact, 2, 3 and 4-crowns show an advance of $\frac{1}{4}$ @ $\frac{3}{8}$ c over the last quoted price, by reason of the fact that the growers' combine has made a three-year controlling arrangement with the packers who control the seeding plants. Some new apricots are coming forward all the time, and the demand is very fair. The market on spot has advanced $\frac{1}{2}$ @ $\frac{3}{4}$ c above ten days ago. The coast market is strong also. There is some little enquiry for future prunes, but not much business results from it, as buyers and sellers are still apart in their ideas. For Santa Claras a bag basis of $\frac{3}{4}$ c is still asked, with a premium of $\frac{1}{2}$ c for 30s and 90s. Offerings of prunes outside the Santa Clara Valley are very limited. Spot prunes are quiet and unchanged. Peaches are very much excited on the coast, due to probable short pack, and an advance of $\frac{3}{4}$ c is quoted over the price prevailing ten days ago. There is very little stock on spot and the situation is dull through lack of demand.

Syrup and Molasses—The better grades of sugar syrup have advanced 1c by reason of short supply and good demand. Molasses is dull and unchanged. It is too early yet for the quarantine conditions in New Orleans to have any effect on the market, but if they last long enough they surely will.

Fish—The outlook for Sockeye salmon is better, the fish having started to run. If nothing interferes the pack will probably be fair. Some very low offers on new red Alaska fish have been heard during the week, one from independent packers being as low as 92 $\frac{1}{2}$ c. Whitefish and

lake fish are both unchanged. There has been no change in the mackerel situation during the past week in either shore or Irish fish, but the market is still firm, with some holders extremely bullish. The demand for mackerel is only fair. Cod, hake and haddock are in a peculiar position. The receipts have been large, but the market has been held up abnormally, because all the arrivals have been bought in by three Gloucester concerns. They have about reached their limit, however, and if the receipts continue large the market would seem likely to break. At any rate, if the holders of New England cod are able to maintain the market on its present basis, which is slightly higher than last year, the way will be opened for California cod to come East, as it did last year. Sardines are still unchanged, although the catch is light, and if it continues so an advance would seem almost sure. If the packers were not fighting among themselves there would have been an advance long ago.

Last Thursday was one of the red letter days of Grand Rapids, inasmuch as it was the annual picnic day of the Grand Rapids Retail Grocers' Association and the Grand Rapids Master Butchers' Association. Large excursions came in from Lansing, Kalamazoo and other points in the State, swelling the crowd to unusual proportions. After a monster parade in the morning the seat of war was changed to the West Michigan State Fair grounds, where a barbecue was held and other features of an entertaining character were presented. At 6:30 in the evening a special train conveyed the party to Ottawa Beach, where the Venetian Night entertainment was in progress. Taken altogether, the local grocers and butchers have no reason to feel anything but satisfaction over the outcome of the affair.

The annual convention held in the city last week by the combined associations of employing butchers marked an epoch in the meat trade of the country, because the organized retail trade of the United States is now united, both of the large organizations having joined hands in defense of their common rights and in opposition to their common enemy. The officers elected are men of intelligence and experience, who will undoubtedly guide the organization skillfully and successfully. The proceedings of the convention were marked with candor and fairness, showing the disposition of the delegates to get at the meat of things, rather than to ride hobbies and carry pet theories into execution.

The Grand Rapids Fixtures Co. has purchased the patents, machinery and tools of the Benedict Furniture Clamp Co. and will consolidate the business at its factory on South Ionia street. The Benedict business has been established about fifteen years and its acquisition by the Fixtures Co. strengthens the position of the latter very materially.

The Produce Market.

Apples—Duchess are in liberal supply at \$1 per bu.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos.

Beets—18c per doz. bunches.

Butter—Creamery is strong at 21c for choice and 22c for fancy. Dairy grades are strong at 18c for No. 1 and 15c for packing stock. Renovated is in moderate demand at 20c. Receipts of dairy have dropped off very materially, in consequence of which the market is strengthening very materially.

Cabbage—Muscatine fetches \$2 per large crate. Home grown has declined to 65c per doz.

Carrots—15c per doz.

Celery—20c per bunch.

Cucumbers—Home grown are in large demand at 18@20c per doz.

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

Eggs—Local dealers pay 16c on track for case count shipments, holding candled stock at 18c. The receipts are not equal to the demand and local dealers are importing fresh stock from Chicago and other markets to "piece out."

Green Corn—Has declined to 12c per doz.

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

Green Peas—\$1 per bu.

Lemons—Californians are strong at \$6 and Messinas fetch \$7@7.25. With the promise of hot weather and the fact that in all sections of the country stocks in the hands of jobbers are the lightest for this season ever known, the market has a decided upward tendency. So far as reported, the supply of Sicily fruit on the way here from Mediterranean ports is only 19,000 boxes. The stock at the wharves in New York unsold is given as 53,400 boxes. This stock of 72,400 boxes is all that can be depended upon for the next three weeks, it is stated, and a marked firmness in all quarters has developed. In the week just closed there has been noted an advance on both 360s and 300s of from 35@37 $\frac{1}{2}$ c per box, with the closing sale strong and higher on all grades in both sizes. From store the movement is confined to actual wants of distributors, but this appears to be large enough to keep jobbers' stocks down within narrow limits. There is no surplus anywhere so far as can be learned. Reports from other markets indicate exceedingly small stocks with the trade anxious for the goods.

Honey—14c per lb. for white clover.

Lettuce—75c per bu.

Onions—\$1 per crate for Bermudas or Texas; \$1.15 per 70 lb. sack for Louisiana; \$1.35@1.50 per crate for Spanish.

Oranges—Late Valencias are steady and strong at \$4.25@5.25 per box. Referring to the California orange outlook, with special reference to refrigerator charges, the Sparr Fruit Co., of Los Angeles, says: "Regarding a reduction of refrigerator or freight rates, this problem is entirely too hard for us. There is not likely to be a reduction unless

some action in that direction is taken by the growers and shippers. We can only judge of any future action they may take by the past. When prices get so low that the product will not pay the present rate and the railroads begin to lose tonnage, then probably some action will be taken. We trust the transportation lines will not let the industry suffer too severely before they realize that it is to their interest to protect it by giving it some relief before it is too late."

Musk Melons—Rocky Ford cantaloupes are on a basis of \$6.50 per crate of 54 and \$6 per crate of 45 size. Indiana Gems fetch 60c per crate.

Peaches—Home grown are now in market and local dealers are squaring themselves around for the big season ahead of them. Triumphs and Deweys command 75@90c per bu. Both varieties are clingstones.

Pineapples—Floridas fetch \$4.50 per crate of 30 and \$4.75 per crate of 36. The demand is moderate.

Plums—Abundance command \$1.50 per bu.

Potatoes—New stock commands \$1.75 per bbl. or 65c per bu.

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, 5@6c; large hens, 8@9c; roasters, 5@6c; spring ducks (white), 11@12c; No. 1 squabs, \$1.50@1.75; No. 2 squabs, 75c@81c; pigeons, 75c @ \$1 per doz.

Radishes—10c per doz. bunches for round and 12c for long; China Rose fetch 15c.

Spinach—50c per bu.

Summer Squash—\$1 per bu.

Tomatoes—Home grown fetch \$1.25 per bu.

Turnips—12c per doz.

Water Melons—20@25c apiece for Illinois or Indiana Sweethearts.

Wax Beans—\$1 per bu.

Whortleberries—\$1.25 per bu.

Broderick & Son, who recently uttered a trust mortgage on their clothing stock to Matthew Millard, have effected a settlement with all their creditors on the basis of 40 cents on the dollar. They began by offering 25 cents on the dollar, which was refused, as was also the case with subsequent offers of 30, 31 and 33 cents on the dollar. The mortgage purported to secure creditors to the amount of \$9,000. The stock would apparently inventory about \$4,000.

Philo B. Soles has opened a new drug store on Madison avenue, near the corner of Hall street. The Hazeltine & Perkins Drug Co. furnished the stock.

N. A. Quackenbush has opened a grocery store at Fallasburg. The Judson Grocer Co. furnished the stock.

The Grand Rapids Brewing Co. has increased its capital stock from \$500,000 to \$1,000,000.

The people will go to the church that gives itself to them.

ONE YEAR'S WORK.

Review of the Progress of Pharmacy in this State.*

Again we meet after a year that has been quite eventful in our history. Going back to the Grand Rapids meeting—one of the best the Association ever had—we note the interest evidenced by numbers, forceful discussion of timely topics and papers, the President's address with recommendations and consequent debate participated in by many, and the proposed pharmacy law, which had been a perennial subject for eight years—each committee adding or cutting out something worked out practically in this or a sister state, and this, taken all in all, was a very representative meeting.

The official reports showing a prosperous condition in point of numbers and finances are duplicated in the present reports, and I especially commend the Legislative Committee, who, with the Secretary and the Board of Pharmacy members, co-operated so effectually with many pharmacists throughout the State in securing our new pharmacy law. But notwithstanding all of this work, I feel we would have been sadly handicapped but for the hard and timely work of our friends in the Legislature.

Now that we have been successful in gaining a substantial advance on our old law, do not let us rest on past achievements, but press forward for new fields. I recommend a better anti-narcotic provision than we were enabled to obtain at the recent session and that the new Legislative Committee be instructed to start a movement in that direction.

I also thank the members in various sections of the State for their very prompt co-operation with the officers of the Association in putting to sleep the hostile liquor legislation, through influence exerted on their local representatives.

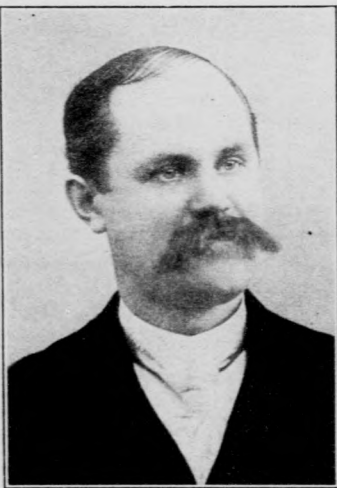
"The race is not to the swift, nor the battle to the strong." We have all raced and worked swift or slow, strong or weak, and by a fighting hustling army, van and rear have achieved the victory. Coming into the contact with "Thrice armed is he who has his battle just" and with a determination to put on the statute books something that would serve to rescue our profession from the oft-repeated assaults of liquor legislation, we have verified the old saying and put into the legal machinery of the State what should be most potent in restraining the dram selling druggist from prostituting our noble calling. I refer to the section which empowers the authorities to suspend or revoke the license of any pharmacist or druggist who "wilfully and repeatedly violates any of the provisions of this act." This clause besides is an exceedingly important one as protecting the law-observing proprietor from the whisky-selling clerk or, on the other hand, protecting the good clerk if he is compelled to

violate the law by his lawless superior regarding liquor sales.

While we have not secured all we set out to, we certainly have accomplished a good deal. Requiring of every prospective licentiate an equivalent of the tenth grade in the public schools as a prerequisite for examination is one; strengthening the poison schedules—almost obsolete—is another; putting more power into the hands of the Board to secure evidence and prosecute to a successful issue, and requirements definitely stated concerning the conducting of a pharmacy or drug store, are others.

I will not further discuss the new law at present, as I presume the new provisions will be taken up fully in the report of the Legislative Committee and of the Board of Pharmacy, except to state that I honestly believe the wise enforcement of the new law will result in raising the standard of the practice of pharmacy, better our financial condition and give more efficient protection to the public.

I recommend every pharmacist to



thoroughly study the pharmacy law so as to know its provisions and then heartily carry them out. If there are weak spots we want to know them, but especially do we want to show our good faith to the State, of which we have asked this law.

From what I have learned from the Board of Pharmacy I understand it advocates a general publicity of the essential provisions of the pharmacy law and will be conciliatory in enforcing the law at first.

If we are to elect or empower the President to appoint delegates to the N. A. R. D. we need to amend our by-laws, as there is no authority for such action at present. I recommend taking the necessary steps leaving the appropriation to each meeting. The same statement is made relative to the N. A. R. D. dues, although the amount is fixed by the National body.

As I look into your faces I miss one white haired member, the Nestor of pharmaceutical advancement in this State; and the whiteness was not confined to the hair, but permeated body and soul. He has gone to his reward and at a later session of this

body we shall have a symposium of tributes to Dr. Prescott, at which I bespeak a large attendance. No one can fill the place Dr. Prescott occupied, but we have a worthy successor to his official position as Dean of the Pharmacy Department in the University of Michigan in Prof. J. O. Schlotterbeck, and I recommend a resolution of confidence in him in his new position.

Let me commend to you who possibly can to attend the annual meeting of the American Pharmaceutical Association, Sept. 4 to 9, at Atlantic City. You will be well repaid, not only in pleasure, but in gaining new thoughts and ideas. I have had some leaflets distributed showing some of the advantages of belonging to the Association, which were published by the Committee of Publicity, and again emphasize the reasons given by the writer as printed in our 1904 proceedings. "Get out of the ruts."

Our work the past year, and especially the past eight months, has shown us as not before for a long time the value of systematic organization and intelligent work along well defined lines; that the sun does not rise and set in anyone's backyard, but that it is necessary to recede somewhat from one's own opinions in deference to the well-grounded arguments of some other member of the craft; that "we should look up and not down, look out and not in, and lend a hand," is as applicable to our own work as to any religious body, and that, too, intensifies the value of the State Association in drawing us away for awhile from too close inspection of our own affairs to meet our brothers from different sections who labor under diverse conditions and by the interchange of views, which such meetings as this promote, we are enabled once in a while to look through the other fellow's glasses and correct the aberrations of our own optics. Then, too, the many advantages we may receive at these gatherings in free interchange of thought on trade conditions, the knowledge gained from the experience of other members at the prescription counter, the manufacturing department, handling of credits, relations with the physician, store arrangement, etc., more than compensate us for the slight expense attached to the annual meetings. Nor should there be omitted the value of separating one's self from his work occasionally and by social pleasure brushing out the cobwebs from his brain.

The trend of events during the past year, together with important court decisions, shows very clearly the strength of the serial-numbering plan of the N. A. R. D. and the good faith and work of the St. Louis Club. What was simply a trial two years ago seems now to be an assured success and individually we ought to push the products of those proprietors who have adopted this plan and thereby put dollars in our pockets.

I transmit herewith a communication from Secretary Wooten relative to the N. A. R. D., with suggestions

for resolutions relative to the Mann bill, with whose provisions you are doubtless familiar, and I recommend the passage of resolutions by this body requesting our United States Senators and Representatives to support such legislation.

The condition of pharmacy throughout the State is generally prosperous, so far as my own observation and the statements of commercial travelers go, although perhaps not quite up to the volume of trade a year ago, physicians generally reporting a somewhat quiet business; but I have noticed many times when the public health is good other merchandise is in more demand, one condition thus compensating another.

I had hoped at this meeting to be able to say something about the new Pharmacopoeia, but many vexatious delays have postponed issuing the book and I have not yet seen a copy of it.

A paper read at the recent Kentucky State meeting by Mr. Sabra, entitled "Should Purity Be the Prime Consideration?" and published in the N. A. R. D. Notes for July 29, is one worthy of careful study by every member here as tending to raise our professional status by insisting on the watchword purity being ever before us and emphasizing the late C. F. Meyers' watchword, "Quality remains a long time after price has been forgotten."

A remark from a physician whom I had never seen came indirectly to me recently and which is so pertinent that I repeat it: "Have this prescription filled at Blank's and if you do not get better I know the fault will be with me."

When by your choice a year ago I became the President of the Michigan Pharmaceutical Association, it was with considerable reluctance that I accepted, for as I expressed myself then, and I meant it, I thought you might have chosen more wisely in view of the legislative work in sight, and also it did not seem just that Detroit should again be honored in succession; but you thought differently and I am glad now you did, because I might not have known otherwise the many faithful friends, zealous officers and hard working committeemen I have had the good fortune to be associated with through the State the past year, nor would I have had the honor to have assisted efficiently in advancing pharmacy by helping to put a better law on the statute books. Gentlemen, I thank you most heartily for the consideration you have had for me and the help you have been to me and ask your assistance and co-operation to make this meeting a successful one.

He can not be a saint who will not be a servant.

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*Annual address of Wm. A. Hall, President Michigan State Pharmaceutical Association, delivered at annual convention at Kalamazoo, Aug. 8.

Merger of Two Large Manufacturing Plants.

Saginaw, August 8—Thomas Jackson, the controlling spirit in Thomas Jackson & Co., has secured stock that makes him the controlling spirit in the Michigan Wheelbarrow & Truck Co., and will manage the business. The office will be consolidated with that of Jackson & Co., and the two plants will be operated under Mr. Jackson's supervision. The wheelbarrow and truck company has done a large business during the past five years, and the demand has always proved equal to the output. It is proposed to increase the output and secure a wider market.

It is also learned on good authority that Mr. Jackson recently secured the large block of stock in Thos. Jackson & Co. held by Aaron T. Bliss. This company succeeded to the business established by York & Tillottson ten years ago. Under the new management a very prosperous business has been built up. In its specialty, manufacture of doors for the foreign market, it has scarcely a rival in the country.

The Valley Paper Box Co., established three years ago, and the American Paper Box Co., an older concern, have been consolidated, and will be operated under the former name. This makes one strong company for this line of business in the city. The demand for the product is growing and a prosperous industry is anticipated.

The Saginaw Lumber & Salt Co. some days ago landed a raft of logs containing between 4,000,000 and 5,000,000 feet at its Sandwich sawmill. It was brought across Lake Huron from Georgian Bay by the tugs Winslow and Reid. This will stock the mill for the next two months. A large portion of the lumber which is to be cut from these logs is sold to Detroit parties at market rates. Another large raft is expected to start from Spanish River about the 14th inst.

Local industries are well employed; not a single wood-working plant but has been active this season.

Saginaw manufacturers fill orders in all parts of the world. Mitts & Merrill, makers of tools and sawmill machinery, are at present filling an order for edging grinders for shipment to the Continental Rubber Co., in Old Mexico, and a few days since received an enquiry from Calcutta, India, regarding a key-setting machine. They expect to fill the order.

Battle Creek Merchants Set an Example.

Battle Creek, August 8—Recently Chicago parties, through the Business Men's Association, made an offer of \$12,000 cash for the new unused plant of the Battle Creek Food Co. Alfred Van Cotzhouse, of Milwaukee, who controls the stock of the company, has arrived here and refuses to sell the buildings at any price, announcing that he intends to start up business under his own management and ownership.

The business men of the city, who have been making great complaints

because many home people have been buying goods of Chicago mail order houses have determined in all cases hereafter to set an example of patronage of home institutions themselves. In accordance with this determination the Grocers' and Butchers' Association announces that instead of giving its annual excursion out of town this year and encouraging citizens to go away and spend money, it will hold a big picnic with all kinds of sports and pastimes at Lake Gogouac August 24.

There was never a time before when the mechanics of the city saved as much money as at the present time. During the last three months one of the four banks has received \$80,000 deposits in the savings de-

partment. This has come through advertising.

The Wildman Boiler Works, of Chicago, is the latest concern to seek a location in this city. The officers are negotiating with the Business Men's Association to that effect.

The Nichols & Shepard Threshing Machine Co. has received an unexpected order for fifty gearless wind stackers, which necessitated the calling back to work of a number of men who had been laid off, which was good news to the men.

The Brennan Boiler Works, which is a branch of the Detroit works, is doing a good business at the present time and employing a steady force of men.

The new table company, which has started up business in the old Living-

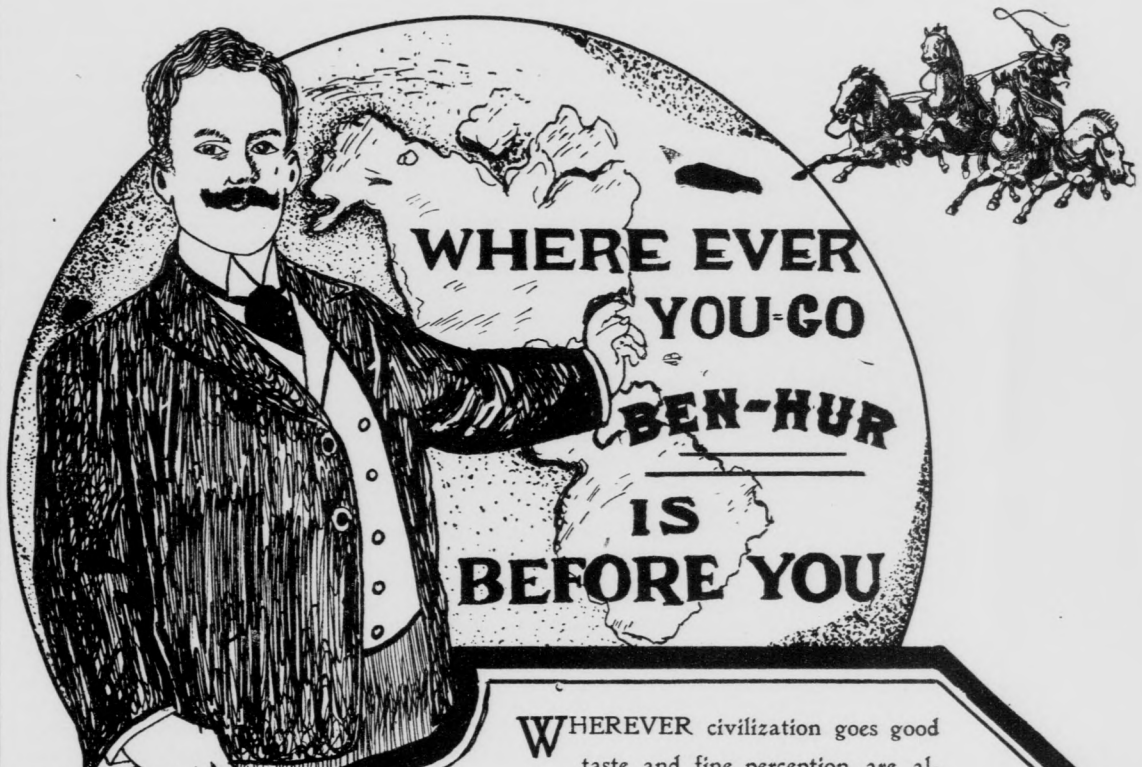
ston door bell factory, is meeting with unexpected success. One order for 800 tables was received from Grand Rapids the past week.

When hypocrites meet the devil has time to eat.

"Time to burn" keeps the devil's furnace going.

Every man owes every other man a happy face.

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



WHERE EVER YOU GO BEN-HUR IS BEFORE YOU

WHEREVER civilization goes good taste and fine perception are always present and, of course, a demand for the BEN HUR CIGAR follows.

It's a cigar of quality sold at a price that enables all qualities of men to unite their praise upon. True, like all things of real merit, it has its competitors, but its makers more than welcome all competition, knowing that the most hasty comparison by well-posted smokers only ingratiates its sterling worth more deeply in the good will of its legion of friends. * * * *

It's a natural blend from the best natural leaf, made by natural methods, and it's but natural that it should give satisfaction. It costs but a nickel for a 10c smoke. Mr. Dealer, how about your stock? * * * *

GUSTAV A. MOEBS, Makers, Detroit, Mich.



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E. A. STOWE, Editor.

Wednesday, August 9, 1905

OVERPRODUCTION REMEDY.

A citizen of Athens, in the golden age of Grecian civilization and culture, spent most of his waking hours out of doors and went about the streets half-naked. He might have on a voluminous cloak or plaid gracefully draped about his athletic form, and a pair of sandals, and—nothing more. If he were traveling he would probably wear a hat. He had other garments that he wore sometimes, but he would have been amazed could he have caught a fore glimpse of the coming man's wardrobe. The costume of the ancient Athenian lady was only a little more elaborate than that of her husband. Their house was an unpretentious building, rather small, very plainly and sparingly furnished. Their table was ordinarily simply furnished, and never overlaid with costly viands. Plain living and high thinking was the rule in those days of the best society "in splendid and happy Athens." The Grecian genius was artistic rather than inventive. Whatever the Greek made was apt to be simple, symmetrical, and beautiful without any excess of ornamentation. He willingly spent what he could to beautify and fortify his city. His home life was simplicity itself. Now one finds something to admire in a life so rationally ordered; but it is, nevertheless, true that the present complexity of civilization is the inevitable result of the operation of natural causes.

A continual diversification of industry has been one of the essential conditions of human welfare everywhere. If certain ancient nations present an apparent exception to this rule it is because their civilizations reposed so largely upon a basis of simplicity. In the first place, there is in every industry a fixed tendency towards overproduction, and there are only three ways by which the loss and suffering attendant upon that condition can be overcome—emigration, new markets, new industries. The emigrant leaves home to find employment, or, at all events, more remunerative employment than he can secure in his native land. The manufacturer seeks new markets for that part of his total product which

he can no longer dispose of at home—that part which is in excess of the domestic consumption. The new industry creates a new market for labor and a new market for the products of labor. The man who has been living in enforced idleness, and who has been on the verge of starvation, is now a consumer, paying for his food with the return of his toil in his skill. There is no more money in the country than there was before, perhaps; indeed, there may be less money in the country than there was before. No matter, the new industry stimulates business and provides for the support of people by introducing a new exchangeable commodity, a new value. So the wheels that were locked begin to turn again.

Whenever overproduction in any business becomes a chronic condition it becomes necessary to discharge a number of the workers who have been employed in that business. Suppose, for instance, that there is an overproduction of wheat and other cereals. The wheat-grower reduces his working force, and some of his old hands may be in danger of suffering from hunger, not because the country does not produce breadstuff enough, but because it produces too much. The danger in such a case will be averted if the establishment of some new industry makes room for the laborer who has been thrown out of employment. It does not matter what the new industry is; it is to be welcomed if it is helpful and otherwise legitimate. It makes room, and it adds to the wealth and purchasing power of the population as a whole. The new commodity may be just a simple toy, it may nevertheless furnish employment for hundreds, or even thousands of men and women who otherwise would have nothing to do. That toy is a joy to the children it amuses, and a benefaction to the working people, whom it feeds and clothes and shelters.

The tendency to overproduction is due principally, if not exclusively, to two causes, namely, the natural increase of population and invention. The increase of population involves an increase of consumption, but it involves a still greater increase of production. And that is why a continued diversification of industry is so essential to the comfort of mankind. An old Greek of the time of Pericles, if he could return to life, would criticize our modern life on the ground that it is incumbered with a multitude of appliances that might very easily be dispensed with; but he would change his mind as soon as he grasped the necessity that has compelled the development of the multifarious enterprises which enable little countries like the Netherlands, Belgium and Switzerland to support so many millions of people, and which even in a country so vast as the United States have been found absolutely indispensable. And, upon the whole, he might admit that the entire development, in many of its aspects so strange to him, has been, after all, worth while on other

grounds. The history of industrial progress, viewed as one coherent self-impelled movement onward, might strike him as an epic not less thrilling than the Iliad or the Odyssey. Here is so much raw material turned to things of use and beauty that men may live on this planet, and not be starved by overproduction.

A FRANKLIN CELEBRATION.

No one who knows anything at all about American history need be told that Benjamin Franklin occupies and deserves to occupy a very prominent place among the founders of this Government. He may not have been quite so much in evidence or in just such evidence as some of the others, but his services were very valuable and he was a pioneer in much that since has become exceedingly important. He did a little experimenting with electricity in a crude sort of a way, with his key and his kite, and withal was a printer, a publisher and an editor. The sayings in Poor Richard's Almanac are good reading even nowadays. Benjamin Franklin was born January 17, 1706, and accordingly early next year the two hundredth anniversary of that event will occur. The Syracuse Herald in a leading editorial the other day discussed the desirability of some appropriate national observance. It is the first publicly to propose and promote such a celebration. The suggestion is an exceedingly good one and is already meeting with favor all over the country. Naturally the newspapers are taking it up and their readers apparently approve the plan.

The more the character and the career of Benjamin Franklin are studied the higher the appreciation of the student. It is a common thing in this country to celebrate the birthday of eminent men. Washington's birthday is a legal holiday in every state in the Union except Mississippi. Lincoln's birthday is a legal holiday in ten states. The birthdays of Hamilton, Jefferson, Jackson and others are annually celebrated by clubs bearing their names and on these occasions special reference is made to them in carefully prepared addresses. There are few if any Franklin clubs, although he is as much entitled to distinction as some who have been thus honored. His services are not liable to be overestimated by the American people. They were great and deserving. The Herald suggests that Congress at its next session "should give the weight of its official authority to a national celebration of the Franklin bi-centenary." It urges, too, that organizations in the several localities take up the matter, discuss and promote it. The suggestion is made that Syracuse lead. Organizations in other cities if their attention is called to it could doubtless be interested. The proposition is a good one and deserves general approval. Perhaps the Utica Chamber of Commerce at its meeting next September, when the fall work commences, might take it up and give its influence. The debt this country owes to Benjamin Franklin is big enough to be recognized and remembered.

WHAT "RAILROAD" MEANS.

It is not so many years ago that there was no possibility of misunderstandings or of any quibble over the meaning of the word "railroad." It was accepted always as referring to steam roads. The transportation facilities provided in cities were known as street cars. They were first drawn by horses, then propelled by cable and later electricity was introduced. Legal or newspaper phraseology referred to one as "railroads" and the other as "street cars" and there were no misunderstanding and no need for any qualifying phrase. With the introduction of electricity as a motive power the street cars began to stretch out into the country. First they took in the nearby and then the distant suburbs of the cities. Then they went still farther, connecting village with village and city with city and the work of extension is still going on rapidly and millions of money are being annually invested in these enterprises. In a case recently decided in the Indiana Circuit Court the judge makes a discrimination. The question up was as to the right under the Indiana law of townships to vote aid for railroads and the court held that the word "railroad" related only to steam roads and not to those where the motive power is electricity.

The Indiana law authorizing township aid in the construction of railroads was passed in 1879. It made no distinction as to the motive power because at that time there was no necessity for any such thing. There were railroads and there were street cars, with no likelihood of misunderstanding the terms. It seems a far-fetched construction to hold that a provision for the aid of railroads in 1879 is not applicable to an interurban railroad which in 1905 proposes to use electricity as its motive power. The point involved if this decision stands and is generally accepted will necessitate the revision of a good many statutes in a good many states. Electricity is being substituted on some steam roads. The New York Central is planning and has already commenced the expenditure of an immense sum and when the scheme is carried out all its trains between New York and Spuyten Duyvil will be run by electricity, and at the latter place steam locomotives will be hooked on to bring them farther West. A railroad is a railroad without any reference to the motive power employed in these days of progress, when electricity is being so generally substituted for steam. It is an interesting question, however, and one that may come up in another form and another court at any time. The constant changes demand new words and give new meanings to old ones.

A judgment for \$35 has been rendered against a Buffalo man for kissing a woman without her consent. The woman wanted \$500. The court evidently believed she belonged in the bargain list.

FALSE THEORIES.

Pernicious Doctrines Taught by the Labor Unions.

A sign is prominent on our main office reading: "This plant is owned and its business directed by the Postum Cereal Co., Ltd., subject to the laws of the United States Government and the State of Michigan. It is not subject to the laws or rules of any other organization whatsoever."

Years ago we purchased and paid for the land. No outsider owns or has the slightest interest in any square inch of it.

We perfected certain articles to manufacture, and we own them absolutely.

We purchased material for buildings and paid the full price agreed for labor in construction.

