

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, AUGUST 16, 1905

Number 1143

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GENERAL TRADE REVIEW.

It is most gratifying to note that in spite of the interruption of the summer vacation season prices of the leading railway securities are steadily advancing until they have about reached the highest point since records have been kept. The principal factor in recent support is the increasing assurance of abundant, if not record-breaking, harvests. Spring wheat is generally out of danger, and the assurance for winter wheat is good and the acreage is such as to assure a crop that must bring down prices to a point which will restore export trade, thus helping in the broadest way along all transportation lines. Then the outlook for corn is about as well assured and the large acreage here also bids fair to bring a record crop. With abundance in these leading cereals a bountiful fruit prospect and equal promise in most other products the assurance of unprecedented consuming capacity in this the most important market brings certainty that warrants the stock advances recorded. Temporary causes and local disturbances, as absence on vacations, the critical situation in the peace negotiations at Portsmouth and the fever contest in Louisiana, account for dullness in stock transactions and for occasional speculative reaction, but these have not been enough to more than delay the upward movement.

Seconding the assurance of unlimited consumption comes most favorable news from nearly all manufacturing lines. Possibly the most favorable reports come from the cotton industry, an unusual circumstance for many years past. In this the firmness is so great that buyers have ceased to look for bargains and are now concerning themselves to get sufficiently early delivery. Price tendencies are steadily upward in spite of the speculative variations in the raw staple. Scarcely less pressure is to be noted in the woolen field and the result is an advance in the raw staple which carries it far above all recent prices. Shoe manufacturers are becoming cautious as to future contracts on account of the sensational advance in the hide market, which must soon be felt in leather circles if it continues. The iron and steel industry has about balanced as to production and consumption during the summer dullness, but the assurance of renewed pressure is afforded by the general building and transportation situation.

Unique Plan To Boom Battle Creek.

Battle Creek, Aug. 15—The new officers of the Business Men's Association have determined to make the work of the Association for the com-

ing year the most successful in the history of that society. To this end will be appointed thirteen unique committees, composed of picked business men, who will agree to give their time for the best interests of the city, considering it a sort of religious duty to do so.

The committees are: Home Industry, to keep in touch with the industries already here and to assist them in various ways. Foreign Industries to interest manufacturing plants in other cities to locate here. Advertising, to keep the name "Battle Creek" continually before the people in every way possible, and to "boom Battle Creek." Press, to distribute newspaper matter where it will do the most good in the right place. Conventions, to work for the holding of conventions in this city. Finance, to provide funds for backing the Association in its work. Railroads, to secure concessions important to the development of the city. Public improvements, to hustle for really needed improvements that seem to stand a poor chance of realization. Legislation, to secure legislative changes vital to the business men and workingmen. Membership, to keep the membership in the best condition from the standpoint of quality and quantity. Entertainment, to see that no opportunity is lost to prove that Battle Creek is a hospitable city. Health, to stand by the Health Department's efforts to procure pure milk, pure water and pure environments for the citizens. Retail merchants, to do everything possible to benefit the retail merchants of the city.

The Compensating Pipe Organ Co. has shipped church organs to Chelsea, Dexter and Detroit.

Another unexpected order for twenty-five traction engines, twenty-five water tanks and ten separators, for Nichols & Shepard, has necessitated the calling back to work of another gang of men who had been laid off, and it looks as if the boys were going to have more extra employment this year than usual, which fact greatly pleases the workmen, and the business men of the city as well.

Edwin J. Phelps, trustee, will sell at auction the plant and real estate of the Korn Krisp Co., August 21, at the court house in Marshall for an indebtedness of \$55,589.

It is made public that the firm that made a cash offer of \$12,000 for the plant of the Battle Creek Iron Works, now idle, was the Hanna Engineering Co., of Chicago, but an offer was received through the Business Men's Association that Battle Creek capital, headed by E. C. Hinman and Charles T. Allen, had al-

ready organized a company to operate the plant. An effort will be made to secure one of the idle buildings of some of the former food companies for the Hanna Company.

The Rathbun & Kraft Lumber Co. has completed its extensive mills on South McCamly street, and taken possession of the buildings and moved their offices to the same. The new mills were built up-to-date in every respect and have all the modern improvements. This firm recently sold the old location as a site for the new Grand Trunk freight house.

Few people realize what an immense business the two threshing machine factories do in this city. The advantage to Battle Creek is that the machines are sold all over the United States and the money is brought here and paid out for material and labor.

Two Saginaw Institutions Rapidly Branching Out.

Saginaw, Aug. 15—The Saginaw Paving Brick Co., whose product is not only in active demand for street paving purposes, but is fast being recognized as a first-class article for use in buildings, has orders far in advance of its output. The plant is running at top speed and making 25,000 bricks a day. It has started the shipment of a million brick to Bay City to be used in paving streets in that city. Besides this large order the company is supplying material to several other Michigan towns.

The Lufkin Rule Co.'s plant is now one of Saginaw's leading industries, and the rules and tape lines made here are to be found in every hardware store in Michigan. The product, in fact, goes all over the world, wherever such articles are needed. Its plant is already a large one, but its prosperity has rendered necessary an addition to the premises, work on which is soon to begin. It will be of about 240 feet frontage, and will be for manufacturing purposes exclusively. This means a great increase in the business that must be made to meet the demand for the goods.

Artificial Ice at Kalamazoo.

Kalamazoo, Aug. 15—A company has been formed here for the purpose of building a large artificial ice plant. Charles Smith, a former ice dealer, but for a number of years with Ihling Bros. & Everard, stationery dealers, is at the head of the company. The company will incorporate for \$5,000. It is the intention to begin the work on the factory building within the next two weeks. The building will be of frame and will be 55x150 feet. Twenty tons of ice will be made from spring water daily.

SMALL LEAKS.

They Lead To Most of the Drug Store Failures.*

Ask any man in business to-day what his chief anxiety was when he commenced his business career and nine times out of ten he will tell you, "Fear of failure." His understanding of failure is to be closed out, sold out or losing whatever he has in the business. This is correct so far as it goes, but that which I consider the most pitiful of all failures is not taken into consideration, as, for instance, the man who plods along for twenty years or more with a business that barely allows him enough revenue to eke out a miserable existence. He is never classified by commercial agencies or considered by the individual as a failure; and yet it is a question in my own mind if it would not have been better for a large number of men in the drug business to-day if they had met with the kind of failure they feared might come to them. It would have awakened in them a realizing sense of their weaknesses, shortcomings and possibly they might have taken up with a calling that would have made them much more of a success.

In speaking of success, do not understand me to believe that it is measured entirely by dollars and cents. A man who educates a family in a manner that makes the members permanent factors for good in the world and leaves behind an untarnished name is much more of a success than one who leaves a large fortune and a worthless family to spend it. What I contend is that the small profits and long hours in the average drug store are such that the druggist has not the necessary time to bring up his family in a proper manner.

I have known druggists who have never seen their families at home except at night and, were it not for the fact that they sometimes drift into the store during business hours, would never know how they look in broad daylight. A condition like this, plus an ordinary day-laborer's wages, to my mind represents a failure of a larger magnitude than those usually classed by mercantile agencies as such.

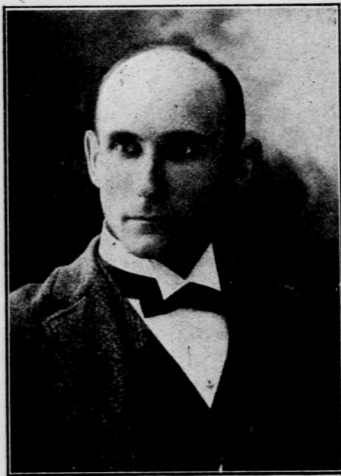
From my understanding of what constitutes absolute failure, it is safe to say that 90 per cent. of our business men are failures. Our profession may not possibly head the list, but it stands pretty well at the top. If you want to be convinced of this investigate the drug business of any large city and you will discover that not over 10 per cent. are making a success. The remainder are putting in sixteen hours a day in their efforts to make an honest living.

Assuming that these statements are correct and uncontrovertible, let us try and find out the cause, if we can, and, if possible, the remedy.

If the annual diagnosis of the cause of business failures as prepared by Bradstreet is correct, then the

dictum, "Man is the architect of his own fortune," is not universally true, for the analysis goes to prove that eight out of eleven causes of failure, or about three-fourths, are due to the individual. The other fourth are due to causes beyond his control, such as disaster by fire, flood and failure of those supposed to be solvent debtors. Even on this basis the individual has eight chances to make a success against three of failure.

Lack of capital is given as the most fatal single cause of failure. About one-third of the failures are accounted for in this way. Then comes incompetence, due to a mis-



taken idea of their vocation, poor judgment, mismanagement and kindred causes.

This analysis, no doubt, is correct, based upon what is generally considered as failure. Classify them upon the basis I have outlined and I believe you will find that the underlying causes are due to the fact that the gross profits are not in the right proportion to the expense or the expenses are too high for the volume of business.

I know that you will argue that all profits are regulated by competition. But are they? How large a

percentage of goods in the average drug store is scheduled and priced as per agreement? Don't you believe that 25 per cent. would cover the amount? I think it would. You would then have three-fourths of your stock upon which to regulate your prices in the way it seemed best.

If, through special or unusual competition, this can not be done and you are unable to increase the volume or decrease your expenses, then do not go into business. Or, if you are in, get out as soon as possible; for it doesn't pay to live the life and do the work of a druggist and receive the compensation of a day laborer.

Did you ever stop to consider how much actual gross profit you would have to have in order to make your business pay? I assume that you have. How would it compare with the following figures:

Take a \$10,000 business as a basis, this being a fair average of the drug business in Michigan. In this estimate I have eliminated the department drug stores and the large city stores who depend upon a large volume at a reduced expense rather than a reasonable profit, as I have it from reliable sources that they figure on a 20 per cent. gross profit. Now, in a business of \$1,000 per day there is money in it, even with a daily expense of \$175.

My figures go to show that you have got to make 40 per cent. upon a \$10,000 business if you make it pay, and I arrive at it in this way: Rent, \$350; light, \$60; registered clerk, \$750; boy, \$120; postage, \$50; taxes, \$50; insurance, \$30; donations, \$100; advertising, \$160; repairs, \$100; personal services, \$1,000; 7 per cent. upon a \$3,000 investment, \$210; license, \$25; heating, \$100; telephone, \$36; miscellaneous, \$100. Total amount, \$3,241. With a gross profit of \$4,000, this would leave a net amount of \$759. It certainly could not be much less than this and still be classified as a successful business. In my opinion the volume

could be increased to \$12,000 without much additional expense, and in this event the gross profits become a net profit. Allow me to use a personal illustration: The first year I did business in Cadillac my volume was \$12,000 and my expenses were approximately \$3,600, or about 30 per cent. of my sales. As I increased the volume from year to year the per cent. of expense decreased until last year it was less than 20 per cent.

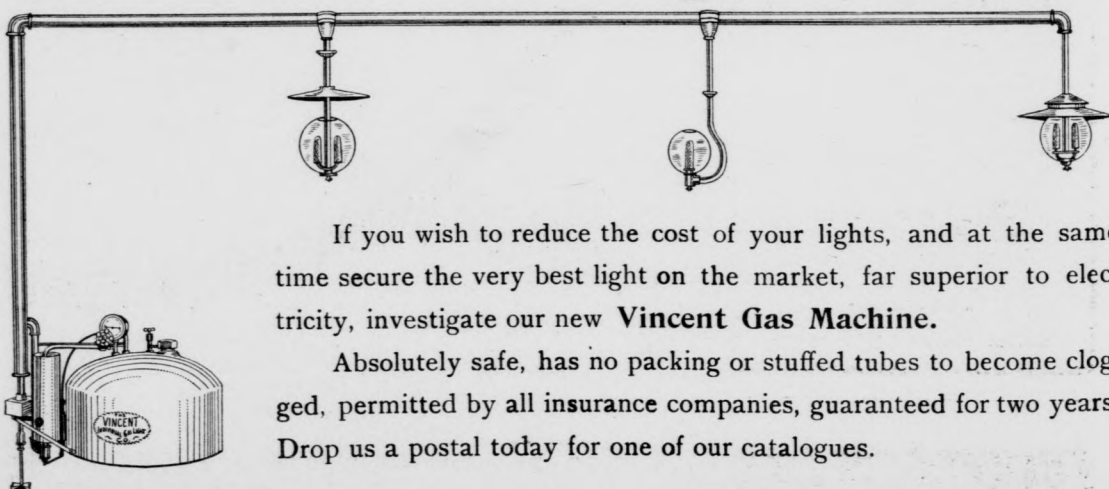
The pharmacist who is playing to hard luck and can not increase volume of profits or decrease expenses is up against a hard proposition that can only be overcome by going out of business. It is a lamentable fact that we have too many drug stores, perhaps not so if the large stores and the department stores were eliminated, but, unfortunately for the small pharmacists, they are an established fact and we have to take conditions as we find them and not as we wish them.