Saws, planes, squares, hammers, levels, shovels and trowels directed by human hands, those hands directed by minds of workmen, and those minds directed by our own minds, constructed the buildings. Neither the buildings or the articles to manufacture were originated by workmen, but they are solely and alone the children of the brain of the owner and originator. A fair and agreed value was given for the use of tools, hands and minds of the workmen and when the factories were completed and fully paid for, not one ounce of material of any other thing of value of the most minute form belonged to any workman, but the entire institution, lock, stock and barrel, belonged to us. We can shut it up or operate it, tear it down, sell or give it away as suits our judgment, for the entire property is ours in exchange for exact and agreed equivalents and any trespasses on that property or interference with our management would constitute an act of bandits and outlaws.

The ripened experience of thousands of years of humanity has established these facts and conditions, and we have laws to define the facts and protect our people, high and low, from mob rule. There is a misleading theory put forth by some socialistic labor theorists that "labor creates all wealth and therefore all wealth belongs to labor." This false theory talked to workmen sometimes produces a condition of mind that believes the statement to be so, and a further inference that the workmen created the factory and why not take it and run it? That idea is the underlying cause of some labor disturbances that never would occur if every workman had a clean cut knowledge of the facts and rights of the citizen.

Physical labor does not create; it can only execute. Mind is the only creator and it uses physical or material tools to carry out and express in material its creations.

Take a working man as illustration. He saves money, which represents his expended energy for perhaps ten years. When enough is accumulated he concludes to build a house. So he creates in his mind a house with six rooms, arranged just as he wants

them. A porch in front, windows and doors located as he thinks most convenient. Height, width and length he creates in detail in his mind. Then he goes to an architect and says, I want to picture forth in wood and brick my mental picture of a house. I desire first to hire the use of your mind to direct your hands to draw my creation so it can be understood by other workmen. The architect thereupon rents the use of his mind to be directed by the creator. Perhaps the architect creates some parts as improvements to the original plan of the owner, but he agrees to sell his creations to the owner in exchange for money, said money being an evidence of past service.

When the architect finishes his work he has not "created wealth," which belongs to him, he has in the main rented the use of his mind to the owner, and sold what few ideas he has created. Nothing belongs to the architect. Then with the plans which the owner owns, he calls in carpenters, saying, "Here is my creation shown on paper—mine by original creation and by purchase of the ideas shown there which I did not create, but purchased. I want to carry out these ideas in wood and brick, and to do this I want to hire your planes, squares and saws, to be directed by your minds, exactly as my mind directs." So the saws, planes, hands, eyes, feet and legs of the carpenters are rented to the workman who originally created the house, and day by day the work proceeds, this work sold to the owner in exchange for his money. No plane, saw or hand creates anything. If the saw created, it might saw through the supports and the house fall. If the human hand created it might suddenly cease creating a house and turn to destroying it. If the mind of the carpenters created they would produce houses shaped to suit their ideas or their original creations instead of being guided and directed by the mind of the owner, the only creator of this house. Suppose during the house building a carpenter conceived in his mind a different plan for, say the front of the house. He created the new plan by giving birth to it. An idea is born as a child of brain as truly as a babe is born of woman. Now this carpenter would not think of using the lumber and brick of the owner to express his creation. He must first offer his child, his idea to the owner. The owner has not contracted with the carpenter to create but only to execute. So if the idea of the carpenter is valuable it should be a subject of purchase, aside from the price paid for the rental of his executive mind used in directing plane, saw, hands and feet.

Or perhaps a sufficient price may be agreed on covering rental of mind and tools and purchase of ideas. It must be seen that mere execution of orders, given by owner to carry out his mental creations, creates nothing and therefore owns nothing. But if the carpenter creates, designs, forms or shapes, and his ideas are

taken without compensation, he would seem to have just claim to ownership of his own ideas as created and shown forth in the house, and he would have an amount of actual ownership in that house. The Socialist myth that "physical labor creates wealth" is exploded. Yet it is on that foundation that many labor disturbances rest. The Socialist says: "The owner may conceive or create the plan of the house in his mind, but he can not picture it forth without the workmen, and so long as the workmen actually do the physical work they could own what they create." A workman carries some boards to the building and a horse hauls some more which "creates" and to which should the building partly belong, both work and both execute but neither originate or create any wealth whatever. Both are paid an agreed, understood and full equivalent for their services. The horse his oats, hay and water, and the workman his money. The man who sells the brick for the house creates nothing, yet the bricks are necessary to picture forth the original mental creation. The man who sells physical labor creates nothing, yet labor is necessary to the material building. The brick seller, lumber merchant, glass maker and workman who sells his labor all belong to the same class of sellers of material needed, but none of them are creators of that building. Physical labor is not a creator. Mind is the only creator. When the workman chooses to cease selling his labor to execute the designs of another and starts to originating designs himself and hiring others to execute them, he abandons the army or sellers of labor and becomes a creator of wealth by first giving birth to ideas and then buying brick, lumber, labor, glass and iron, and combining them to picture forth in material his original mind child, his creation. Let all men get these points clear and save contests on the point of actual incontestible ownership of property.

The workman's little home, for which he has toiled and saved, will be ruthlessly taken from him by the mob when the labor union anarchists and socialists succeed in tearing down these laws that now insure the safety of the family, the home and man's personal liberty.

Let no labor union be impudent enough to order a home owner as to when he shall open or close his house, how short or long he may work in it, or whom he shall employ to help him, or what he shall pay for that labor. This citizen and property owner has the right to add to his house with his own hands, no matter what the law of the carpenter's union be. He can paint his house, fix a water pipe, spade garden, cook meals and wait on his own table, notwithstanding he thereby breaks the laws of the painters', plumbers', gardeners', cooks' and waiters' unions, and they could and would much more frequently assault and kill such men for doing these things if they were not protected by that law which insures personal liber-

ty and preserves the ancient rights of man.

The same law applies to all property, factory and homestead. The owners of factories have the absolute right to the management of their properties, and must maintain such rights against any mob of bandits and law breakers. When men can not sell their wheat, labor, lumber or coal to a manufacturer, either because he does not need it or can not afford the price, they have the right to offer it elsewhere. But if they try by conspiracy and violence to trespass on the property or hurt his business in order to force the manufacturer to buy what he does not want, the law breakers should be confined by the authorities and made to work long enough to pay in full for the damage and loss they may have caused.

Let labor union anarchists and socialists clearly understand this personal liberty and property right of the American citizen are not to be broken or even trespassed on by the small minority of foreign bandits and law breakers without bringing down on them the stern hand of the law which protects our people in safety. It is quite right for religious bodies, Knights of Pythias, labor unions and other organizations to have their rules for their own government, but they have no right whatever to force those rules on others.

Members of labor unions, acting as organized labor, have been so prominent in violence and impudent interference with the rights of others that manufacturers, merchants, lawyers and citizens at large, including peaceable, law-abiding union men, have been forced to organize for protection. The Citizens' Associations all over the country have been a tremendous power in restraining these law breakers and keeping industries in safe operation. No manufacturer, however small, can afford to remain outside of the National Association of Manufacturers. None but cowards sit idly by and let others fight their battles. Organization brings power, and with this Association the power is used for safety and law and has never in one instance been used for oppression or injustice, whereas opposed to the Association we see the labor unions, whose power is continuously used to stop industries, block progress, interfere with the liberty of any citizen and prevent young men from learning a trade. We see on every hand labor union members assaulting honest bread earners, attacking and destroying property, conspiring to ruin business firms, blowing up mines and killing workmen. We see them stopping the production and delivery of meat and bread and even of milk required to preserve the lives of young babes, and we are treated to the spectacle of hearses overturned and corpses thrown into the streets under the eyes of the horrified friends and relatives. All this miserable record of crime by labor unions to force free American citizens to bow to the impudent laws of the unions which they demand must take precedence over all other laws,

even of the United States Government. To check this anarchy manufacturers are forced to act together. We absolutely must have the free or open shop as contrasted with the slave or closed shop.

When a manufacturer operates a closed shop he prostitutes his American manhood, insults his own intelligence and business sagacity, strikes a vicious blow at every honorable independent workman and, like the craven that he is, turns over the control of his business to the labor union, whose demand, once they get the power, becomes more and more tyrannous and unbearable day by day until the weak-minded manufacturer wakens to the fact that he is bound hand and foot, and ruin overtakes him unless he has money and backbone enough to go through the terrible fight back to freedom once more, and that fight has destroyed many a business and ruined many an industry.

Modern unionism is like a fixed and chronic disease. Once it becomes fastened to the victim it slowly and surely pushes him daily closer to the grave. Only those survive who have the force, intelligence and vitality to shake it off. If you doubt that statement try becoming inoculated with the disease of a closed shop and you will surely pay the penalty of such a crime against humanity, as any one and every one must when they transgress either fundamental or natural law.

The manufacturers who find themselves enmeshed in this disease will lose money every day they delay the step to freedom. Open your shop at once, come what may. If they declare a boycott advertise the fact in the papers. Experience proves that the great 85 per cent. of freedom-loving Americans will rush to your assistance and increase your business more than you would believe. Dozens and hundreds of instances prove the truth of this assertion. Do not have the slightest fear of a boycott. The American buying public are heartily sick of labor unions and their interference with human liberty and the general prosperity of this country. They are glad of an opportunity to put the impudent anarchists and law breakers in the background, where they belong.

Let no manufacturers give a letter of recommendation to any workman who has been a dissatisfied malcontent and agitator, or a striker, stone thrower, scab shouter or insulter of other and more decent workmen. Then let no employer hire a man unless he can show a clean record as a desirable man and bring with him a good testimonial from his former employer. What kind of business policy is it to take a fire brand into your works, a man who hates all employers and believes the labor union tenet oft expressed that "employers are the enemies of the workmen?" Such a man will spoil goods, spread discontent and not hesitate to harm, either in pocket or person, the man who pays him.

You might as well warm a snake in your bosom.

Pursue this policy of examination rigorously. It is a tremendous safeguard.

Discharge union men promptly and for all time when you learn of the little and big acts of meanness or incivility with which they are prone to insult other men with whom they work. It is a common practice of union men in the open shop to harass daily in a variety of underhanded ways the upright and capable workman who may not choose to join a union and subject himself to their laws, dues, fines and limiting of energy and output.

Preserve the best of hygienic conditions in your factories.

Put in as many apprentices as your own judgment dictates absolutely without regard to any union rules.

Pay your high grade skilled men the very best wages the condition of trade will admit, remembering that such men at high wages are the cheapest in the end.

Grade your wages to fit the capabilities of each man.

Allow no "union card" to force a "scrub" on you at the wages of a first-class man.

Pay by the piece as far as possible and do not cut the piece work price, when the men become proficient and earn extra good wages. The fast piece worker should earn from 33 1-3 to 50 per cent. more than the same man will average on day work.

A boycott is an unlawful conspiracy to injure trade and a most cowardly act from which no man would be immune if allowed unrestricted use, for any waspish enemy might thus attack for any fancied grievance. One of the insulting boycotts thrust under the noses of Americans is the "union label." It impudently proclaims, "Don't buy anything but what we make. Everything made by our competitors or independent workmen is bad."

That kind of impudence so insults the average American that it drives the best class of buyers to refuse to prostitute themselves to these "union orders" and they decline absolutely to buy anything bearing a union label.

Some of the finest workmen in America are not union men. The high quality of their work is shown in the things they produce, hats, shoes, clothing, tools, etc., etc., the best of their class, which will sell better without a union label than with one.

The bungling botch workman joins, expecting the union to use its power to hold a job he could not hold on his own merit, and the work of these botches goes to the world bearing the "union label," impudently denouncing the products of many better workmen. If a label were used to peacefully announce the products of skilled men and not vilify the works of others or seek to build up an oppressive trust it might be endured, but the union label is a very different thing. Every person who buys a "union label" article acts against his own interests and against his fel-

low-man, for he helps build up the labor trust whose constant endeavor is to force higher and higher prices for all kinds of human necessities. There is no limit to the "squeezing" of the people once the unions get strong enough.

You help tie your own hands when you accept an article with a union label on it, and you will pay dearly for such stupidity if continued.

The weak, servile manufacturer that proclaims his slavery by the union label hates himself enough; we will refrain from adding to his burden by any comment. How long his business will survive the disease is problematical.

Let the buying public remember that the union label as managed under "diseased unionism" is the seal of servitude and contribution to the most arrogant and abusive trust extant. Let every manufacturer particularly give preference to boycotted firms and goods.

Go over your machinery and plant carefully and put guards over every set screw, pin or revolving projection, guard elevators and openings. perfect the safety devices and make it impossible for a workman to be hurt from fault of the manufacturer. Then make contract with each employee, so carefully drawn that you will be protected from injustice. Our Association can furnish copies of such contract forms. My experience with liability insurance companies has been very unsatisfactory thus far. I prefer to have the plant put in safe condition for our people and then let them bear their own risk, which in this life we must all run, and when accidents happen, not from the fault of another, make it impossible for a crafty, designing person to extract money from any one not owing that money and not responsible for such injury.

There is a growing tendency in labor union circles towards being "babbled." If a wood worker saws off his finger or has any sort of accident he wants the employer to pay for it. There seems to be no corresponding provision on the part of the labor unions to pay damages to a manufacturer that loses health in the struggle to meet union rules, keep alive and find money each week to pay his employees. Let every right thinking man stand on his own feet, expecting reasonable and safe conditions, but no charity nor money from a legal hold-up of some one else.

We have had some practical experience in building homes for our employees. The subject is an important one and may interest you:

I have built perhaps 250 five and ten-room houses, each on a separate lot and of varying types of architecture. When an employee, man or woman, has served us faithfully for one year and shown he is the right sort he can then buy one of the houses at cost of the house and very slight advance over the cost of lot, lots ranging about \$300, the total cost of the home being from about \$1,100 to \$1,500, and the employee can pay \$8, \$10 or \$12 per month as

he can afford and thus ultimately own a home.

Good workmen do not want charity or gifts.

They do appreciate assistance that gives them a chance to help themselves, as a fair return for honest service.

Each year I hang up five \$25 prizes and ten \$12.50 prizes for the best kept and most attractive front yards, including appearance of house. It would please any one to see the deft touches about these homes—the smooth cropped lawns, the roses and flowers, the vines trailing over porch and doorway, and the many little signs of thrift which proclaim to the passer, "This is our home, where the spare moments are given to making it more homelike as the years go by, and where contented children's bare feet may pat a worn path from mother's kitchen to outside play grounds, so safe a haven of peace for happy little ones that the picture never becomes dim, and in old age they may bring to mind with everlasting joy the remembrance of father, mother and home."

A little verse runs:

It is home—sweet home—forever
When the long day's work is done,
When the chubby, laughing baby
Comes to greet you on the run.
It is home where every night time,
As the evening shadows creep,
A wee white-robed figure whispers
"Now I lay me down to sleep."

A home is the bright lode star that every right minded man centers his mind upon and strives for. We owe to our faithful people help to get a home all their own. They are not always able to plan as wisely as the trained mind of the boss.

Help them finance a bit; it's worth while, my friends.

There are other things in this world besides simply piling up money for self. Do not slop over, but above all things do not miss the comfort that comes from putting out an honest hand to help another honest hand.

The eight-hour question is here and must have careful consideration. It is many sided. A flat look seems to show that eight hours' work and ten hours' pay means one-fifth or 20 per cent. extra cost on the labor, and all domestic material, iron ore, lumber, etc., stands for what workmen are paid to produce it, hence the articles made therefrom represent labor entirely. If, therefore, a universal eight-hour day should be established simultaneously the 20 per cent. increase in cost of production, together with, say 5 per cent. more to cover loss to owners of plant for one-twentieth of the time lying idle, must be added to the selling price and the consuming public would have to pay this burden to allow factory workers two hours' spare time each day. Probably the new condition would not reduce profits of manufacturers at all, as applied to domestic trade. But an increase of 20 to 25 per cent. in the cost of our manufactured articles would cut off perhaps the majority of our foreign trade and thereby reduce the output of our factories and perhaps obliterate some

entirely, throwing many employes out of work, for we could not compel foreigners to bear this increase by advancing the price as we should do in America. Labor union theorists say workmen will work faster and produce as much in eight hours as in ten. I can see that a man would be fresher for only eight hours' manual labor than ten, but the machinery such a man runs will produce exactly 20 per cent. less in eight than in ten hours, and when one remembers the law of the unions to produce, not as much as a man can, but as little as will hold the job, the claim seems to fade into thin air.

We might have an eight-hour day with ten-hour pay on articles for sale in America, where the people could be made to pay the increased cost, but continue a ten-hour day with ten-hour pay on foreign goods, for neither workman nor employer wants to lose that business.

While the obstacles in the way of an eight-hour day seem great, we must not forget that a process of evolution has been going on for generations and as a result we see workmen of a vastly different type than those of years ago when twelve or fourteen hours' labor might very much better fit the stolid, animal-like man of that period than ten hours the modern, highly organized man of to-day. As we progress Nature demands more cultivation of the mind and less physical work. Mark you, the reduction of the hours from fourteen to twelve and twelve to eleven and eleven to ten hours comes about naturally and not by the coercion of law. The people and courts have wisely and firmly set aside the insane efforts of the labor unions to enact laws that would enslave every citizen by taking from him his liberty and the right to work how, when, where and as long as he pleases. As well enact a law to prevent a farmer producing more than eight bushels of wheat as to try by law to prevent a man from producing more than eight hours of labor.

If the eight-hour day on ten-hour pay could be simultaneously launched and a universal increase of say 25 per cent. added to the price of all manufactured articles of domestic production sold in America, it would seem that the rational step could be taken without harm to employers and be of benefit to workmen. How to bring about simultaneous action is a problem. No nation can permit a law that would take from man his personal liberty to labor as long mentally or physically as he chooses. But I am strongly of the opinion we are on the eve of one of those historic steps of progress which, from time to time, place humanity a notch farther from the animal towards the spiritual. Never does mankind take a step to the front but the devil is on hand to force him back into chaos and degeneracy and we see his work now in the efforts of the labor unions to enslave American citizens.

The time is here when long-suffering people will rise in might and make it impossible for the labor unions to stop industries and enact

their tyrannies over the rest of mankind. We should have laws and have them rigidly enforced that will prevent these aliens and enemies of humanity from the stopping of industries and operations upon which people depend for their daily necessities. I refer here to the continuous operation of steam and electric cars, production of flour and meat and whatever the public have grown to require for the daily maintenance of life and comfort. No labor union or any other organization has the slightest right to interfere with the daily production and supply of such things. While anticipating the enactment of new laws for the better protection of the people we must not relax vigilance in preventing the anarchists in the unions from destroying the saving laws now in existence. They have brought all their power to bear to force Congress to pass an anti-injunction law to tie the hands of the courts and prevent the issuance of any restraining order to prevent the commission of crime. It is entirely plain the union leaders want the court's hands tied so they can riot at pleasure. That one act brands the law destroyers and anarchists as enemies of the Government and of their fellow citizens. Therefore they must be watched carefully and compelled by the strong arm of the people to obey the law and preserve peace.

As proof positive and beyond question that labor leaders are in favor of riot and violence note the strenuous efforts made before the President at Chicago to prevent sending Federal troops to preserve peace. Would 10,000 soldiers in Chicago trouble the common people, the mechanics, clerks, doctors or merchants? Do any of these protest against the presence of preservers of the peace? There is but one reason why strikers howl against the presence of troops. They want to riot, assault and destroy property without interference. That is a perfectly plain proposition and clearly shows the falsity of the statement of the strike leaders that they are in favor of peace and law. They are law breakers and anarchists. And when they asked the President to refrain from sending help to the American citizens who were being beaten and murdered, did he cower and fawn, or tell them he would shut his eyes and let them riot at pleasure? As quick and true as a bullet from his own rifle came the answer that this country should not be tyrannized by any mob. The police were to be used to their limit and after them the sheriffs' forces, then the State troops, and if these were not sufficient the regular army of Uncle Sam would complete the work and sustain law at any cost. Thank God we have one public official who rings as true as a bar of steel, an executive for all the people, rich and poor. The best President in many respects that ever occupied that chair is Theodore Roosevelt.

See that your Representatives and Senators are warned against the sup-

port, even under pressure, of any measure of anarchy.

We, as manufacturers, should never forget that a natural evolution is in progress. Man, both high and low, is restlessly seeking for new and better conditions. This truth is especially shown in the labor world. The impulses pressing us forward in a great human movement seem to come from God, but the details are carried out by man, hence the errors, mistakes and abuses. It is the manifest duty of manufacturers to assist in the most earnest way all movements that are right, just and for the real betterment of mankind. Let our acts show that we are the friends and allies of our workmen, helping them when they are faithful and right, and restraining them with a strong arm when they are wrong. The manufacturer so obtuse as to oppose natural progress for the betterment of his employees or so cowardly as to cringe and fawn to their unjust demands or riotous conduct is an enemy to his fellows and his space would be more valuable than his company. We owe the public a debt from which we can not shrink. We must stand a solid wall of might to insure in every man his right to work and earn a living for himself and family, free from tyranny and oppression from any society or trust, either of capital or labor, and we also owe to ourselves, our employees, the public and to the Government that the industries of this nation be continued in steady operation without let or hindrance to the end that such prosperity as comes to America be conserved, nourished and cultivated.

Take your stand as men for right, justice and humanity for the freedom and prosperity of the common people, and when you have taken that stand maintain it with strength, dignity and honor. C. W. Post.

The Traveling Butcher Shop.

Residents of the northwest portion of Detroit enjoyed their first experience recently with a butcher and delicatessen shop on wheels. A brilliantly painted wagon burst into the line of vision of the staid and settled housekeepers when George McKenna, 621 Lincoln avenue, braved conventionality and bearded the critical purchaser in her den with his unique scheme. Although practiced elsewhere, especially in rural districts, Mr. McKenna's plan to sell epicurean delights at the doors is new to Detroit, from its conception to the carrying out of almost the smallest detail.

Inside the shop is fitted out with all modern butchering appliances in a compact form. In the front of the wagon is an ice chest with a capacity of upward of 800 pounds of

meat. The sides and back are lined with oil cloth, with hooks for cleavers, saws, etc. A meat grinder has a place, while there is plenty of room for a crate of eggs under what was originally the seat. The seat has been transformed into a chopping block and is kept in the most sanitary condition.

The butcher and his assistant stand up in the narrow space between the side doors in the middle of the wagon. The butcher relies on the "noisy" external decorations of his cart to attract attention to his wares and uses neither bell nor horn.

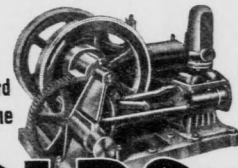
Mr. McKenna claims that as a time and labor saver his plan is without a peer, and he contemplates instituting bargain-counter days, so that the ladies may have gentle excitement hereafter at their very doors.

Any Lumbering or Mining Company

having a location for a

**General Stock of
\$20,000**

can secure a competent man with an A No. 1 stock to take same by corresponding with No. 82, care of Michigan Tradesman.



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Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Dept. required them "to be **OLDS ENGINES** or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for catalogue of our Wizard Engine, 2 to 8 H. P. (spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either power jack or direct-connected pump; or our general catalogue showing all sizes.

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Buys, sells and exchanges Store and Office Fixtures of all kinds. Bar, Meat and Drug Store Fixtures a specialty. Estimates furnished on new outfits on short notice.

79 South Division St.

Grand Rapids, Mich.

Warehouse on Butterworth Ave.

LOOKING BACKWARD.

Official Review of an Excellent Year's Work.*

I have the honor and pleasure today as President of the Michigan Retail Hardware Dealers' Association to welcome you to this, our eleventh annual convention. It was just eleven years ago when a few of us met in Detroit and organized this Association.

Persistent effort has meant life to this body and we have grown in membership and in strength until now we have become a necessary adjunct to modern business methods.

When I look about me and see the familiar faces of my associates of years gone by mingled with so many new members my heart swells with pleasure and it is hard for me to express the gratification and the satisfaction I feel in the work which has been done the past year by your officers and your body.

It is my greatest wish that this meeting will be so successful that every member will go back to his place of business feeling that he has been doubly paid for his time; but, gentlemen, in order to do this and in order to reap the benefits of this convention we must have united action. As I have the honor to preside here, I shall look upon this convention as one great hardware store. I am the proprietor and you are my clerks.

Gentlemen, as my clerks it is your duty to get together to study the affairs of our Association and to offer any suggestions which might help us in our business or in our work during the coming year. Do not leave anything undone; do not go home and say we should have done this or done that; do it now. That is what we are here for. We are not orators or public speakers and we do not expect to hear any flowery talks. We are hardware dealers, met in convention to exchange ideas and opinions, and that is what we must do to help make this meeting the success I hope to see it. Every one of you has some idea that might benefit the other. Let us have it. Remember, gentlemen, this is our hardware store and I am the proprietor.

*Annual address of J. B. Sperry, President of the Michigan Retail Hardware Dealers' Association, at eleventh annual convention at Saginaw.

tor. I will fire the clerk who neglects his duty.

Never before has our Association been in such a healthy condition. The work of our officers the past year has resulted in more than doubling our membership and we are now in a position to get better results than ever before.

Our influence increases with our strength. We have the help and confidence of the jobbers and the sympathy and support of the manufacturers. I can not too deeply impress upon you the necessity for active members, for united action and for the exchange of ideas and opinions.

Do not be selfish and remain inactive or away from our convention just because you can reap the benefits anyhow. Get in the game and give your help. That is what we want.

Traveling men, I want to extend to you a hearty welcome to this convention. We are glad to have you with us. We consider you our allies and I wish to take this opportunity of thanking you for the aid and assistance you have given us during the past year. Your good work for the Association has worked wonders; keep it up. We need you in this convention, as well as in our place of business, and here's to your success, your good health and your prosperity.

National Association work I will say nothing about as we have with us again our worthy National President, Brother Bogardus, whom you have to know to appreciate. Anyone going away from this convention without making his acquaintance will miss a great treat.

The different hardware mutual fire insurance companies are all on a sound financial footing and are saving their policy holders from 25 to 40 per cent. of the cost of the old line companies. They are past their experimental stage and I believe they are worthy of our endorsement and patronage. By taking out a policy you can easily save your dues to the State Association and the expense of attending the annual conventions.

Now, gentlemen, just one recommendation: Increasing our membership means more work for our Secretary. He is paid but a trifle now for his labor and that trifle is still

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

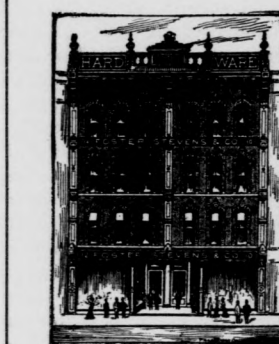
S. F. Bowser & Co. Ft. Wayne, Ind.

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Rectal Specialist

103 Monroe Street Grand Rapids, Mich.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

Quinn Plumbing and Heating Co.

Heating and Ventilating Engineers. High and Low Pressure Steam Work. Special attention given to Power Construction and Vacuum Work. Jobbers of Steam, Water and Plumbing Goods

KALAMAZOO, MICH.

We have the facilities, the experience, and, above all, the disposition to produce the best results in working up your

OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over.

If we are not represented in your city write for prices and particulars.

THE YOUNG RUG CO., KALAMAZOO, MICH.

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

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.

on the debit side of his ledger. I would recommend to this body that he be reimbursed for the work he has done in the past and that there be some material advance in his salary. I feel justified in making this recommendation as I have been in close touch with our worthy Secretary and know the amount of work he has been called upon to do; besides our bank account is double—yes, treble—that of any previous year.

In closing I might say I entertain great hopes for the future of this organization and I wish to thank the officers and Executive Committee, who have ever been ready to assist in the work.

I want to again impress upon you the necessity for a free exchange of ideas from new members as well as from old.

Thinking To Get Rich.

These casual suggestions are thrown out by a thoughtful man to aspiring youth: "Young men do not think about money-making enough. It is easy to make money. It is easy to get rich. Only thought is necessary. All around me I see acres of waste land lying—hilly, scraggy land that could be bought or rented for a song. Well, what is the matter with taking hold of a lot of this land, turning it into golf links and letting the links to clubs or to millionaires?"

My doctor complained to me the other day about the exorbitant cost of medicinal herbs. What is the matter with raising these herbs—and there are many such? There is a big and steady demand for medicinal herbs. The business is the opposite of overcrowded. At the seashore recently I was impressed by the quantity of seaweed daily washed ashore. This weed rots. Why should it? A good soap may be made out of seaweed. A good medicine is made out of it, too. What is the matter, then, with taking up the utilization of seaweed as a business?

"Then there is the utilization of soft coal smoke—the smoke belched forth from our tall chimneys and our swift locomotives that turns our fair pale buildings black. Do you know that this smoke contains a big percentage of coal, and that it contains, too, a very valuable disinfectant? There is coal in it; there is disinfectant in it. Get it out. The trouble with you, my friends, is that you do not think. That is the trouble with all poor men. With thought anyone can become rich."

Diary of a Summer Girl.

Monday—Arrived this afternoon. Dull. May have to fall back on the hotel clerk, if something doesn't turn up. There must be 100 old maids around. I'm about the only one who dares to appear in a bathing suit.

Tuesday—Two 17-year-old boys made their appearance to-day. Well, they're better than nothing. I shall kiss them and make them say their prayers before they go to bed to-night.

Wednesday—Engaged to both of the 17-year-olds. Wanted to be fair to each one of them.

Thursday—Broker from New York. Says he's single, but doubt it. Money to burn, however. Proprietor of hotel swears he is single.

Friday—Broker proposed. Promptly accepted. Seventeen-year-olds both in mourning. Broker good company, but foolish. Has wired for ring.

Saturday—Two college men and a champion golfer came at noon. Also two blondes. They are fiends. Broker introduced me to both of them. Wore my smallest bathing suit.

Sunday—Playing college men and golfer against broker. He is mad with jealousy. Dull his prospect. Seventeen-year-olds recovering. Scene with broker. Wants to elope. Told him I would give him my answer to-morrow.

Monday—Broker's wife arrived. Have just engaged myself to two college men and the golfer. Too mad about broker. I suspected he was too much in love with me to be single.—Life.

A Bad Break.

During the annual convention of a certain religious body, not so very long ago, an incident occurred which was not on the programme, and which completely upset the gravity of the ministers and brethren assembled. It was at the closing session, and the chairman stated that they were about \$100 short of an amount desired to be raised for a given purpose, and hoped that the sum could be made up before final adjournment. One of the laymen jumped up with the remark:

"I'll start the good work with \$25."

"I don't know your name, brother," said the chairman, "but may God bless you, and may your business be doubled during the year."

Much to his astonishment a burst of laughter followed from many in the hall, which was explained when a brother up in front stepped to the platform and whispered:

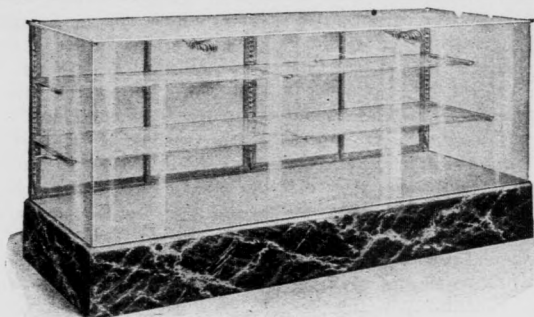
"Why, that's Mr. Blank, a prominent undertaker of the town."

Low Rates To California.

On a number of days this summer low round-trip rates to California points are offered via the Chicago, Milwaukee & St. Paul Railway. Liberal return limits and stop-over privileges. Two through trains every day from Union Station, Chicago, via Chicago, Milwaukee & St. Paul and Union Pacific Line. The Overland Limited leaves 6:05 p. m., and makes the run to San Francisco in less than three days. The California Express, at 10:25 p. m., carries through tourist as well as standard sleeping cars, and the berth rate for tourist sleeper is only \$7. Complete information regarding rates, routes and train service sent on request. Colorado-California Book sent for six cents postage. Folders free. R. C. Jones, Michigan Passenger Agent, Detroit, Mich.

A bushel of potatoes may be worth a ton of philanthropy.

The "American Beauty" the Marvel Show Case of the Age



"American Beauty" floor case No. 400

GRAND RAPIDS SHOW CASE CO., Holland, Mich., April 28, 1905

Gentlemen—The "American Beauty" Cases have been received and have been installed and in use for some time. I desire to say that I cannot find words to express the satisfaction that these cases give, both in appearance, price, and also the advertising they have given my store, which makes it by far the prettiest fitted store in the city, and everybody who comes in speaks of them as being the finest cases they have ever seen.

Yours truly,

GEORGE H. HUIZINGA

Grand Rapids, Mich., July 6, 1905

GRAND RAPIDS SHOW CASE CO., City

Gentlemen—About eighteen months ago we bought of you 38 feet of your "American Beauty" Cases, and we take pleasure in recommending them, without stint, to our fellow caterers and confectioners.

They are perfect in every respect and well deserve the name they bear.

Yours very truly,

CHAS. S. JANDORF

Write for catalogs "A" and "B" relating to store fixtures and display cases; also for catalog "C" describing our clothing cabinet and the new bracket now used in same.

The Grand Rapids Show Case Company

Grand Rapids, Mich.

New York Office 718 Broadway. Same floor as Frankel Display Fixture Co.
The Largest Show Case Plant in the World

We Sell the Following Goods Advertised in the Tradesman:

Baker's Chocolate	Royal Baking Powder
Eagle Brand	Ballou Baskets
Condensed Milk	Sapolio
Quaker Oats	Grandpa's
Jennings' Extracts	Wonder Soap
Dutch Rusks	Yeast Foam
Karo Corn Syrup	Lion Coffee
S. C. W. Cigars	Ben-Hur Cigars
Tradesman Coupons	Beech-Nut
Jackson	Sliced Bacon
Baking Powder	Baker's
	Brazil Cocoanut

WORDEN GROCER COMPANY

Grand Rapids, Michigan

ORIENTAL RUGS.

How They Are Given an Antique Appearance.

To imitate an expensive fabric with cheaper material and thus make the fabrics which poorer people can buy more tasty is perfectly legitimate. To make a woolen cloth partly of shoddy or even partly of cotton and thus make woolen fabrics less expensive is an enterprise equally for the benefit of mankind. But when an attempt is made to sell goods that are of poor material by statements that they are of the best, or when, with the purpose of selling at an exorbitant figure, an age or quality which does not belong to it is claimed for anything, be it horse, sheep or suit of clothes, or even a carpet for the house, then such a proceeding deserves to be characterized in simple English as fraudulent, and the whole affair ought to be exposed to all the publicity possible. For this reason we wish to call the attention of our readers for a moment to one section of the rug trade of this country.

Beyond a question the rug trade to-day, all over the different grades, is excellent, the department stores and country dealers making the mills work lively to keep up with their orders. But for the trading in these the carpet market would be narrow and quiet. There has been an absolute reversal in the source of demand for rugs. A few years ago purchasers were residents of the cities and with them it became a great deal of a fad. To-day, however, the bulk of the demand comes from the smaller places, the fashion having reached there, just as it always does in everything, at about the time when it becomes overworked and therefore run out in the city. It has been suggested that the reason for the decreased sale of rugs in the city is because of decreased size of rooms in the modern apartment houses. It has been found that a rug gives a room an appearance of being even smaller, whereas a carpet tends to give a room its full size, not confining movements within a portion of the room's area.

But in Oriental rugs, Persian and Turkish alike, the fancy of the city has not proved a passing one. Buyers still take their semi-annual trips to the Orient, there to meet at Constantinople, Bagdad and other centers the collectors who all the year travel through Persia and that part of the Caucasus which used to be Turkey. They have scoured the country high and low and have built up a staple industry there which employs the hands of great quantities of the people, for it has not yet been found possible to duplicate the Oriental rug with the power loom. The industry still remains a domestic, a family affair. The hand loom is set up where the different members of the household can aid in the work and where, so it is stated, as many as twelve people can be at work on one rug at once. Oftentimes that many are needed, for with every rug made all by hand and, what is far more vital, every single tuft put in

by hand and tied with the knot which is the marvel of the examiner and the despair of power machinery inventors, the time that a single individual would take to make even one small rug might well cover many years. There are rugs, those of high value, which one reads about in the papers as having been bought by some millionaire for his town residence, that have taken two and three generations to complete.

The value of a rug that is long in the making does not lie entirely in the great labor cost of making it, nor in the uniqueness of make it will undoubtedly possess, but in the effect which time will have had upon it, the seasoning, one might say. It has been noted that with age the dye used on the yarns softens in color, and an added richness results. The colors are less glaring, and on the silk rugs that sheen comes which is so indescribably beautiful, the shimmering color varying in its tints according to the angle from which the rug is viewed. Age, therefore, becomes a distinctly desirable quality for a rug to have, partly for the reason noted, and partly because really antique rugs are all the time becoming beautifully less, after these years of searching by collectors. It is even stated that unless one is contented with a small rug like a Daghestan or Afghan, there are only a very few dealers in this country from whom you can obtain a genuine antique Oriental rug. Of course, if one does not seek antiquity alone, there are thousands of dollars' worth of very valuable Oriental rugs now in this country, great quantities more are brought every year, and the largest importers state that some of them are of so nice construction that they could not promise to duplicate them on orders in less than two years.

It is because of the high value of antique rugs that the fraud, to which we alluded at the start, has become extensive enough to warrant this word of warning. Even if there were not such a demand for them by people who are able to pay large sums, it is obvious that the supply of genuine antiques would be small. They were made at a time when the present world-wide reputation which the Orient has for rugs was undreamed of. Only a moderate quantity was called for, and even the moderate supply made as a result must have been depleted by wear, loss, and various agencies of destruction, when this fad of to-day began. Is it any wonder that only a very few genuine antiques come to the hands of those who buy for us in the Orient? And from this fact began the business of making antiques for sale to those who were unable to find out that they were being deceived.

The method employed is to have the rug of the same design as some other rug that is known to have high value, as, for example, one that some dealer of high repute has sold to some prominent American millionaire. That gives the seller a chance to advance large claims for the article. The great difficulty would then naturally be to explain the newness

An Attractive Package

will undeniably create interest in the merchandise it carries. Such interest will surely tend to increase sales.

Hanselman's Candies

are put up in attractive packages, and these, together with the superior quality of the goods, make them the best selling candies on the market.

Hanselman Candy Co., Kalamazoo, Mich.

Straub Bros. & Amiotte

Manufacturers of
Strictly Up-to-Date High Grade
Confections

Traverse City, Mich.

Watch Us Grow

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.
Grand Rapids, Mich.

The John G. Doan Company

Manufacturers' Agents
for all kinds of

Fruit Packages

Bushels, Half Bushels and Covers; Berry Crates and Boxes; Climax Grape and Peach Baskets.

Write us for prices on car lots or less.

Warehouse, Corner E. Fulton and Ferry Sts., Grand Rapids
Citizens Phone, 1881

of the fabric; why the colors were so bright and the whole lacking in the richness that the one which the millionaire bought unquestionably possessed. This difficulty is overcome by treating the rug, in some instances merely by washing in water, in others by application of a chloride. A defense may be admissible for the water bath, since it can do no harm to the fabric and does make the colors softer. Even if it leads to dishonest statements by the seller, the process is not on that account to be blamed. The chloride treatment plainly belongs to another category, for chlorides are bound to act harmfully on the fiber, and even if the acid does not later come actually into evidence on the surface to plague the owner of the rug, the wearing quality is certain to be affected.

There is some difference of opinion as to who the guilty parties are. Many who have been duped and led into paying thousands for rugs that really were worth but hundreds insist that the treatment of the fabric occurred abroad and that the profit from the deceit went to Persia and Asia Minor. Probably they are not correct in this belief. The imports of rugs from those countries, important as the business is to those people, amount in the aggregate to only a few millions of dollars per year and only a handful of buyers go over from America. It has not been the experience of these buyers that deceit is attempted by acid washing. On the contrary, they find that the laws of the country and the sentiment of the people there are strongly against deceit in this business, presumably because they feel that the industry is quite too important for them to permit its future to be jeopardized for a few large present profits. Hence there are laws regulating the use of cotton in Persian rugs, and it is a criminal offense to have cotton on the face, although it is permitted in the warp. In Turkish rugs even the warp is of wool.

These authorities insist that the deceit is practiced on this side of the water and that although the Orientals do wash the rugs with water, the acid washing all occurs here. Unfortunately, too, but naturally enough, so the truth seems to run, the worst offenders are those who cater to the best trade. Many rugs thus treated are said to be hanging at this moment in stores near Fifth avenue, New York, where one naturally looks for the best lines in carpets and rugs, and some of the widely heralded sales of high-priced rugs to people of social prominence are viewed with suspicion by those who ought to know.

The wise precaution is to know your dealer's standing as well as he claims to know the rug. It is not any safeguard that his name carries with it memories of Haroun al Raschid or suggests that the bearer has himself woven rugs in the land of Armenia. The fact, moreover, that woven in the rug is some date of long ago is not at all reassuring. The simple truth is that when you buy an expensive Oriental rug at auction or

in a store, any unskilled buyer invites and almost justifies deceit unless he has expert aid or is sure of the honesty of the seller. It is easy to have one of these safeguards, for a few men do all of the importing and it is clearly not to their interest to have the future of their business threatened by sharp practices now. The Oriental rug has an honest merit that other rugs do not possess in the careful manufacture and the individual unique knotting of the tufts. The business can afford to stand on its real merits and does not need fictitious merits to make value. Insofar as the demand for pseudo-antiques and treated rugs crowds out sales of honest American carpets, it is also for the interest of our own carpet manufacturers that the truth should out.

No one knows how far the deceit has gone, nor in how many homes these treated rugs are. One sample case, which would create a sensation if the individuals concerned were named to the public, gives some idea. Not long ago a silk rug changed hands for a large sum of money. We will not state the amount, but suffice it to say that it was in four figures.

Silk rugs are used for hanging as art objects, but at present the demand is not running to them so much as formerly, one dealer recently finding it best to dispose of a considerable lot of silk rugs that ought to have sold for two or three hundred dollars at slightly over \$100 apiece. But certain claims were made for this, because of the dye, the design and not the least because it was genuinely antique. After he had bought it the new owner became suspicious and a careful examination revealed the chloride treatment, and the fact that the rug was really worth less in hundreds than he is reported to have paid in thousands.—American Wool and Cotton Reporter.

Peril in the Rich Young Man.

The most pernicious legacy that a father can leave to his son is large wealth unaccompanied by training in the line of usefulness. It is grand, as has been said, to have the strength of a giant, but cowardly to use it as a giant. So it is grand to be the possessor of large wealth, but ignoble to use it in a life of idleness and dissipation. The average rich young man of the present day is the most dangerous spoke in the social wheel. With no useful occupation to exercise his mind the base side of life lures him from the path of rectitude. By regular stages he passes from the level of a drone and a profligate to that of a dissolute and perverted creature, a discredit to his family, an incumbrance in the busy world and ultimately a nuisance to himself.

Balked at Boiled Elephant.

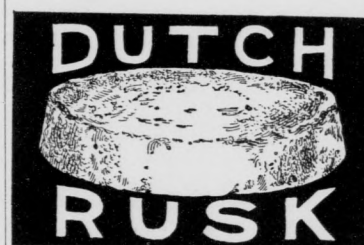
In recognition of her generous patronage, a provision dealer sent to Mrs. Richard Mansfield a New Year's present of a beef tongue. The cook's assistant, a colored woman from the wilds of North Carolina, had never seen such a thing before. Putting her hands on her hips Auntie gazed

upon it curiously and long. At last she enquired of the cook:

"Do you all up Norf heah eat elephants?"

"No," answered that busy person without looking up from the fowl she was dressing. "What put such foolishness into yo' head?"

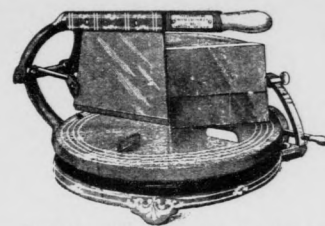
"Why, that there," pointing to the tongue. "That's a sho' nuff elephant's trunk—what he picks up the peanuts wif—ain't it?"



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.

For sale in Grand Rapids by
Judson Grocer Co.



Twelve Thousand of These Cutters Sold by Us in 1904

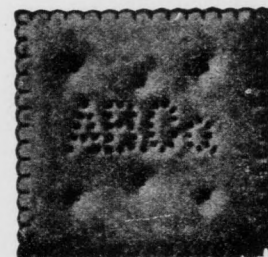
We herewith give the names of several concerns showing how our cutters are used and in what quantities by big concerns. Thirty are in use in the Luyties Bros., large stores in the city of St. Louis, twenty-five in use by the Wm. Butler Grocery Co., of Phila., and twenty in use by the Schneider Grocery & 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.

Crackers and Sweet Goods



TRADE MARK

Our line is complete. If you have not tried our goods ask us for samples and prices. We will give you both.

Aikman Bakery Co.
Port Huron, Mich.

"You have tried the rest now use the best."

Whew==But It's Hot!

Still you don't mind it so much if you live and work in nice clean surroundings and earn your daily bread. Nothing will go further toward making your surroundings bearable than to have your daily bread the very best. Is yours? If not, then you should buy

Golden Horn Flour

and you will be guaranteed bread that is perfect in every particular and the most delicious you ever tasted.

Manufactured by

Star & Crescent Milling Co., Chicago, Ill.
The Finest Mill on Earth

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots



Clothes Do Not Make Man But May Unmake Him.

Clothes may not make the man, but there are a thousand circumstances in which they may unmake him for keeps.

For instance, who of a church congregation anywhere in Christendom would stand for his favorite pastor's coming into the pulpit in a sack coat of a horsey check and cut, and out of it speaking with an inspired tongue? Where could you go and be welcome at 9 o'clock in the morning in the most immaculate of evening dress? And if you be on a business mission with a stranger of the better commercial type, and have something worth while at stake, are not many of the details of the interview in prospect of far less concern to you than your dress at this first meeting?

Perhaps nowhere else in Christendom are the differences in men's dress of such moment and interest as in trade; and yet the man of affairs and position in the world's work has inspired it all from the beginning.

No man of taste can be wholly at his ease in an ill fitting suit of clothes. These clothes may cause him more suffering, indeed, than a pair of shoes that are too tight. Nine men out of ten, wearing tolerably well made suits of clothes, in complaining of them to their friends, discover that the friends really had not noticed anything wrong about the fit and set of them. The wearers have felt, however, and have exaggerated the small discrepancies into mountains of disappointment and discomfort.

The serious side of men's clothing begins to assert itself before the sheep have been brought to the shearing. What kind of a sheep did your clothes come off? is a question that would startle most wearers of woolen clothing. Where was the sheep when it grew the wool? may be an odder question. And still a further enquiry is essential when it is demanded how long since the wool came from the back of the creature? For these questions are of prime importance to the tailor who is catering to the substantial trade in the modern city.

In the first place, there is no wool under the sun yet found that will take the place of Australian wools in the best woolen weaves. Australian lamb's wool is the fiber above all others. It is the best that may be had from the world's looms, and in all this Australian product Great Britain has pick and choice. Generations of weavers and dyers have followed generations in Great Britain until art, as it applies to the production of woolens, has reached close to the line of perfection. An American loom and weaver, having the wool and the dye and the processes, may weave as well as his British cousin, but, all things considered, the

importing tailor will tell you that he does not care to "risk" a suit from a piece of goods coming from the American mill. He may be eating macaroni that comes from Iowa, but he feels that his customer's clothes are a different proposition.

Perhaps the most important of all processes in the manufacture of a suit of clothes is the dyeing of the wool. Wool, in its natural state, is an especially greasy form of hair; perhaps not another animal in the world carries as much grease in its covering as does the sheep. Washing by no means removes all this, for the reason that the wool fiber has within itself capillaries that carry nutriment to the fiber. Until curing processes have eliminated this animal matter dye will not enter the wool fiber properly and permanently. Wool is a bulky commodity and storing it is costly in proportion; hence, the haste to work it up into merchantable materials, even at the expense of poor dyeing.

Since the American manufacturer in the main has accepted the situation, placing his products in a second or third class, he makes the most of the condition naturally. Therefore the prevalence of "shoddy" in clothing.

"Shoddy" is a term that may mean several things. A piece of goods has shoddy in it when the material so used is scrap material from the best tailor shops, pulled to pieces, twisted anew into a new yarn, and woven into a new cloth. Also a piece of goods is shoddy when it is made from the poorest of old woolens plucked to fibers and made over into a cloth that will hardly hold together.

But, in any case, this new or old shoddy exhibits similar tendencies. In the first place, with even the best dyes applied to it, the results will be poor. To the trained eye this lack of brilliancy in the dye will show the deception in a moment. Then, quite as seriously, this shoddy weakens the woolen yarns until for the goods to hold its shape is more or less impossible. In any case the picking of the cloth into original fibers breaks the wool fiber; it is shorter and in the twisting of the second hand yarns this shortened fiber will not bear the strain of the original. For this reason a piece of goods holding the best of shoddy will not keep its shape under strain. A pair of trousers may be made of it, and the first time the wearer sits down in them they may be "kneed" out of all shape.

With the best of goods, however, the work of the garment maker may be almost everything to the man who wears the clothes.

All the training in the world may not make a tailor of a man. "Nine tailors" may have made a man, but nine men in all circumstances might fail at making a tailor. He must have "a gift that way." If he hasn't considerable of this natural talent and a good deal of technical training, the average clothing house of the better grade will drive him to the wall. Even now the tailor of the better class tells his customer in the case of a hurry-up pair of trousers,

PANTS

Jeans
Cottonades
Worstedes
Serges
Cassimeres
Cheviots
Kerseys

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

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.

which the tailor can not make himself, that the customer had better go to a ready made house and buy.

In these fairly first class prices from store and tailor, a few figures may demonstrate the differences in cost. For a ready made suit of the class, the cost of the woolen pattern will be from \$2.50 to \$3 a yard; the imported goods will cost from \$5.50 to \$10 a yard. These ready made clothes will have been cut by machinery to an average figure of a man, perhaps fifty suit pieces at once piled upon the machine that makes the cuts. For making the coat the price will be \$1 to \$1.75; the vest will cost from 25 cents to 75 cents, with the cost of labor on the trousers the same. The cutter operating the machine for the ready made suit is a mere mechanical operator producing mechanical results.

In the better class of tailor shops the cutter will have a salary of \$40 to \$65 a week, with a distinct limit to his production, and at all times using his skill and talents to the limit. Material and trimmings for a \$50 suit easily may cost \$20 to \$25; for making the coat the cost is \$12.50 to \$14, according to its style, sack or cutaway; the cost for making the trousers will be \$4.25, and for the vest \$3.75 to \$4, accordingly as it is single breasted or double.

When the two suits have come to the wearers there will be appreciable differences in the "feel" of them. Ordinarily the best of ready made suits must shape themselves to the figure of the wearer to some extent; the man must wear them for a time before they feel as if they were his. If the tailor be competent, the clothes when first put on in the shop will be the wearer's in every sense, neither pulling nor pouching where they should lie snug and fitting. The man feels to be and looks to be in his own clothes.

In this respect, necessarily, much depends upon the person who needs to be fitted in the ready made clothing house. There are types of men who can step more comfortably into a \$20 suit that is ready made than the average \$30 tailor can put them in for a third more of cost.

If any one thing be the supreme test of men's clothing it is the unexpected summer shower. A suit that may have been satisfactory fifteen minutes before a rain may be something to cause the sensitive man to take refuge in a cab ten minutes later. One of the causes may be the admixture of shoddy; another that the cloth was not sponged and pressed before it was made up into garments. Even a few drops of rain upon some of these textures will serve to spot it for all time. A wetting through may shorten the trousers to a literal "high water mark," and bring the line of the sleeves halfway to the elbow. Bagging at the knees and elbows in such goods always may be expected out of all proportion to the best imported cloths.

When the original owner of a suit of clothes in the big cities is done with his garment, provided bagginess

and shiny spots are the chief consideration, the second hand dealer establishes a new market of his own. For such a market a pair of trousers is always his best investment. They will turn over to the advantage of the dealer easier than any other garment.

It is odd to consider that in these business suits the element of fashion cuts such figure. In the last few years in the reign of the sack coat the second hand dealer has found it almost impossible to sell a cutaway coat of the best cut and make. Even at second hand the purchaser has his eye for cut and fit.

In many ways, too, the shoddy goods of the cheapest ready made houses have cut into the trade of the dealer in second hand tailored stuff. His old customer would rather have a new pair of shoddy trousers at \$2 than tailored trousers at \$3.50 which originally had cost \$16.

James E. Keech.

Have a Big Purpose.

"Speaking of the right start," said one of a small company discussing present-day business opportunities and advantages as compared with former times, "I consider it fully as necessary to keep the main object always in view—and to have a main object—as to get started right in life. There is a powerful force effected unconsciously by thought and exertion of the will. When it is centered on an object in the future, energy is continually manufactured to drive us toward that goal. It is in the lives where there is no definite purpose that nothing is accomplished.

"Every digression from the idea of the main fact of life is so much lost motion, so much waste of good electrical force in the machine. That is why vacillation is so injurious. It pays to get a thing settled in the mind and then keep to the course. Something will be accomplished; otherwise, nothing.

"The many colorless lives all about us are due more to the fact that they were devoid of settled purpose than to lack of real ability to accomplish something. They are frittered away on detail and on casual events, to which too much attention is paid. Strong natures, those with the faculty and power of concentration, do not burden themselves with too much, but they keep after the one thing with indomitable will. When that is achieved their life work is done and others carry it on. In the lesser affairs of life this selection of a goal and concentration of purpose does much to smooth the way. It is the motive power to the machine. It does not count for so much that the goal is never reached—our ideals should be a little too high. It is striving that tells and produces results. Therefore, I would counsel a fixed purpose and instead of wiggling along undeterminedly through life keep pressing after something big. There'll be plenty of fruit gathered along the way."

Sim's salary is inseparable from its service.



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.

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That the Long Distance Service of this Company is

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

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

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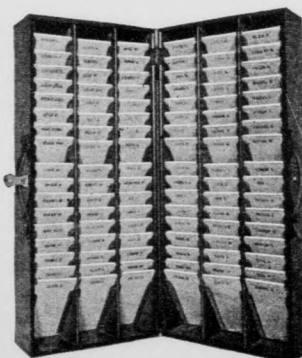
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It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

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Both Phones 87.



Pat. March 8, 1898, June 14, 1898, March 10, 1901.

Best Season for Straw Hats Ever Experienced.

It is stated generally in the trade that the present summer season has been the best for straw hats that has ever been experienced. The capacity of the straw hat factories has been taxed to the utmost, and many retailers have experienced the unpleasant feeling of not having on hand all the hats they needed when the rush came, and being unable to get them when a hurry order was sent. The factories were worked many hours a week overtime, but the extra efforts were insufficient to meet all the demands for goods.

During the present month many retailers will be called upon to consider straw hats for next summer. The sample lines are all completed, and the traveling representatives of the various firms will be on the road without exception before August 10, and will be kept busy calling on the trade for the next three months.

There is a common supposition among manufacturers and retailers as well that the particular style of straw hat that sold best late in the season would be the prevailing style for the following year. Until about five years ago this theory had some reason for existing, but as time marks many changes, and none the less in the straw hat business than in any other line, the theory is gradually losing its prestige, due to the fact that each season sees more and more novelties in straw hats introduced, and a consequent declination of favor toward any one particular style. This fact places the onus of responsibility on the retailer. He must henceforth study his customers as never before in order to learn whether he can rely for a season's business on splits, sennits and mackinaws in the old-time staple shapes, or if he must have a line of Panamas and hats made of Milan, shinkie, Jap, split and sennit braid in all the various dimensions and shapes. Splits and sennit yacht shapes will always be worn, but the novelty hats made of other braids and blocked in various styles have become a feature of each season, which no retailer can ignore.

While split and sennit braid yacht hats have been worn extensively this year, with favor being shown most strongly toward the sennit, there have also been sold many braid hats of the flexible variety; having low square cornered crowns and brims pulled down in front. A narrow ribbon binding is used, which gives the hat a bit of character it would not otherwise have. Hats of this style will doubtless be very popular next summer and retailers would do well to look into the matter when placing their orders, as these hats appeal to the young men.

Never before have straw hats been so popular with the hat-wearing public, which is doubtless due to the natural increase in population and also to the attractiveness of the hats. The natty shapes and comfortable and becoming styles appeal so strongly to one's sense of the fitness of things

that the hats virtually sell themselves. While the number of hat wearers has increased, the production of straw hats has not materially increased of late. It is advisable, therefore, for the retailer who wishes hats made by hat manufacturers of reputation to place his order early, for the reason that it is already apparent that the present capacity for making straw hats will be very much less than the demand.

Panama hats are being worn more generally throughout the country than ever before. New England and the more Northerly States through the Middle West have taken up with this excellent article, and more of them are being sold than in any former season. The Southern and Western States have always been good markets for Panamas, and are none the less so this year. Early in the season the demand for them in the large cities of the East was only fair, but as the summer advanced the demand increased wonderfully. Panama hats have made a place for themselves among the articles of men's headwear, and retailers will be compelled to consider them when placing orders, the same as they do other kinds of summer hats. Panamas are here to stay, and each season will find them more popular. No retailer should be without a supply of these hats. Not only do they give a high tone to every store that sells them, thereby attracting the better class of trade, but they yield a higher percentage of profit than any other hats sold.

Fancy hat bands have sold exceedingly well this season, and the demand continues brisk. They are to be seen everywhere, and on all kinds of straw hats. The color combination and effects are apparently numberless. Dealers say that the fancy bands will be as good for soft felt hats this fall as they have been for summer. It would be well for retailers to bear in mind that the fancy bands are good things to have in stock, and that they will be as popular next summer as they now are. Retailers in towns where colleges are located can secure additional business by carrying a stock of hat bands made in the class colors. The more classes and secret college societies the more rivalry for class colors. The retailer who makes a specialty of catering to the colleges will reap considerable benefit from the fancy hat band business.

While summer is still very much in evidence, attention is being called to the approaching fall season by the displays of stiff and soft hats. Several "special" hats have been placed on sale, and others will appear during the present month. The most noticeable feature of the stiff hats now being shown for fall is the appearance of size given to the crown, and the smallness of the brim. The crowns are full and large, when viewed from the front, and have a squarish effect when viewed from the side. The brims are somewhat narrower than usual. The combination of brim and crown, with the disparity in di-

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

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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.

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

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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.

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mensions, affords a most pleasing effect.

Some new and seasonable shapes of soft hats are being shown for fall, for which much popularity is anticipated. The alpine shapes will be shown with raw edges and in a variety of colors. The low crowned hats, "straight up" and telescope styles, with brims pulled down as a shade to the eyes, have lost none of their admirers, and the cities, and country as well, will be full of the "rakish" styles as soon as the weather gets cooler.—Clothier and Furnisher.

General Market Conditions in the Clothing Trade.

Promoted by semi-annual clearance sales, business at retail continues normal. There is, however, this discouraging particular about trade, that retailers are not selling as much clothing as they might, not because there is no demand, but from a lack of desirable merchandise. They are steadily losing sales by not having what is wanted in serges and worsteds. Those who are near the sources of supply are getting small lots of serges from time to time, but there are no worsteds to be had.

During the fortnight the tables made empty by the short supply of strictly summer goods that sell have been filled by fall weights. Shipments of the latter are now going forward to their destinations regularly, and in the large cities there are some retailers who have sold fall weight worsteds, recently received, because they could not give the goods desired in seasonable merchandise. It is perhaps lucky for the retailer that the fall goods are lighter in weight than usual, as sixteen-ounce goods, in lieu of the regulation eighteen-ounce fabrics, will sell better now as a substitute.

Being in want of merchandise clothiers in all parts of the country are calling for early shipments of fall worsteds. In the large cities retailers predict that the autumn season will open early, and, being short of merchandise now, they are calling for immediate deliveries to keep the tables filled. Fortunately the manufacturers began manufacturing early this season, and therefore are in position to meet these requests.

The market is unable to meet the demand that there has been this month for shorts and longs in double and single breasted coat suits. A like condition prevailed a year ago, and was reported in these columns. Between not having the kind of goods in most demand, nor the sizes called for, clothiers are losing quite a lump sum of money. And the very fact that they are repeating the experiences of last summer seems to point to a pound foolish and penny wise policy on the part of those whose method is to keep stocks down, for the sake of the showing they can make in figures, and who lose business in consequence.

Retailers have received their fall reference swatches and finished with their revisions of the lines, and thus far cancellations are comparatively

light. They are estimated by the standard houses as not exceeding 10 per cent. of last year's total for fall and winter. An estimate places the season's cancellations at from 3 to 5 per cent., and unless some unforeseen condition arises somewhere in the country to disturb the general prosperity it is believed that the sum total will not be large.

Considering the precarious condition of the market in all of its divisions and the small percentage of cancellations, it begins to look as if the fall season is going to be a trying-out period for those buyers who are delaying purchasing in expectation of realizing on other people's mistakes. The seasonable conditions will do much to develop those who are merchants gifted with shrewd foresight, and perhaps show that those who are depending upon others to make mistakes may in turn be the mistaken ones. Those who are gambling on their expectations may yet learn that they are playing a hazardous game against their usual luck.

As the season advances it becomes more and more apparent that manufacturers may not be able to deliver more than 75 per cent. of their orders. Some manufacturers, to avoid disappointing customers, say they have not taken more than this amount of business. There is some apprehensive feeling about the mills doing better than this with their orders. Clothing manufacturers are not willingly paying big advances to secure goods, but are switching on to other styles.

Worsteds monopolize so much attention that manufacturers report it as hard to interest buyers in cheviots. Several say they are not showing cheviots for fall, and that their lines are composed entirely of worsted fabrics. Buyers say they have bought cheviots in small quantities, believing it necessary to have some stock, and that it requires considerable urging on the part of the seller to interest them in woolens, and then if they buy there must be some special inducement about the goods or the price. This attitude toward woolens, however, is not generally shared in, as there are many buyers who believe in them as excellent fabrics for fall and winter service.—Apparel Gazette.

No Doubt of His Honesty.

It is only a few years since Woonsocket missed for good the familiar face of Alf Church, for a long time deputy sheriff and chief of police, a man who was straightforward and blunt in all his dealings.

One day a grocer went to Alf for a certain Joe White, who had applied for credit and a book at his store, and the following dialogue ensued:
"Good mornin', Mr. Church."
"Mornin'."
"Do you know Joe White?"
"Yes."
"What kind of a feller is he?"
"Putty fair."
"Is he honest?"
"Honest? I should say so. Been arrested twice for stealing and acquitted both times."—Boston Herald.

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It has been a period of great progress and achievement.

"Clothes of Quality"

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

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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

BULWARK TO BUSINESS.**The Man With Springy Step and Loyal Heart.**

The topic of mutual interest between employer and employee needs more consideration than most establishments have given it. The subject concerns that situation in business where the active employee becomes inevitably the buffer between the business house and the public upon whose favor the business of the establishment is based.