Next in importance in the matter of making your gross profits conform to your expenses, or vice versa, is the eliminating from your stock goods that fill up your shelves but do not sell. Ever keep in mind that surplus stock increases your investment, reduces your working capital and decreases your net profits because of your inability to turn your merchandise over enough times during the year. If you can not turn your stock over three times a year there is something wrong with your methods of doing business.

The question of determining whether a certain class of goods pay or not is an easy matter to get at. Simply take an inventory of the goods the day of commencing the trial and whenever you wish to ascertain what your profits are invoice again and add to this amount the sales during that period, and the difference between the first inventory and the last inventory, plus the sales, is the gross profits.

We have experimented with this plan in our own business a great many times. Several times we tried

The Vincent Gas Light Machine



If you wish to reduce the cost of your lights, and at the same time secure the very best light on the market, far superior to electricity, investigate our new Vincent Gas Machine.

Absolutely safe, has no packing or stuffed tubes to become clogged, permitted by all insurance companies, guaranteed for two years. Drop us a postal today for one of our catalogues.

Individual Gas Light Co., Petoskey, Mich.

*Paper read at annual convention Michigan State Pharmaceutical Association by Arthur L. Webber, of Cadillac.

it on our bulk candy stock. We do not handle it any more. The close proximity of twelve or thirteen clerks to a case filled with bulk candies is decidedly detrimental to large profits. The fact was demonstrated in every case that our average loss was from 10 to 20 per cent. Once recently we tried it with our cigar stock and, notwithstanding the fact that we have five clerks who smoke (never during business hours, however), we discovered that we were making 22½ per cent. gross. Not enough, say you? Before arriving at the conclusion that this is a smaller amount than you are making experiment with it the same as I have.

In considering the causes that lead to failure, the question of leakage is a mighty important one. Cigars, gum, candy, soap, perfume, medicines, pens, pencils and small articles that are needed in every household—if not charged up by the proprietor to his personal account, he is setting an example before his help that will surely be taken advantage of and it will not be long before he will discover that his clerks are doing the same thing that he is, and all these little items that I have mentioned are being taken from the store without any account being made of them and I know from an investigation of my personal account that the items referred to when a record of them is kept for one year amount to a sum that would surprise anyone who has failed to keep an account of them.

This careless method of doing business may not apply to anyone in this room and yet I am sure that we all know of men who are conducting their business in the manner described and are constantly wondering why it is they can not make their business pay.

A good rule to apply in conducting your business is, never pay cash yourself nor allow a clerk to do the same, and insist that all purchases must be made direct from the proprietor or some one of the clerks, and at the end of each week when you pay their salaries deduct the amount that they have purchased. In this way you are able to determine whether or not your clerk's household is being conducted without soap, perfume, toilet waters and a hundred little articles that every drug store handles and that are common household necessities.

It is well to keep in mind that the rules you establish in the running of your business are intended as much for the proprietor as the clerks, and if he is indifferent as to the manner he observes those rules he certainly ought not to criticize his help when they become careless.

The extravagant manner of using wrapper paper and twine in one day's business amounts to very little, but if a record was kept of the actual waste covering a period of a year the item would be a surprising one.

There are so many such leakages that it pays to watch and you would be astonished at the large amount that can be saved by a careful look-

ing after of the waste and the many minor details of your business.

I am not sure that you will find much meat in these rambling thoughts of mine. I had in mind that they might suggest and direct you in thinking more about the importance that your profits, expenses, leakages and the eliminating of dead stock were to the success of your business.

When these matters are looked after closely and carefully, as they should be, and a perfect system inaugurated and lived up to, your business will beyond all question be on a money-making basis.

Owosso Sugar Co. To Ship Beet Pulp To Ohio.

Owosso, Aug. 15—Supt. Joseph

Kohn, of the Owosso Sugar Co.'s factories in this city and Lansing, reports that both plants have been thoroughly overhauled and ready for the slicing season to open about October 15. The season will last about seventy-five days.

The company has tired of waiting for the farmers to come and draw away the pulp for their stock, gratis, and has made arrangements to dispose of 80,000,000 tons of it annually among Ohio farmers at \$2.50 a ton. One firm has contracted for the entire output of pulp.

Supt. Kohn will devote his attention this fall to the Owosso factory and will be assisted by Gustav Lederer, who has been promoted from chemist to assistant superintendent.

C. E. Nuesz will have charge of the Lansing factory, with George L. Walt as local manager.

Twenty thousand tons of beets will be sliced in the two factories.

The leasing of the Vigoro Health Food Co.'s plant in this city by the Tryabita Co., of Battle Creek, means that the large factory, idle almost from the moment it was erected, will soon be a busy hive of industry. Tryabita will be manufactured here, and about fifty hands will be employed.

The Bennington creamery, which got into the courts through the action of William Drury and Gottlieb Ruess against Receiver W. P. Harryman, was sold this week to complainants. Business will be resumed.

10c Quality For a Nickel

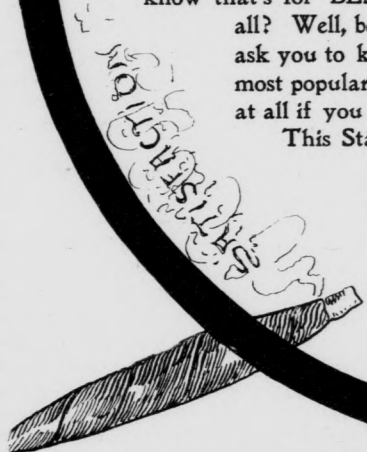


IT PAYS TO GET ACQUAINTED WITH THE BEN-HUR CIGAR

We're talking to you, Mr. Dealer—don't really know as it's necessary, for maybe you, along with the great army of smokers, have learned that from the first puff drawn nearly twenty years ago from a HEN-HUR there's been nothing but satisfaction whenever and wherever bought. But, Mr. Dealer, for every brand of cigars that were being made in 1886 and are still popular and fast selling won't you please hold up one finger? Now, all ready! Yes, we know that's for BEN-HUR, we expected that, go ahead—two—three, is that all? Well, better than many are able to do. Now if we should ask you to keep the finger up that represents still, to-day, the most popular and best selling of the three it wouldn't surprise us at all if you kept your first finger up.

This Standard Quality of Ben-Hur is why wise dealers find satisfaction in selling them to their patrons, who know their goodness equals a 10 cent smoke.

THERE'S SATISFACTION IN
EVERY PUFF



GUSTAV A. MOEBS & CO., Makers, DETROIT, MICHIGAN
WORDEN GROCER CO., Distributors, GRAND RAPIDS



Movements of Merchants.

Detroit—Edwin Davey is succeeded in the meat business by Lewis Dufany.

Pellston—E. W. Peister, meat dealer, is succeeded in business by Carl Roefe.

Bancroft — Andrew Larson, of Howell, will shortly open a new dry goods store.

Lansing—Dr. H. A. Dawley is succeeded in the drug business by Jones & Houghton.

Portland—W. P. Culver will be succeeded in the tinning business by Geo. W. Allen.

Wolverine—C. & F. Rorabeck succeeded Philo E. Hackett in the hardware and drug business.

Mt. Pleasant—Russell & Foland are succeeded in the jewelry business by Chas. E. Hight.

Wayland—Mabel Waite will continue the millinery business formerly conducted by Sias & McCaslin.

Muskegon—A. Goldberg will continue the flour and feed business formerly conducted by Goldberg Bros.

Onaway—Orlando Steele will continue the grocery and hardware business formerly conducted by Fox & Steele.

Ludington—C. Towers will continue the restaurant and confectionery business formerly conducted by Mrs. C. P. Fannon.

Mancelona—The millinery business formerly conducted by Mrs. Mary Gifford will be continued in the future by Mrs. B. Wilcox.

Saginaw—The Rockwood Millinery Co. has discontinued business and will be succeeded by Miss Maude F. Field, who conducts a restaurant.

Mancelona — C. W. Crapo, of Kingsley, has purchased the grocery stock of Milo Dickerson and will continue the business at the same location.

Petoskey—Carl G. Rolf has resigned his position in Joseph Hirschman's meat market and will engage in the meat business on his own account at Pellston.

Kalamazoo — August P. Scheid's branch grocery store, on the corner of Portage street and Washington avenue, is nearly completed and will be ready for occupancy about Sept. 1.

Pontiac—J. H. Landon, successor to the firm of Harger & Landon, has disposed of his grocery stock to L. C. Merritt & Co., of Vassar, who will continue the business at the same location under the management of C. S. Merritt.

Kalamazoo—N. C. Woodgate, who has been a baker for the T. W. Vanderbilt bakery on East Main street, has leased the William E. Engleman building at 1003½ East avenue and will remodel it preparatory to opening a bakery.

St. Joseph—Merchants of this city and Benton Harbor have been victimized by a clever forger for

amounts aggregating \$150. Checks were drawn on the Union Banking Company, of this city, in favor of William Rathbone. The alleged crook has escaped.

Port Huron—Joseph Carrigan, who conducts a mortgage loan and collection office in this city, is missing and several merchants of this city are out many hundred dollars. Checks to the amount of \$460 on the Commercial Bank and signed by Carrigan were cashed by the firms of Pardridge & Blackwell, G. C. Meisel, W. R. Austin, Howard Furniture Co. and Joseph O'Hearne.

Lansing—M. A. Jones and Fred W. Houghton have purchased the East Side pharmacy of Dr. H. A. Dawley and will continue the business under the firm name of Jones & Houghton. Mr. Jones has been the chemist for Northrop, Robertson & Carrier for the past four years and is an experienced pharmacist. He will have charge of the business. Mr. Houghton is a mail carrier and will continue that work, but will devote his evenings to the store.

Flint—The coal dealers of the city have taken up the gauntlet thrown down by Mayor Altken in regard to the fuel question to the extent of ignoring a published invitation for them to submit bids for furnishing coal for the poor of the city during the coming winter. In referring to this fact at the meeting of the Council last night, the Mayor reiterated his statement of a couple of weeks ago that there was a combine on the part of local fuel dealers to keep up prices, and he intimated that he would prove it if necessary.

Manufacturing Matters.

Detroit—The E. C. Clark Motor Co., which does a manufacturing business, has removed to Jackson.

Standish—Gilbert & Hall will continue the flour, feed, grain and shingle business formerly conducted by the Gray Milling Co.

Grayling—Salling, Hanson & Co. are installing new boilers in their large saw mill, which has been shut down for that purpose.

Detroit—The Humphrey Bookcase Co. has increased its capital stock from \$20,000 to \$30,000, of which \$16,500 has been paid in.

Detroit—The Detroit Timber & Lumber Co. has increased its capital stock from \$500,000 to \$700,000, of which \$500,000 is common and \$200,000 preferred.

Battle Creek—The Myenberg Terra Cotta & Brick Co., of Chicago, will spend \$1,000,000 for an immense terra cotta industry on the Adams brick yard site, near this city.

Muskegon—The Linderman Manufacturing Co., although one of the city's infant industries, has made such rapid progress that an extension is necessary and additional room for manufacturing purposes is being secured by remodeling and building.

Wolverine—The shingle mill erected here by Bartholomew & Mackenson will start operations next week. The firm has a contract to manufacture shingles for the Wylie & Buell

Lumber Co., of Bay City. The mill will cut 50,000 shingles and 300 railroad ties a day. Timber will be utilized that cannot be converted into lumber profitably.

Detroit—The Wayne Specialty Co. has filed articles of incorporation showing that \$2,700 worth of its \$5,000 capitalization is paid in in machinery and other property. The stockholders are John G. McIntyre, David McIntyre, Charles W. Curtis and Allan P. Cox.

Kingsley—Kingsley's latest in the line of new industries is a cigar factory. Four hands will be given employment at the start, and in a few weeks the working capacity will be increased to eight hands, with a daily output of 3,000 cigars. A. McDonald is the proprietor.

Bessemer—In the suit of the Antigo Lumber Co. versus W. H. Stebbins, the jury awarded the plaintiff a verdict of \$76,000, which is \$40,000 more than the company sued for. The defendant will ask to have the judgment set aside on the ground that certain jurors were prejudiced.

Sagola—The Sagola Lumber Co. will build two miles of logging road from its sawmill out into a tract of fine hardwood timber near its line. It is expected that after a couple of years more the Sagola people will connect with the Chicago & Northwestern at Mansfield.

Ann Arbor—The Ann Arbor Machine Co., which manufactures and sells hay presses, has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, of which amount \$33,300 has been subscribed and paid in in property.

Grand Marais—D. N. McLeod has sold his logging railway and lumbering outfit to the Continental Iron & Steel Co., of Chicago, and it will be delivered this month. The consideration was \$21,000, exclusive of the steam loader, and \$25,000 if the purchasers should decide to take the latter.

Menominee—The Wolverine Cedar & Lumber Co. has closed a deal for the purchase of over 5,000 acres of land from the Chicago & Northwestern Railway Company. It is conceded to be one of the finest tracts of standing cedar and pine in the upper peninsula. The consideration has not been divulged.

Change Their Attitude Toward Grand Rapids.