Personally the attitude of most business men toward a profitable customer with whom they are in touch is exaggeratedly one of concern and conciliation. Few customers know the politics, religion, or economic principles of the house they patronize, unless through search these narrow ones have fixed upon establishments which always more or less in secret hold to these customers' views. It is quite as well, perhaps, that this is so. At the same time there is a likelihood that the employer of men administering his business affairs may be led to go too far in forcing negotiation and even passive submission upon employees.

Petty squabbles between an employee of a business and the customer who makes the business possible are not easy of countenance. Manifestly the man who is always in such wrangles is unfit for the position he is supposed to fill. But from this general attitude of the employer, it is going too far if the head of a business decides, as he too often does, "Right or wrong, my customer!"

One does not walk far in a crowded city street or stand long in a busy mart to discover on the outside of things the unfair, bullying tactics of his fellow-men. Speaking for this type, whether man or woman, it may be said that no one of these ever carries a "bluff" through to success without having in his heart a contempt for the victim of this false front. Is it too much to suggest that in not a few such hearts may be a certain respect for those upon whom the bluff may not work?

With the growth of great businesses that have ramified under presidents, general managers, department managers, superintendents, and all the category of executive administrators it has been as natural as it was easy for the written rule to obtain disposing of the services of any person wrangling with a patron. Away down the ranks of the workers for such concerns it is admitted that the searchings out and investigations of all the possible frictions and squabbles in which the employee would save himself from the patron may be impossible. But at the same time that a great company makes its ruling on this ground it has opened the gates to all manner of aggression that an irritable, nervous public may impose upon the employee.

In my observation of men there are few persons deserving consideration who under these circumstances will fight with an employee of an establishment. In all fairness the handi-

cap is too great against the man whose bread may depend upon his swallowing insult at his business. Yet uncounted thousands every day carry up their unjust complaints to heads of departments who will hear no other side of the matter before sacrificing the employee complained of. "Employees of this company must not enter into controversies with customers," becomes the rule by which thousands of controversies are avoided only in the passive submission of employees to almost all manner of abuse. Is it not possible that at least hundreds of these potential controversies might more fairly be avoided if, within certain limitations, the employee might be certain of his backing up at home? Not long ago an employer of men in a capacity where each man had to exercise careful technical judgment in his work, often to the irritation of the patron, who knew nothing of the exacting technical side of the proposition, explained to me this particular method in the premises.

"Whenever there is a kick outside," said he, "and when the customer jumps all over the employee, prancing around and raising Ned till something has to be done, I get up and invite the customer into my office. I listen to his complaint, send for the employee at the counter and rip him up the back for the position he took in the matter, finding something that he has done wrong, and yet holding the customer by the strict terms of the business. In ninety-seven cases out of a hundred I satisfy the customer, and when he has gone I go out and square myself with the employee—probably with a good cigar."

Yet in this particular business house I know there is lacking a certain something in the spirit of the

men in its employ which I should not like to be responsible for as man to man. Its employees are subject to ten times the trouble and irritations that would come to them under a management allowing these capable and judicious agents the right of self-defense. The house itself has the reputation among certain of its customers of being "all right" in management and policy, but "unfortunate" always in the choice of its employees.

For years it has interested me to observe the causes of friction made manifest in public places. Long ago I discovered that in almost every instance my sympathies have been with the car conductor in his troubles with the traveling public. I have found the elevator man in the tall buildings a patient martyr to the stupidity of people. I have seldom seen a police officer in trouble in the streets where he has not shown more discrimination and mercy than most conservative citizens in the same position would show. Seldom anywhere in the world of business does the onlooker at dissension find the employee who is making his bread through his work to be the willful aggressor against a customer.

How shall the employee who touches elbows with the public protect himself to the best interests of himself and his house? His interest and the house's interest ought to be identical in such circumstances. A "scene" in any establishment, whether between employee and customer, or whether raised and maintained wholly on the part of the patron, is something detrimental to the best business methods. There is a type of person abroad who is continually seeking an affront. Should a good business house through muzzling its employees put a premium upon his patronage?

A friend of mine was discussing a certain foremost physician and surgeon in the central west, paying tribute to his skill and knowledge. Likewise he spoke of the indomitable will and courage of the man.

"You can't shake him in anything," he said, admiringly. "He is almost puritanical in many things and he has no muzzle on his speech for anybody. His wealthy patient has to take the same treatment that he gives to his charity patient in the free hospital ward. He says 'Do this' to his millionaire consultant without the least sugaring of the phrase, and the millionaire does it. Stranger than this, too, the millionaire patient seems to like to do it!"

An employee who has been subjected to the unjust censure of a customer is more or less unfitted for his work. If to this censure of the customer he added the censure of the employer, his usefulness for the day or the week or for all time may be gone. As against these possibilities the certainty that his employer will stand behind him in a deserving emergency is a condition that may mean the difference between a sulking time server and the man with the springy step and loyal heart who is a bulwark to a business.

John A. Howland.

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at once. It will sell and satisfy.

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

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

"BLUE LAWS."**How Evil Doers Use Them as a Club.**

Written for the Tradesman.

I can not understand why the obnoxious Michigan "blue laws" are not repealed. They disgrace the State. They lie in wait for reputable business men whose only aim in Sunday work is to serve the public. They supply a club for evil-doers to hold over the heads of the men who furnish the public with the necessities of life.

It is time to quit compromising with men whose places of business are ordered closed on Sunday for the protection of weak-minded men and women and children dependant upon them for support. Let the law be amended so as to name the branches of business which shall not be carried on on the first day of the week. Let the hampering of decent business men cease. Public opinion would force such a law through the Legislature, but those in favor of knocking out the "blue laws" would have to battle with a false morality. I have immense respect for the church. Without the fear of the hereafter which it implants in every human breast, there could be no social organization. The law would not amount to much if there was not a place for punishment, real or imaginary, beyond the mound at the cemetery. Without the church person and property would lie at the whim of the rabble. Therefore I respect the church. It is a stronger factor in all our lives than we realize.

But the church would oppose the repeal of the "blue laws." It would cry out the destruction of the Sabbath. It would draw pictures, verbal ones in red words, of a country gone to the dogs and forever staggering beneath the curse of an avenging God. Of course it would.

But a whole lot of church people took the stump against prohibition a few years ago. It is believed that the issue would have carried if they had kept their hands out of the game. Some declare that it was carried, and that the Prohibitionists were cheated in the count. It helped to keep the saloon in existence then, and it would be quite likely to assist it in keeping this "blue law" club over the heads of reputable business men now.

The "blue laws" do not distinguish between lines of business. They class the man who sells healing medicines with the man who sells rot-gut whisky made in his cellar. They see no difference between harmless amusement and the pastimes indulged in by the vicious. They are too unanimous.

So long as these laws are on the books they will be used to the detriment of legitimate business. How long ago was it that merchants in Grand Rapids were arrested for getting their mail on Sunday? Why were they arrested? Not because they had sinned against the community, but because some dive-keeper wanted to run his joint on Sunday and the officers of the law would not let him. But the officers of the law who forced him to close his doors on Sunday listened to his arguments.

He reasoned that the men who were selling bread and newspapers and cigars and soda water and ice cream on Sunday were violating the law. And they were violating the law—which should promptly be repealed. And so to protect the liquor dealer and induce the community to be more lenient with him the officers of the law insulted and punished business men whose shoes they were not fit to clean.

The same sort of a campaign has been started at South Haven. If business men do not take action the thing may spread over the State. Whisky is aggressive, and the people's attorneys usually seek re-election. To emphasize by repetition, this statutory club should be taken out of the hands of men whose business is closed on Sunday for the good of the community. These men should not be permitted to say that the man who sells bread on Sunday is just as guilty under the law as the man who sells whisky to a drunken man. There is no sense in obliging a merchant who serves the public in a perfectly legitimate manner on Sunday to show that he was engaged in a work of necessity or charity.

I hardly think it would be the correct thing to throw all places of business open on Sunday and I do not think merchants would take advantage of the chance should the "blue laws" be repealed. But the first day of the week has long been regarded as a day of recreation as well as rest, and people want boats and bathing suits and livery rigs and cigars and ice cream soda and many things which some one must serve, and some employes must work on that day and take chances on getting a bit of rest at a time less profitable.

Under the present "blue laws" all these people are subject to arrest at the whim of any crank who has influence enough with the city or prosecuting attorney to secure an order for a warrant. And when these people are arrested—probably at the command of a fellow who has been denied the profitable job of getting young boys and girls drunk on Sunday—they will look about and see other men doing business on the first day of the week and insist on more warrants being issued. And so the game goes on.

I do not believe in Sunday work, from the point of the employe, but so long as Sunday is the recreation day of the week there will be kept open places where the public may be served. The men who insist on their being closed do not act from moral reasons. They act because they are angry and vindictive, and this reason alone should preclude their recognition by the prosecuting officers. Those who insist on the dives being closed on Sunday are working in the interest of the community, while those who strike back at business men are not. This ought to be argument sufficient for the repeal of the laws.

Alfred B. Tozer.

The open heart always finds the open heart.

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

It is

Absolutely Pure

Yeast Foam

You can Guarantee It

We Do

Northwestern Yeast Co.

Chicago

GROCERY ADVERTISING.

Novel Schemes Adopted by New England Merchants.

Written for the Tradesman.

There are more ways to kill a cat than by drowning and there are more ways of advertising a business than by the use of printer's ink.

A woman customer recently went to her grocer to place an order for raspberries for preserving. The order called for thirty-six boxes, which the dealer agreed to let her have for a certain net sum. When the berries came in from the wholesaler's the price had dropped so low he found that it was possible to let the customer have forty-five boxes for the sum agreed upon for thirty-six. The clerk who delivered the goods ex-

and if they proclaim it from the house-tops, so much the better for the dealer. This might be called "pound wise and penny foolish advertising."

It is not often that advertising is used as a means for airing a grievance, but it happened in this wise with a certain grocer: His son Bill was turned out of school because he wouldn't sing. The fact was Bill had a voice about as musical as a donkey's bray, and when he attempted to sing all the girls in the room tittered, so he refused to again "cast pearls before swine," as it were, and when the singing hour came around remained mum as an oyster. The School Committee couldn't see it that way and promptly turned Bill out of school.

tomcat in the neighborhood with a sweeter voice than Bill's."

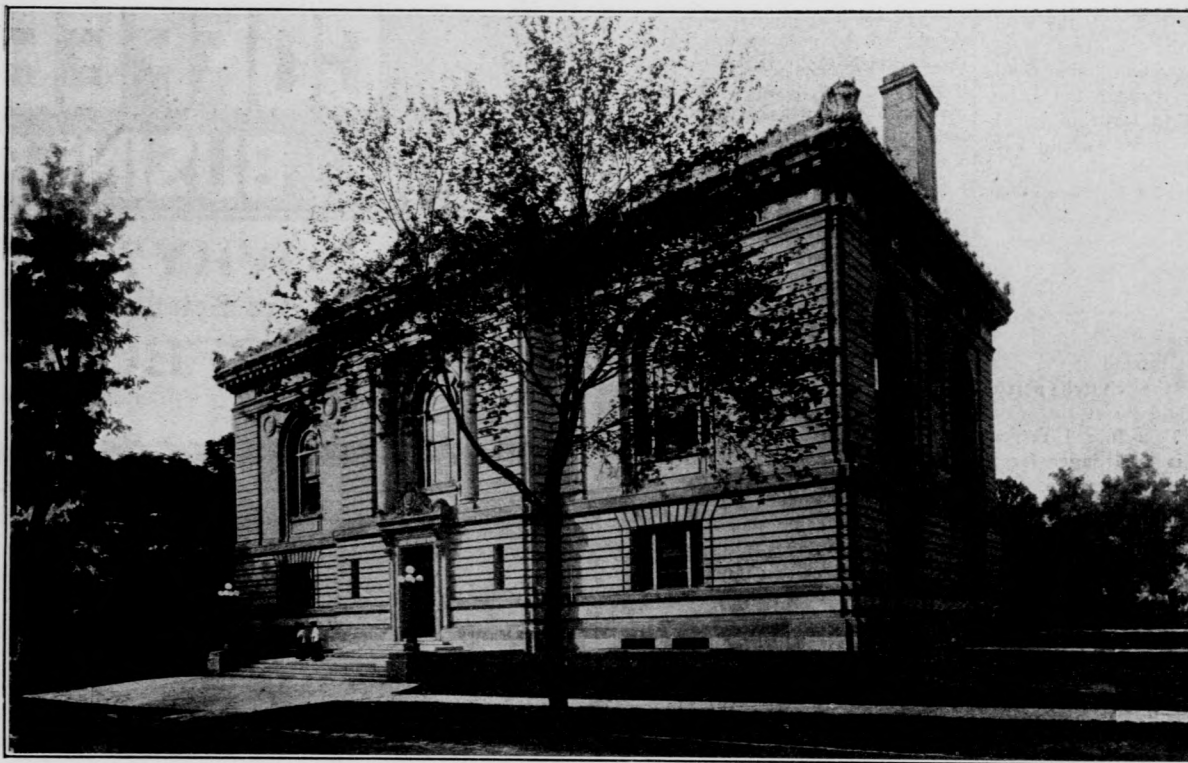
Advertising experts usually decry this sort of advertising as mere tommyrot, but people actually stepped into the store every week and asked for the flyers, merely to enjoy the hits on the unpopular School Committee.

To thoroughly arouse the interest of the boys and girls in any neighborhood is a pretty sure way to interest the parents. This is the way one dealer worked it: He had a great number of little stickers, about the size of a postage stamp, printed each with a single letter of the alphabet and his firm name in small type at the bottom. These stickers came in six different colors. To any boy or girl, for the asking, he gave a little

a familiarity with the goods carried by this firm. That was shrewd and intelligent advertising.

Every Thanksgiving eve another grocer issues an invitation to all the boys in his neighborhood to assemble at his store promptly at 6 p. m. and scramble for nuts. The whole front of the store is brilliantly illuminated with Japanese lanterns, the sidewalk is swept clean and several bushels of nuts are poured slowly through shutes right into the midst of the eager crowd of urchins, and then the scrimmage begins. The event is always heralded in the firms' Thanksgiving advertisements and heads of families and solid citizens assemble to watch the fun.

One year the programme was varied by tossing a whole box of



Ryerson Library of Grand Rapids

plained the circumstances, and the customer was surprised and delighted. It was an entirely new experience to her to get more than she bargained for because of a fluctuation in the market price. Womanlike, she related the circumstance to all her neighbors on the street and to her married sisters, who, in turn, told their friends and neighbors, and not a few of those who heard of the instance placed their orders for fruit with this dealer.

To some this might seem an unbusinesslike transaction, on the ground that the grocer was entitled to whatever profit a drop in the market price threw his way. He was, and he might have made something like 30 cents by selling those extra nine boxes. He gained, probably, more than a hundred times that amount in desirable publicity for his business.

Women are "kittle cattle," but a little act evidencing fair and square dealing like this has more weight with them than reams of advertising,

Bill's father bucked hard against this decision, and tried to point out to the Committee that it was not the boy's fault that he was not an operatic star, but it was no go—the wise educators decided Bill must either sing or "git."

The local papers gave considerable space to the controversy, and there were many parents who sided with the grocer. Now Bill's father had a caustic wit, and he soon saw a way to rub it into the School Committee good and hard. He just took his pen in hand and every week worked up a witty little skit on this subject, which he had printed at the top of his weekly store slips. This will serve as a sample: "Hearing an unearthly noise in our back yard last night, I hastily jumped out of bed and found it to be a cat funeral. A picked male quartette was rendering some choice selections, and in the tenor I recognized the voice of my boy Bill. Well, Bill may not be able to sing to please the School Committee, but you won't find a

stamp book, containing his advertisements on the covers and on the last page a list of all the goods he carried in stock. With every purchase at his store the customer was given a stamp in a little sealed envelope.

The trick was to collect stamps enough of one color to spell the name of some one article sold in this store. As fast as a name was completed it was pasted in the stamp book. Stamps of more than one color could not be used in the same word. A number of prizes, some in cash and others of articles that boys and girls dearly like, were offered for the books containing the greatest number of such names on the date set for the close of the contest.

There are a number of good advertising points to this scheme. Any one who has ever collected postage stamps knows the fascination of this fad and can understand the enthusiasm with which the boys and girls entered into the contest. Of course, fathers and mothers were called upon to help, and this led to a study of and

oranges, one at a time, out of the second story window, and at another time candy kisses were "shuted" into the midst of the expectant throng. The grocer is fat and jolly and gets his money's worth of fun out of the spectacle. This is strenuous advertising, but he believes it pays.

Bertha Forbes.

Cheese Canpoes.

Cut a stale loaf into slices about a quarter of an inch thick. Divide these into pieces about two inches long and one inch wide, and fry them in hot butter or oil until they are a bright golden color. Spread a little thin mustard on each of these pieces, lay over that some good cheese, and put them in a quick oven until the cheese is dissolved. Serve as hot as possible. Time, altogether, about half an hour.

No sin was ever buried deep enough to escape the resurrection of shame.

The world is a dark place to the man whose eyes are in his pocket.

Do You Use Flour in Car Lots?

We can make you some attractive
prices

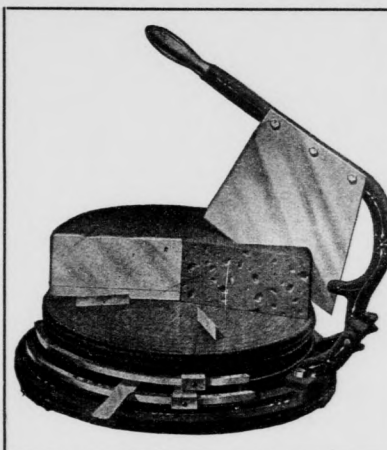
We are large handlers of Minnesota,
Kansas and Michigan Flours

We buy only the best

Get our prices before your next
purchase

JUDSON GROCER CO.

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.

FREE

If It Does Not Please

Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!

3,500 bbls. per day

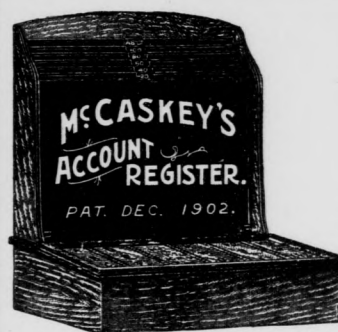


**Sheffield-King
Milling Co.**

Minneapolis, Minn.

B. B. SHEFFIELD, President

H. H. KING, Secretary



System and Premium

The Large Manufacturing Concerns of this country are paying a
Premium for MEN with **bright ideas**—MEN who can originate and put
into practice systems by which the cost of doing business can be reduced
or the quality of goods improved.

Salaries of from \$10,000 to \$50,000 are common for men of this class.
The **McCaskey Account Register** is doing for the Retail Merchant
what the High Salaried Expert is doing for the Big Corporations—saving
them **money** in the handling of their accounts, saving them **time, labor**
and **worry**, aiding them in their Collections; and the cost is so small
that it pays for itself before you know it.

It's the Great One Writing—Totaling System.

Credit Sales Handled as Fast as Cash Sales.

Write for Catalogue.

The McCaskey Register Co.

Alliance, Ohio

Mfrs. of The Famous Multiplex Carbon Sales Pad.



Upon What Money Should a Couple Wed?

There are few men, fewer women, who do not at some time during their lives entertain the idea of marriage; and no question is more seriously considered or more frequently asked than: Upon how much, or upon how little, money is it safe, not to say prudent, for two people to marry? Like most questions of deep import, it is one which demands a different answer in every case. "It depends."

Men and women also are of so many minds, such varied temperaments, with such widely differing standards and desires, that no hard and fast rules may be made for any two, especially by other people. The manner of man, the manner of woman; training, temperament, environment, and, above all, character, have each and all much to say in the premises. And since the contract is presumably for life, it is the bounden duty of every man and woman to think carefully again and again before he or she assumes a burden which by every law of love and honor one must bear bravely and well or prove "niddering"—an old Saxon term for craven.

In the first place, the question involves both physical and mental ability and endurance of body, of heart and of spirit; not only personal but vicarious, which to the best and noblest is harder. "A wife and children are poverty's teeth and they bite hard," says Victor Hugo. Neither can it be otherwise than bitter for a loving woman to feel that perhaps her husband might have climbed higher without the weight of herself.

"What is enough for one is not enough for two; no arithmetical formula has ever been discovered by which the half may be made to equal the whole. Yet it is certain that in some hands a single dollar will accomplish more than two in others, nay, as much as ten, sometimes, when strength, knowledge and good will go to the effort. What it costs to live has long been, and must continue to be, a vexed problem in political as well as in domestic economy. It is not so much the love of money as the lack of it which is the root of evil. "Be happy and you will be virtuous," paraphrases Mark Twain; be rich, while you may fall short of goodness, you are scarcely apt to be openly criminal. Robert Grant demonstrates clearly that life upon less than \$10,000 a year is not life, merely existence; an appalling demonstration, since thereby but a few hundred thousand of the 80,000,000 people of the United States can be said to do more than exist. The balance fall far, far below, since statistics show that, counting in all the multi-millionaires, the average income of the adult citizen is a fraction under \$500 yearly. Which sum, al-

though it means starvation to some, signifies to many comfortable independence.

No girl who has not been brought up in the school of poverty, who can not exercise practical economy, and, moreover, "do without" cheerfully, is fit to be wife to a poor man, while even such a one is wise to bear in mind that it requires much less courage and strength of purpose to marry poverty than patiently and cheerily to accept the consequences.

Theoretically, no two people have the right to marry upon absolutely nothing a year. The fact that it has been done successfully in nowise controverts this statement. Men have leaped from precipices and lived, but such escape does not insure the lives of their imitators. There ought to be an income, or at least an assured salary, sufficient to keep a roof over the heads of the couple, buy bread and butter, adequate clothing, and the rest of the actual necessities of life, even although the lovers are, or suppose themselves to be, willing to dispense with luxuries. Here, again, arises another difficulty. How shall one fix the boundary between necessities and luxuries?

"Enough" is an elastic quantity. To one woman it means a five room flat simply furnished, where she works willingly with her hands; to another woman a town house, a country house, carriages and servants, gowns from Paris and London, jewels, laces and all the frills of fashion; and who shall say that the woman in the back street is not happier than she who dwells upon the boulevard? We have all been told, perhaps known, how content will turn her back on a palace to abide in a shanty.

A safe rule always is to count the cost before any and every undertaking. The two who marry, expecting to face poverty together, should be absolutely sure of themselves, reasonably so of one another. When they take their way into the wilderness, hand in hand, there must be no repining, no regretful longings for the fleshpots and leeks; they must have strength and courage for the journey across the desert. The germ of success, or failure, is within themselves; it depends on the two who are made one.

It is sometimes safer to marry a poor man than a rich one. A multi-millionaire, who has made his mark in other lines than that of money-making, tells how his father and mother-in-law had grave doubts as to his ability to support a wife, and gave reluctant consent to his marriage. Per contra, many of us will recall a brilliant marriage in an Eastern city a few years ago, where youth and beauty and wealth were united with great rejoicing; but when the wooden anniversary came round the millions were dissipated and a miserable and injured woman was suing for divorce.

"One can not most always tell." There are many fortunate matrimonial ventures from which money, and calculations as to money, are wholly absent; but they require the presence of an unusual amount of common

She's Back to Lily White

One of "the best cooks," who lives in the Hill region, thought she'd try something besides Lily White.

She'd heard there were other flours made, so she was curious to find out what they were like.

She knows now.

At least she knows what kind of bread they make, and now—

She's using Lily White again.

The "trying something else habit" is a good thing after all, for how would we ever sell so much Lily White if no one would try it in the first place?

And if the people who use Lily White never had tried anything else, they wouldn't realize how good it is.

Lily White

"The Flour the Best Cooks Use,"

Is made for people who realize that "reliability" is one of the cardinal virtues in flour, and that to have good bread all the time is better than to have it good only once in a while.

And they're right. Poor bread means waste, and some bread is so bad that it injures the health.

Every one can afford good bread. No one can afford the other kind. Lily White is good flour to sell.

Valley City Milling Co.

Grand Rapids, Mich.

sense, judgment and good humor on both sides to make them so. Women, under any and all circumstances, take heavier risks than men do when they marry. However much in love they may be, however admirable the man of their choice, when they marry poverty, the prospect immediately ahead of them is one of petty cares, of contracted, often unpleasant surroundings, of isolation from general society; in short, of continual self-sacrifice, which if not gladly made can not fail to be wearing, perhaps unendurable. Personal inclination and tastes must always be subordinated to insure happiness in marriage under any circumstances; when one is poor they must be forgotten in the incessant demands of duty and hard tasks must be performed cheerfully, without expectation of thanks or appreciation. Neither can it be denied that a poor man feels his position as lord of creation quite as much as a wealthy one, and is less likely to have acquired early habits of consideration, deference and care for women. It is scarcely fair to expect him to realize or appreciate the sacrifice of habits and tastes which he has never known.

Yet all must admit that those who win are usually those who take risks; nonetheless every woman should remember that in this world, at least, she has but one life.

Dorothy Dix.

Penny Decided Name of City.

The Lewis and Clark exposition has naturally brought out many interesting facts in regard to Portland and the Pacific coast. Not the least interesting among these is the story of the naming of Portland, and it also, fortunately, is in a way on exhibition in the Oregon hotel in the shape of a big, old-time copper cent, dated 1835, the flipping of which resulted in the name Portland being chosen as the name of what is now a great city.

The story goes that a man from Maine, Mr. Pettygrove, father of the present owner of the historic penny, and a Mr. Lovejoy of Massachusetts, who were the leaders of a party of settlers who sailed up the Columbia river in the bark Trenton, in which they had rounded Cape Horn, came in 1842 to the present site of the city of Portland, where they determined to start a city.

Mr. Lovejoy wanted to name the new city Boston, but the man from Maine preferred Portland, and to decide the matter they flipped a penny, the same now on exhibition. Naturally the Bostonian chose heads, but tails won, and hence it is the Maine, and not the Massachusetts, city which gave its name to the "city of roses," in which the big exposition is now being held.

Has Not Learned Yet.

One of the youngest general managers of a large railway system in the country—I do not mention his name on account of his well-known modesty—recently wrote me:

"I have always tried to impress my assistants with what is termed system—its value and absolute neces-

sity in the railway business. I remember the chief clerk under whom I was employed used to tell me that it was all wrong to keep my desk in ship-shape order and file everything away; for he was afraid the superintendent might come around sometime and, finding my desk clean, dispose of my services, under the impression that I was doing nothing.

"In about one year after this fatherly talk the chief clerk was out and I had his chair. He is now working in my auditor's office for \$55 a month—and some years ago I found by examining his desk that system was still lacking."—System.

Right Kind of a Girl.

A Missouri contemporary rises to remark: "Once I was young, but now I am old, and I have never seen a girl that was unfaithful to her mother that ever came to be worth a one-eyed button to her husband. It is the law of God; it isn't exactly in the Bible, but it is written large and awful in the miserable lives of many unfit homes. I'm speaking for the boys this time. If one of you chaps come across a girl that, with a face full of roses, says to you as she comes to the door, 'I can't go for thirty minutes, for the dishes are not washed yet,' you wait for that girl. You sit right down and wait for her, because some other fellow may come along and carry her off, and right there you lose an angel. Wait for that girl and stick to her like a burr

Fruits' Comfort Watched.

The luxury of travel has expanded to such an extent that even the feelings of fruit which is en voyage are being considered, and a project is on foot among the fruiters of Canada urging that railways of Canada be compelled to furnish suitable heaters and refrigerator equipment for the transportation of fruit during the winter and summer. It is declared that the freezing of apples in transportation during the last two or three winter seasons has caused serious deterioration.

I Must Have It

**Refuse Substitutes
and Imitations**

You will know them, despite their fanciful names—they are usually mixed with hot water and do not have the cementing property of

Alabastine
THE SANITARY WALL COATING

Mix with cold water, anyone can brush it on;

A Rock Cement in white and tints.

Kills vermin and disease germs; does not rub or scale. No washing of walls after once applied. Other wall finishes must be washed off every year—expensive, filthy work. They rub and scale, and the glue or other animal matter in them rots and feeds disease germs. 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.

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.

MACEDONIAN CRY.

It Is for Men Who Can Do Things.

Much has been said about the hardships of a man who seeks work; little about the hardships of the employer who seeks and oftentimes seeks in vain for suitable workmen.

The mighty call arises from every quarter of the land for the needed man, the right man for the place, to achieve prosperity both for himself and his employer.

The other day, a manager of a firm hiring a considerable number of agents, sat in his office with a number of men who had answered the advertisement. He gave a talk to one of the men on the nature and difficulty of the work for which an agent was wanted, a talk into which he had thrown an immense amount of enthusiasm and persuasion. No sooner had he finished than a look of utter dejection and hopelessness passed over the face of the man before him, who said, doggedly: "I guess I don't want it."

One or two of the men who were standing as listeners burst into a loud guffaw, thinking that the laugh was on the manager; but he, with a quiet smile, replied: "That's all in the business. You can't expect to get them all." And so, unperturbed and without a pause, he went right on, and with just as much enthusiasm and just as much force of persuasion started in to talk with the next man; for he was mightily in earnest in his search for

the men, without which the business could not be carried on.

So everywhere the seeking goes on—the hunting for the suitable man, that can do and is thoroughly equipped at every point, having studied his line of work from the bottom up.

There is plenty of worthless material—men who can partially fill the bill, but through fault having been trained mechanically and rule made are found wanting when put in the business scales of an exacting employer. Plenty of men are trained to a work, but wrongly or narrowly trained.

Five or six years ago that word "trained" had a magic value; but now it is of a tawdry cheapness. Too many incompetents have hidden behind that word and the word "specialist;" and so it, too, is just a little out of favor. The fact is that specialization has been so greatly overdone that it is small wonder that it is eyed askance. For the natural sequence of overdoing anything is an outburst on the part of the people against that thing.

Now, however, the hue and cry is upraised against the cheap specialists that have cropped up in every rank of workers. The women are the first to take up arms, and are now saying emphatically that they want able workers, but not necessarily trained ones. In one of Chicago's suburbs almost half of the women are doing their own work this year—women who have heretofore never been with-

out a housemaid. This is done as a vigorous protest against the tyranny of the worker who is not willing or able to do housework in all of its many branches. One woman thus explained the situation: "It would take at least four servants to meet the requirements of the ordinary maid: a cook, a second girl, a nursemaid and a man of all-work. Our income will not permit this; and rather than have one maid who will not do the laundry work, or so much as look at the attic or basement, let alone do anything upstairs, I find it simpler and easier to do it all alone without any friction.

"The trained nurse is about as bad and hopeless a problem, and is becoming more unable the more 'trained' she becomes. Last winter I had one who positively could not make gruel, though she was a graduate of a splendid eastern institution. What I want and what others want is some one who can do the whole thing, if need be."

Man, too, is crying out for a worker who can do the whole thing, if requirement of it be made. For this reason the best and ablest man, the man who raises himself to the highest position, usually comes from the ranks. He has fought every inch of the ground, and so knows the way thoroughly and practically; and even when in the highest place is not unwilling to lend a hand, for he is a firm believer that all the parts of the work are his province and belong to him.

The reason the papers are full of advertisements for managers and solicitors is that suitable men cannot be found. The special bookkeeper, cashier or stenographer is a hand, and is to be had for the asking; but a competent manager or a first-class solicitor is at a premium. This type of man must be broad, capable, undaunted by difficulties; a man of colossal patience and at the same time of a mind facile for conceiving new ways of finding solutions of knotty problems in everyday business; a man of cool temperament; a man of steady nerve, that gets the business, no matter what stands in the way. This man that is wanted is a practical man every time. He is trained in the school of the world, in the school of difficulties, and is not turned out in any "nursery for specialists," but he is a worker and a fighter who can wage a successful battle with the conditions as they are to-day in the world of trade.

The general manager of an office specialty company, which has offices in all of the leading cities in the country, the other day curtly said to the managing agent of the Chicago branch: "Five machines a day must be sold." The sub-manager replied: "Sir, it cannot be done with strike conditions. I offer to resign." The resignation was accepted, and now the general management is seeking a man of ability, who can find a market for five machines a day with strike conditions.

The head of a prominent firm which

A Case With A Conscience



The Door That Gets Stuck on Itself

has probably caused more violation of the third commandment than anything in the fixture line.

Not so long ago metal slides on metal track were considered the highest development in case door construction. They warped, jumped the track, didn't keep out the dust, in fact, they were just what the doctor DID NOT order.

Then came ball bearings—far better, but still far from perfect. BANG—went the door, with a squeal like a pig with his ear slit.

FINALLY, WE PUT OUT OUR IMPROVED STEEL BALL BEARING SHEAVE, RUNNING ON A STEEL TRACK. It can't stick or bind. The door fits closely and the noise is about equivalent to the purring of a well conditioned cat when stroked the right way. It's the nearest thing to a perfect bearing ever devised, and when there's anything better we'll have it.

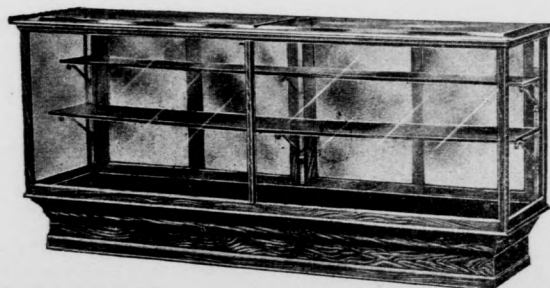
This attachment appears on all our cases and is right in line with our other exclusive construction features.

Grand Rapids Fixtures Co.

South Tonia and Bartlett Streets
Grand Rapids, Mich.

New York:
724 Broadway

Boston:
425 Summer St.



sells largely through solicitors said recently: "A good solicitor is a rare avis just now. I am getting nothing but the riff-raff. Men come, stay a week or two, get a salary, which they don't earn, and then leave. It is impossible to do business unless we can find the men, and the right man could easily make a hundred a week."

Thus the man who can assert himself is sought. It is said that the Case School of Applied Science has a position engaged for every graduate long before he receives his diploma, such is the imperative need of practical, able men.

Merchants do not care whether a man is a specialist or not. What they want is men who "can deliver the goods"—men who will make good in any capacity. The technical schools are turning out hundreds of trained workers every year, but, whether from technical schools or from the prairies, the employers want men who can do things—and do them without being told more than once.

The natural specialist finds a high place; he who besides being a thorough master of his work naturally chooses a preferred part of it to which to give himself. He, however, is never so high that he holds back from any work that advances the matter in hand.

A man of power and ability, in this struggle of man against man for position, is never above any work, manual or otherwise, which, whether it is "his place" or not, in the regulations or not, furthers him in his purpose of growing to be a bigger man and fit for a bigger place.

Unless he is an able man, the world has excuse in saying, "No man at all rather than such," and excuse in continuing its search for a man of ability and master of his work.

M. M. Atwater.

Lumber Supply Is Limited.

"Where the American people will draw their supply of hard wood from in 1925 or 1950 is a perplexing question," said William J. Tisdale of Bay City. "Walnut has practically disappeared from the face of the earth, commercially speaking, and oak, ash and cherry will go the same way in another quarter or half century. They are fast being cut down and nothing is done to renew their supply.

"The day is not far distant when the world will look to the vast forests of Siberia, South America and Africa for hard wood, and even this apparently limitless supply must some day be exhausted. There is a big quantity there yet, as the manufacturing in those regions is quite limited, but when the sawmills of America get to work on them they can't survive long, and other states that use up fifty acres an other states that use up fifty acres of timber in one day and get away with twenty-five square miles of it in a year.

"That is fast work and the forests of this planet are limited. It is estimated that in a few years, say four or five, the quantity of oak, ash, cherry and mahogany will be as completely exhausted as that of the wal-

nut at the present time. Unsettled countries must then contribute their hard wood freely to the furniture factories of America, and oak or ash kitchen cabinets will be unknown in the homes of people of moderate means."

Swift Revenge.

I was taking luncheon with a friend who has a little boy about 3 years old. As a very special favor, and to please me, his mother allowed him to come to the table, telling me that she could not promise that he would behave in the proper manner, as she had never tried him before.

The bright little fellow behaved very well throughout the first part of the luncheon and his mother was feeling quite proud of him. When the dessert came on the table, and proved to be ice cream, his favorite dessert, the small boy wanted a second help. This his mother would not allow him.

"If you don't give it to me, I'll tell."

His mother still refused, and the youngster called out:

"If you don't give it to me before I count ten I'll tell. One, two, three, four, five, six, seven, eight, nine, ten."

His mother still paid no attention to him and he shouted out:

"My pants are made out of the window curtains."

Insulting Suspicion.

Winks—What's the matter? You look mad as a hornet.

Jenks—I ought to be mad. I've been grossly insulted, and by my own preacher, too.

"Your preacher?"

"Yes, my preacher. He stopped me in the street, and said he'd noticed that on two or three occasions lately I'd left the church just as the contribution box started around."

"Did you leave?"

"Yes; but you don't suppose it was to avoid adding a paltry dime to the church funds, do you? The idea! It makes me boil to think that preacher—my own preacher, too—should suggest such a thing. It's outrageous!"

"But why did you leave?"

"It was raining. I'd forgotten my umbrella, and I knew there were only a few in the vestibule."

Cows Working Overtime.

A young woman from Topeka, Kan., whose visits in the country have been few, spent a Sunday with her uncle and aunt at Moore's Summit. She was very much interested in the stock, especially the cows. Sunday morning, as she came down stairs, she saw her uncle coming in the house with a pail of milk.

"Where have you been?" she asked.

"Milking the cows," he replied.

"What, on Sunday?" she queried.

"To be sure," said her uncle with a smile. "I have to do the chores on Sunday as well as on any other day."

"Oh, I wasn't thinking about you," answered the girl; "I was thinking of the poor cows. It's a shame to make them work on Sundays after they have given you milk all the week."—Kansas City Times.

? What is Terpeneless Extract Lemon ?



It is a Flavoring Extract of Lemon made from Pure Oil Lemon in a certain percentage of grain spirits and distilled water. By our cold mechanical process we employ only the isolated flavoring principles of the oil, freed from all terpenes and resinous, fatty matter, thereby producing an absolutely Pure Extract of Lemon, free from terpenes.

As the present market price of lemons makes the fruit expensive, why not ask your customers to buy a bottle of **Jennings Terpeneless Lemon?** We guarantee satisfactory results in flavoring any article of food or drink.

Consumers once using Jennings Terpeneless Lemon make regular customers. "There's a reason."

Jennings Manufacturing Co.

Owners of

Jennings Flavoring Extract Co.

ESTABLISHED 1872

1
10
6

GLITTERING
SUCCESS DAYS

2
7

3
8

4
9

5
10

Ten days with store jammed and crammed with people who have come from dozens and scores of miles around your city to buy the goods advertised at the Special Ten Day Sale that we will conduct for you. And its not necessary to "slaughter" a single price. You mark your own goods. Sacrifice of profit not necessary, or even desirable. Our Special Sale Promotion and Publicity Plans do it all! They cover every point—answer every question—dispel every doubt—and convince the public not by the use of lies, but by stating hard, fast facts in the way our 30 years' experience has taught us will bring the money right out of the pockets of the people.

We're not telling you about something we are going to do. We are doing this very thing every day for hundreds of merchants who are temporarily in need of cash—who feel that they want to rid their stores of all old stock—who have tried sale after sale and scheme after scheme to stimulate trade and have as yet failed to boom business at all. We can refer you to any wholesale house in the country regarding our responsibility. Write us and we will give you the names of hundreds of dealers to whom we can refer you regarding our ability. Write us for complete information to-day.

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INCORPORATED**

HOME OFFICE: Contracting and Advertising Dept.
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Adam Goldman, Pres. and Gen. Mgr.



Gaining and Holding the Confidence of Customers.

If you do not know the composition of a piece of goods about which a customer is enquiring it is safer to say so than to make some statement of which you are not certain and which may be proved false by the customer at some future time. Of course, you know that already, but the trouble is you forget it, or think little of its necessity, at the time when it is most important that you should have on your mind the thing that is best to do.

Among the new goods received for the business of the season there is always sure to be something you clerks are uncertain about. You may appeal to the boss for a decision and he may be equally uncertain as to whether it be all cotton, a combination of cotton and linen, part raw silk, a little wool, or possibly a few threads of ramie. All of those fibers can be made to resemble each other in manufactured goods, and unless the handler knows the composition or is an expert handler of all the goods, he can not determine the composition. There are few experts in the ordinary retail stores, and it is not to be wondered at that there is much uncertainty about goods.

If a customer asks about such a thing it is better to say you do not know than to make a flat statement that you have no means of proving and which the customer may have means of disproving. If you think the composition is part linen and part cotton, you can safely say so, with the statement that such is what you think, but that does not mean it to be a fact. If the customer wants something that is part linen and part silk, and you know the goods to be cotton instead of linen, you may lose a present sale by saying so and sticking to the truth, but the customer will later find that some clerk in some other store has lied to her about the goods and she will come back to you because you would not sell her under false pretenses.

Maybe you think customers forget such things and that they are as liable to come back to the one who has lied as to the one who has stuck to the truth and lost the sale. Do not believe any such thing. For one customer who is thus forgetful there are fifty who faithfully remember all the details of their purchases and the conduct of the people in all the stores where they buy goods—and they are people who are worth having for customers, because they will come to the fair and square clerk, after they have learned his reliability, and allow him to make decisions for them and sell them as much that he wants to sell them as what they want to buy. To be fair and square—to make them “a square deal”—every time will make future business easier

and more satisfactory and make them less particular as customers.

When gloria silk umbrellas first became known to the majority of the trade, a customer came into the store one day and asked to see the umbrellas that were part linen and part silk. We had carefully examined the stock and became convinced that the so-called “linen” in the goods was nothing more or less than cotton. We knew the goods were being sold for part linen because of the antipathy of people for anything in cotton that was dyed black, they believing that black could not then be made fast in cotton. We had decided to maintain to the customers that the filling of the umbrella cloth was cotton and not linen. We were sure we would run up against it with some customers, but thought best to stick to the truth; and thus we were disposed to try our belief.

We told this customer that the goods we showed her were not part linen but were part cotton. We also told her that we considered the cotton advantageous to the linen in such an article. We told her, too, that we would guarantee the color in the better goods and take back without question any umbrella that faded. She was an old woman who had gone through the expensive days of the Civil War, when country people found cotton so high and difficult to obtain that they grew flax and spun their own yarns and cords. She had used linen for all purposes and we convinced her readily that linen in the umbrella would be inferior to cotton, and would also be more expensive to use and make a less smooth and slightly fabric after being wet.

It took some time to argue the point, but she finally bought the umbrella, perhaps a little disappointedly because she had been told of the new silk and “linen” umbrellas, and it was silk and “linen” that she came after. She continued a good customer of the store as long as I knew that business community, and she would come to the counter with her questions and accept the statements of the store people without question because we had gained her complete confidence by refusing to sell her something for what it was not, even although we had somewhat disappointed her by doing it. Other customers on the same goods were not all easy, and some of them we lost, although we never considered that we lost anything in the long run, for it soon became known that there was doubt about linen being in those new umbrellas and our flat-footed statement had to be met by every store in town disposed to sell part “linen” umbrellas.

That is but one instance of how easy it would have been to sell the woman what she asked for without deceiving her and at the same time how easy it was to gain her confidence and make out of her one of the best and most easily satisfied people who bought goods from us. She advertised our methods of doing business as no written advertisement could have done in a thousand years of repetition.

Among some very handsome flannelettes were some patterns in light blue grounds, lavender grounds and tan grounds. These patterns and colorings were really the most beautiful of the lot, but the store people were afraid of the strength of the colors, and we tested them. We found that they all faded in washing. We also found that a dark blue and a red ground were practically fast colors, but they were not as slightly goods.

Two young women came to the counter to look at the goods and asked as to the strength of the colors. The clerk had been instructed to tell the truth about the goods, and he replied that the tan, lavender and light blue would all fade in washing but that the red and dark blue were nearly fast—as nearly so as it was possible to make such goods at that time. The women were disappointed and started to leave the counter. The clerk mildly asked them if they would have bought had he told them the goods were fast colors. They replied that they would, because they were pleased with the designs and shadings. He told them he would prefer to miss the sale to selling through deception. They stopped and looked at the goods again and each bought with the understanding that the goods would fade when washed. Those two young women were strangers in town, but they proved two of the best customers we afterward had. It was not that we had won them by simply telling the truth, but we had gained their confidence and they had been convinced that they could practically depend upon what might be stated to them in that store.

A beautiful piece of waisting material came into the store in the first shipment of goods purchased by the buyer, who was still in the market. The goods were 27 inches wide, of splendid weight and beautiful finish. The cost price was 42½ cents a yard, and we could not decide for some time whether it was all cotton of superior quality, mercerized, or whether it was part linen. We finally decided that it was all cotton and it was offered as such. Our neighbor received a piece of the same and offered it for linen. He sold two customers who had looked at ours and refused to buy because we maintained it was cotton. Then people began to enquire more closely and proved for themselves that the goods was cotton. We sold it all for what it was, while our neighbor lost the confidence of his customers and a big share of their subsequent trade. He admitted that he did not know, but considered that it must be linen on account of the price, and having made the assertion, he did not have the courage to reverse himself.

This is another thing which clerks who intend to do the right kind of business and who expect to succeed must learn—to be willing and ready to admit an error after it has been made. To state that a piece of goods is thus-and-so, to be proven wrong and then to continue to stick to the first contention is no vindication of judgment but a weakness of charac-

ter which will work harm every time. There are many customers who come into the store who really know more about some goods than do you clerks, and you are not always able to know which those customers are. If you are not positive of your assertion and the customer disputes you and is able to show you in the wrong, there is nothing gained and very much lost by not yielding to the customer. There are times, too, when a customer is wrong and you are right, but to dispute the customer will only roil her and perhaps spoil the sale. Then is the time to drop the controversy and let the customer have her way, so long as she is perfectly satisfied and positive in it.

It is never well to be weak and uncertain in the handling of customers. To hesitate is to be lost, as much in clerking as in anything else. You must quickly make up your mind one way or another in order to satisfy the customer that she is not in the hands of an incompetent. It is not an error to say you do not know, if that is the case, but it is an error not to be informed to the fullest possible extent and be able to say that you do know. It is also an error to say you do not know, or be timid about your statements, when you do know and should state with positiveness.

There is not a question of morals in this thing so much as there is a question of being able to stand with absolute firmness in the work you are doing. It takes one lie to catch another, and the end of them is never in sight. A truth asserted makes an ending of an argument and is satisfactory and profitable. Find the truth, and then stick to it.—Dry-goodsman.

The Truth at All Costs.

Up in Big Rapids lives a little boy, who, like a great many other American boys of tender years, is given to exaggeration. With him any old ragman passing the house is immediately transformed into a blood-thirsty Indian, tomahawk in hand, from whom, as he dashes breathlessly into his mother's presence, he assures her he has just had a hair-breadth escape.

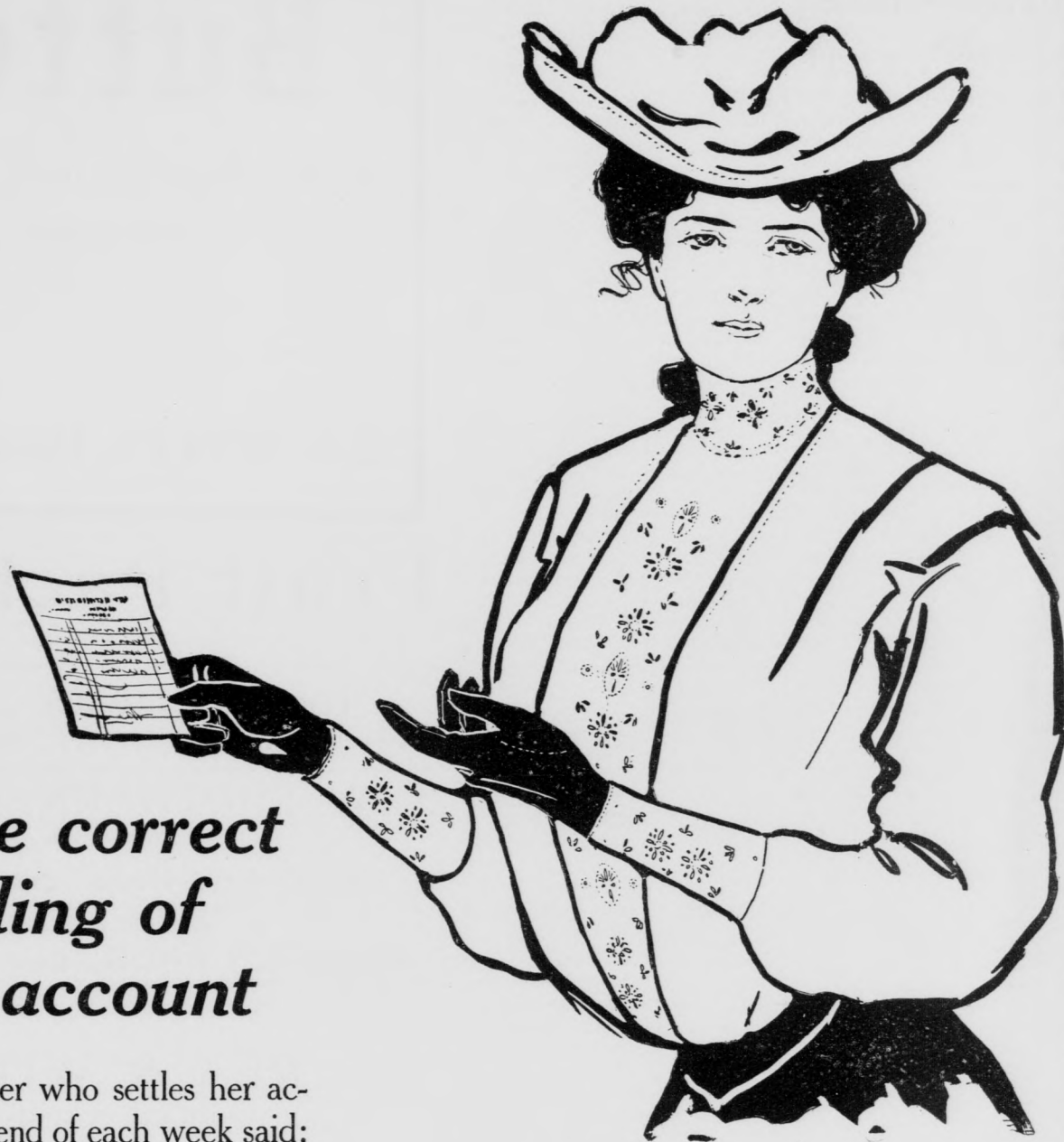
A few days ago the family went to one of the Little Traverse resorts. The next morning after their arrival the boy rushed into the house yelling, “Oh, I've just been bitten by a great big rattlesnake!”

Taking the boy aside, his father spoke kindly to him; said how wrong it was to be continually telling lies that almost frightened his mother out of her wits, and so worked upon the little fellow's feelings that he began to cry.

“Now, tell the truth,” said his father affectionately. “It wasn't a rattlesnake, son, was it?”

“No—no, papa, it wasn't,” the youngster sobbed, the big tears streaming down his cheeks, “it—it—it was a grizzly bear!”

Virtue is more than an absence of vice.



Insure correct handling of each account

A customer who settles her account at the end of each week said:

"I know my bills are correct. Mr. Hardy has a National Cash Register and my pass book balances with his statement.

"When I order anything and have it charged, a printed record of the transaction is made by the register. The clerk is compelled to make a record of the sale as well as the customer's name. I have great faith in the system Mr. Hardy uses."

A National Cash Register prevents disputes, and customers prefer to trade at your store because of the protection it affords. Enforce accuracy and carefulness by compelling each clerk to be responsible for all the money he handles and for each transaction.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a _____
kind of a register is best suited for my business.

This does not obligate me to buy.

Please explain to me what

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_____ Address

_____ No. Clerks



Observations of a Gotham Egg Man.

I notice that certain holders of refrigerator eggs are now beginning to talk very favorably of the egg situation as a whole. It is claimed by some that although unnecessarily high prices were paid for April goods the later developments have been such as to greatly improve the prospects. It is quite natural that the influence of holders should now—at the end of the period of accumulation—be toward creating, so far as possible, a bullish sentiment, but when the statistics of the storage situation are considered carefully it is not easy to find ground for it.

It is true that a larger consumptive output is indicated in this market than last summer, and there has perhaps been a larger interior consumption as well; but this has not prevented a continuance of larger aggregate receipts at the principal distributing markets during July. There seems to be an impression in some quarters that the East has, during July, been drawing upon the refrigerator reserves to a considerable extent, but this is not so; a few goods have been taken from the storage houses, as usual, but hardly as many as last year, and about as many have gone in as have come out. There has been a very slight reduction in Boston's holdings during the month, but in New York stocks have further increased and are now, at the close of July, only about 3,000 cases below the highest point.

In considering the merits of the situation as a whole the volume of consumptive demand is, of course, a most important element. Those who now express confidence in the future of the egg market generally base their views upon the claim of a phenomenal outlet. But when the statistics of receipts and storage stocks are compared we fail to find evidence of any vast increase. In June our trade output figured about 75,000 cases a week against about 67,800 cases last year in June—a substantial increase of some 11 per cent. But this was doubtless stimulated largely by the low prices at which many of the June receipts were sold, and could hardly be expected to continue when values are pushed up more nearly to a parity with spring storages. Our July receipts were 314,097 cases and we accumulated about 16,000 cases of these in cold storage (net). There may have been a little more stock in receivers' hands on July 1 than on July 31, but the difference can not be more than a very few thousand cases. If we call the reduction of stock in private boxes 5,000 cases we should have an apparent trade output for July of 303,000 cases, which is equal to about 68,400 cases a week against 65,000 cases a week in July, 1904, an increase of about 5 1/4 per cent. This tends to verify the opinion that the

relatively large June increase of trade output will not hold good as the season advances and prices take a higher level, as they are bound to do when the use of refrigerator eggs becomes imperative.

A broader view of relative consumptive outlet may be obtained from comparing the increase of receipts in the four leading markets with the increase of accumulations at the same points; by this it will be seen that an aggregate increase of 500,000 cases in the receipts from March 10 to July 31 has resulted in an increase of about 333,000 cases in accumulations; this shows that about 167,000 cases more have been used this year than last—an increase of about 5 1/4 per cent. over the apparent trade output for the period of 1904.

Last year the total receipts in the four leading markets from August 1 to December 31 were 2,216,191 cases according to the official records; and the storage holdings shrunk during that time about 1,240,000 cases. This indicates, roughly, that about 3,456,000 cases were consumed in these four markets. (The movement of stored eggs from one city to another would reduce this estimate of trade output somewhat). Now it will be seen that the apparent surplus of refrigerator eggs in the four markets on August 1, compared with last year, is very nearly 10 per cent. of the trade output in the four cities from that date to December 31, 1904. And prices will have to be higher than last year during this period if a profit is made on the early storages. —N. Y. Produce Review.

Possibilities of Ostrich Eggs as Article of Diet.

Twelve hale and hearty persons dined off one egg at Coney Island one day last month and every person went away full—that is, they went away feeling as if they did not want to eat any more egg that day or probably that month. The occasion was a luncheon at Dreamland, Coney Island's famed amusement resort. The guests, who included some of New York's smartest, were invited to what was promised to be a noted egg feast and expected many choice chicken eggs would be employed in its preparation. They were assured that the egg preparation would be the most toothsome they ever ate, and each was promised that he should have plenty. There was an unusual wait on their arriving which caused the dozen persons to become extremely hungry. Then the host appeared with the assertion:

"Ladies and gentlemen, the eggs from which your feast will be prepared to-day cost \$300 a dozen. They are the rarest in the world and very few of them are laid in America. The fowls that lay them are brought all the way from Florida."

This caused the guests to smile, for they were now so hungry that they would not have scrupled about eating them even if the eggs had been brought all the way from Florida. But still the host said nothing about

Butter

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

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

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when the luncheon would be served. And still they waited.

After some time the host appeared with another announcement and the guests were invited to take seats about the table. Each was seated before an empty plate and a glass of water and longingly waited for the eggs to appear. Visions of omelets, shirred eggs, boiled eggs and even egg sandwiches loomed before their mind's eye, but yet no eggs appeared, and still they waited.

Imagine the consternation among that dozen when the host appeared again and told them that owing to a shortage in the supply there would be only one of the rare eggs for the whole party, that each of them would have to be satisfied with his twelfth part of this one egg. The guests were about to leave the place in indignation and disgust when the waiter appeared with the egg.

But Holy Hens, such an egg as it was! No fowl of chicken hatched ever laid an egg like that. Five pounds it weighed and it was as big as a melon. A glance of alarm and consternation and then the guests resumed their composure in their seats. They would eat it if it were an egg made by human hands. The waiter placed the gigantic fowl fruit in the center of the table. The dozen peered at it intently. Surely it was a real egg. It was a hard boiled egg. The waiter peeled the shell from it before their eyes. There could be no mistake. "What became of the hen that laid it?" one of the women asked despite her hunger. "She is laying them yet, laying them just as big as ever and she is alive and doing well," was the assurance of the host.

It was an ostrich egg. An unusually large ostrich egg it was, laid by a peculiar kind of ostrich that produces eatable eggs. But eatable or not the guests ate it. They declared it tasted fine. The yolk in it was as big as several hen eggs. How did it taste?

Well, none of the guests were able to exactly answer that question. The flavor was something like a cross between a chicken egg, a cottage cheese and a welsh rarebit with something of a meaty flavor. Each guest was given two slices—some had one slice of the white and one of the yolk, and some a circumferential slice of the white encircled around the yolk. After they had eaten enough to satisfy their appetites the host began to explain to them the great nutritive value of ostrich eggs. They would make women beautiful and healthful and they would make men strong and wise, he declared. The laying ostrich, as he called a certain breed of them, is different from the plumed ostrich.

These thrive well in America and soon, he said, it will be so that ostrich eggs are common in this country. The laying ostrich is very prolific and when people learn about how good the eggs are every farmer will be raising them. The eggs will be on the market for sale. The housewife will go down and get one egg on Monday and with that she can have ham and egg for breakfast for the family for the rest of the week. The egg will keep in a refrigerator with a part of it scooped out, or it can be boiled and served by degrees like boiled ham and the housewife may thus always have something novel in readiness for the guests.

It is said that in California and Florida several concerns have engaged exclusively in the raising of laying ostriches and that there are proposed plans for extending the enterprise to different parts of the East, West and South in the vicinity of large cities.

It will be a happy day, the host seemed to think, when Americans learn to eat ostrich eggs.—What-To-Eat.

Not Enough Poultry in California.

Hundreds of carloads of live and dressed poultry and eggs are imported into California every year, says a San Francisco exchange. It is not because poultry does not thrive in California, for some of the largest and most successful farms are located in that State, but because many California farmers do not raise poultry or at least they only raise sufficient for domestic purposes. It is not the aggregate of the large poultry farms that swells the statistics of poultry products into gigantic figures, it is the general raising of poultry throughout the country districts.

Last year the amount of poultry imported into California from the East was as follows: Live poultry, 2,318 tons, dressed poultry, 1,809 tons; eggs, 4,641.91 tons; total poultry and eggs, 8,768.91 tons.

Statistics covering a number of years on the wholesale prices of eggs in San Francisco as compared with those of Chicago and New York give San Francisco one-fifth to one-fourth higher than New York, and about one-third to almost one-half higher than Chicago. Profits for laying hens a year are estimated by various persons at all the way from 80 cents to \$1.50 apiece.

There are thousands of families in California who would keep a few dozen chickens successfully who might fail in operating a big chicken ranch. They have an advantage over the professional chicken raiser in the fact that often their fowls need not be

confined; the chickens can run at large the year around and rustle the bulk of their feed, and chickens do excellent work in keeping down many kinds of insect pests.

Indiana Cheese and Butter Crop.

Chief of the Bureau of Statistics J. H. Stubbs, of Indiana, says that the butter "crop" has been greater than ever before in this State, the year's product being 36,903,795 pounds. The ten leading counties in the production of butter are Allen, 1,167,792; Ripley, 880,803; Delaware, 816,691; Elkhart, 728,568; Lagrange, 691,000; Huntington, 666,682; Boone, 618,861; Grant, 603,176; Hamilton, 601,689, and Kosciusko, 601,549.

The cheese production amounted

to 1,066,876 pounds, an amount slightly under the production of 1898 and 1900, but larger than any of the last ten years. Vigo county leads in cheese production with 201,366 pounds to her credit. Following are Ripley, 199,717; Delaware, 156,955; Allen, 102,924; Miami, 95,168; Adams, 72,903; Jackson, 55,072; Wayne, 48,895; Hendricks, 26,865; Wells, 23,398.

Whetting the practices dulls the principles.

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

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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.

Established 1883

WYKES-SCHROEDER CO. FEEDS

Write for Prices and Samples

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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		



Too Much Pressure in Selling Shoes.

Once upon a time a man went into a shoe store to purchase a pair of dancing pumps. When he had put on a pair and stamped upon the floor to make sure that they fitted him snugly the clerk said: "We have a nice spring heel that makes you think you are walking on air."

Here he whipped a handful of the said spring heels from his pocket and exposed them to the customer's view, at the same time repeating that they would cause the owner to fancy himself walking on air if he would but put a pair on his shoes.

"I do not fancy that sensation at all, my boy. Now, if I fancied that I was walking on air without a pair of those spring heels I should be happy to buy a pair in the fond hope that they would fill me with the idea that I was walking on the solid sidewalk."

"We have a nice paste for polishing patent leathers," continued the clerk, whose professional feathers had not been badly ruffled; "it puts on a two-day looking-glass polish, and prevents cracking. It is only 25 cents a box."

"Never mind about it," replied the customer with a tinge of feeling; "I can beat it all hollow. I polish my shoes every day with the inside of a banana skin, after I have eaten the said banana for my luncheon. In this way I secure a luncheon and a shine for 3 cents."

Although several people who overheard this reply laughed, the clerk was still unabashed. After a time he returned valiantly to the attack.

"We have a last similar to the one upon which those pumps were made, and we can sell you one for 75 cents. I'll just show it to you."

"Never mind!" yelled the customer, with great feeling. "I never had one and I do not want one now."

"If you never had one, you ought to try one," replied the clerk, with the air of a philosopher. "How do you know you won't like it if you have not tried it? If you try one once you would not be without one for anything in the world, because it keeps the shoe in its original shape, and—"

"That's just the way I don't want it," roared the customer, provoked beyond measure at the exasperating yet good natured audacity of the clerk; "that's just the way I don't want it. I want the shoe to have the shape that my foot gives it, and no other shape under the sun. Why do you persist in trying to sell me a thing that I don't want?"

"I am only trying to sell you things that you ought to have. I am giving you advice only as a doctor would give it."