Three years ago there were but two trains daily, one a mixed train and one a passenger train, going East from Grand Rapids over the Michigan Central Railway to Jackson. This service was so unsatisfactory to the business men of Grand Rapids that a special committee, representing the Transportation Committee of the Grand Rapids Board of Trade visited Detroit and held a conference with Henry B. Ledyard, President at that time of the Michigan Central. The result was that a fast train service direct to New York was put on for a sixty days' trial. Mr. Ledyard entertaining grave doubts as to its continuance after

such a trial, believing, as he did, that there was not sufficient business to make the venture profitable.

Mr. Ledyard's judgment was faulty. The through train was a pronounced success from the start and the service continues up to date. Recently Mr. Ledyard was promoted to be Chairman of the Vanderbilt lines and Mr. W. H. Newman was given an absolutely free hand over the Vanderbilt lines west of Buffalo. Among the changes thereupon announced (about June 1) was the withdrawal of the train west from Jackson to Grand Rapids, arriving in this city about 9:30 each forenoon. No sooner was this change announced, than the Transportation Committee of the Board of Trade again came to the front with a protest.

Joseph Hall, district passenger agent for the Michigan Central, came to Grand Rapids by invitation and held a conference with the Transportation Committee. It was shown that by discontinuing the train in question injury was done to the jobbing trade of Grand Rapids, while the citizens of stations along the line between Jackson and Grand Rapids were seriously inconvenienced thereby. Mr. Hall promised to look into the matter and the members of the Transportation Committee promised to render all aid possible in making the investigation.

Presently there was another conference at the Board of Trade rooms. Among those present were G. J. Grammar, Vice-President of the Vanderbilt interests and in charge of the freight and passenger traffic over their lines west of Buffalo; C. F. Daly, passenger traffic manager of the M. C., the L. S. & M. S. and the Lake Erie & Western; Jos. S. Hull, general passenger manager M. C.; Geo. H. Ingalls, general freight agent Big Four Route; W. J. Lynch, general passenger agent Big Four Route, and B. B. Mitchell, general freight traffic manager M. C. At this meeting a promise was given by Mr. Daly, passenger traffic manager, to restore the train from Jackson, arriving in this city each forenoon about 9:30 o'clock.

Last Monday this promise was fulfilled by the going into effect of a new time card, by which a train leaves Jackson at 6:40 a. m., arriving in Grand Rapids at 9:30, making all intermediate stops. An additional train, also making all intermediate stops, leaves Grand Rapids at 4 p. m. The train leaving Detroit formerly at 5:15 p. m. now leaves at 5:20 and arrives in Grand Rapids at 9:25.

The foregoing trains are all daily except Sunday. The train arriving from Detroit at 1:30 will hereafter arrive at 1 p. m., reducing the running time thirty minutes. All of this information is gratifying for two reasons: First, it shows that our Board of Trade is alert, diplomatic and influential; and, second, it proves that the executive officers of the Michigan Central Railway are favorably disposed toward Grand Rapids.

He who will not pray for others can not pray for himself.



The Produce Market.

Apples—The crop of harvest apples in this vicinity is in good quality, but the yield is small. Red Astrachans command 50c per bu. and Duchess fetch 75c.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2.00 for Jumbos. With the visible supply of bananas reduced to less than half the usual amount because of the restrictions on importation made by the quarantine at New Orleans, wholesale dealers are predicting a famine in the fruit. Prices during the last two weeks have shown a steady rise.

Beets—18c per doz. bunches.

Butter—Creamery is weak at 21c for choice and 22c for fancy. Dairy grades are faltering at 18c for No. 1 and 15c for packing stock. Renovated is in moderate demand at 20c. Packing stock is holding firm, and prices better than quotations have been obtained this week, at times, for choice lots. There seems to be no limit to what the packing stock buyers will take and it is the general opinion that the amount of this grade that has gone into storage will exceed that of any other year by considerable.

Cabbage—Muscatine fetches \$1.75 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 15c per doz.

Eggs—Local dealers pay 16c on track for case count shipments, holding candled stock at 18c. There is a feeling prevalent that the present basis is a little high and that a slightly lower one will be reached within the next week. However, it is about the time of the year that eggs usually show an ascending tendency and this season may be no exception, in spite of the apparent weakness of the market. The shrinkage is heavy and the spread between current receipts and case count will probably be increased soon, as the loss is growing. Farmers are so busy that they do not market the eggs promptly and the hot weather does the rest.

Green Corn—Has declined to 12c per doz.

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

Lemons—Californias are strong at \$7 per box; Messinas in demand at \$7.50. Demand is still large but the country has been fairly well supplied and the shortage of a few weeks ago has been overcome. Prices are high as compared with most years.

Honey—14c per lb. for white clover.

Lettuce—75c per bu.

Onions—\$1 per crate for Bermudas; \$1.25 per 65 lb. sack for Louisiana; \$1.35 per crate for Spanish.

Oranges—Late Valencias are steady at \$5.50 per box. Owing to the presence of the deciduous fruits not much interest is taken in this line.

Musk Melons—Rockyford Cantaloupes fetch \$4.50 per crate of 54 and \$4 per crate of 45. Indiana Gems command 50c per basket. Michigan Osage fetch \$1.35 per crate.

Peaches—Early varieties command 75¢@90c per bu. Dealers are getting ready for the large crop which will soon be in market.

Pes—Early varieties command \$1 per bu.

Pineapples—Floridas fetch \$4 per crate of 30 and \$4.50 per crate of 36. The demand is moderate.

Plums—Abundance and Burbanks command \$1 per bu.

Potatoes—New stock commands \$1.50 per bbl. or 50c 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¢\$1; pigeons, 75c¢\$1 per doz.

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

Spinach—50c per bu.

Summer Squash—75c per bu.

Tomatoes—Home grown fetch \$1.25 per bu.

Turnips—40c per bu.

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

Wax Beans—\$1 per bu.

Whortleberries—\$1.25 per bu.

New Factory at Sturgis.

Sturgis, Aug. 15—Another new factory building is to be erected in this place, the business of the Berridge Sehar Co. having enlarged so rapidly as to demand more room and increased facilities. The new building will be of brick, 60x48 feet, two stories high. The old frame warehouse just north of the office building is being torn down. The Men's Club is making arrangements for the new auditorium to be erected on Williams street. Dr. McKenzie has agreed to take care of \$5,000 providing the additional is raised. It is intended to have the auditorium seat comfortably 600 people.

Cornelius Crawford (Hazeltime & Perkins Drug Co.) is making money fast these days. Two weeks ago today his mare, Camilla, won \$500 in a race at Kalamazoo and last Thursday she repeated herself at the Grand Rapids races, taking first money in the 2:15 trot in three straight heats, which she made in 2:14½, 2:12½ and 2:12¾. She made the last half on the second heat in 1:04½ and the third quarter of the second heat in 31 seconds.

Grant Holden, formerly engaged in the drug business at Yale, will re-engage in the same business at that place about Oct. 1. The Hazeltime & Perkins Drug Co. has the order for the stock.

Mrs. A. E. Locke, who formerly conducted a grocery business at 95 Broadway, is succeeded in business by Leonard Van Houten.

The Grocery Market.

Sugar—While there have been no advances of late the outlook is strong and with the continued large demand higher prices are in the realm of possibility. The quarantine at Southern points has an effect on the freight situation and might be the means of higher figures. Locally the call continues to be heavy and the jobbers predict a record breaking season in sugar if the demand holds out as it has been.

Canned Goods—Reports from California indicate that the pack of apricots is considerably short of last year. The pack has been completed. Peaches are being canned and the outlook is for a fair pack. A number of the coast packers are reported to have more peaches sold than they can deliver. Indications are that an advance may take place in these two lines before long. There is a small demand for all canned fruits. The pack of Sockeye salmon is progressing as rapidly as the canners can get the fish. It is likely that the pack will fall short of last year as the run was late in starting. The season closes Aug. 25 on the Puget Sound. The pack of Sockeyes in British Columbia up to date has been as follows: Fraser River, 400,000 cases; Skeena River, 100,000 cases; Rivers Inlet, 80,000, and miscellaneous, 40,000. Reports from the French sardine industry indicate a small pack and high prices. Continued talk of a short tomato pack is having its effect on the market and the holders of spot goods are firm in their views that higher prices will prevail. Indeed, sales are reported at 2½¢@5c above the prices of a couple of weeks ago, but it is not safe to say that the market is that much higher. Corn is quiet as the trade is awaiting authentic figures on the probable pack. The demand is limited, as far as spot goods are concerned. Other vegetables show no changes. There is a light demand for these goods at present.

Dried Fruits—Prunes have advanced and packers are asking a 3¼c basis, but as yet have made no sales at that price. Earlier in the season future sales were made as low as 2c. Spot prunes are unchanged. The quotation on the coast is on a 2¾c basis, but this includes very few desirable sizes. The raisin market is very much unsettled by reason of the latest combination that has been formed. The holders of seeded raisins have such faith in the new combination that they are asking 7c for old fancy brands, which is an advance of about 1c in the last month. Still, some can be picked up for much less than that. Loose raisins still show an advancing tendency, although there is little or no demand. Apricots are about ½c stiffer for the week and the demand is good. Currants have advanced still further, as the Greek bill, which carries the new selling plan into effect, has passed. New currants are now quoted at 6c per pound, uncleaned, in barrels, which is 1¼c above normal. This price has actually been paid. Evaporated

apples are very stiff and advancing. The most unsettled line of dried fruits is peaches, which have advanced on the coast to a point where choice fruit would cost 8¾c delivered in the East in carload lots. This is 1¾c higher than last year's opening, and 1¼c above this year's opening. The prospective short crop is given as the cause, but in this connection it is decidedly curious that canned peaches should be so much lower than last year and evaporated peaches so much higher, although both are subject to precisely the same conditions.

Tea—There is the usual summer business doing, and probably September will be here before any great improvement will be noticeable. There has been no change in prices during the week, but values are steady to firm on this side, owing to the fact that prices on the other side are somewhat higher than here.

Coffees—The situation is still a strong one and any price changes are likely to be upward. Reports from Brazil still indicate a short crop. It is the opinion of part of the trade, at least, that the era of low priced coffee is over. Conditions are such in Brazil as to preclude an increased output for several years. Jobbers report the demand as normal for the season, with a heavy call from the country districts.

Rice—New crop rice has made its appearance at Southern points and will be in this market very soon. Asking prices on the new rice are not quite so high as was anticipated. The demand is moderate.

Syrups and Molasses—Glucose advanced 10 points Wednesday, and in all probability will advance further. The manufacturers appear to have effected a hard and fast combination, which will likely have the inevitable effect of advancing prices and keeping them advanced. As a result of the advance in glucose compound syrup has advanced 1c per gallon and will at once follow any further advance which glucose may make. The demand for compound syrup is slow. Sugar syrup has advanced about 2c on good sweet grades, and the demand for these is fair. Molasses is unchanged and very dull.

Fish—Cod, hake and haddock are still unchanged and in light demand. The receipts are still plenty, but there is hardly any demand. Salmon shows no change, except that certain New York houses are cutting red Alaska considerably. Sockeye prices are expected to be named any day now. In Gloucester the mackerel market has advanced \$1.50 per barrel during the week, due to the fact that the receipts have fallen off and the height of the catch over. Secondary markets have not yet advanced this much, but average 50c higher. The full advance, however, in the absence of any relief down East, will doubtless be eventually communicated to other markets. The demand for mackerel is quiet. Sardines are unchanged and at present in light demand.

ELEVENTH CONVENTION.

Large Meeting of Michigan Retail Hardware Dealers.

The eleventh annual convention of the Michigan Retail Hardware Dealers' Association was holding its initial session when the Tradesman of last week went on the press, so that only a bare outline of the preliminary work of the convention was presented.

After the address of welcome and the response by President Sperry, the latter announced the appointment of the following committees:

Nominations—T. Frank Ireland, Belding; E. B. Standart, Holland; F. Brockett, Battle Creek; S. W. Winchester, Jackson; J. J. Potter, Alpena.

Auditing—Geo. B. M. Towner, Muskegon; E. J. Morgan, Cadillac; J. G. Patterson, Detroit.

Question Box—F. W. Pierce, Owosso; P. A. Wright, Holly; Mr. Phillips, Allegan.

Resolutions—A. M. Partriarche, Marlette; C. A. Reynolds, Petoskey; A. N. Russell, Sheridan.

Constitution and By-Laws—J. H. Whitney, Merrill; C. M. Alden, Grand Rapids; E. S. Roe, Buchanan.

Press—A. G. Schoenberg, Saginaw; Geo. J. Frank, Bay City; G. T. Greedy, South Lyon.

Credentials—E. J. Hallett, Pontiac; Geo. Waigle, Pewamo; J. M. Williams, North Adams.

Finance—Chas. A. Sturmer, Port Huron; Mr. Smith, Lansing; Allen Havens, Bellevue.

Sergeant of Arms—John Popp.

In addition to the above committees the President appointed a permanent Legislative Committee, consisting of Senator C. L. Glasgow, of Nashville; A. Harshaw, of Delray, and C. E. Phipps, of Otsego.

Minutes of the last convention were read and approved, as were also the minutes of the Executive Committee meeting held in Saginaw March 21.

Letters were read from C. N. Barnes, Secretary of the North Dakota Association; Paul McClure, Secretary of the South Carolina Association; David Barkley, Secretary of the Colorado Association; Frank A. Bare, Secretary of the Ohio Association; John B. Felton, Secretary of the New York Association, and A. R. Sales, Secretary of the Iowa Association, all extending greetings. A telegram from Henry C. Weber, Treasurer of the Association, who was prevented by a broken leg from attending the meeting, expressing his regrets at being unable to be present, was read. On motion the Secretary was instructed to telegraph Mr. Weber, extending to him the sympathy of the Association in his present predicament.

A letter was read from M. L. Corey, Secretary of the National Association, complimenting the organization upon its rapid growth and advising them that they could now claim second place on the membership roll of states affiliated with the National Association, Minnesota be-

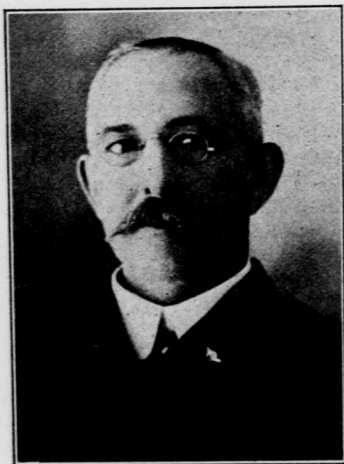
ing the only Association having a larger membership.

President Sperry then delivered his annual address, which appeared in full in the last issue of the Tradesman.

Treasurer Weber's annual report was as follows:

Amount on hand at last convention	\$ 179 48
Amount received from Aug. 9, 1904, to Aug. 8, 1905...	2,423 40
Total	\$2,602 88
Disbursements	1,723 25

Balance on hand.....\$ 879 63
In addition to this amount we have a net profit on our programme of \$1,039.57 above all expenses, which will leave us a balance on hand of \$1,919.20. My incapacity has made it impossible for me to check over with the Secretary the returns from



J. H. Whitney

our programme, but I might say that all but \$285 of this amount has been received.

Secretary Scott then read his annual report, which appeared in full in last week's issue of the Tradesman.

T. Frank Ireland then read a paper on Our Friends, which appears verbatim elsewhere in this week's paper.

In reply to an enquiry as to what effort is being made to defeat the Parcels Post bill, the President called upon W. P. Bogardus, of Mt. Vernon, Ohio, who stated that, inasmuch as he had prepared an address to be delivered at the Thursday morning session which would treat upon this subject, he would prefer not to enlarge upon it at the present time. He took occasion to comment upon the enthusiasm which had been manifested by the delegates at all the conventions of hardware men that he had attended during the past year and he felt that this was genuine enthusiasm and is playing an important part in working out the problems which are constantly coming before the Association.

Upon motion of Mr. Ireland the recommendations included in the President's address were referred to the Finance Committee and their report was made at the executive session Thursday afternoon.

A paper upon The History of Our Association, prepared by Henry C. Weber, of Detroit, was read by A. Harshaw, of Delray. This paper appears in full elsewhere in this week's paper.

On motion of George Leedle, of Marshall, a vote of thanks was extended to Mr. Weber and to Mr. Ireland for preparing the interesting papers which were read and also to President Sperry and Secretary Scott for the work which they had done and the comprehensive reports they had submitted.

The question of forming county associations throughout the State, each of which should meet several times a year, was discussed at length, some of the members being in favor of it, while C. A. Peck, of Berlin, Wis., Secretary of the Wisconsin Association, expressed the opinion gathered from his experience in that State that the cause of organization would be better served by bending every energy to increase the scope and effectiveness of the State Association as a body. Upon motion this matter was referred to the Committee on Constitution and By-Laws and the meeting then adjourned.

Thursday Morning.

At the opening of the Thursday morning session E. B. Standart, of Holland, who was down for an address, selected "Loyalty" for his subject and read a most interesting paper, outlining the needs of the Association for the friendship and close co-operation of each and every one of the members. Different means for displaying this affection were analyzed.

Commenting upon Mr. Standart's remarks, Mr. Bogardus said that one of the best ways of showing loyalty to the hardware business and to the hardware associations was for each member to bring the other dealers in his town into closer relationship with each other. "If you have no local association," said the speaker, "buy a can of oysters some night, get some good cigars and invite the other dealers to come over to your house and spend the evening. You can do more in a meeting of this kind to get the different dealers to working in harmony than by any other method."

Mr. Standart, again referring to his subject, stated that the hardware men of his city had been brought together in the manner suggested by Mr. Bogardus and now endeavor to conduct their businesses with due respect to the rights of the other dealers in the town.

W. P. Bogardus read a paper on the subject of Parcels Post, which will appear in full in next week's issue.

The opportunity to discuss the merits of pending postal legislation was then taken advantage of and a thorough discussion of the subject was indulged in. Delegates Bielby, Truax, Harshaw and Currie took part. M. M. Callaghan, of Reed City, announced that he favored the passage of the proposed Parcels Post bill and gave his reasons therefor, but after the matter had been can-

vassed at length and Mr. Corey, Secretary of the National Association, had explained certain results which would follow the passage of this bill, Mr. Callaghan acknowledged that he had expressed his approval more for the purpose of exciting a discussion of the subject than anything else. The consensus of opinion among the delegates was that while the Government through its Postoffice Department is justified in incurring a deficit if that be necessary in order to facilitate the dissemination of news through newspapers and magazines, it is not justified in entering the merchandise business by carrying parcels at a low rate and by so doing place a heavy expense upon the country and at the same time enter into competition with the thousands of retail merchants in the United States for the benefit of a few large corporations located in the big cities.

Mr. Bogardus offered a resolution protesting against the passage of the Parcels Post bill, and this resolution was, at the suggestion of Mr. Harshaw, referred to the Committee on Resolutions.

W. P. Lewis, of New Albany, Ind., read an excellent paper on the subject of "Mutual Fire Insurance."

A. T. Stebbins, of Rochester, Minn., gave a comprehensive talk on the History of Mutual Fire Insurance in his State. He believed that the fact that the Minnesota Association had grown to four times the size which it was six years ago was largely attributable to the mutual insurance feature in connection with the Association. He also gave some valuable ideas on the formation of country associations of retail merchants and stated that in his county such an association is being successfully operated, not the least of the benefits of which was the establishment of a reliable credit system. He said that his country was not different from any other so far as the opportunities for carrying on such an association were concerned, and he recommended that the dealers throughout Michigan give this matter careful consideration and follow out the ideas which are being employed so satisfactorily in Minnesota.

C. A. Peck, of Berlin, Wis., also referred to the growth of the mutual insurance and said in part:

I thank you for the honor you have done me in asking me to address you at this time, and while I desire to say something along the line of association work, and possibly may before I finish, I see that your Committee have assigned to me the matter of fire insurance.

It certainly is a growing subject, and taken in connection with the hardware fire insurance companies which have been organized within the recent past, is a matter that we all are, or ought to be, interested in, for I take it for granted that the most of us are not in business for our health, but to make some of the filthy lucre floating around us, with some in-flood torrents, and with others in a small trickling stream.

The record of all mutual companies has not been of the best in the past, but I think in every case of failure it has been because they were too much disposed to try and protect their patrons with wind, instead of

dollars, and all those companies who have collected a reasonable premium and managed their affairs in a just and economical manner have not failed to score a great success. I can speak more definitely about our own Wisconsin company, which has been running only about sixteen months, has written over \$900,000 of insurance, suffered but \$2,726 of losses, collected \$15,054 in premiums, dividing back 20 per cent. of all policies expiring during 1905, and a more than reasonable show that the dividend for this year's work will be at least 30 per cent, with a handsome surplus to be carried to the reserve fund.

I think it is the policy of our directors to declare back the full surplus as soon as a reserve fund of safe proportions has been accumulated.

The reasons for this apparent success do not have to be long searched for, principal among which I would name, "smallest minimum expense," as we pay no commissions and have but one salaried officer, with an assistant, "no ratings," as we use old-line companies' rates, a "preferred class of risks," as hardware stores are a much better risk than livery stables, bakeries and dry goods stores, a "preferred class of patrons," for while I have a good word for all hardware dealers, one who is doing a losing business, or is desirous of selling out, will not be very apt to belong to your State Association, and that is one of our most stringent rules, that an applicant must belong to his State Association, hence we have no risks in New Jersey, that State having formed a State association.

In regard to liability, I would say that for one I have been too long in legitimate business to endeavor at this late day to foist upon any one any gold brick scheme, but believe the whole business is founded on strict business ability and good common sense, for reasons before stated.

In regard to liability of our patrons. I would say that we are organized under a special act of the Wisconsin Legislature, which limits the liability of the assured to a possible assessment of three times his annual premium, if the exigency should arise, which to my mind seems very much like saying, if your aunt had been a man, she would have been your uncle.

Perseverance will almost always win out, not always, for a hen may sit on a porcelain egg with all the perseverance imaginable, but will never inaugurate a very large henery, but I am satisfied that we have hold of the right end of the string to bring about a much lower rate of insurance than we are now paying. If any of you see any holes in this skimmer that I do not I shall be at liberty after dinner to have them pointed out to me and will not think you impertinent if you attempt to do so.

A. R. Sale, Secretary of the Iowa Association, also enlarged upon the subject of mutual fire insurance and told of the success that has followed the efforts of the Iowa dealers since their mutual company was organized.

The meeting then adjourned until 2 p. m.

Thursday Afternoon.

Immediately after calling the meeting to order at 2 p. m. the President called for the report of the Credential Committee. This Committee reported that there were 254 delegates eligible to be seated. The report was accepted.

The Committee on Constitution and By-Laws reported as follows:

We recommend that section 1 of the constitution and by-laws be amended by striking out the word

"dealers," making this section read: "The name of this Association shall be the Michigan Retail Hardware Association."

We would further recommend that the members of the State Association form themselves into local, county or district associations and do all in their power to interest and secure a membership of non-members to the State Association and local associations. We believe that it would not at this time be practicable for the State organization as a body to take up the said work, but would recommend that printed matter and circulars be prepared setting forth the advantages and benefits to be derived from local organizations and that the same be distributed among all the hardware dealers in the State.

The report was adopted.

The Finance Committee recommended that the salary of the Secretary be increased, and after some discussion of the subject, in which all who spoke paid high tribute to the efficient work of Secretary A. J. Scott, a substantial increase in salary was voted.

The Auditing Committee reported that they carefully examined the books of the Secretary and Treasurer and found them to be correct.

M. L. Corey, Secretary of the National Association, then took charge of the question box and before submitting various questions which had been suggested to him for discussion he took occasion to refer to the series of cartoons which is being run in the National Bulletin. Plates of these cartoons could be secured for a nominal sum, and he suggested that one dealer from every town in the State secure electros of these cartoons and see that they are used in the local papers. He felt that this would be an excellent way to place some important truths in the hands of the farmers.

Under the head of Question Box a number of interesting subjects were introduced and a free discussion of such questions as "Mutual Fire Insurance," "Cash System in the Hardware Business," "Expense of Doing Business" and similar matters was indulged in.

The question of creating a demand by the manufacturer was enlarged upon by several delegates, the preponderance of opinion being that many manufacturers would secure better results by directing more of their advertising to the dealer than by overlooking the retailer and trying to create the demand from the consumer. If the retailer is given the proper encouragement, good treatment and reasonable profit he can push the new line and create a better demand than can be built up in any other way.

Mr. Corey elicited the promise from a majority of those present that they would occasionally send to him any new ideas or circulars which they might employ, so that he might pick out any that were valuable and let the dealers in other states know what is being done in Michigan.

Considerable time was devoted to the consideration of the "special brands" question and it was shown that the majority preferred to handle

manufacturers' brands whenever possible.

The Resolution Committee then offered the following report:

We extend our thanks to the hotel management for their courtesies and their efforts in entertaining our Association; also the salesmen, jobbers, manufacturers and the local Association of Saginaw for their untiring efforts in contributing their share to make this the most successful meeting in the history of this Association.

We further thank the National Association officers and State Association officers for visiting us from other states, for their interest and co-operation rendered during the convention, and we wish to recognize at this time the excellent work done by the wholesale and retail hardware joint Catalogue House Committee.

We regret the passing away of our fellow members, the late J. W. Jochim, of Ishpeming; Otis Taylor, of Port Huron, and E. F. Platt, of St. Joseph, and we shall sorely miss them from our Association gatherings.

That we adopt an Association insignia designed with the inscription, "Member of the Michigan Retail Hardware Association," to be used on stationery, and that the Secretary's office issue a number to each member which shall appear upon such stationery, so that no advantage may be taken by unscrupulous dealers.