Here the customer pulled on his old shoes and moved toward the door. When he had his hand on the same, he said:

"I will go down to Olyphant-Jen-

kins and pay a dollar more than you charge for the same kind of shoes, and they will not insist upon my buying a pair of skates or a chiropodist outfit. They sell you what you want, not what they think you should have. They are there to do business and not to save lives. They do not force their clerks to sell hair restorers and lawn mowers to people who want rubber boots and satin slippers, and you want to make a note of that fact without loss of time and paste it in your business hat."

And then he departed, leaving the defeated and disconsolate clerk looking as sad as an empty beer bottle on an ash heap. The moral of this little fable teaches us that two pounds of wild anxiety is not half so potent as is a ton of artistic and diplomatic indifference in the consummation of a business deal. It also teaches us that, having hung out the bait, one should endeavor to lure the intended victim to it by cunning yet honest devices, and never lose one's head and attempt to drive him to the hook with a club.

R. K. Munkittrick.

The "Bluff" in Business.

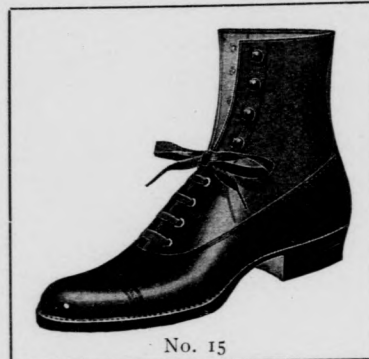
"Bluffer" is a word coined several years ago for the man who continually makes believe. "If you can make a good bluff it is half as good as success," was the advice of a famous campaigner. There are many walks of life, however, where the bluff is impossible. It does well in military operations and some other places, where the enemy is encouraged to run away and never learns the difference, and it is said to have saved many a man's stock of small celluloid discs when he used it with the "steady, steel blue eye" while sitting in in the great national game. But in actual business it is different.

No matter how great the bluff the cold, calculating figures on white paper won't lie about the returns, if the wielder of the false pretension is engaged in gainful occupations for an employer. He must show the goods at stated periods, and if his returns are adequate it is immaterial whether he is a bluffer or not.

Modesty is the test of true ability and worth. Mistrust that man who continually uses the big "I." His opinion of his works is out of all true proportion to their greatness. While at times he may be found to do fairly well his achievements are never branded with the indelible stamp of genius. He places too much value on the mere act of doing a thing. In business, as in nature and chemistry, it is the cause and effect that count. The downright good man first calculates his resources—whether it be brains, muscle, money, training or time and then resolves on a certain conclusion. The object is to reach from one to the other by the most direct and easiest method. He avoids show and his ego is lost in the facility of the transaction. The really great and strong man—the one capable of accomplishing the most—seldom says "I."

Love covers sins but it does not conceal them.

Shoes of Merit



- No. 15—Boys' Box Calf Bal, 2½ to 5½.....\$1 40
No. 16—Youths' Box Calf Bal, 1 to 2.....1 25
No. 17—Little Men's Box Calf Bal, 9 to 13½.....1 15

These shoes are of fine box calf stock sewed sole. Fine finish and appearance—all solid leather.

They have no equals as a
School Shoe

Geo. H. Reeder & Co.

Grand Rapids, Mich.



Superior Men's Fine Shoes

Are the only kind of men's fine shoes we manufacture.

Superior in style, wear, shoemaking and leather, especially the later quality. Experts that know inform us that we are putting better material into our shoes that retail at \$3.00 and \$3.50 than are the makers of the leading brands of this priced footwear.

Testing is believing, and a fair wear-test will convince you that ours is the fine line you want.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Anatomy of the Foot a Shoemaker's Question.

It is often said that no two faces are alike, and if this is true it may be possible that no two feet are alike. Still, although the general expression on each face may differ from that of all other faces, yet in general outline all faces are the same. In like manner all feet are the same as to shape, and no matter how many new styles of lasts may be introduced, no last maker can get away from that fact. They may make toes of lasts as narrow as they please, but that does not alter the foot. It only results in distorting it, as many of the present generation will acknowledge.

It seems that every year something must be introduced into shoes which may or may not be an improvement. First, it is needle toes, then it is two-inch heels, next it is a new kind of shank, and later on a freak or other outlandish toe. The very latest idea is an arch support, which has now been on the market some few years, and which is being manufactured by two or three concerns, if not more, and also advertised. This arch support is inserted in the shoe, and usually extends from the heel to the ball. It holds the arch of the foot.

So much has been said about this new idea that manufacturers are advised to get up lines of shoes with arch or shank supports already in them. It is claimed that it would save consumers a lot of money, and that the factory adopting it would make money. In a recent issue of one of the trade papers one of the New England last makers has urged manufacturers to consider this idea.

Now any good thing in the shoe line ought to be advocated in any vicinity, but it seems to the writer that manufacturers of shoes should go slow on arch supports.

As a rule, the vast majority of people do not need them, and never will under their present mode of life. There are a few policemen and the like, who are on their feet a good deal, and these being heavy men as a rule, they might call anything in the nature of a shank support a good thing, because it would tend to hold the instep up. But such people are so few that it would be unwise, to say the least, to make a line of shoes just to fit their feet.

For those who need them arch supports are all right. It is evident that men would not buy them if it were otherwise. Those heavy men who have been walking lame can put these in their shoes, and they may help them to walk all right. Some of these men have rheumatism, or think they have, when they get a pain up their legs.

There was a time when we used to have good steel shanks in men's shoes, but to-day a piece of paste-board or wood is considered good enough for an easy going public. The result is that when a pair of shoes is worn a month or so the shanks drop away in lots of shoes, and this lets the arch drop, if there is any drop to it. When men walk a lot the arch is not so apt to drop, but when a person stands in one position a long

time, and many times, and does not exercise the muscles of his feet, then he is more liable to get flat-foot. Doctors who treat such feet make people pick up marbles with their toes, stand on their toes, on the sides of the foot and exercise in other ways. Everybody ought to do these things at night before retiring, or at some other time, and they will make the feet stronger.

It seems that if anybody had trouble along the line we speak of it would be motormen. Some street car lines provide seats for the motormen, but I do not think broken down arches have anything to do with this. A motorman who stands all the time will favor one foot at the expense of the other in many cases, and the chances are that when he does that one foot will go down first.

If the arch goes down it will be flat with the ball of the foot, and the person is liable to know it first from a pain in the heel. The pain is called by some, the policeman's heel, and the pain will often go way up the leg. Then the patient imagines that he has rheumatism, and in this connection it can be said that there are doctors who have been treating it as such for years. When they finally found out what the matter was they told the sufferer to get an arch support.

But in getting the support each person would want something different, and that is the reason it would not be good policy for a factory to make shoes with the support right in the shoe. One man would want something a good deal higher than another, and this would call for wider or narrower sizes or heights. In the arch that is sold by dealers the height can be regulated, and then again, it can be put in and taken from the shoe, which enables a person to wear it or not as he pleases. Some people probably wear it for a few hours or so at a time, and in this way they get the foot used to it. There is no doubt but that it must hurt a good many feet at first, and that it is necessary to rest the feet, either by taking the support out or taking the shoes off altogether.

When we come to examine this whole question it is seen that an arch support is closely related to the steel or other shank which had always been put in shoes. The great object of all these is to get the shank so that it fits the foot. When a shoe fits all right at this part it can be laced up tighter around the instep, thus making it a neater shank. It is this neatness in the shank of a shoe that calls to mind the great difference between it and the slipper. All well braced shanks hug up close to the foot, and allow the arch to rest comfortably on a firm support.

It seems to me that this is the idea for manufacturers to work on. Instead of trying to put in an arch support for feet that are more or less deformed, put in a solid steel shank that will hold the foot up and make all shoes to fit well formed feet. A good steel shank ought to be fairly wide, but it must not be extra thick, like some of those put in by a few

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A shoe as solid as the everlasting hills. Made over foot easy lasts. That makes you a friend every time you sell a pair. You've been saying tomorrow about as long as it's safe. Exclusive territory—continuous sales

—hosts of friends—also P. D. Q. deliveries from stock. Order a run of sizes to-day. To-morrow the line may be sold to the other store. Look for our name; it is on the straps of every pair.

The Herold-Bertsch Shoe Co.

Makers of Shoes, Grand Rapids, Mich.



The Walk- about Shoe

A \$3 Shoe With a \$5 Look

Walkabout

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MICHIGAN SHOE CO., Distributors
DETROIT, MICH.

of the men's manufacturers, and which had to be taken out again. A shank should have some "give" to it, and it must be one that won't go down. In our shop we put in a double steel shank in some work, or a bridge shank. This is made by riveting one steel shank on top of another, but one of these is more "crooked" than the other. This kind can not be bent down or broken down, but it is flexible. As this holds the shoe up in the shank it is more or less of a support for the arch, and it will remain a support as long as it stays in position.

A little piece of corset steel is no support at all, and it is only called steel by courtesy. The shank of the shoe simply falls away from the hollow of the foot, whereas, a good shank would hold the foot up. A woman's shank is smaller than that used in a man's shoe, and for this reason women will probably have the same trouble as men. Those shoes that are made for nurses in hospitals have a good shank put in, and if they lack such shanks when made they will probably be put in by repairers. The women in and around hospitals are among the most intelligent of all women, and they generally have some pronounced ideas about shoes and other things. There is one repairing concern in Boston that claims that it put in 2,000 pairs of good wide steel shank supports, and that, too, without any advertising. Many of these were in women's shoes. They were not arch supports, but regular steel shank supports, put in as any shank is inserted in the bottoming room of a shoe factory.

Still, that number of pairs is nothing to a city like Boston. The proportion of people asking for such shanks, or for supports of any kind, would probably be as one to 100. A lot of people might need them, but they would not get them, and so far none of the retailers are trying very hard to push any of the supports, whether for the foot or shoe. The regular arch support is made of steel or leather, and as said above, is more or less new to the trade, and it all depends upon the foot as to whether it is required or not. It may be a good thing for a retailer to keep in stock in case it is called for, but nobody need think that many people are looking for it at present. Possibly there are some folks who would just like to wear a pair for experiment.

There are certain kinds of heels that were put on some kinds of shoes at one time, and which always appeared to have a tendency to support not only the shank of the shoe, but the arch of the foot also. These heels had the inside corner carried well forward, and when the heel was breasted it was cut diagonal so that it was longer on the inside than on the outside. It was also built up a little on one side, or appeared to be, so that it did act to some extent as a support. Probably such heels were intended as a rest for the arch of the foot and if they would be made so that they would give relief a good many who needed such would

wear them instead of regular arch supports.

It makes a lot of difference to a retailer when a man knows what he wants when he comes in the store, and the dealer should give him what is required and nothing more every time. The thing to do is to give a good fit, and never let a customer take a shoe that is too short. Always give good length, even if it is necessary to take the measurement of the foot, and this should be done when there is any doubt about it. It is a safe way, and the retailer who is particular about such things is working to have the customer come back and be a steady customer.

As for the making of shoes, we may all take different views, but when we lay aside self-interest, opinion, prejudice and fashion, all that remains is simply the question of a proper covering for the foot, which provides for its well being under all circumstances and wherever it is placed. While all feet are the same in point of form or shape, the form itself is always changing with the different positions the foot occupies in walking, running or at rest. A foot is much longer in walking than it is in repose, for there is elongation from heel to toe every time it is bent. That is why the retailer must see to it that the shoe is much longer than the foot.

The people of this country are becoming better and better educated all the time, and in the near future they will know the difference between ill-fitting shoes and shoes that are made so that they will not interfere with any of the mechanical actions of the foot. There are certain movements which all healthy feet actually have to perform, and these will be more important to the shoemakers in years that are coming. How many manufacturers approach the question from the anatomical point of view? The feet carry the body, and any burden that may be placed upon the body, but at present nobody seems to know or care whether every bone forms a lever or not. Neither do they realize that the condition of the feet determines the condition of the body. The first thing requisite for good health is to have healthy feet, and in a short time even our schools will be teaching this, just as some of the higher institutions for women are waging war against corsets and tight lacing.

When the whole weight of the body is thrown upon the arch of the foot, as in standing or walking, its elongation is effected by the flattening of the arch and consequent receding of the toes from the heel. The process of lengthening thus takes place backward as well as forward. When there is weight placed upon a carriage spring the spring flattens out, and while the weight comes on the crown of the spring it is the ends that are pushed away from each other. It is the same with the foot as it is with the carriage spring, and all that is necessary in making shoes for normal feet is to see that the shank of the shoe is well braced, so that it hugs the foot, and that the shoe it-

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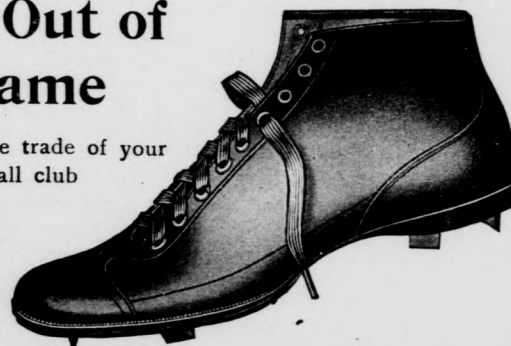
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self is long enough for the foot. The latter is a matter for the retailer alone, but the construction of the shoe and shank is something with which a retailer has nothing to do.

The human foot is not one solid bone, like the shoemaker's last; if it was it would be far more liable to fracture and dislocation. It is a most delicate piece of mechanism, and all parts of the body depend upon its well being. It is our duty to consider it scientifically, and also its mode of progression, and in this matter Lynn must lead. Everything pertaining to the foot is a shoemaker's question, and, although people may not realize it, the health of the nation depends upon how the people are shod.—Progress in Lynn Item.

Men Who Bring Themselves Into Unpleasant Notoriety.

Written for the Tradesman.

There are a few men in every community—and sometimes they are good business men—who bring every important addition to the conveniences of the world into disrepute by going to extremes. The reader will, no doubt, be able to pick out a few men of this kind in his own town.

When the bicycle first came out there were men and women who bought costly wheels and made nuisances of themselves. They rode on sidewalks and rode fast on highways. They led their muddy wheels through crowds of ladies, and they stuck their wheels up in places where they would be in the way.

They talked about their wheels morning, noon and night and strutted about in bicycle clothes until nicer restaurants in all large cities refused to serve them in such attire. They wanted all the world to know that they were the proud possessors of bicycles at a time when bicycles cost money and were regarded as luxuries.

All this created a prejudice against bicycles in the minds of the great mass of people who did not own wheels. The common people objected to being crowded off the sidewalks. They resented the speed which caused them to take to their heels on the public highways. They kicked when bicycle owners attempted to secure the passage of class laws in their interest. They cursed bicycles and bicyclists in round terms and refused to consider the purchase of a wheel. The foolishness of a fresh few put the bicycle back a dozen years.

Now there are a few men who own expensive automobiles who are doing the same thing. There are in Grand Rapids three or four hundred of these machines, and yet a very few are making all the trouble with the police.

A speed limit which is fast enough for the plain, everyday business man, which enables him to travel from home to office and back again in reasonable time, which permits the delivery of goods without delay, is not fast enough for a few who have handsome cars and want to make a

splurge. There are those who seem to think the whole world should stand back in awe to see their red devils go by. If they could afford only a cheap machine they would not be so often in Police Court.

These men are injuring the automobile trade and I am surprised to see dealers and manufacturers standing up for them. Surely the safety of the streets to the public is of more importance than an exciting spin to the owner of a fancy car. If these fortunate ones want to go fast, why don't they go out on country roads, where there is little danger of destroying human life? The farmers may object, but the speed limit is greater there, and, besides, there are no officers with wheels and stop-watches.

I have sometimes thought that the reason why these people do not go out in the country for their fast drives, or at least to the unfrequented streets of the city, is because there are not enough people there to see them and to admire their machines and comment on the skill with which they are handled. It is the old story of the woman in the fine coach taking her daily airing through dirty city streets, instead of through green and pleasant lanes in the open country. They want their possessions known of all people.

Bicyclists started in years ago to buck old laws out of existence and secure the passage of new ones calculated to work in their interest, and a few of the men who run fancy automobiles may soon be doing the same thing. Any law giving any class of people special privileges is a menace. There should be no special laws. Ten or a dozen men ought not to control the highways if their purpose is to make them less safe to the general public.

Back of all this trouble between the auto owners—a few auto owners—and the police stands public opinion. That opinion is not at present in favor of the autoists. The common people do not like to see any class of men attempting to override the law. They have a notion that what is good enough for them is good enough for the other fellow. They are becoming prejudiced against automobiles, just as they became prejudiced against bicycles, because a few men are making nuisances of themselves.

I heard a man say not long ago that he wouldn't employ a physician or buy goods of a man who used an automobile. This is rank prejudice, of course, but it was prejudice against England that brought about the war of the revolution. Prejudice is responsible for more victories and defeats than the world knows of.

All this will wear away in time and the automobile will be a thing as common as the family carriage, and the owners thereof will demand no more rights, but just now it looks to me as if a lot of injury was being done to the automobile trade. To be sure auto owners have plausible arguments. One is that a horse or a street car may be driven faster than the auto speed limit. This may

be true, but one knows just what part of the highway a street car is going to use in passing, and can keep out of the way. If the horseman drives too fast he will be arrested just the same as an autoist.

I see by the newspapers that the autoists are causing the enforcement of Sunday laws in order to help their own cases. I do not believe they can help their cases in this manner. It is like the sneak who tells on another because he gets caught in disobedience, and who thinks his own smart will be less if he causes some one else to suffer with him.

Alfred B. Tozer.

Poor Richard Junior's Philosophy.

An optimist is a man who can rush an automobile up a hill without dashes. Justice triumphs when the man who hogs the end seat gets most of the rain. Men are paid large salaries to get money out of men who try to get out of work. In teaching the young idea how to shoot the best target is not always the dollar mark. So long as bald-headed barbers sell hair restorers there will be faith nostrums and frenzied finance. Some persons are born dyspeptic, some achieve dyspepsia, and some have to eat buffet meals on parlor cars. Up Salt Creek the Has Beens and Never Wasers meet in daily session and convince each other that Progress and Success are poor judges of men.—Saturday Evening Post.

You soon lose the religion you try to keep to yourself.

A man can be serious without being sour.



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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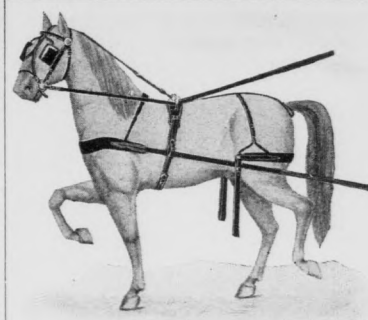
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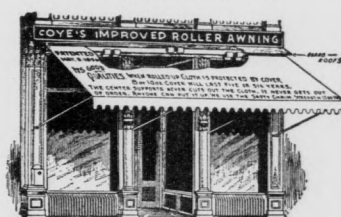
No better harness made than that made by

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Don't Buy an Awning

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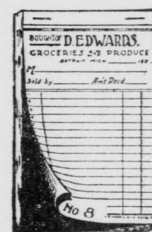
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ANDREW B. SPINNEY, Prop., Belding, Mich.

KEEP YOUR MOUTH SHUT.

Many Plans Ruined By Too Much Talk.

Written for the Tradesman.

On the wall in Armour's private office at Chicago, in a conspicuous position, are these words:

"Say little of what you have done. Say nothing of what you intend to do."

It is a good motto for all men, for business is a cold-blooded proposition, and enemies and rivals are always ready to profit by the indiscretions of competitors. A man engaging in trade is not unlike a man going into battle. He must protect himself from the assaults of his opponents and he must deal blows which will teach them to respect his courage and generalship. If he does not he will get a knock-out blow in the first round, and then it is all up with his prospects.

The business man must not talk. There is no doubt about the truth of this saying. I am aware that this makes rather dull sessions when he goes out for a evening, but it is business. Even if he is able to clear his mind of the affairs of the store, he ought not to talk on trivial things, lest he be set down as light minded and frivolous by those he may sometime ask for favors. Tough, is it? Well, the man who succeeds in trade pays the price in a hundred different ways. He must keep himself in condition, like a man going into a prize fight.

The folly of talking too much has been shown in a hundred instances that might be mentioned. Here is one of them:

A certain corporation sought to know what was going on in the inner councils of its powerful rival. There is no need of mentioning the kind of business these two corporations are engaged in, for the incident will be recognized by many readers of the Tradesman. This ambitious corporation began buying stock in the opposition company. In time it acquired enough to elect a director by the cumulative voting system.

Then there was joy in the camp of the big company—which, after all, isn't so big as its rival—and the officials were so pleased at their own shrewdness that they talked too much. They told the daily newspapers what they were going to do. They were to know all the secrets of the other company, because they were to have a director on their board.

The corporation so plotted against found out what was going on, of course, and arranged to defeat the plans of the rival. There were at that time thirteen directors on the board. The officers called a meeting of stockholders and directors and stated the case. Then the Board of Directors was reduced from thirteen to seven. All the legal requirements were complied with, and when the other fellows marched up to the annual meeting, big as life, with their attorney and their would-be director, they found that they did not have

enough stock to elect a director. The man who let the secret out is the one who queered the deal. I do not know what his fellow conspirators did to him, but he laid out his company good and plenty.

If nothing had been said the corporation would soon have been in possession of all the secrets of its rival and business in this line might now be running on an entirely different basis. I guess it won't take much argument to convince the officers of that company that business men should keep their mouths shut.

Here is another illustration, one which cost a great railroad company millions of dollars. This company had long been trying to get into a certain large Eastern city. At last things began to move in the right direction and terminal privileges seemed certain. One of the men in the know—a young man, by the way, yet high up in the good graces of those in control—attended a banquet the night before this good thing was to come off and drank wine.

He did not say very much—only that those present would see something doing in terminals before long—but that was enough. There were men present who knew what this young man's road had been working for and they took it for granted that success had at last crowned the efforts of the officials. Two of these men left that table on some pretext. That was all.

The next day when the railroad company's men went to close up the terminal deal there was nothing doing. During the night there had been special trains out on a rival road and there had been special telegraphers at work, and the result was that the game was blocked. The young man at the banquet had said a word too much.

It is the surprises that win out in business. Merchants want their customers and their rivals to see only results. The long, hard path by which success is often achieved is not on exhibition. If your critics know how you do things, they will belittle your efforts. If you tell them what you are going to do they will throw stones—verbal ones—at you, and block your way if they can. If you succeed in spite of their efforts and your indiscretions they will call you obstinate. If you fail they will call you a fizzle. You can obviate all this by not letting them know a blessed thing.

Shove results up in front of their noses and grin. If you build a fine house, tell them you made the money selling sugar at twenty-five pounds for a dollar. If you get a nice pair of horses, tell them you found them in your stocking one morning. Just keep on planning and keep your mouth shut. Alfred B. Tozer.

There's little to choose between Aaron's calf and the one you worship in the mirror, and that little's in favor of the ancient one.

Most of us believe that fasting fattens—the other fellow.

Advertisement Writing an Opening for Young Men.

Advertisement writing has long since risen to the dignity of a profession, and skilled advertising men are as well, if not better, paid to-day than in any other vocation. The bright young man or woman beginner, who is competent to prepare "copy" for newspaper and magazine advertisements, is usually started at \$10 to \$15 per week, and salaries of \$5,000 to \$10,000 a year are not uncommon. Progressive young advertisement writers are rapidly advanced and frequently become advertising managers of large corporations, railroads, advertising agencies, newspapers and magazines. The field is still quite virgin, considerably less crowded than many other professions.

It is essential that the young man entering the advertising field should have a good common school education. A college course is preferable. He should have a good flow of language, be clear and precise, capable of expressing his ideas in strong, forcible English, and withal, briefly. He should take one of the many courses in advertising, thus learning the names and sizes of types, the kind of illustrating best suited to newspapers, magazines, booklets and circulars. He will also learn the weight and appropriateness of printing paper and much other information not gleaned except through years of experience. Upon graduating he should secure a position if possible as assistant to some good advertising man, then work hard and keep his eyes open.

So much the better for him if this position should be in a big department store.

He will thus secure a commercial education and experience, and a knowledge of human nature that will prove of infinite value to him in any position he may occupy later. He thus becomes practical. The one fault of many advertisement writers is that they are too theoretical. Many beautiful theories fail to succeed when put into practice.

Many of the most successful magazines and newspapers in cities of one hundred to three hundred thousand population, employ advertising solicitors competent to suggest practical advertising ideas, special sales, etc., to map out a plan of advertising, prepare the necessary copy and otherwise assist in making the appropriation profitable to the advertiser.

The writer had the pleasure of starting an advertising bureau. Within a year the proposition had taken deep root, and to-day some six or seven advertisement writers are employed in the bureau, and take care of the advertisement writing of nearly one hundred local firms.

Every merchant is anxious to increase his business, and the man who can show him how to do it can have some of his money. In the face of many annual predictions that advertising had reached its height, it has steadily increased in both volume and attractiveness each year.

When the trusts came into exist-

ence, advertising men and publishers thought the end of advertising had come. To-day the National Biscuit Co., American Tobacco Co., Royal Baking Powder Co. and many other trusts are among the largest advertisers. The consolidation of the railroads had the effect of vastly increasing their publicity account. When department stores were instituted it was expected they would grow so big that they would not have to advertise. Look at their advertising to-day! Let me say to you that the advertising business is yet in its infancy. It is forced to keep expanding by its own expansion. Advertising is to-day second to none of the many secrets of commercial success.

It should be remembered that any man with the money can embark in business, but only those who can sell their goods and constantly increase their trade can hope to succeed. Judicious advertising is the one important lever that makes one business more successful than another.

Who can estimate the value of the many trademarks which have been made household words through advertising, and the high reputation of such commercial kings as Marshall Field, Wanamaker, Montgomery Ward, and many others who owe so much of their success to advertising? These instances of success will be more than duplicated in the years to come, and one of the principal means of accomplishing this will be through a higher standard of advertising.

So much the better for the advertisement writer if he is of high moral character, for truthful advertising alone will stand the test of time.

William A. Hungerford.

More Butter in Storage Than Ever Before.

In all the years that I have been dealing with statistics and getting information about the butter markets of the country there never was a time when so many people were following the receipts or watching with greater interest the rapidly accumulating stocks in the warehouses of the country. It is not my purpose here to give a detailed statement of receipts at the chief distributing centers. Suffice it to say that in the matter of receipts at New York the record for July is 30,000 packages ahead of the same month last year, and since the opening of the season—May 1—the arrivals have exceeded those of the same period in 1904 by 110,641 packages.

I have been collecting some figures of cold storage holdings that are of especial interest. It will be remembered that the present trade year opened with absolutely no butter on hand beyond such lots as were required in the regular course of current trade. Every room in the public freezers was in shape to be aired if that was necessary. During May nearly everything that arrived was eaten up, and on the first of June only a little stock had been put away to hold. Since then storing has been very free, and at the close of July

there were 305,000 packages in the public warehouses in New York and Jersey City. This includes one plant where no stock was held last year. Add to these figures about 30,000 packages, the estimated quantity in private boxes, and we have a total holding of about 335,000 packages. The amount held at one or two adjacent points where New York parties usually store part of their goods is believed not to exceed 8,000 packages. From these figures it will be seen that up to the present time the private refrigerators have not been used to quite so large an extent as a year ago, but there are approximately 80,000 packages more in the public freezers. As compared with the same date in 1904 the total holdings are now about 75,000 packages more. On August 1, 1903, it was estimated that the total stocks were about 250,000 packages, so that we are about 88,000 packages ahead of that date. During August, 1904, we accumulated at New York 70,000 packages, and entered the fall with the heaviest stock ever known. The extent to which goods will be put away during the next four weeks will, of course, depend largely upon the receipts and the general condition of trade, but it looks as if we shall have close to 400,000 packages on hand by September 1.

Boston was slow to start this year, but has accumulated stock very rapidly during July, and on Saturday last the holdings in the Quincy and Eastern warehouses were about 209,989 packages, as compared with 179,581 packages at the same time last year, an increase of 30,408 packages. On the same date in 1903 the stocks were reported as 240,448 packages.

Some two months ago the Philadelphia warehouses discontinued official statements of stocks and there are no very reliable figures available. The best information that comes to me indicates about the same stocks as a year ago—say 75,000 packages.

I have had some figures from Chicago but they run all the way from 20,000,000 to 25,500,000 pounds, and there is no way of getting any more accurate information. Perhaps the total holdings are somewhat in excess of last year, possibly 50,000 packages.

New York, Boston and Philadelphia show an estimated total of 620,000 packages, or an increase of 105,000 packages over the preceding year. If Chicago has 50,000 packages more than last year the aggregate holdings in the four markets are about 155,000 packages more than at the close of July, 1904.—Man on the Street in N. Y. Produce Review.

Not all dealers appreciate to what extent they can do good, yet inexpensive advertising by means of enclosing in packages, and with monthly statements, etc., neat printed folders, calling attention to one or two specialties. These can be gotten up at very little cost, and at no expense for distribution, when it is done in the above manner.

You do not cleanse yourself by smutting every one else.

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge Per
120	4	1 1/2	10 100
129	4	1 1/2	9 10 2 90
128	4	1 1/2	8 10 2 90
126	4	1 1/2	6 10 2 90
135	4 1/2	1 1/2	5 10 2 95
154	4 1/2	1 1/2	4 10 3 00
200	3	1	10 12 2 50
208	3	1	8 12 2 50
236	3 1/2	1 1/2	6 12 2 50
265	3 1/2	1 1/2	5 12 2 70
264	3 1/2	1 1/2	4 12 2 70
Discount, one-third and five per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 25 lbs			
Drop, all sizes smaller than B.	1 85		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad.	15 00		
Garden.	33 00		
Bolts			
Stove	70		
Carriage, new list.	70		
Flow.	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. 1/2 in.			
Common.	7 c.	6 c.	6 c.
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer.	65		
Socket Framing.	65		
Socket Corner.	65		
Socket Slicks.	65		
Elbows			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable	40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26.	40		
Ives' 1, \$18; 2, \$24; 3, \$30.	25		
Files—New List			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps.	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	17		
List 12 13 14 15 16 17			
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	90		
Double Strength, by box	90		
By the light	90		
Hammers			
Maydole & Co.'s new list.	33 1/2		
Yerkes & Plumb's	40 & 10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.	60 & 10		
Hollow Ware			
Pots.	50 & 10		
Kettles.	50 & 10		
Spiders.	50 & 10		
House Nails			
Au Sable.	40 & 10		
House Furnishing Goods			
Stamped Tinware, new list.	70		
Japanned Tinware.	50 & 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, Red and Plate	50 & 10 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
Pans	
Ery, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Flashed 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
Scotch 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
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance.	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinnd	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
Soldier	
1/2 @ 1/2	21
The prices of the many other qualities of soldier 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	50 & 10
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, Nickel.	30
Coe's Genuine.	40
Coe's Patent Agricultural, Wrought.	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 5 gal. per doz.	50
8 gal. each	50
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 35
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.	6 1/2
1 to 5 gal. per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	28
No. 2 Sun	28
No. 3 Sun	35
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 20
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.85 doz.)	7 50
No. 2, Lead Flint, 10 in. (85c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	6 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (85c doz.)	5 50
LaMotte	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.35 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 21
2 gal. galv. iron with spout, per doz.	2 11
3 gal. galv. iron with spout, per doz.	2 11
5 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	8 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	56
No. 0 Tub., cases 2 doz. each, bx. 15c.	60
No. 0 Tub., bbls. 5 doz. each, per bbl.	3 00
No. 0 Tub., Bull's eye, cases 1 doz. each	25
BEST WHITE COTTON WICKS	
Roll contains 22 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/2 in. wide, per gross or roll.	55
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	3 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	6 00



Weekly Market Review of the Principal Staples.