Whereas, it is stated in the report of the Postmaster General that there is a deficit for the year ending June 30, 1905, of over \$15,000,000 in his department, and whereas it is not wise on the part of the Government to engage in experiments that from past experience will result in deficits, therefore be it resolved by the Michigan Retail Hardware Association that we notify our representatives in Congress and Senators that we are opposed to all legislation looking to the establishment of any parcels post laws and advising them that as their constituents we request and urge them to vote against any such measures and use their influence to defeat the enactment of any such laws.

Last, but not least, we are having a good time and expect to continue having a good time and to buy all the goods we can from the jobbers and manufacturers who are helping us in our cause.

The Nominating Committee then submitted the following names for the various offices for the next year:

President—J. H. Whitney, of Merrill.

Vice-President—E. B. Standart, of Holland.

Secretary—Arthur J. Scott, of Marine City.

Treasurer—Henry C. Weber, of Detroit.

Executive Committee for two years—J. B. Sperry, of Port Huron; T. Frank Ireland, of Belding; C. M. Alden, of Grand Rapids; J. H. Murray, of Cadillac; George P. Griffin, of Albion.

The report was adopted and, on motion, the Secretary was instructed to cast the unanimous ballot of the convention for these nominees. This was done and the above officers were declared duly elected.

The new President was escorted to the chair and thanked the Association for the honor conferred upon him. He assured them that he would do everything that he could to further the interests of the Association.

Mr. Standart thanked the Associa-

tion, as did also Secretary Scott, who was elected to the office of Secretary for the fourth successive term.

At the suggestion of Mr. Winchester, of Jackson, a committee of two, consisting of A. Harshaw, of Delray, and J. H. Temmink, of Greenville, was appointed to prepare a suitable resolution of thanks for the work which the officers had done during the past year. This Committee offered the following resolution:

Whereas—Our officers for the past year have been untiring in their efforts to increase the membership of our Association and placed the Michigan Retail Hardware Association in the front rank, the credit for which is largely due to the earnest efforts of our retiring President; therefore be it

Resolved—That we hereby extend to J. B. Sperry our sincere and heartfelt thanks for his labors and efficient service during his term of office.

A vote of thanks to Secretary Arthur J. Scott was also extended and he was given three rousing cheers and a tiger.

Letters of invitation were then read from Mayor Codd, of Detroit; President C. F. Bielman, of the Detroit Board of Commerce, and also from the Detroit Retail Hardware Dealers' Association to hold the convention in Detroit next year.

On motion this invitation was unanimously accepted and the convention will be held in Detroit on August 8 and 9, 1906.

A vote of thanks was extended to W. D. Anderson for the excellent work which he has done during the past year as solicitor for the Association.

Mr. Corey took the floor for a few moments and in a few very stirring words congratulated the Association upon the magnificent showing which it had made since its last convention. He said that Michigan had never wavered in its loyalty to the National Association and that the officers of the latter regarded this Association as one of its principal strongholds. He urged the delegates to return to their homes and take with them the enthusiasm which they had shown at their meetings and to come to the next meeting in Detroit each with a new member for the Association.

In the evening about 500 delegates and camp followers attended a Dutch lunch and vaudeville show given at the Germania gardens by the jobbers, manufacturers and traveling men, one of the pleasing features of the evening being the presentation to Secretary Scott of a handsome gold handled umbrella suitably engraved. This was given as a token of the esteem in which Mr. Scott is held by the traveling men who were in attendance at the meetings.

The entire programme for Friday, the last day of the convention, was turned over to a committee of salesmen, of which T. J. Furlong, of St. Ignace, was chairman. An attractive programme was provided and the scheme was voted a pronounced success, serving as a fitting climax for the most successful meeting ever held by the Association.

No man gains anything until he is willing to lose something.



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E. A. STOWE, Editor.

Wednesday, August 16, 1905

EAST VS. SOUTH

For a number of years the commercial relations between the East and the West have not been all harmony. Something akin to irritation has been manifest on the part of the parental Atlantic sea board at what it is pleased to consider a spirit of unrest on the other side of the Alleghanies. The parent in its futureless maturity is surprised that the vigorous youth there should become dissatisfied with what they of teth old homestead have pronounced good, and so put down as unchangeable as the law of the Medes and the Persians. Why, then, when the unchangeable has been reached, should not the younger members of the family govern themselves accordingly? What if their lands have enlarged and the crops increased beyond all expectations? Do they suppose that this increase, which may or may not be temporary, is to force a change in transportation rates and conveniences already fixed? New York is and has been the outlet for the Middle West ever since there has been the need of an outlet. It is the seaport metropolis of the hemisphere. Here, if anywhere, must the exports of the country come in lines already fixed. All that remains, then, is for the West to hold her soul in patience, to adapt herself to existing circumstances and cheerfully submitting to the inevitable be content to go on in the same old way.

For a time that sort of consolation was put up with. The conditions did seem unchangeable. They were hard to endure, but under the circumstances there was nothing else to be done and like the man with a tack in his shoe the West got over minding it and went about its business. The time came, however, when something had to be done. The pent-up sea of grain rose higher and higher and finally when in places the level reached the rim the escaping ripples to the surprise of the beholder followed the lay of the land and started for the Gulf of Mexico. In time the usual relief followed the trade channels by water and rail across country, and New York, self-satisfied, nodded her approval with the accustomed, "I told you so," exacted the old exorbitant rates with a look and manner which meant,

"What are you going to do about it?" and complacently sat down to enjoy to the utmost her ill-gotten gains.

The West in the meantime could not forget that down-hill grain-trickle. It could not forget either the intolerant treatment it had received from the old folks at home. Like a burdock clung the memory of the over-bearing selfishness, which gave no heed to the pleading amounting almost to prayer for relief from the commercial burdens. At last, with the inter-ocean sea-level rising to full tide, shut in by dikes and barriers set up and strengthened by extortionate New York, the West made up its mind to see what would result from following the trend of a line of road parallel with the Mississippi. What she saw was convincing. She could afford to make the experiment. She made it and quietly followed it up. Year after year the grain-ripple became a rill and the rill a rising stream. New York at last became aware of the fact that high-tide in the great inland grain sea was ebbing without its customary wave-breaking uproar. The annual prayer for relief was no longer heard. No pressure anywhere was noticeable. The grain river flowed, indeed, to the Atlantic, but the usual signs of freshet did not appear, and then the export city of the continent found that the grain stream was pouring its tremendous food flood into the Gulf and that New Orleans had resumed its old-time role as a world market.

It is easy to infer that New York has not noted with indifference this tapping by a Western railroad of that almost limitless grain sea. She begins to believe after all that something can be done to lighten the complained-of burdens of the Western grain grower. She is willing to put a hundred and something millions of dollars into the Erie Canal. She has an idea that the increase of traffic warrants a re-consideration of rates—anything to satisfy an old customer!

And the old customer? An item from the telegraph reports is a sufficient answer to the question: "Speaking of the fight between the railroads operating to New York and the lines to the Gulf of Mexico ports for export business, President Stuyvesant Fish, of the Illinois Central Railroad, said that the Illinois Central was in the export business to stay. "We shall attempt to influence all the export business possible via New Orleans," said President Fish. Last year we got most of the traffic that belonged to us, and this year we shall get more of it from present indications. A large part of the West, we contend, is naturally tributary to the Gulf of Mexico ports, particularly New Orleans. While I would do nothing to injure New York, my home city, I believe it has had more than its legitimate share of the export grain traffic from the West," a statement that indicates that the Middle West has got tired of New York's indifference and has determined to put up with it no longer.

SIGN-BOARD VS. NEWSPAPER.

When the advertising agent of the Greatest Show on Earth came to Conningsburg, let us say, and proceeded to make the town gay with his advertisements he was met by the President of the American and Historic Preservation Society and politely but firmly informed that his desire could not be granted. Conningsburg was against any such disfiguration of landscape in town and county; she was doing her best to render beautiful her places, public and private; improvement was going on rapidly and satisfactorily. Should he accomplish his purpose the town would receive a set-back from which it would not soon recover; his purpose could best be accomplished in a far less offensive manner and, therefore, for these reasons, each in itself sufficient, the abandoned sign-boards could not be again put up and the walls and fences would not be again disfigured with notices of shows and merchandise.

True to his calling the agent listened patiently to the President and proceeded to make answer. The public place as an advertising medium had been sanctioned by time and custom—sanctioned, for the church itself had taken these means of proclaiming its sacred truths. Christianity had to depend upon visual teaching to promulgate its doctrine. Printing was then unknown and the windows of the churches were made use of to tell the sacred story to the masses who crowded the sanctuary. Indeed, it was the only way. Very few could read; but all had eyes, all were attracted by form and color, and so in form and color was told the story of the immaculate conception, the journey of the Magi, the birth in Bethlehem, the baptism in Jordan, the crucifixion, "the glorious resurrection and ascension," and so the redemption of all mankind; so that it was not assuming too much to say that with christianity as the cornerstone of modern civilization, civilization is due to the public place as an advertiser, an advertiser, he begged leave to remind his hearer, that Christendom still made use of, as cathedral-dotted Europe and church-sprinkled America everywhere affirmed. Satisfied in following such a precedent he was sure he was in the right and he, therefore, insisted that he should have his license and so "paint the town red."

"You only prove what the world has long believed," was the prompt reply. "The church of the Middle Ages used the best means of that dark period to make known its teachings; but the age and its methods have long since gone by, and we insist that Mediaeval methods are not only out of date to-day, but fail in the accomplishment of what is required of them. To make a long story short, the best means of advertising to-day is not the sign-board but the newspaper, and with that for a fact we still insist that the license to disfigure Conningsburg shall

not be granted," and it is pleasing to record that the newspaper got the advertisement, the show was a financial success and the beauty of the town was unimpaired.

It goes without saying that the question of advertising is one of money, and the advertisement that brings in the largest returns is the one most sought for. For a long time the sign-board was considered the best way to advertise. It has still strong supporters, a fact confirmed by the omnipresent sign the world over. The man, however, who pays the bills began in time to question whether after all he was getting the most for his money by lining the ways of travel with paint and picture. Question means doubt and this could only be removed by test. A certain number of the largest advertisers were appealed to with the following results: One house spending from \$350,000 to \$500,000 a year on advertising does not favor the sign-board. Another spending the same sum in street car and other posters has discontinued that method. One firm whose advertising amounts to \$800,000 annually says that beyond impressing upon the people's minds the name of the article advertised the sign-board is not profitable. Another whose yearly bill is in the neighborhood of \$1,000,000 has no sign-board in the United States or Canada; but from one-third to one-half of its allotment is in that form for Cuba because "the people there are largely illiterate and can be reached in no other way," a statement suggesting the Middle Ages argument of the agent above mentioned; while still another large concern states that after experiment it has stopped billboard advertising altogether. These are few instances, but the few and the others furnish convincing proof that the sign-board and out-door advertising generally does not pay, a conclusion which makes its removal inevitable.

How completely the newspaper has taken possession of the advertising field needs no showing. A single Sunday paper of the Middle West, out of forty pages, gives up something like thirty-three pages to the advertiser, and this is by no means the largest paper published. A popular monthly takes 126 pages of advertisements to its readers for the month of August, and with this to begin with some idea can be formed of what proportion of the world's advertising goes into the columns of the press, where it will give surer returns than the Mediaeval methods can ever hope for.

That the immediate removal of the sign-board will be accomplished is hardly to be hoped for. We are creatures of prejudice and conservatism is slow to change its mind, but when continued test shall prove, as it will, that money spent on sign-board advertising is so much thrown away we may expect to see the passing of out-door advertising as a means of increasing business, and the adoption of the periodical as the only advertising agency to be depended upon.

DOMESTIC DIPLOMACY.

It Smoothes the Rugged Path for Five People.

Written for the Tradesman.

"Let's see. To-day is the 25th and if they come in ten days that will be somewhere about the 5th of August. There will be plenty of time to get ready, but it's always best to be at the station a few minutes beforehand. They'll probably stay a fortnight. Jeff, in his extravagant way, says he's going to put in the rest of the summer on the old place; but girls brought up in the city, after the novelty is over, will find the country quiet a little too much, and I'll give 'em a week on the end of the ten days to get all they want of us.

"It all depends, Helena, on how Constance and your father get on. It seems to me he grows worse and worse. I thought it would be pleasant to give them our room; it's on the ground floor so, and cooler in hot weather, but that doesn't do at all. Jeff is just Jeff as he always has been and Constance is just Jeff's wife. There's the spare chamber with the bedroom out of it, and if that will do, all right; if not, all wrong. He isn't going to turn things upside down because his son is going to bring his wife home. So there 'tis. I've got to write and tell Jeff what he and Constance will have to put up with and we must take father in hand and see if we can't make him a little more bendable. For some reason or other when men get well headed towards fifty they begin to balk and there's nothing that'll stop them. Things they wouldn't think of caring about before are more than worth fighting for, and when he makes up his mind there's no moving him an inch. He's got it into his head lately that his opinion has got to be asked no matter what's said or done, and when he has given it there's an awful to-do if it isn't followed to the letter. You heard what a 'catouse' he made because I slipped a few things into his upper drawer. A few weeks before you came home I got tired of having the furniture always in the same place in the sitting room and I put my little rocker over by the window where his big chair is. Well, you would have thought the world had come to an end. Without a word he put the lumbering old thing back and announced that it was going to stay there! Rather than have a pitched battle I let it stand, although I see he's growing more and more selfish every day. Early in June I went over to the Van Wyes to tea and the Judge looked so nice in the white tie he always wears that I got a dozen for your father. To make him wear them I threw away that old black thing he was married in and when he asked me where it was I told him I had burned it; but I got some white ones when I was over to the village. I brought them and if he didn't put the whole dozen into the kitchen stove I wouldn't say so. He went a whole week without

anything and then got him another black one.

"He's got into the dreadful notion of scraping his plate at meal-time. Sometime along in the winter for a change I had some of that strawberry jam for tea—the Maburys were spending the afternoon—and I served it in those sause dishes you think are so pretty. He had all he wanted, but what did he do but set to scraping that dish with his teaspoon until it sounded exactly as if he were beating eggs! Well, I was mortified to death, and there sat Mrs. Mabury and saw him acting like a Hot-tentot! 'Won't you have more jam?' I asked and gave him a look that ought to have run him through. He kept up his egg-beating until I thought I should have a fit and then he said I liked to have him do it because it made the dish easy to wash!

"Jeff says Constance is a De Peyster and is inclined to be proud of the fact. Just as sure as she shows signs of it your father will let her know what he thinks of what he calls 'the family pride business,' and he'll do it without any mincing of matters. A day or two before you came home Mrs. Crowningshield and her sister, Mrs. De Laney, called and they were admiring your grandfather's portrait—it's a Gilbert, you know—and they naturally enough asked whose it was. When I mentioned our family it turned out that we were all of the old stock, some North and some South, and it seemed to be a pleasant thing all round. While we were on that subject your father came into the library and the doors being open he heard us. After they were gone you should have heard him! It gave him the chills to hear 'Bet's and Nance Hanks' talk about pedigree. When he left Milltown they were big strapping girls around bare-foot and bare-legged, and to hear them now you would think they could trace their ancestry as far back as Queen Victoria could. For my part I don't know what to do with him."

Helena Clarendon, her father's own child, like him listened and kept still. More than once she had been on the point of speaking, but she was beginning to see things she had more than half-suspected and as she listened she found herself accounting for much of the irritability that had appeared from time to time during her absence at school in her father's letters. She had often wondered why. Now she knew, and as she listened the wonder became a question how she could change her mother's point of view and so make living more tolerable for all concerned—in vacation time at least. She had already learned from a little disagreeable experience that family angles are the ugliest to turn without disaster, but in season and out she would do her level best.

She did not have long to wait to begin. That day at dinner her mother remarked irrelevantly, as she was wont to do, "How much Helena looks like the Lawrences to-day.

She's the very picture of her grandfather's portrait."

"The old reprobate! He spent two fortunes and would have finished a third if he hadn't died just as he did. 'The Lord of hosts' was with you then, Elizabeth, if He ever was."

"The Clarendons, so far as I have learned, didn't have any fortune!" The Lawrence nose went into the air as she said it.

"No, they had to be contented in being merely respectable."

"That was the time when 'the Lord of hosts' was on your side, daddy. Thankful am I for two such inherited mercies;" and the girl's merry laugh banished the threatened discord.

It was easy for the daughter to see, as the days went by, that in some way past finding out her mother had assigned her father to a level below her own and was improving every opportunity to make him feel the fancied difference; while the father, asking no odds, was simply asserting himself with an insistence that met her hearty approval. She saw, too, that the De Peyster feature was a great attraction on her mother's part for her brother's wife and if the two should join forces on that basis there were lively times before them. In the meantime she would watch and wait and get ready.

The getting ready soon assumed the single idea of "standing up for father." To be effective it must be constant and strenuous, and the girl was constantly appealing to him. What? and Why? were ever on her tongue, and often to Mrs. Clarendon's astonishment and anger her daughter appealed to her husband to affirm or refute the opinions she expressed. He and not she was the home-lord and the home-master. So when the coming-home day for Jeff came and train-time was approaching and Mrs. Clarendon announced that she and Helena would meet the train, that good woman was astonished to be told by her lord and master that he was going himself, that only four could ride comfortably in the carriage and that she and Helena would have to settle the question of who should go between them.

The wife went, but to her great indignation the husband drove! What was worse, he held the reins coming home and actually made her sit on the back seat with Jeff's wife, telling them—think of it!—that women had to take a back seat when there were men around to drive!

It goes without saying that every interest centered in the new daughter and it is a pleasant fact to record that she was in every way worthy of it. As Mrs. Clarendon said to her immediate circle of friends, she had the De Peyster blood in her veins, but with it she had the thoroughbred consciousness of it, which means in common parlance she "didn't let on" about it. She had eyes to see—a more beautiful brown eye than hers never brightened a woman's beauty and she made good use of them; she had

ears to hear—ah, how pretty they were!—and they confirmed what the brown eyes told, that the manhood of her newly-found father was underestimated by the one who should revere him most; and long before their first meal was over she was sure of two things, that he should be restored to his old-time place and that sister Helena would be her strongest ally.

It is one of the mysteries past finding out that when a woman enters upon a—er—course of domestic absolute power she becomes at once a model of persistent determination. Time and place are promptly made the most of and where circumstance is lacking it is as promptly created. Mrs. Clarendon was determined that her daughter-in-law should early see who was master of the house, and succeeded in showing a species of tyranny before unknown to that young woman, whose sympathy was strongly enlisted on the side of the oppressed; so when the lady of the house proceeded to correct the man at the head of the table for certain supposed breaches of etiquette, as if he were a child, the champion De Peyster blood rose in rebellion at the indignity and flaunted its red banners in Mrs. Jeff's fair cheeks.

"What are you going to do, Constance, one of these days if Jeff forgets to serve his guest first as Mr. Clarendon is determined to do?"

"What I'd like to do to Father Clarendon this minute for the truest courtesy a husband can pay his wife in serving her always first—a good hearty kiss! Jeff, if you fail after such an example, I shall not lay the blame at your father's door;" and the look she gave that gentleman as she said it had in it all the regard and filial devotion she hoped to convey. "Affection and love are beyond all social forms and the etiquette that would dictate to these shows a lack of good breeding. It is exactly what I expected of you, father, and I am glad not to be disappointed."

"I'm afraid, Constance, that your practice will hardly be found in harmony with the theory you were brought up on."

"Then so much the worse for the theory. Mamma says that etiquette, if it be the real thing, is only practical heart-culture. 'See to your heart, daughter, see to your heart. If that be full—brimming full—of loving kindness every motion which expresses that kindness will never fail to be graceful. I suppose the idea is that love so crowds out the selfish that thoughtfulness for others has full sway. So, Mr. Jeff, if you don't live up to the Clarendon model I shall know you are getting selfish and govern myself accordingly."

"Do you think it possible, Constance, to make that theory the basis of your home life?"

"Why, Father, it has to be. Mother says that all the homelessness that the world knows is due to the reverse of this. She says that the commonest form of home irritability is nagging and that this is wholly

due to a desire to have one's own way; but nagging never begins until love stops, so, Jeff, when I begin that you may know what the matter is."

"Then what's Jeff going to do? Grin and bear it and be nagged?"

"I don't think he would, if he is a genuine Clarenden. I think for a little while he'd test the sublimity of suffering and being strong. Then if the nagging isn't stopped—you see we've talked this all over and settled it—he's going to say to me, 'See here, Con., I'm going to have three lumps of sugar in my coffee if I want them, and I won't have your clothes hung up in my closet, and I'm going to wear turn-over collars with any old necktie I please, and you sha'n't make a fuss if I do not go to church when I don't want to, and you're not going to use my postage stamps as if they were yours, and you're not to turn me out of house and home for company; and I'll tell you, right here and now, I'm brought up and I'm not going to have you bring me up over again.' I said, 'Me, too,' and we kissed each other and 'twas a bargain."

"What's going to happen if you don't live up to it?" asked Mr. Clarenden with a great deal of manifest interest.

"We're each of us to throw the love-valve wide open for a month and if that doesn't accomplish the purpose I'm going home if Jeff is to blame and won't stop, and he says if I'm the nagger and don't stop after due warning he's going to use violence!"

"I'd like to make one suggestion," remarked the father-in-law. "Instead of your going home you use violence, too, and if your stock on hand is limited use mine. The same old hickory, Jeff, is just where I left it years ago in the shed, and I promise to keep it in pickle, Constance, in case you need it."

The theory thus propounded and discussed was never again referred to, but the meal over each left the table with something to think of.

Mrs. Clarenden's idea of the length of the visit was wholly wrong. The ten days came and went, a fortnight was added and it wasn't until long after the golden rod had lighted its torches for the coming of September that the visit came to a lingering end. Then with regret they went away, but they who went and they whom they left knew and acknowledged that the visit had been a blessing to all. The daughters of the house had put the theory of high living into practice and they watched with something akin to awe how selfishness wavered and yielded to love, the only absolute power that can fit mankind for Paradise. There was no longer any meddling with personal rights. There was no attempt to bring anybody up a second time. Constance hung her own clothes on her own pegs, Jeff had as many lumps of sugar as he wanted without question, Father Clarenden of his own accord bought and wore white ties all summer and his worthy wife under such influences threw away the

rod of empire, re-enthroned the husband she had tried to domineer over and made the enthronement final by acknowledging her error and receiving a lasting pardon.

Helena drove them to the station that morning and as the carriage turned the corner that hid them from their view Mrs. Clarenden said—and her husband heard her—"See to your heart, daughter, see to your heart. If that be brimming full of loving kindness every movement that expresses that kindness has to be graceful; and we've found it so."

Richard Malcolm Strong.

Recent Business Changes in the Buckeye State.

Akron—Louis Bickel has sold his hardware stock to Dietz & Haberkost, who will continue the business.

Dayton—The American Ironclad Box Co. has been incorporated with an authorized capital stock of \$150,000 and will conduct a manufacturing business.

Dayton—Ira Brock will be succeeded in the grocery business by H. E. Fry.

Dayton—W. P. Coffman succeeds the Coffman Drug Co. at this place.

Eaton—R. D. Lincoln succeeds Edw. Lincoln in the grocery business.

Mansfield—Bowers & Mickley are succeeded in the cigar business by the McIntyre & McVey Co.

Sidney—Jones & Sheets succeeded Emery C. Nutt in the grain business.

Springfield—Cody & Hazzard, grocers, are succeeded by Oldham & Snauffer.

Springfield Irvin H. James will continue the business formerly conducted by the James Lumber Co.

Tremont City—C. E. A. Aleshire will continue the blacksmithing business formerly conducted by Aleshire & Williams.

Cincinnati—A petition in bankruptcy has been filed by the creditors of Thorpe & Hablick, tailors.

Cincinnati—Chas. W. Wolff, retail druggist, has uttered a real estate mortgage for \$2,500.

Dayton—C. W. Torrence has been appointed receiver for the Buckeye Cornice Co., which conducts a manufacturing business.

Recent Business Changes in the Hoosier State.

Anderson—F. B. Wallace is succeeded by J. E. Davis in the grocery business.

Berne—Engene Runion, of the People's Store, which conducts a general merchandise business, has retired.

Fort Wayne—Caddie Morgan, who conducted a millinery store, has discontinued business.

Lafayette—Jackson Bros., tailors, have dissolved partnership, Edgar V. Jackson continuing the business.

Lafontaine—The Chute & Butler Co., which manufactures organs, has increased its capital stock to \$45,000.

Lynn—H. W. Taylor is succeeded in the hardware business by Spitler & Clappert.

Marion—G. W. Harkrader is suc-

ceeded in the millinery business by Erie Mendelson.

Lima—Emanuel Ritzer, who runs a flour mill near this place, has merged his business into a stock company under the style of the Star Milling Co.

Terre Haute—A. G. Austin & Co. are succeeded in the hardware business by Hinson & Miller, who will conduct the business under the style of the Austin Hardware Co.

Tipton—Moses Haas is succeeded in the clothing and men's furnishing business by M. Haas & Sons.

Columbia City—A petition in bankruptcy has been filed by the creditors of Jacob Strifling, dealer in notions.

Indianapolis—The Centerville Condensed Milk Co. has uttered a chattel mortgage for \$6,000.

Not in Need of More.

"Have you corns?" asked the corn-plaster man.

"Yes; I'm supplied," said the busy man, without looking up.



The Only Genuine

Beware of imitation brands

One trial order will prove its superior selling qualities.

Write for samples and prices.

Manufactured only by the

HOLLAND RUSK CO.

Holland, Mich.