Brown Cottons—On goods of the very heavy and very coarse order, such as osnaburgs and heavy Southern stripes, the cutting-up trade are seriously handicapped on account of their not being able to place orders for goods for shipments in the next few months. The bag trade, which consumes many yards of these goods, are perhaps as badly off as any of the cutters and they have resorted to many different methods of trying to get supplies. In ducks of all weights there is bound to be a shortage of supplies until well into 1906 at the least. Advances of from a half cent to a cent per manufactured pound have not restricted orders. The heavy orders that continue to be placed on heavy browns for deliveries well into the middle of 1906 are remarkable. That buyers are willing to pay the very high prices sellers are asking is even more remarkable. Appearances seem to indicate that sellers are willing to accept business, no matter how distant, for, during the week, there were several heavy orders booked that called for shipments as far ahead as next June. It would seem, therefore, that sellers consider the present prices of goods high enough to permit chances being taken on the conditions that will prevail when it becomes time for them to turn out the goods on which orders are now being taken. Unless something unforeseen occurs between now and when the growing cotton is picked and ginned, it would seem that the next cotton year would be one of the most prosperous in the annals of the history of American cotton manufacture. Even although manufacturers should be compelled to pay within a cent of the present price of cotton for cotton to be used on goods to be made next spring, there would be a very fair profit in it for them. The rather high prices that were paid for cotton last fall were such as to allow a very good margin of profit in many cases, as has been shown by the extra dividends that have been declared or have been anticipated by mill officials who cater to export business.

Odd Grays—Odd and fancy grays, carded and combed yarn goods, are being ordered in fair quantities by special converters. The New Bedford and several Fall River mills are well sold ahead on these goods, notably fancy warp goods and leno weaves. Silk mixtures are also in good demand. Poplins and goods of the pique order are becoming active again and are being converted into colored effects as well as bleached.

Bleached Goods—Buyers continue to take up offerings of spot goods when available and are ordering later needs in a fair way. Medium count goods are very scarce and sellers are wont to make buyers name

values. Bleachers are slow on deliveries, even on old orders, and new business is bound to be seriously delayed. Jobbers and cutters-up are very short of goods and must have large quantities in time for the fall business. Lingerie makers want softer goods, but on the fine order.

Shirtings—The market was well represented by buyers from throughout the country. Some good business was put through. Percales of fine construction seem to be very popular. In fancy woven goods everything points to floating warp effects, so much so, in fact, that ordinary madras goods are not in it as usual. Warp effects must be small yet noticeable. Now that a machine has been invented to turn out these motifs for a floating warp effect, instead of by hand, it ought to make considerable difference in the appearance of the goods as well as in the price.

Mercerized Damasks—That linen piece goods and table linen merchants and manufacturers have not reported a big deficit in business of late is to be wondered at. If there is not much of a falling off in the demand for this class of goods, there is every prospect that there will be in the not far off future, i. e., provided buyers take into consideration a worthy substitute for a very reasonable price. Particular attention should be given to the goods that are now being imported from Germany, goods that so resemble linen in every way that some very good buyers have in a number of cases been deceived. These goods are made entirely of cotton and are having a very good demand throughout the country. Despite the 40 per cent. duty paid on them the agents for the German manufacturers are able to sell these fabrics at a very fair figure, so low, in fact, that they are many times given the preference over pure linen goods. The very best grade of German mercerized damasks that are now sent to this country can job for about half a dollar, and in these high-grade goods the better part of the present business is done. Agents for these German fabrics are having their own way about the conducting of this business and there are many jobbers who are very glad to cater to these agents, provided they obtain all the goods they need. Those fabrics are having a free and open field and the selling agents have in many cases been known to boast that imitation on the part of American mills would be impossible. It must be admitted that the goods, as a fabric of their class, are far superior to anything that has been accomplished in their line since the invention of the power loom, and it is not surprising that American buyers look upon these goods with so much favor. They are in every way a substitute for linen in appearance, and thorough washings will demonstrate that they need no starch or sizing of any kind to renew this linen appearance. In ordinary domestic damasks the housewife is obliged to starch the goods after washing in order to make the cloth

Angora Tourist Tam O'Shanters

to retail at \$1.00 are the real new item for fall trade in headgear for girls wear. We believe the demand for them will be fully as good as the 50 cent cloth cap of the same style proved to be this spring. We also offer several other styles of Tam O'Shanters as well as a good assortment of Toques, cloth caps, etc., for girls and boys and some good things in the bonnet line for infants' wear. Prices are as follows:

Tam O'Shanters

Angora Tourist style, plain colors, assorted.....	\$9 00
Angora Square, double band with visor, assorted colors.....	9 00
Angora Round, double band assorted colors.....	9 00
Square, double band assorted colors	4 50
Round, double band assorted colors	4 50
Round, double band, mottled, assorted.....	4 50

Toques



Child's worsted, assorted red and navy.....	\$2 25
Misses' wool, assorted, striped.....	2 25
Mercerized, wool back, assorted colors.....	4 50
Plain all wool, assorted colors.....	4 50
Worsted, assorted.....	4 50
Angora, assorted colors.....	4 50
Camel's hair, assorted colors.....	7 50

Cloth Caps

Buster Brown (new style) assorted colors.....	\$4 50
Tourist Misses' and Child's, assorted colors.....	4 50
Other styles and shapes.....	\$2 25 and 4 50

Infants' Bonnets

White mercerized, wool inside.....	\$4 50
White silk, wool inside, swan's-down trimmed.....	6 00
White silk.....	\$2 25, \$4 50, \$6 00 and 7 50

Ask our salesmen or send mail order before the line is broken.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

Gasoline Mantles

Our high pressure Arc Mantle for lighting systems is the best that money can buy. Send us an order for sample dozen.

NOEL & BACON

345 S. Division St. Grand Rapids, Mich.

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.

Send Us Your Orders

for

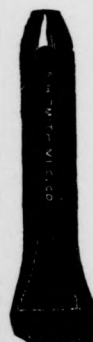
John W. Masury & Son's

Paints, Varnishes and Colors.

Brushes and Painters' Supplies of All Kinds

Harvey & Seymour Co.
Grand Rapids, Michigan

Jobbers of Paint, Varnish and Wall Paper



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.

appear anything like linen goods. In the German goods the quality that is sought for is all in the finish. There is no question that American mills can produce a mercerized damask equal to the Germans as far as weave is concerned, but in finish it is a different matter. Why domestic manufacturers can not duplicate this foreign finish is a question that can be answered very easily, it is believed. The answer is that they are not overanxious to learn, and furthermore they do not care to take the trouble to become informed of the new inventions or new compounds brought to light on the other side. A good example of the progressiveness of some of the American finishers and chemists can be cited in statements that they prepare their own finishing compounds and are not interested in compounds made elsewhere. It would probably be very beneficial to a majority of finishers if they kept themselves informed on all processes brought to their notice. It would, no doubt, make it easier for them to imitate foreign goods when the occasion demanded it.

Cotton Underwear—A very small amount of new business was put through in cotton underwear during the week, notwithstanding that buyers were ready to talk business. Manufacturers have come to the conclusion that they had better stop taking business at old values, which means a heavy loss with every additional order. It looks now as if a new state of affairs would spring up and decent prices would be placed upon goods and strictly adhered to. Next week developments along that line are expected and until then at least not much can be said about the underwear end of the market. The matter of deliveries on heavyweights is being brought up from time to time because of the backwardness on the part of certain manufacturers. It is hoped, however, that this business is only temporary, as many complications would arise in second hands.

Cotton Hosiery—A fair amount of spring business was done in cotton hosiery during the week at the advanced prices of a week ago. Several manufacturers have advanced their prices still further and it is expected that another general advance will be made in a week or so. Business on staples is good and on full length laces and half length embroidered goods orders are coming forward in a fair way. There is much business to be placed before the next month or two.

Carpets—Distributors are hopeful that the next six weeks will see such a volume of business that the season will be fully as good as the average of the past ten years. Salesmen returning from their trips report a fair business in piece goods of medium and high grade, especially in tapestry. Wiltons and Axminsters have sold fairly well, but cheap grades of all kinds have moved slowly and the prospects are not good for an increased demand during the remainder of the season. The cheaper grades seem to have fallen into disfavor with consumers, owing to

lack of wearing qualities and failure to retain the brightness of their coloring for any length of time. Consumers who can not afford to buy new carpets every two or three years are no longer attracted by the low price of low-grade carpet. Retail salesmen find considerable difficulty in selling these goods, which are now only bought by those who can not afford to pay more and get a more satisfactory carpet.

Success from Failure.

Mr. Bingge, the famous patent leather king, starved as a water-color painter before he came to realize that his bent lay in another direction.

To having been discharged from employment many men ascribe their rise to fortune. "I held a municipal job," says Fernald Hinge, the celebrated stock manipulator. "I grew fat and lazy. I fell into a fearful rut, where I should have remained to this day if I hadn't been fired. I started afresh, and now I can't tell how much money I have."

We need to cite only one other case. Hopston Herge began life as a carpenter. He took a course in a manual training school to perfect himself for his chosen trade. But he was a failure. He couldn't saw a lath in two without splitting it. He couldn't lay a wooden sidewalk ten feet in a straight line to save his life. He couldn't drive a carpet tack with a ten-pound sledge hammer—or with any other tool. He worked a week to make a flight of steps. Then he started to climb the steps and they fell down, breaking his left leg. The doors that he hung wouldn't open. The windows he put in wouldn't shut. His floors rose in billows, like the surging sea. His roofs were shower baths when it rained. Horses kicked his barns to pieces, storms blew his fences away, and passing street cars so jarred his houses that people wouldn't live in them. At last he gave up in despair and went into the business of making fine art furniture—mission tables, colonial chairs and the like. Last week he bought himself an estate of 12,000 acres at Lakewood.

Youth is prone to err in its choice of callings. The sooner the error is discovered the better for the man. Look at the throngs of successful business men who started out in life to be journalists. Behold the prosperous blacksmiths who might still be struggling poets if they had followed their first inclinations. So let us not be disheartened at early defeat. It may be the first step toward victory.

As You Go Along.

Be helpful, be sociable, be unselish, be generous, be a good listener, never worry or whine, study the art of pleasing, be frank, open and truthful, always be ready to lend a hand, be kind and polite to everybody, be self-confident, but not conceited, never monopolize the conversation, take a genuine interest in other people, always look on the bright side of things, take pains to remember names and faces, never criticize or say un-

kind things of others, look for the good in others, not for their faults, cultivate health and thus radiate strength and courage, forgive and forget injuries, but never forget benefits, rejoice as genuinely in another's success as in your own, always be considerate of the rights and feelings of others, have a good time, but never let fun degenerate into license, learn to control yourself under the most trying circumstances, have a kind word and a cheery, encouraging smile for everyone, be respectful to women, and chivalrous in your attitude toward them, meet trouble like a man, and cheerfully endure what you can not cure, believe in the brotherhood of man and recognize no class distinctions.

Soft Wood to Be Made Hard.

Soft woods can be made into hardwoods for all the practical purposes of industry, since a Frenchman has shown the world how to overcome the supreme difficulty which put the ban upon the soft woods. This difficulty is the rapidity with which wear and decay occur around the spikes and bolts. The invention by the French engineer is of exceptional merit in overcoming this by a device consisting of a screw dowel composed of a cylindrical piece of wood formed into a screw with an exceedingly wide thread. A hole is bored in the center to admit either a screw bit or ordinary spike. The dowels are made of well seasoned and creosoted beech or birch wood.

HARNESS

Special Machine Made

1½, 1¾, 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.

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

20-26 N. Division St. GRAND RAPIDS, MICH.

Over Shirts

"Boss of Michigan" (our brand) means just what it says. Can't be beat for quality of material, make



up of garment and price. We carry a complete line from \$2.25 to \$18.00 the dozen.

Duck Shirts

Negligee Shirts

Laundered Shirts

Outing Flannel Shirts

Wool Flannel Shirts

Ask our agents to show you their lines.

P. Steketee & Sons

Wholesale Dry Goods

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.

Some Hard Sales That I Have Closed.

"There is a dealer in Indiana who was once despised by every one of the boys. He was one of your smug, smirking variety who always greeted you with a clammy handshake and listened in a bored sort of way to what you had to say, was never quite certain that he could take time to visit the sample room but generally came in with his smirk just about the time you were beginning to pack up.

"Whatever you might say, his half-way 'Y-es' always slid out. He seemed to pride himself on that 'yes.' The man who has any fight in him would want to kick him every time he said it—can't tell why exactly, just aches to do it.

"He might believe what was said, he might not—it was always that exasperating 'yes,' no argument, no objection; only a half-and-half word that let you know he heard you. It does not give a fellow anything to work on and I believe that all of the salesmen showed up at their worst when they visited him.

"One Sunday at Indianapolis three of us sat in the hotel lobby swapping experiences and his name came up. Our opinions of him were the same in every particular and each of us used the same forcible language in describing him. I was not surprised but the conversation set me thinking.

"I was due at his town Wednesday and Sunday night I planned a scheme which I thought ought to work. He had not bought any goods of me for so long that I couldn't lose anything if it fell through. Wednesday morning I walked into his store and began to bluster in a loud voice so that his clerks or any chance customers were bound to hear me:

"Look here, Mr. —, I've got a bet on and it's about you."

"Y-es."

"Oh, cut that out or I lose a ten-spot. It's about that 'y-es' of yours, and people say you can't say another word. I put up a ten that you can. Can you?"

"There was enough giggling behind the counters for him to hear it plainly, and bluster and giggling were too much for him—he went down without a word.

"Young man," he said with a strained effort, "ask me any question you wish and I'll answer it."

"Jumping at the chance, I came

back with 'Can I sell you a \$500 bill of goods?'

"Y-es," he faltered—and I did. His own habit had trapped him.

"The most surprising thing about it was that he kept his promise. I called upon him regularly after that and he frequently gave me orders. Also, he is beginning to talk without an effort and is able to look a man square in the face.

* * *

"I was canvassing a small city in Iowa two years ago and had called upon a lady at her home with an introduction from a school teacher who said she believed the history I was selling would prove very beneficial to the son of about 14 years, a lad much interested in the subject.

"It was a hot day but the temperature inside that house was down below zero, one of the chilliest places I ever struck. I handed her the note of introduction when she answered my ring at the door. She took it, barely glanced at the contents and snapped 'I don't want it—got too many books now.'

"The door was slamming in my face and I barely recovered in time your son is at home, I suppose you will allow me the privilege of asking him for the names of his boy friends who are also interested in reading historical works."

"Scowling, she replied: 'Twon't do you any good to get their names; more'n likely he don't know any of that kind. He's about the only one who does that kind of reading and he's got enough.'

"He's lucky; but you will admit that the other boys need it, and he can give me their names in a few minutes."

"Oh, as to that, perhaps it might be a good thing for some of 'em; but I'm not looking out for—suppose it's all right though—Clarence, oh, Clarence, come here!"

"Clarence came and I just had to step inside where I could take a chair so that I might write conveniently. Opening the history at an attractive page I placed my little address book on it and began to ask him all sorts of questions about his playmates, as to whether they liked history reading, United States history, fine pictures of great men, of battles on land and sea and then I took all their names. The boy had a better opinion of them than his mother.

"Then I laid the book on another chair close to the boy and pretended to check off the names on my call list, telling him he could look through it if he wanted to do so while I checked off the names. He got hold of that history in a jiffy and about every two seconds he was holding it for his mother to see some particular picture.

"That boy was an enthusiast, all right, and I felt the time had arrived to show her the book; but I missed the mark three miles and a half.

"That lad was almost in tears and his lips quivered. He said nothing, however. He undoubtedly knew that his mother's won't meant she wouldn't and nobody could make her.

"No," she snapped, 'I don't want it and I won't take it; besides, my husband won't allow me to spend money for books,' with which she opened the door and I got out as decently as I could.

"I was mad—not because I had failed to get her order but because of her outrageous treatment, and I made up my mind to outwit her if I could do it. I went immediately to the office of her husband, who was a dentist and one of the mildest mannered men I have ever met.

"He was not engaged when I entered and said that while he would be pleased to examine the book, it would probably be hardly fair to me for it was impossible to buy. I told him that was all right, that I could not expect to sell to everybody and it would be a pleasure to show it to him, that his boy's teacher had told me what a lover of history he was and that after looking at it the doctor might change his mind.

"He said, 'No; that is impossible,' but he looked the book through carefully and enjoyed it. More, he praised it highly and asked if I would be so kind as to call upon his wife and show it to her; for he would really like the boy to have it. I got my eyes pretty nearly open then.

"I said, 'I did call at your home this morning and both your wife and your boy looked entirely through it. Your son wanted it, but your wife said no and explained that you do not allow her to spend money for books. I came to see you because I believed you would make an exception in this case if you examined the book, and since it is so satisfactory and adapted to the boy's reading you will surely do so.' I had him coming.

"I think you are right and I'll take it and surprise them both; but I didn't know my wife felt that way about my requirement in money matters. I must tell her differently.' And that was the way the boy got the book.

"I heard nothing about what happened that night at the doctor's home; but when I met him in the postoffice the following morning he wore a sad, hurt and worried look. It looked as though someone had been injuring his feelings."—Salesmanship.

Piety used as a pull soon gets frayed out.

LIVINGSTON HOTEL

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

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

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.

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.

A Whole Day for Business Men in
New York

Half a day saved, going and coming, by taking the new

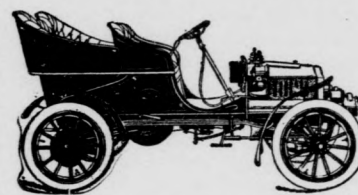
Michigan Central
"Wolverine"

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.

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.

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

Annual Meeting of the M. K. of G.

Flint, August 5—The seventh annual convention of our order will be held at Jackson, Tuesday and Wednesday, August 29 and 30, 1905.

This is the first annual meeting to be held during the summer months and we urge all members to make it a special point to be present and assist in making it a success.

Geo. A. Randall, President.

Chas. J. Lewis, Secretary.

Seconded by Jackson.

Jackson, Aug. 5—Post B, M. K. of G., extends to you and your ladies a hearty invitation to come to Jackson, August 29 and 30, and enjoy one of the pleasantest meetings the order has yet held.

A feature of the meeting will be a trip to Wolf Lake, a beautiful resort near the city, where the banquet and ball will be given.

We expect you. We are confident of the good time. You will miss it if you stay away.

James Cook,

Chairman General Committee.

The following programme has been arranged:

Tuesday.

Reception Committee meets all trains.

All visiting members and ladies upon arrival will be escorted to K. of P. hall, where they will register and receive badges.

11:00 a. m.—Business meeting for organization at K. of P. hall.

12:00 m.—Dinner.

1:30 p. m.—Mayor's address.

The Ladies' Auxiliary will meet at the same time and place.

4:30 p. m.—Cars leave for Wolf Lake at corner Main and Francis streets.

6:00 p. m.—Banquet, followed by entertainment and ball.

Wednesday.

Election of officers and unfinished business.

The following arrangements have been made at the various hotels:

Otsego, \$2.50 to \$3.50; ladies \$2.

Ruhl, \$2; ladies free.

Stowell, \$2; ladies free.

Blackman, \$2; ladies free.

American, \$1.50; ladies free.

Lynn, \$1.50; ladies free.

Activity in Manufacturing Circles at Kalamazoo.

Kalamazoo, August 8—Kalamazoo is to have another large industry. It will be the Lea Arc Lamp Co., which is now located at Elwood, Ind. The company is now controlled by J. A. & W. S. Dewing, of this city. Work was started last week on a factory building 42x100 feet and it will be completed in another month. It is the intention to begin moving machinery here not later than Sept. 1. This concern was formerly known as the Lea Electric Co., and it was organized several years ago at Anderson, Ind. Because of the lack of capital it has not been a success. Two sizes of arc lamps are manufactured for both street and office use. The Dewing brothers say that they will spend several thousand dollars and put the lamp on the market as early in the fall as possible.

The Burtt Manufacturing Co. has purchased a large tract of land at the corner of Clinton and Fulton streets, and will within the next month begin work on the erection of a large factory building. The business of the company has been increasing greatly in the last year, and it has reached that stage where the company is compelled to get into larger quarters. Quarters are now leased in a business block. The dimensions of the new block are not known, as the plans have not been drawn, but work on them will begin this week. President Burtt says the building will be large enough to permit of the increase in capacity about six times. At present the capacity will be increased about three times.

The old factory buildings of the Kalamazoo Electric Co. have been purchased by the Kivett & Lounsbury Co., manufacturer of engines and boilers. The plant will be remodeled and put in condition for the new company in about three weeks. This company was organized this year and has been doing a large business in small quarters. The company employs now about forty men, but the capacity will be doubled in the new quarters.

Gripsack Brigade.

J. J. Berg (H. Leonard & Sons) has gone with his family to Niagara Falls and other Eastern points.

Samuel Clark, representing A. Harvey's Sons Manufacturing Co., of Detroit, dealer in plumbers' supplies, died suddenly last Friday night at the Park Hotel at the Soo. Death was caused by neuralgia of the heart after three hours' illness. Mr. Clark left a family in Detroit, residing at 1214 Sixteenth street. He was one of the most popular men on the road and a member of the A. O. U. W.

Cornelius Crawford (Hazeltime & Perkins Drug Co.) is walking on air these days in consequence of his mare, Camilla, winning the \$500 purse in the \$1,000 M. and M. race at Kalamazoo last Wednesday. She won in three straight heats, her time being 2:14¾, 2:14¼ and 2:14½. This gives her the lowest record of any horse owned in Grand Rapids. She is entered in the \$1,000 M. and B. race here to-morrow.

James K. Kelley, representing E. J. Corbett, the Detroit coal jobber, was injured in the sudden stoppage of the fast G. R. & I. train from Chicago as it approached the south yards last Thursday afternoon. Mr. Kelley was cut on the left side of his cheek and sustained injuries to his spine which have confined him to his room at the Livingston Hotel. He is a patient sufferer, his chief concern being his duty to his employer, whom he esteems highly. Mr. Corbett evidently holds his representative in equally high regard, judging by the consoling and encouraging messages he sends on daily from Detroit.

The greatest miracle is the casting out of the devil of self.

A crooked walk shows a crippled will.

The Grain Markets.

The wheat market has been decidedly bearish throughout the week, showing a net loss of about three cents per bushel. Prices are now running very close to an export basis and with foreign markets firm prices are evidently dragging close to the bottom. The visible supply showed an increase of 391,000 bushels as compared with 1,479,000 last week and a loss for same week last year of 580,000 bushels. The weather has been perfect for harvesting in the Northwest and the cutting is now general in southern portions of the spring wheat territory and will be ready for the binder in North Dakota and Northern Minnesota by the first to middle of next week. The black rust scare is practically over as the crop is now so far advanced that nothing but extraordinary weather, such as daily rains with hot, sultry spells between times, will result in serious damage.

The prospect for the new corn crop is fine; in fact it is generally conceded that the outlook would indicate the largest yield ever known. At the same time, shipments of old corn are very heavy and the price is strong and weak by turns from day to day. The visible supply showed a loss of 519,000 bushels compared 181,000 last week and a gain of 126,000 bushels for same week last year. The heavy export shipments and comparatively light receipts from country points has a tendency to steady the market.

Oats are decidedly weak. The new crop promises to be a record breaker and the indications now point to low prices, twenty-three to twenty-five cents per bushel for early movements.

L. Fred Peabody.

Annual Meeting of Michigan Hardware Dealers.

The annual convention of the Michigan Retail Hardware Dealers' Association convened in Saginaw this afternoon, being called to order by the President at the Germain Temple of Music. The address of welcome was given by Hon. Henry Lee, Mayor of Saginaw, the response being given by J. B. Sperry, of Port Huron, President of the Association.

After the appointment of Committees on Credentials, Constitution and By-Laws, Resolutions, Question Box, Legislation, Finance and Nomina-

tions, President Sperry read his annual address, which is published in full elsewhere in this week's issue of the Tradesman.

Secretary Scott then read his annual report, which will be found on pages 2 and 3 of this week's issue.

Treasurer Weber was unable to be present on account of having sustained a broken leg, but his report was read and presented by the Secretary.

T. Frank Ireland, of Belding, addressed the convention on the subject of Our Friends and a paper was read on the History of Our Association, prepared by Henry C. Weber, of Detroit.

This evening will be given over to entertainment features altogether. The session to-morrow forenoon will be an open one. The afternoon session will be a closed meeting for retail hardware dealers only, concluding in the evening with a Dutch lunch and vaudeville entertainment at Germania Gardens. Friday will be given over to entertainment features originated and prepared by the hardware traveling men.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Aug. 9—Creamery, 20@21½c; dairy, fresh, 17@20c; poor, 14@16c.

Eggs—Fresh, candled, 20c.

Live Poultry—Fowls, 13c; ducks, 12@13c; geese, 10@11c; springs, 14@15c.

Dressed Poultry—Chickens, 16@17c; fowls, 14@14½c.

Beans—Hand picked marrows, new, \$3@3.15; mediums, \$2.15@2.20; peas, \$1.80@1.90; red kidney, \$2.50@2.75; white kidney, \$2.90@3.

Potatoes—New, \$1@1.75 per bbl.

Rea & Witzig.

Change in Management.

Kalamazoo, Aug. 8—F. P. Robbins, of Battle Creek, has purchased the interest in the Better Skirt Co. formerly owned by E. Rychel. Mr. Robbins was manager of the L. W. Robinson Co., of Battle Creek, which position he has resigned to take a situation with the skirt company. The officers of the corporation are now as follows:

President—F. P. Robbins.

Secretary—H. B. Jenklin.

Manager—E. Rychel.

W. F. Wurzburg Jewelry Co.

Manufacturers and Jobbers of

Jewelry and Novelties

Our representative will call on you soon, showing our elegant new lines of jewelry, the largest and most complete ever shown. The season's latest styles. All the newest things at right prices. Goods guaranteed.

Wait for us. You will be interested.

Tower Block

GRAND RAPIDS, MICH.



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. Kirchgesner,
 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. Seitzer, Detroit; John Wallace, Kal-
 amazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year
 term—J. M. Lemen, Shepherd, and H.
 Dolson, St. Charles.

CREDITS AND COLLECTIONS.

Some Problems the Druggist Has To Face.*

Twenty-five or more years ago the problem of credits and collections did not give the retail druggist the concern that it does to-day. Not that credit was less freely asked or given, or that dead-beats were less numerous than now, but principally because the retail drug business in those happy times was done on profit margins that are now unheard of. A drug store was considered little short of a gold mine and it was believed that a retail druggist never became bankrupt, and it was thought that the success of any man entering the drug business was assured. In those good days of small sales and long profits, when it was considered better business policy to buy real estate than to discount bills, the loss of a few per cent. more or less in bad debts, or the added expense incidental to conducting a credit business, was not considered a matter of any great importance; but in these days of large sales and small profits, when we are forced to compete with the cut rate man, who insists upon selling all the leading patent medicines at cost or a little below, for the reason, as he tells us, "It is not right to charge any more for them," and who runs his cigar department on a margin of their cash discount and, as it often happens, the local physicians do their own dispensing, those of us whose sales are nearly, if not quite, 50 per cent. credit are liable to devote a considerable part of the few hours left to us for sleep in figuring out how we are going to pay our bills during an occasional period of slow collections. I have no doubt that some wise heads will offer a solution for our difficulty, which, to them, seems the easiest imaginable. Their solution will be, "Don't trust a soul." They will offer themselves and other successful business men as living examples to prove the truth of their statements. If any retail druggist is so fortunately situated that he can consistently conduct his business on a strictly

*Paper read by Alfred L. Walker, of Detroit, at annual convention Michigan State Pharmaceutical Association.

cash basis I should consider him a fit subject for a lunatic asylum if he encouraged credit, but all, and I believe the great majority, are not so situated. Many of us have customers whose custom it is to pay all house bills by check monthly. They are not poor people who do this, because they have not the ready cash to pay these bills; but are people of means who adopt this plan because it is more systematic and convenient for them. A large part of their business comes to us through the telephone. Different members of their families or servants order goods, and their medicines are ordered by their physicians. So-called "family trade" is very largely credit. If we are doing a credit business we must trust every one who asks for credit if they are responsible, and, of course, this can be safely done if they are reliable. Very many poor people can and should be trusted if they ask for credit, if you know them to be honest, unless they are extravagant buyers or ask credit for luxuries. It is my experience, and I believe it to be the experience of all who do a considerable amount of credit business, that not all the credit customers we admit to our flock are sheep. No matter how careful we may be we are bound to get an occasional goat, the number of goats depending directly upon the amount of diligence and good judgment exercised by us. It is my experience, and if we may credit the reports of other retail druggists, loss through bad debts is comparatively small, seldom reaching 1 per cent. of our sales. By far the greatest loss in doing a credit business is that which comes through the tying up of working capital and the added expense in doing business. The amount of this expense is hard to estimate, but I should say that it would be from 2 to 3 per cent. There is another item that must be charged up against the credit system. The amount of this item is difficult to determine and varies greatly in different stores, but would startle some of us if we could see it. It is the item of "forgot to charge."

During the early part of my business experience it was customary to render bills but twice a year, once in six months. This was the practice in the store where I was employed, and which I finally bought. I followed this custom for a time, then rendered my bills once in three months; then every month. Most bills are paid without further solicitation. Our due bills are placed in the hands of a clerk for collection. If he can not collect them they are given to a professional collector, who collects for 20 per cent. of the amount collected. If he fails the account may as well be charged to profit and loss, for it is only the most hardened dead-beat who successfully "stands him off." I tried a young lady clerk as collector a few times. This was most strenuously objected to by some of my customers and I gave it up.

A source of annoyance and loss which I have now succeeded in largely correcting was neglecting to col-

lect or trusting to the honesty of an errand boy to make collections of small amounts for goods ordered by telephone, or by a physician, of people as a rule known to be good, but who did not run regular accounts. Many times it happened that the boy would report that the goods were not paid for, when at the first of the month when a bill was rendered the customers would declare they had paid the boy at the time of delivery. Now with each such article a book is given the errand boy. This book contains a duplicate slip and a stub. The article is billed on the slip and a carbon copy taken on the stub. Upon the delivery of the goods the customer is asked to sign the stub, which reads: "Received." If paid the boy signs the slip, which has the word "paid" printed across its face, and gives the slip to the customer. The boy is required to deliver the book with the collection, if made, to the cashier or clerk sending him out. When paid they write O. K. and their initials on the stub, and if to be charged they write "charged" and make the charge on the day book.

It might be inferred from what I have written that a credit business has no bright side. This is not true, for it certainly has its advantages. With credit customers you cultivate considerably closer relations than with cash customers, who must be regarded as largely transient. You receive the bulk if not all of their trade. If they have been your customers for some time they continue to trade with you even after they move from your neighborhood or part of the town. Some dealers charge credit customers somewhat higher prices than cash customers. This I do not regard as good business policy, for people, as a rule, who pay their bills promptly feel that they are entitled to as low prices as though they paid cash, but are not apt to go shopping for bargains.

When we carefully strike a balance between the advantages to the dealer who does a cash business and him who does a business which is largely credit the balance is greatly in favor of the man who gets the cash when he delivers the goods.

The Drug Market.

Opium—Has again advanced 5c per pounds and is tending higher. There is no question now about half crop.

Morphine—Is unchanged.

Quinine—Is dull and weak.

Norwegian Cod Liver Oil—Is very firm and higher prices are probable when the season opens in the fall.

Menthol—Is very firm and advancing on account of higher price in Japan.