We Sell

the Following Goods
Advertised in the
Tradesman:

Baker's Chocolate

Eagle Brand

Condensed Milk

Quaker Oats

Jennings' Extracts

Dutch Rusks

Karo Corn Syrup

S. C. W. Cigars

Tradesman Coupons

Jackson

Baking Powder

Royal Baking Powder

Ballou Baskets

Sapolio

Grandpa's

Wonder Soap

Yeast Foam

Lion Coffee

Ben-Hur Cigars

Beech-Nut

Sliced Bacon

Baker's

Brazil Cocoanut

WORDEN GROCER COMPANY

Grand Rapids, Michigan

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 12—Invoice trading in coffees this week, or at least during the last half, has been comparatively quiet and the market generally has shown less animation. Speculators appear to be inclined to liquidate and, upon the whole, the market is somewhat in favor of the buyer, although quotations are no lower. At the close Rio No. 7 is worth 8 $\frac{3}{4}$ @8 $\frac{3}{4}$ c. In store and afloat there are 3,851,428 bags, against 2,994,000 bags at the same time last year. Advices telling of frosts in the great coffee regions in Sao Paulo, Brazil, may have some effect on the market after a little, but it is not definitely known what the damage was. There is a firm market for West India growths and a fair volume of business was transacted, Good Cutcuta being held at 9 $\frac{1}{2}$ @9 $\frac{3}{4}$ c and good average Bogotas at 11 $\frac{1}{4}$ @11 $\frac{1}{2}$ c. East India coffees are firm and meeting with a fair call.

There has been an active movement in sugar in the way of deliveries under old contracts and refineries have been very busy. Arbuckles are said to be oversold three weeks and the National and Federal ten days to two weeks. New business has been of moderate proportions, however.

There is a little more active tea market, and, in a jobbing way, trade shows quite a little improvement. Grocers, however, are taking only small lots to repair broken assortments. In the aggregate the orders have amounted to quite a satisfactory total and holders seem to be quite confident as to the future.

Stocks of rice are not large, but seem to be sufficient to meet all requirements. The demand is fairly active, although small lots are most generally taken. Quotations are well sustained and holders are not at all inclined to make any concession. Prime to choice domestic, 4@4 $\frac{3}{4}$ c.

Spices move along in about the usual channel. The demand is about all that could be expected at this time of year. Prices generally are very well sustained and it would seem to be well for grocers to carry fair stocks.

The market for grocery grades of molasses is firm. Supplies are only moderate. The demand is fair—for the time of year—and the outlook seems to be in favor of the seller. Bakers are taking most of the offerings at present. Good to prime, 16@26c. Low grades are well sustained and a satisfactory demand exists.

It really seems as though the advance in tomatoes was really "founded on fact." The upward movement continues and every day only adds to the strength of the situation. Some packers would be very glad to buy back the futures they sold

months ago, but they can not do so without considerable sacrifice. Indeed, the 80c mark for standard 3s seems now to be almost in sight, although it would hardly be safe to claim this as yet, and Baltimore sellers are willing to part with the goods at 77 $\frac{1}{2}$ c. If an occasional lot can be picked up for less it will be found not strictly up to standard test. There is an increasingly active demand, and the situation becomes more interesting every day. Other goods are not attracting more than the usual attention and, so far as California fruits are concerned, there is very little interest. If news despatches are to be relied upon, the fruit output of the Golden State is going to be a whopper and the stories we have been treated to for the past six weeks have simply been canards to give greater profits to those interested. It is so like the yarns that have in other years come to us from the Golden State. Little interest as yet is shown in salmon. Corn, peas and other vegetables are moving about as actively as could be hoped for and the outlook is for a good trade in tinned goods later on.

There is already some accumulation of butter here and, with pretty liberal arrivals every day, the supply is becoming too large for comfort. This applies to creamery stock more particularly and, while it is not likely to last long, it has had the effect of keeping prices at a pretty low point. Extras, 20 $\frac{1}{2}$ @21c; seconds to firsts, 18 $\frac{1}{2}$ @20c; imitation creamery, 18 $\frac{1}{2}$ @19 $\frac{1}{2}$ c; factory, 17 $\frac{1}{2}$ @18 $\frac{1}{2}$ c for firsts and 15@17c for lower sorts; renovated, 18@19 $\frac{1}{2}$ c, latter for extras.

There is an unusually small volume of business in cheese; in fact, the condition of the market is distressing. The supply has been too large for consumptive requirements and almost every day the surplus has been augmented. True, the quality, as a rule, has been good owing to fine condition of pastures throughout New York State, but prices in the country have been held up to a point that discouraged buyers and now the inevitable cut has come. Fancy full cream can not be quoted above 10 $\frac{1}{2}$ c and the tendency is to a still lower basis, as one cut has not had the effect of increasing demand perceptibly.

The market is closely cleaned up on lines of desirable eggs and some advance has taken place with the outlook in favor of a further upward movement. Western extra firsts, 21c; seconds, 17@18 $\frac{1}{2}$ c, and from this down to 10@13c.

Still Praying for Light.

A Kalamazoo man tells of the interesting case of a preacher in a small town who received a call from a large and wealthy parish in Detroit. As customary under the circumstances, the clergyman requested time for prayer and consideration, for, he said, he did not feel sure of his light. A week or two elapsed. A friend happening to meet the youngest son of the preacher—a lad

of a somewhat irreverent turn—asked:

"Well, Sam, how's things with your father? Is he going to Detroit?"

"Paw," answered the son, "is still prayin' for light, but, between you and me, ma is packing the things."

In any crisis it is safer to do nothing than to do the wrong thing.

It is a good thing to wait when one can positively do nothing else.

Your Children's Health

IS OF VITAL IMPORTANCE.

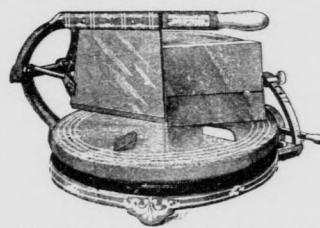
A large part of their time is spent in the schoolroom and it becomes the duty of every parent and good citizen to see to it that the schoolrooms are free from disease breeding germs. Decorate the walls with

Alabastine

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

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

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



Twelve Thousand of These Cutters Sold by Us in 1904

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

COMPUTING CHEESE CUTTER CO.,
621-23-25 N. Main St. ANDERSON, IND.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

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

HARNESS

Special Machine Made

1 $\frac{1}{2}$, 1 $\frac{3}{4}$, 2 in.

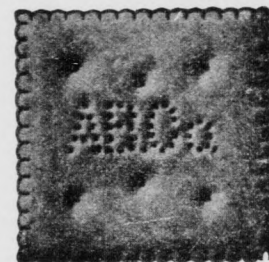
Any of the above sizes with Iron Clad Hames or with Brass Ball Hames and Brass Trimmed.

Order a sample set, if not satisfactory you may return at our expense.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

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.

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.

SUCCESS AND FAILURE.

Look on This Picture and Then on That.

This is a parable only in that it compares the lives and careers of two young men. It is not "fable or fiction," as is the proper parable. It is a story of two real young men. The two men—they shall be Tom and Dick for the purposes of this story—are worth any young man's knowing. One is successful, the other a failure. One is satisfied, the other is a chronic kicker. One is respected by his fellow citizens and friends, the other the police have added to their list of "bums" who may be criminals. One is married and has a good home, the other comes perilously near to being an outcast.

Tom and Dick were born on the same avenue almost at the same time. Their parents were of the same station in life, the fathers hard working wage-earning Irishmen, the mothers real mothers of the same nationality, and with a great, trusting pride in their sons. The boys were educated after the same fashion. They attended the parochial school in the earlier years, then, when they were ready for it, they went to the high school. Their parents, while poor, were proud and ambitious for their sons. The boys' progress in school was practically equal. If one was the smarter it was Dick, but they were always in the same class. They were labeled "The Twins" by their playmates, and as twins fight together, they made a large name for themselves as an alliance of defense and offense at school.

When they were through with high school it was time for them to go to work. They secured work in the same large wholesale house. They started even. They were office boys at a salary of \$4 a week. They got along well at the start. If anything the preference was to be given to Dick. He was a little quicker to learn than Tom, a little quicker to act.

And then the difference in the two began to be apparent. Not in their work was this to be seen, but after business hours. For a year or two this was scarcely apparent. They formed practically the same habits. They learned to smoke cigarettes, learned to drink beer a little, and

spent a good share of their evening hours in the poolroom at the corner. But their indulgence in these habits at first was so small as to be almost harmless. Then the two began to grow different. Tom let his indulgence in his harmful habits remain at the stage of harmlessness. Dick didn't. He followed them far. He smoked a little more, drank a little more, and instead of playing pool entirely began to devote some of his leisure time to "shooting craps."

Later Dick began to play poker. Generally this was played in the rear room or above a saloon. This meant that drinking was an inevitable companion to the poker game. Also it meant the temptation to play the races, for men with handbooks abounded in the saloons where the poker games were run, and there is positively nothing so alluring to the young man as to hear men talk of the winnings they have made at the race track.

Dick began to gamble. He could not gamble much, for his salary then was only \$7 a week, but he managed to form the habit firmly. And the consequence of all these things was that he began to pay less and less attention to his work at the office. The poker game and the form of the running horses were the things that occupied his thoughts. He did not have time to think about his work. So he stayed at \$7 a week for a long time.

Tom, during this time, had not developed his early pernicious habits. He was no angel, nor a model for the young man to copy after, but he knew that he could not dally with the drink and cards and horses and amount to anything in the business that he was in.

Dick thought differently. He, too, was ambitious. He wanted to do the best he could. But he also wanted to dabble with the forbidden things, and he was quite positive that these things could do him no harm. "On the contrary, they do me good," he said. "They help me to forget business, and I come to work in the morning fresher than ever." So he kept pegging away at the poker game, and the drink, and the horses, and worse. He made his headquarters after hours the corner saloon and his companions were the

men who frequented it—the "sporting men" of the neighborhood. These got to know him as a "good fellow" and a "sport." The "real thing" they called him. Dick thought their opinion all meant something.

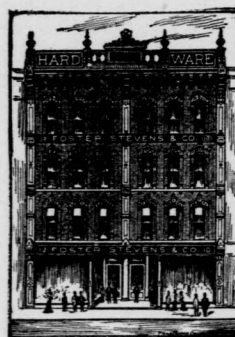
Tom began to keep company with

PILES CURED

DR. WILLARD M. BURLESON

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.

FOOTE & 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.

a little girl in the neighborhood about the time that Dick was established as a proper spirit among the men who supported the corner saloon. He also took his round of pleasures, but he took them in quite a different way. He was not a goody-goody boy by a long sight, but he never got more than half drunk at one sitting in his life. And then—there was the girl.

Once or twice Tom attempted to point out to Dick the error of his ways, but men don't take kindly to advice from their fellows and equals. So Dick devoted himself to the corner saloon after hours, and Tom paid much attention to the girl.

You can write the rest of this parable yourself if you have read this far. Dick went to the bad. He began to get drunk. He failed to report for duty several times. Often he was in no condition to work when he did arrive. He lost or spent all the money he made and was constantly in debt.

Then one day he had to have \$100, and the opportunity to get it without labor was at his hand in the office. They never fixed the guilt on Dick, but they did let him out of his job. Tom gave him money enough to square himself and begged him to cut out his bad habits. He tried it, but he had played with the fire too long.

Dick was tending bar in the corner saloon within a year after he had been discharged. But here he also needed more money than he earned and the temptation was right at hand. He was discharged here as well, and the rest of the story is too obvious to bear repetition. He is a "bum" now and the police watch him when a robbery has been made in his section of the city. Tom is Secretary of the firm he started with. He owns a neat little home in the suburbs. He is a good—a first class—type of the good citizen. And still Dick, when people talk about Tom, swears that the only thing he had to put him where he is was fools' luck and friendship of the firm. And he wonders why he didn't have the same kind of luck. Henry Oyen.

The Best Location.

The best location in a town is usually on the best corner.

The best merchant in the town is not always in the best location.

Right methods will do much to overcome the handicap of the poor location. If you have the best values and can make it known, the community will make the beaten path to your door no matter if you may be on the side street several blocks removed from the main corner.

If you are able to attract the community in that manner the same public will walk by the best location and let moss grow on the doorstep of that store.

Therefore, do not fret long if you are on the side street. Send word to the public you are serving what bargains you can give them. Keep sending that word. That is what you are there for. This is being

done by merchants on the side streets in many towns, and the people they are talking to are making beaten paths to their doors.

At the same time some merchants in what are called the best locations are wondering why the public does so. Experience is after all their best teacher. They will wake up some day, but maybe it will be too late and the public's idea of the "best location" will have changed.—Commercial Bulletin.

Women Like the Feathers.

The domestication of the ostrich in South Africa for the sake of its plumage took place less than thirty years ago. To-day the capital invested runs into millions.

Ostriches are curious birds. The male bird sits on the eggs during the night (5 p. m. to 9 a. m.), the hen takes up sentry duty during the day, and the curious thing is that the pair are punctual to a minute. Eggs left unprotected for a single night will be useless next morning. The incubation lasts from forty-two to forty-five days. When eight days old the chicks are removed from the parent birds and put in a small inclosure with an old boy or woman in charge to tame them; unless this is done they will, when grown up, retain a great deal of their wild nature.