Bayberry Bark—Has advanced over 50 per cent. in the last two weeks, and is tending higher on account of small crop.

Oil Cloves—Has again advanced on account of higher price for spice.

Oil Cassia—Is higher on account of firm primary market.

Oils Spearmint and Tanzy—Are tending lower on account of the new crop coming into market.

American Saffron—Has been advanced by the holders and is tending higher.

Arnica Flowers—Are higher abroad and will, no doubt, be advanced in this market shortly.

Lobelia Herb—Is scarce and advancing.

Caraway Seed—Has again advanced on account of small stocks and high primary markets.

Celery Seed—Is also tending higher.

Linseed Oil—Is very firm at the last advance.

An Antidote for Rattle-Snake Bite.

It is announced that as the result of researches by Dr. Noguchi, of Japan, working under a grant from the Carnegie Institution, a positive antidote for rattle-snake venom has been discovered (Brit. Med. Journ., No. 2268, p. 1451). The announcement was made by Dr. S. Weir Mitchell, of Philadelphia. From the nature of the announcement it is believed that the serum which Dr. Noguchi says he has discovered will prove to be of great value in human therapeutics. The fact that the announcement of the discovery was made by Dr. Weir Mitchell is of particular interest, as more than forty years ago that distinguished physician worked long and unsuccessfully at the problem which Dr. Noguchi now claims to have solved. The Japanese investigator found that guinea pigs that had received injections of rattle-snake poison up to twelve times the amount necessary to produce death, and had then received injections of the anticrotalic serum, experienced no evil effects from the poison. Dr. Noguchi also believes that this discovery will lead shortly to the discovery of serums for other poisons, and that it will not be long before the serums will be placed on the market, particularly in regions where venomous snakes lend variety and excitement to life.

Nothing fights age better than happiness.

SCHOOL SUPPLIES

Tablets, Pencils, Inks,
 Papeteries

Our Travelers are now out with a complete line of samples. You will make no mistake by holding your order until you see our line.

FRED BRUNDAGE

Wholesale Drugs and Stationery
 32 and 34 Western Ave.

Muskegon, Mich.

See our line of
SCHOOL SUPPLIES
 before placing orders.

Special Prices on Hammocks
 to close out line.

Grand Rapids Stationery Co.
 29 N. Ionia St.
 GRAND RAPIDS, MICH.

Advanced—
Declined—

Liquor Arsen et		Rubia Tinctorum	12@	14	Vanilla	9	00@
Hydrarg Iod ..	@ 25	Saccharum La's.	22@	25	Zinci Sulph	7@	8
Liq Potass Arsinat	10@ 12	Salacin	4	50@ 4 75			
Magnesia, Sulph.	2@ 3	Sanguis Drac's..	40@	50			
Magnesia, Sulph bbl	@ 1%	Sapo, W	12@	14			
Mannia, S F	45@ 50	Sapo, M	10@ 12	12			
Menthol	2	Sapo, G	@ 15				
Morpha, S P & W	35@ 26	Seiditz Mixture	20@ 22	12			
Morpha, S N Y Q2	35@ 26	Sinapis	@ 12				
Morpha, Mal	2	Sinapis Acpt	@ 30				
Moschus Canton.	2@ 35	Snuff Macaboy,					
Mysticina, No. 1	28@ 30	DeVoës	@ 51				
Nux Vomica po 1½	@ 10	Snuff, S'as DeVo's	@ 51				
Ox Sepia	25@ 28	Soda, Boras	9@ 11	1			
Pepsin Saac, H &		Soda, Boras, po	9@ 11	1			
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28	11			
Picis Liq N N ½		Soda, Carb	1½@ 2	5			
gal doz	@ 2 00	Soda, Bi-Carb ..	3@ 5	2			
Picis Liq qts	@ 1 00	Soda, Ash	3½@ 4	4			
Picis Liq pints ..	@ 60	Soda, Sulphas ..	@ 2				
Pil Hydrarg po 80	@ 50	Spts, Cologne ..	@ 2 60				
Piper Nigra po 22	@ 18	Spts, Ether Co. .	50@ 55	55			
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00				
Pix Burgum	@ 7	Spts, Vini Rect bbl	@ 1				
Plumbi Acet	12@ 15	Spts, Vi'i Rect ½ lb	@ 7				
Pulvis Ip'c et Opil	1 30@ 1 50	Spts, Vi'i R't 10 gl	@ 7				
Pyrethrum, bxs H		Spts, Vi'i R't 5 gl	@ 7				
P Co doz	@ 75	Strychnia	1 05@ 1 25	4			
Pyrethrum, pv ..	20@ 25	Sulphur, Rystl 3	@ 23	4			
Quassia	8@ 10	Sulphur, Roll ..	2½@ 3 ½	3 ½			
Quina, S P & W ..	22@ 32	Tamarinds	8@ 10	10			
Quina, S Ger.	22@ 32	Terebenth Venice	28@ 30	30			
Quina, N. Y.	22@ 32	Theobromae	45@ 50	50			

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	Manicure Sets in Stag, Ebony, Celluloid, Silver and Wood
Ash Trays	Medallions
Atomizers	Medicine Cases
Austrian Novelties	Metal Frames
Autographs	Mirrors
Baskets	Military Brush Sets
Blocks	Music Boxes
Bronze Figures	Music Rolls
Bouquet Holders	Necktie Boxes
Candelabra	Paper Clips
Candlesticks	Paper Files
Card Receivers	

Child's Sets
 Cigars Sets and Cases
 Collar and Cuff Boxes
 Curlos
 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
 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 retail 25c to \$2 each
 Toilet Sets in Stag Horn, Ebony, Ebonyite, Cocobolo, China, Silver, Metal and Celluloid
 Tobacco Jars
 Whisk Holders
 BOOKS—All the latest copyright Books, Popular Priced 12 mos., 16 mos., Booklets, Bibles, Children's Books, Etc.
 Also a full line of Druggists' Staple Sundries, Stationery, School Supplies, Etc.

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	
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SS		513	
ST		514	

6

MOLASSES

Fancy Open Kettle	40
Choice	30
Fair	25
Good	20
Half barrels 2c extra.	

MINCE MEAT

Columbia	
----------	--

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	4.50
Stuffed, 5 oz	.70
Stuffed, 8 oz	1.45
Stuffed, 10 oz	2.30

PIPES

Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85

PICKLES

Medium	
Barrels, 1,200 count	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	1 50
No. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808 Bicycle	2 00
No. 632 Tourist	2 25

POTASH

48 cans in case	
Babbitt's	4 00
Penna Salt Co's	3 00

PROVISIONS

Barreled Pork	
Mess, 100 lbs.	13 00
Fat Back	14 00
Back Fat	14 50
Short Cut	13 50
Bean	12 00
rig	18 00
Brisket	14 00
Clear Family	12 50

Dry Salt Meats

S P Bellies	10 00
Bellies	10 00
Extra Shorts	8 50

Smoked Meats

Hams, 12lb. average	11 50
Hams, 14lb. average	11 50
Hams, 16lb. average	11 50
Hams, 18lb. average	11 50
Skinned Hams	12 50
Ham, dried beef sets	12 50
Shoulders, (N. Y. cut)	12 50
Bacon, clear	10 50
California Hams	7 50
Picnic Boiled Ham	12 50
Boiled Ham	17 50
Berlin Ham pr'd	8 00
Mince Ham	10 00

Lard

Compound	5 50
Pure	8 00
50lb. tubs, advance	7 50
50lb. tubs, advance	7 50
50lb. tins, advance	7 50
50lb. pails, advance	7 50
50lb. pails, advance	7 50
50lb. pails, advance	7 50

Sausages

Bologna	5 00
Liver	6 50
Frankfort	6 50
Pork	6 50
Rape	6 50
Veal	8 00
Tongue	9 50
Headcheese	6 50

Beef

Extra Mess	9 50
Boneless	10 50
Rump, new	10 50

Pig's Feet.

3/4 bbls.	1 10
3/4 bbls., 40lbs.	1 85
3/4 bbls.	3 75
1 bbl.	7 75

Tripe

Kits, 15 lbs.	70
3/4 bbls., 40 lbs	1 50
3/4 bbls., 80 lbs.	3 00

Casings

Hogs, per lb.	28
Beef middles, set	16
Beef middles, set	45
Sheep, per bundle	70

Uncolored Butterine

Solid, dairy	20
Rolls, dairy	10 1/2 @ 11 1/2

Canned Meats

Corned beef, 2	2 50
Corned beef, 14	17 50
Roast Beef	2 00 @ 2 50
Potted ham, 1/2	45
Potted ham, 1/2	45
Deviled ham, 1/2	45
Deviled ham, 1/2	45
Potted tongue, 1/2	45
Potted tongue, 1/2	45

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RICE

Screenings	2 1/2 @ 2 3/4
Fair Japan	3 3/4 @ 4
Choice Japan	4 1/2 @ 5
Imported Japan	@
Fair Louisiana hd.	@ 4 1/2
Choice La. hd.	@ 5
Fancy La. hd.	@ 5 1/2
Carolina ex fancy	@ 5 1/2

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 60bs. in box	
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	1 00
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
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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

Herring

White Hoop, bbls	
White Hoop, 1/2 bbls.	@ 70
White Hoop, keg	@ 80
White Hoop, small	@
Norwegian	@
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	
100lb.	9 50 3 50
50lb.	5 00 1 95
10lb.	1 10 52
8lb.	90 44

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
Cuttle 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 Rapple, in jars	43

SOAP

Central City Soap Co.	2 85
Boro Naphtha	4 00

J. S. Kirk & Co.

American Family	4 05
Dusky Diamond, 50 box	2 80
Dusky D'nd, 100 box	3 80
Jap Rose, 50 bars	3 75
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
Acme soap, 100 cakes	4 00
Big Master, 100 bars	4 00
Marseilles White soap	4 00
Snow Boy Wash P'r	4 00
Proctor & Gamble Co.	
Lenox	2 85
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 10

8

A. B. Whisley

Good Cheer	4 00
Old Country	3 40

Soap Powders

Central City Soap Co.	
Jackson, 16 oz	2 40

Gold Dust, 24 large

Gold Dust, 100-5c	4 50
Kirkoline, 24 4lb.	3 80
Pearline	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.	
Sapallo, gross lots	9 00
Sapallo, half gross lots	4 50
Sapallo, single boxes	2 25
Sapallo, hand	2 25
Scourine Manufacturing Co	
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50

SODA

Boxes	5 1/2
Kegs, English	4 3/4

SOUPS

Columbia	3 00
Red Letter	90

SPICES

Whole Spices	
Allspice	12
Cassia, China in mats.	12
Cassia, Canton	16
Cassia, Batavia, bund.	12
Cassia, Saigon, broken.	28
Cassia, Saigon, in rolls.	55
Cloves, Amboyna.	22
Cloves, Zanzibar.	15
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	15
Pepper, Singsp. white	15
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	18
Pepper, Singapore, blk.	17
Pepper, Singsp. 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 55
10lb cans 1/2 dz in case	1 50
5lb cans 2 dz in case	1 65
2 1/2 lb 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	33
Basket-fired, fancy	38
Nibs	22 @ 24
Siftings	9 @ 11
Fannings	12 @ 14

Gunpowder

Moyune, medium	30
Moyune, choice	32
Moyune, fancy	36
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	43

9

TOBACCO

Fine Cut	
Cadillac	54
Sweet Loma	34
Hiawatha, 5lb pails	56
Hiawatha, 10lb pails	54
Telegram	30
Pay Car	33
Prairie Rose	49
Protection	40
Sweet Burley	44
Tiger	40

Plug

Red Cross	31
Palo	35
Hiawatha	41
Kylo	45
Battle Ax	37
American Eagle	33
Standard Navy	37
Spear Head 7 oz.	47
Spear Head 14 oz.	44
Nobby Twist	55
Jolly Tar	39
Old Honesty	43
Today	34
J. T.	38
Piper Heidsieck	36
Boot Jack	30
Honey Dip Twist	40
Black Standard	40
Cadillac	40
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36

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
1/2 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
1/2 lb cans 2 50
3/4 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-DeRee 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
Puritans 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 1/2
Dressed @ 7 1/2
Boston Butts @ 10 1/2
Shoulders @ 9
Leaf Lard @ 7 1/2

Mutton

Carcass @ 7 1/2
Lambs @ 11

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

40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 25
70ft. 1 40

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 29, 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-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case

Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 3/4 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

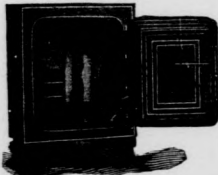
Poles

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. 8 85
50 cakes, small size. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place
your
business
on
a
cash
basis
by
using
Tradesman
Coupons

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

AUTOMOBILE BARGAINS

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

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

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

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.

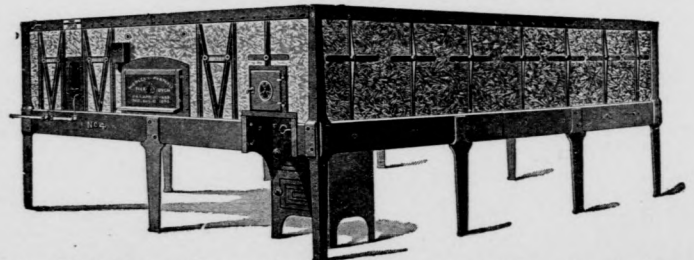
All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., 1/2-lb., 1/4 lb. air-tight cans.



Grocers, Why Not Turn Out Your
Own Bakery Goods



A Middleby Oven Will Guarantee You Success.

Send for catalogue and full particulars.

Middleby Oven Manufacturing Company
60-62 W. Van Buren St., Chicago, Ill.

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.

6 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—Drug and grocery stock located at Eaton Rapids, Mich. Clean stock. Full prices. Fine business. Unable to give store personal attention owing to sickness. Always a money maker. Investigate. Call or address 993 North Eaton St., Albion, Mich. 849

For Sale—A first-class confectionery and ice cream parlor; stock and fixtures new and modern; in one of the liveliest towns in Northern Michigan. Other business interests are our reasons for selling. Moutsatson Bros., Cadillac, Mich. 848

For Sale—Clothing and shoe store stock and fixtures; invoices about \$12,000. Cash business. Annual sales \$35,000. Good location. Population 25,000. Can reduce stock. The Union Clothing & Shoe Co., Lima, Ohio. 847

For Sale—Stock of dry goods and shoes, doing good business in live town of 3,000 in Northern Indiana. Will invoice about \$7,000. Cash buyer can secure a good thing. Address Box 22, Goshen, Ind. 846

For Sale—Drug stock, first-class; soda fountain in connection; paying business; best location in city; good reason for selling. Hustling city of 8,000. Address H. M. Arndt, Cadillac, Mich. 845

Special bargains in city property. Farm lands \$2 to \$50 per acre in different parts of the State. List furnished free. Ford & Lee, Big Rapids, Mich. 843

For Sale—Stock of dry goods, groceries, boots and shoes and wall paper, invoicing about \$3,500 in the best town in Southern Michigan. Stock in good shape. Will rent store with good living rooms above. rent includes all fixtures. Address No. 811, care Michigan Tradesman. 841

For sale for cash only clean stock groceries; invoice about \$1,200; live town; good location; central Illinois. Address Box 132, Arcola, Ill. 840

Wanted—Large, well established and successful Chicago manufacturing company, producing highest quality, staple line of goods, widely known, wants satisfactory man with \$5,000 cash to establish and carry on permanent branch business; \$250 per month salary and all expenses, with liberal share of profits; unusually safe investment; desirable connection and high class business; good for \$6,000 per year or better, with splendid future. Unexceptional references required. For particulars address A. Hackman, 1,107 Great Northern Building, Chicago, Ill. 834

For Sale—A department store; in the whole or separate departments; in Central Illinois; invoicing about \$10,000. Want half cash down. Address Lock Box 824, Peoria, Ill. 833

Any progressive dry goods merchant can add a splendid paying department at small expense, attractive demonstrations, great drawing features. For particulars address American Art Reproduction Co., Pitt Bldg., Cleveland, Ohio. 832

For Sale—Three-story brick store with good cellar. \$2,000 cash, balance stock of goods or farm. J. H. Miller, Ypsilanti, Mich. 831

For Sale—A cigar store in a town of 15,000. Good proposition. Address B. W. care Michigan Tradesman. 835

For Sale—800 acres improved farm; two sets of farm buildings and an artesian well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4½ miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

For Rent—At Waterloo, Iowa, room 35x90, two floors, good location. An excellent chance for dry goods store. Can do cash business. Address No. 838, care Michigan Tradesman. 838

For Sale—Stock of general merchandise, value \$3,000. Will rent or sell building. Good location for business. No opposition. J. Norris, Walkerville, Mich. 839

For Sale—Large house, beautifully situated; splendid opportunity for anyone desiring to educate family; best location for student roomers; owners intend leaving city. Address 802 Oakland Ave., Ann Arbor, Mich. 842

Business Chances—Good flour mill for sale in one of the best towns in North Dakota, capacity 100 barrels; good terms if deal made soon. Write Box 55, Milton, N. D. 806

For Sale—The best water power mill, with two turbine wheels, well equipped, lumber mill. Good chance for electric light plant or any kind of factory, in the best little town in Northern Michigan. Good shipping point either by rail or lake. Address all communications to the Boyne Falls Lumber Co., Boyne Falls, Mich. 829

For Sale—The best saloon and restaurant in Northern Michigan. Want to go out of business. Address all communications to Finnan & Rae Boyne Falls, Mich. 828

For Sale—Dirt Cheap, cheese factory, skimming station or creamery at North Dorr. Zeeland Cheese Co., Zeeland, Mich. 786

For Sale—A good paying drug stock in Michigan. Will sell for invoice price. Address No. 788, care Michigan Tradesman. 788

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

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—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

Chance to sell for cash, all machinery in your factory or mill mortgaged or otherwise. Hastings Metal & Machinery Co., Hastings, Mich. 680

For Sale—A stock of hardware at Kalamazoo. Good location. Good reason for selling. Address Hardware, Kalamazoo, Mich. 797

For Sale—Grocery, market, soda fountain. Steam Loat, all first-class. A money maker. Cheap. at Gull Lake. Address P. W. Rice, Yorkville, Mich. 825

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

Wanted—Small farm in Western Michigan, to trade for drug store, stationery, news stand and fountain in good city in Southern Wisconsin. H. C. Eichel, Brunswick, Mich. 813

For Sale—General stock and store building located at country crossroads in center of good farming community. No other store within three miles. Good reasons for selling. Property is worth \$4,000. Will sell for \$3,000. Box 37, New Salem, Mich. 818

For Sale—Drug store in good town of 1,500 inhabitants. A goodly amount of manufacturing in as good a farming country as Michigan has. Best location in town, doing good business, town having good healthy growth. Worth investigating. Must be sold at once. Good reason for selling. Address No. 808, care Michigan Tradesman. 808

For Exchange—For income property or merchandise, a fine farm of 825 acres, located in the oil and gas belt of Eastern Kansas. R. H. Thompson, Clinton, Mo. 820

For Sale—Restaurant in first-class location and doing good business. For particulars address Box 2481, Battle Creek, Mich. 807

Fine opening for young man who wants a shoe business. Stock located in summer resort town of 3,000; new invoices \$5,000; cash sales \$14,000. Owner's health failed. Address Box 742, Storm Lake, Iowa. 817

Wanted—To rent space for shoe department in a department store; no shoe stock now, but business is well established; has run 10 years; have a large trade; will have a larger store in early fall, and wish to rent space on commission basis, fixtures, advertising, heat and lights, also window trimmed, all by the general store management; party must put in a good stock of reliable goods and run it on the department store plan. Address "California," care Michigan Tradesman. 826

Two hustling young men can clear two thousand dollars a year with our hardware and implement store. Town 1,500, electric light, water works, excellent farmers, pretty town, low rent. Cheap help. Annual sales, \$20,000. If taken at once will discount two per cent. Address "Northern Indiana," care Michigan Tradesman. 830

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. 824

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

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—Number seven Blickensdorfer typewriter; just the thing for country merchant. Ernest McLean, Livingston Hotel Grand Rapids, Mich. 740

Bakery—Good business, price \$700. Cash or easy payments. Address Emil Kuhr, Rock Island, Ill. 771

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—First-class general stock, \$3,500. Live town, 25 miles from Grand Rapids. Apply E. D. Wright, care Muselman Grocer Co., Grand Rapids, Mich. 576

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—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

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

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

POSITIONS WANTED

Wanted—Position by experienced dry goods and clothing man, city or country. Best of references. Address "D. G.," care Michigan Tradesman. 844

Wanted—Position as engineer or oiler by thoroughly experienced man. Address Chester Wheatley, Fennville, Mich. 837

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 men's furnishing goods man, to take charge of a department in department store; will have a new location in early fall; a man preferred who can invest from \$1,000 to \$1,000; good pay to the right party. Address, w.m. references, No. 827, care Michigan tradesman. 827

Wanted—Agents competent to sell territory or manufacturer to put on the market, best heat and fuel saver made. A money maker. Address J. A. McDaniel, Letts, Iowa. 809

AUCTIONEERS AND TRADERS.

To Traders—L. L. Weaver, Fremont, Mich., with 30 years experience in merchandise, inventories and prices stocks, takes full charge until deal is closed. References, three leading bankers and a score of merchants. 821

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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Recent Business Changes in the Buckeye State.

Bellevue—C. P. Franks & Co. will continue the grocery business formerly conducted by Franks & Diehr.

Columbus—Collmer & Hustin, grocers, have dissolved partnership, the business being continued by Mr. Hustin.

Columbus—Snow & Pickering are succeeded in the manufacture of shirts by the Snow Shirt Co.

Dayton—Dr. L. H. Snapp succeeds C. M. Hill, dealer in drugs, hardware and paints.

Dayton—The variety store formerly conducted by McEnheimer & Co. will be conducted in future by Mary A. Gruver.

Dayton—Reubenstein & Liszak are succeeded in the retail grocery and meat business by Trautman Bros.

Dayton—L. Wood, retail meat dealer, is succeeded by Earl Ammon.

Marion—A. Fetter & Co. are succeeded in the confectionery business by Clifford Gooding.

St. Marys—The meat market of J. C. Miller has been closed by his creditors.

St. Marys—Schroeder & Fischer, dealers in washing machines, are succeeded by the Easy Washing Machine Co.

Cincinnati—An assignment has been made by Mary T. Merrell, who conducted a manufacturing business under the style of H. M. Merrell Co.

Cleveland—A petition in bankruptcy has been filed by the creditors of the Strathmore Co., which manufactures furniture.

Columbus—A receiver for Douglass & Holcombe, milliners, has been appointed for.

Wellston—A receiver has been appointed for the Cornelia Mining Co.

Good Attendance of Druggists at Kalamazoo.

Kalamazoo, Aug. 8—Had there not been a wreck on the Michigan Central, near Detroit, this morning, 150 druggists would not have waited anxiously for the program to start for the twenty-third annual convention of the State Pharmaceutical Association, being held at the Y. M. C. A. building. As it was, all of those on the afternoon program happened to reside in Detroit and consequently failed to reach Kalamazoo on anywhere near scheduled time.

That this convention will be one of the most successful ever held by the Association is predicted by the officers and many of the delegates, who announce it already as a winner of the first order. This afternoon before the meeting opened there were fully 100 druggists in the city and more were continually coming. Secretary Burke, of Detroit, predicts that there will be over 200 before Wednesday morning.

The insignia of the convention is a handsome little badge of blue, white and gold, bearing the words Michigan Pharmacist and also an announcement of the fact that the convention is being held in Kalamazoo.

The program of the afternoon began at 3 o'clock. Mayor W. R. Tay-

lor, of Kalamazoo, gave the address of welcome extending to the druggists the freedom of the city and making them as welcome as the flowers in May. In behalf of President Hall, Lee M. Hutchins, of Grand Rapids, made the responding address, thanking the Kalamazoo mayor and druggists for their welcome and incidentally mentioning the fact that Kalamazoo was about as nice a city as even a bunch of druggists would care to come to.

The paper of the afternoon, on Credits and Collections, was read by A. L. Walker, one of the leading druggists of Detroit.

Secretary W. H. Burke, of Detroit, read his report, which showed the Association to be in a more flourishing condition than ever before, both financially and in the way of membership. There are now 264 actual members of the Association. The detail features of the report are as follows:

The annual report of Secretary Burke showed total receipts of \$914.50—\$477 from dues and \$415.50 from subscriptions and advertisements. The total disbursements were \$818.14, leaving a balance on hand of \$358.86. The disbursements were as follows:

Disbursements.	
T. V. Wooten, dues.....	\$ 50.00
J. M. Lemen, expenses.....	50.00
F. C. Lamb, work on pharmacy law	15.00
F. H. West, proceedings and ptg....	167.25
Tradesman Co., ptg. pharm'y law...	6.75
B. Schroeder, Flowers.....	9.00
A. H. Webber, exp. leg. matters.....	25.41
W. H. Burke, post., ptg., phone, etc.	54.30
F. H. West, printing.....	3.50
W. H. Burke, R. R. fare, hotel bills	14.95
legislative fund.....	14.95
W. H. Burke, salary.....	225.00
F. H. West, printing.....	6.50
W. A. Hall, legislative work.....	13.64
A. H. Webber, legislative work.....	20.00
J. D. Muir, legislative work.....	14.75
W. A. Knight, atty fee, pharm'y bill	50.00
W. H. Burke, trip Lansing, 100	17.00
cigars for members of house.....	22.50
Stafford Co., printing.....	20.00
J. O. Schlotterbeck, adulter. com....	31.00
W. H. Burke, postage.....	\$818.14

The following members were dropped for non-payment of dues:

Harry Lamont Bird, Benton Harbor.
Samuel Kidder, Almont.
U. P. Leland, Durand.
W. W. Mandeville, Chicago.
J. H. Passage, Greenville.
C. G. Pitkin, Whitehall.
L. E. Reynolds, St. Joseph.
Herman M. Roys, Farwell.
E. O. Stafford, Marquette.
J. W. Seeley, Detroit.
H. N. Stanton, Spokane.
H. S. Taylor, Detroit.
W. A. Tuttle, Durand.
F. E. Westerwelt, Indianapolis.
A. T. Wilders, Ortonville.
E. J. Weeks, Jackson.

One hundred and sixty-two members have paid in full; eight are in arrears for three years; twenty-four for two years and seventy for one year.

Memorial exercises were held at the close of the meeting for the late Dr. A. B. Prescott.

The second floor of the Y. M. C. A. was neatly arranged for the reception of the visitors. The parlors were given over to the entertainment of the wives of the visiting druggists by the wives of the local druggists. Local ladies made arrangements to furnish an agreeable time to the visiting women, including a trip to Gull Lake.

The emptiest hearts are sometimes the most eloquent.

Recent Business Changes in the Hoosier State.

Bloomington—J. W. Woody is succeeded in the furniture and undertaking business by Davis & Hadley.

Evansville—The capital stock of the Jourdan-Leech Furniture Co. has been increased to \$25,000.

Goshen—L. H. Sarbaugh, a former North Side merchant, has purchased the grocery and market of Alford & Miller on Purl street. Alford & Miller have not announced their plans for the future.

Guerney—Philip Kistner succeeds Jos. W. Currens in the general merchandise business.

Indianapolis—The business of the Century Supporter Co., which manufactures hose supporters, has changed hands.

Monticello—The grocery business formerly conducted by S. L. Calloway will be continued in future by Calloway & Stevens.

North Manchester—Hays & Urschel will continue the department store business formerly conducted by R. F. Hays & Son.

Richmond—Fletcher & Co., dealers in hats and men's furnishings, are succeeded by Frank Kibbey.

Saratoga—Chas. E. Mangus will continue the meat business formerly conducted by Murray & Mangus.

South Bend—Reuben Fink succeeds S. Scott & Co., druggists.

Vincennes—The Robinson-Donaldson Buggy Co. has been incorporated under the same style with a capital stock of \$30,000 and will continue its retail business.

Muncie—A petition in bankruptcy has been filed by the creditors of the D. W. Colvin Music Co.

The Branch on the Rotten Trunk.

"In some sections of the country," said an employer the other day, "great stress is laid on 'family,' and when something happens to a young man it is pointed out that he 'came of a good family' and this should be considered as a mitigating circumstance—one of his ancestors may have been a general, an eminent lawyer or may have bought himself into the United States Senate.

"I am glad to see that this 'family' nonsense is ranked at its true value in this day and age. A young man who has no more to recommend him than that he was accidentally born into a respectable or time-honored family couldn't linger a minute in my store, and if he did I'd have one of the clerks watch him to see that he stole nothing. It is a poor claim to fame when a man can say nothing better of himself than that he is a swaying branch of a decayed tree trunk.

"Give me the new blood—the keen brains and the strong physique of the immigrant lad fresh from the soil, with his future to build and the springs of life fresh within him. This is an age when the past is of value to us only for the heritage it has lent. If a boy inherits great gifts or nobility or strength from his ancestors he is favored by the gods above his fellows. It is something to be si-

lently thankful for and to be used to the best advantage; but it is usually the cheap, shallow-pated and incapable cox-comb who is forever prating about the age and respectability of his family. Nine times out of ten, too, if you get to tracing them back you'll find that one of the mainsprings of the ancient and honorable was a teamster in Washington's army and had to be compelled under guard to drive to prevent his running away and joining the British; or, in later or earlier times, one of them was driven to the woods from some of the early settlements for stealing. Give me the man who stands on his own feet and who is ready to endure the test in the fire of the world's crucible on what he has made of himself out of the material God furnished him."

A Woman's Business Ability.

Mrs. Herman Oelrichs, the New York society light, has proved herself to be a woman of business ability. In 1897 she revoked the power of attorney which she had given her husband to manage her business affairs, and since that time has made \$20,000,000. She is now in her own right worth \$30,000,000, most of which she has made by judicious investments in railroad shares. She is the daughter of the late Senator Fair, of California, for a share of whose estate she had to fight.

The Boys Behind the Counter.

Holland—J. M. Wolff, a registered pharmacist of Ann Arbor, has taken a position in the drug store of the S. A. Martin estate in the place of Philo Sole, who has gone to Grand Rapids to open a store of his own.

Belding—Chas. Hammond, who has clerked at E. E. Hudson's store for some time past, has severed his connection with that firm and taken a similar position on the south side in Frank Hudson's.

Hudson—Homer H. Clement, proprietor of a grocery here, has filed a petition in bankruptcy in Detroit and declares that he has debts amounting to \$1,132.80, and only \$1,052.87 with which to pay. Bert E. Winn has been appointed receiver and will take charge of the stock.

Business Wants

BUSINESS CHANCES.

For Sale—Grocery stock and fixtures, inventorying about \$1,800. Business About \$20,000 a year. Reason for selling, interested in other business. Terms to suit purchaser. Address No. 850, care Michigan Tradesman. 850

Manufacturer—If you wish to manufacture patented machinery, yielding 100 per cent. net, write for information. None but reputable manufacturers or men giving references will have attention. Address P. O. Box 178, South Bend, Ind. 853

Bakery, wholesale and retail. For sale on account of retiring from business. \$16,000; without property, \$1,000. Income \$120 a day. Good chance for partners. Chas. Martin, Indiana Harbor, Ind. 154

For Sale—Hotel with bar and bar fixtures. Confectionery and ice cream business with all fixtures. Stock of shoes and store fixtures, all at Grand Haven, Mich. For full description, price and terms, address P. C. Northhouse, Grand Haven, Mich. 851

Wanted—Stock of general merchandise for lands, improved or unimproved. Jno. W. Curtis, Whittemore, Mich. 852