When the feathers are required a cap is placed over the head of the bird, which is then put into a box. The feathers are not cut unless properly matured; that is to say, when the blood vein running in the quill has sufficiently dried up so as to prevent bleeding. The long wing feathers are cut about one inch from the flesh. The short ones are drawn.

Growth of Things Out West.

A correspondent of the Checotah, I. T., Times, and for whose veracity that paper vouches, tells the following: "The terrible news comes from the western part of the Cherokee nation that a boy climbed a corn-stalk to see how the corn was getting along, and now the corn is growing up faster than the boy can climb down. The boy is clear out of sight. Three men have undertaken to cut the stalk down with axes and save the boy from starvation, but it grows so fast that they can not hack twice in the same place. The boy is living on nothing but raw corn and already has thrown down over four bushels of cobs."

Wheels for Vehicles.

Attention has been called by technical writers to the fact that the wheels of vehicles intended for driving roads have not kept pace in development with the other parts of carriage mechanism. Experiments with heavy vehicles indicate that wheels should be made both higher and broader. In England it has been recommended that with a maximum axle load of eight tons the width of tire should be about ten and a half inches. Increase of the diameter of the wheel is said to be more effective in preventing damage to roadbeds than width of tire.



OUR SPECIAL 10 DAYS SALE

We Help You to Fool the Sheriff

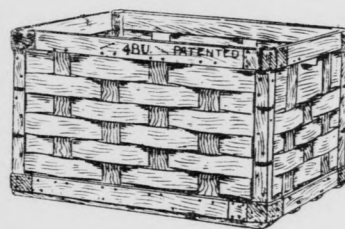
Is business dull? Has old stock accumulated on the shelves? Are creditors pressing you to some extent? Has every sales method and "scheme" to boom business that you have tried proved a dreary fizzle? Don't begin to see visions of "bankruptcy,"—"failure." We have a Special System that will "fool the sheriff"—change your stock together with your shelf worn goods into cash in 10 short days! Our plan never fails!

We know how to conduct a straight, legitimate sale in such a manner that the people will be compelled to buy!

We sold \$22,000.00 of the \$40,000.00 stock of The Flake & Nelson Co., of Winona, Miss., in 10 days during March, and they were not compelled to, and did not mark one single article at a loss! Our system makes slaughter prices unnecessary. Sell more without them than with them. We are doing this very same thing all over the United States every week of the year. We know how to go about it—we accomplish results without the use of any methods that will hurt your business reputation. On the contrary one of our sales advertises you in a better way than you have ever been advertised before. Our sales gain for you customers that you could obtain in no other manner. And we produce results in good season or bad season, any time of the year anywhere in any kind of weather! We know how—write us and we'll tell you how. Do it to-day.

New York & St. Louis Consolidated Salvage Co.
(INCORPORATED)
ADAM GOLDMAN, Gen. Mgr.
Home Office, Century Bldg. St. Louis

Laundry and Bakers' Baskets



Just one of our many styles.

We make open or covered.

Our low prices will astonish you.

Write today.

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

Make Your Own Gas

FROM GASOLINE

One quart lasts 18 hours, giving 100 candle power light in our

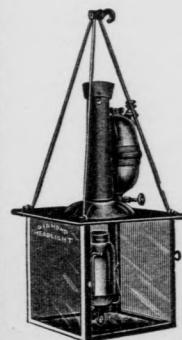
Brilliant Gas Lamps

Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

15 Cents a Month

Write for our M T Catalogue. It tells all about them and our systems. We call special attention to our Diamond Headlight Out Door Lamp that "WON'T BLOW OUT." Just right for lighting store fronts and make attractive signs.

Brilliant Gas Lamp Co.
42 State Street, Chicago.



600 Candle Power
Diamond Headlight
Out Door Lamp



100 Candle Power

TEN YEARS OLD.

Review of the Michigan Hardware Dealers' Association.*

This is the eleventh annual convention of our organization, and up to this time it has been my privilege to attend them all. It was my purpose—and I was looking forward to it with pleasure—to be present with you now; to shake you by the hand, to renew old acquaintances and to address you personally on the subject which has been assigned to me. Misfortune, however, which destroys the fondest of hopes and the best laid plans, has stepped in and decreed that I shall not have the pleasure to mingle with you in Saginaw, enjoying your hospitality and extending to you mine. Yet, while an unfortunate accident, rendering me thoroughly unable, has confined me to my bed and made it impossible for me to be with you in person, I am nevertheless with you in soul and spirit.

The subject upon which you expect to hear from me (the history of our organization) is one to which I can hardly do justice from a bed of sickness and, while at first blush it may seem dry and easy, it becomes on closer investigation an interesting story of progress, fraught with examples of devotion, of labor and of self-denial of the men who have contributed to its success.

On July 9, 1895, a small coterie of men, numbering altogether eighteen, representing nineteen different hardware firms in Michigan, gathered together at the Hotel Cadillac, and there in convention assembled, laid the foundation of the Michigan Retail Hardware Dealers' Association. To appreciate the importance of this step it is necessary that we have in mind the condition of the retail hardware trade prior to that time. There had been no previous effort at organization; in fact, the retail hardware business was still in a chaotic state; it was just emerging from its undeveloped and pristine state. The rapid growth and the activity of the department stores and mail order houses were retarding its development. Any united effort upon the part of those who made hardware their exclusive profession was necessary for the individuality and the life of that business. There was no fellow-feeling among those engaged in the same trade. Friendships between rival dealers were practically unknown, and rivalry and competition in business often developed into feud. Obnoxious laws working hardship upon the merchant were upon the statute books, the repeal of which no individual alone could accomplish. The enactment of just laws on the subjects of Trusts, Bankruptcy, Tariff, Interstate Commerce, etc., in consonance with the progress of the times was necessary, of which an intelligent understanding could only be gained by an interchange of ideas of those in like business; trusts were forming among

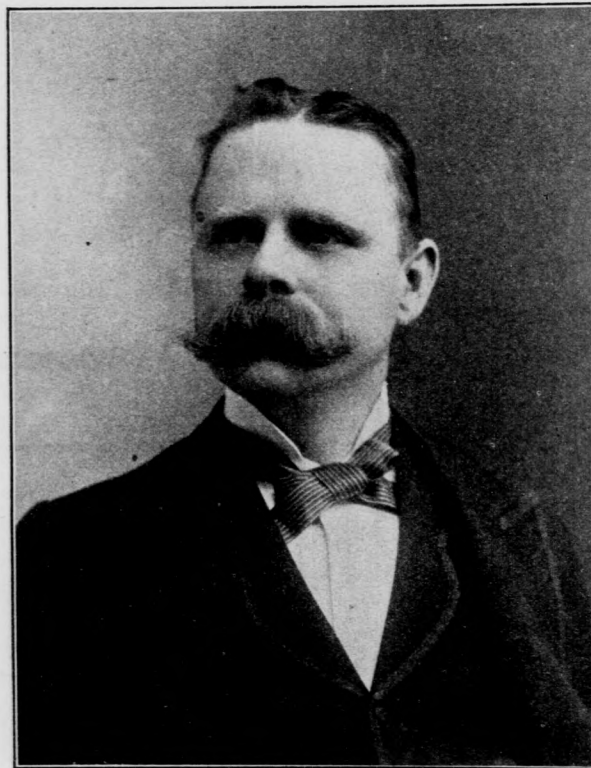
manufacturers, raising the prices to the consumer and cutting down the profits of the retailer, a condition which a merchant standing by himself surely could not combat. This was the situation when F. F. Carleton, of Calumet, issued the call for the first convention of our Association, and to him, who became its first President, and H. C. Minnie, of Eaton Rapids, the first Secretary, mainly belongs the credit for this inception and the success of the first meeting.

The others who were present and who on that account are worthy of mention here are as follows.

D. B. Martin, Bay City;
Charles F. Bock, Battle Creek;
E. F. McConnell, Bay City;
D. W. Bloodgood, Wyandotte;
T. Frank Ireland, Belding;
John Popp, Saginaw;

the rejoicing of the members and the open-hearted hospitality extended by our Saginaw brethren.

The second convention was held at the Cadillac Hotel in Detroit on July 8, 1896. The roll of members had then run up to ninety-five. At this meeting an important innovation was made: papers on subjects of practical interest to hardware men were for the first time read and there members were, by an interchange of ideas and experiences, given the benefit of the latest and best thought along the lines of their own business. These papers awakened in the individual hardware merchant a lively interest in matters to which he had given but little or no attention before, and they have become one of the important features of all our meetings. At this session I had the honor to be chosen



Henry C. Weber

L. B. Brockett, Battle Creek;
A. R. Barrett, Union City;
D. A. Kanter, Holland.
W. J. Boyce, Port Huron;
W. T. Hibbard, Lansing;
J. B. Sperry, Port Huron;
C. A. Harvey, of Morley Bros., Saginaw;
John B. Jochim, Ishpeming;
Edward A. Moye, Marquette;
Henry C. Weber, Detroit.

These eighteen men, fired by the enthusiasm of the two leaders, took on the roll of missionaries and went out to preach the new doctrine, to gather others into the fold. At the adjourned meeting which was held on Feb. 12, 1896, in Saginaw, the membership had already increased to forty. A constitution and by-laws were then adopted, and the organization completed. None who were present at that memorable session will forget

as your President, and Mr. H. C. Minnie was continued as Secretary.

The third convention took place at Battle Creek on July 14, 1897. The members then numbered one hundred and thirty-one. The importance of the Association was then already apparent, and its influence had impressed itself upon the legislation of the State. At the previous convention, C. A. Harvey, of Saginaw, brought to the attention of the Association the

imperfect state of the lien law, affording little or no protection to the dealer, and it was resolved then to procure the passage of proper laws remedying the condition. In my address as President at the third annual convention, it was my privilege to call attention to the fact that due to the efforts of this Association and of its members, a fair and satisfactory lien law had been passed. At this meeting the late Charles F. Bock was elected as President, and H. C. Minnie was again re-elected as Secretary. Through the affability, untiring industry and energy of its President, the membership of this Association was, during the succeeding year, swelled to one hundred and seventy-nine. Mr. Bock was an indefatigable worker, spending his own time and money traveling through many sections of the State to promote the interests and welfare of this organization, and the success which he achieved will live as a monument to his memory.

The fourth convention was again held at Detroit on July 13, 1898, and C. G. Jewett, of Howell, was made President, and H. C. Minnie was for the fourth time elected Secretary. At the fifth convention, which again took place at Detroit on July 12, 1899, Henry W. Weber, of Bay City, was elected to the chair and F. H. Cozzens, of Detroit, became Secretary, H. C. Minnie having declined a fifth term. During this administration delegates were sent to represent us and to take part in the formation at Chicago, Ill., of a National organization which has since become a power for good in the development of the hardware trade.

The sixth convention gathered at Detroit on July 11, 1900, electing George W. Hubbard, of Flint, to the Presidency, and re-electing F. H. Cozzens to his former position. At this time the Association had again manifested its usefulness in procuring by its united strength the enactment of laws to meet the constantly changing and progressive condition of trade and commerce. The garnishment law of this State had for many years contained provisions which made it possible for a man of small or medium salary, drawing it weekly, to beat his creditors out of that portion thereof which should rightfully go to them. An amendment adjusting this condition to conform with justice was vigorously opposed by a certain organized element, and it would have been utterly impossible for the merchant single-handed to combat it. Concerted effort through the medium of this organization, however, finally succeeded in procuring a change in the law that is more nearly consistent with justice.

MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

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.

*Paper prepared by Henry C. Weber of Detroit, and presented at annual convention Michigan Retail Hardware Dealers' Association at Saginaw.

The next three annual conventions were all held in Detroit. At the seventh, H. C. Minnie, of Eaton Rapids, was elected President, and Fred H. Cozzens Secretary. At the eighth Mr. T. F. Ireland, of Belding, was elected President, and A. J. Scott Secretary, and at the ninth, John Popp, of Saginaw, was elected President and A. J. Scott Secretary. The tenth convention took place at Grand Rapids on August 10, 1904. The membership was then two hundred and twenty-four. J. B. Sperry, of Port Huron, was made President, and A. J. Scott, of Marine City, re-elected Secretary. During this vigorous and able administration, the most successful in the history of our Association, the membership has risen rapidly and in an unusual degree, so that at the present time the total number is 537.

This growth has been so marvelous and could have been attained only by the most tireless energy, that I hope the appreciation of this Association of the thoroughness and efficiency of its faithful officers will be happily demonstrated, and I propose right now that we give three cheers and a tiger for President Sperry and Secretary Scott. Their example is one to be emulated by all future officers.

In conclusion, I congratulate you, my fellow-members, upon our organization, its worthy mission, its prosperity and the efficiency of its officers, and if we but guide our footsteps in the future by the light of the past, we cannot step amiss, and then our power for good shall be cumulative and even greater success shall crown us in times to come.

Grinding Tea Into Powder.

"History tells us that when coffee was first brought to the cities of Western Europe the first makers of it were Turks. They roasted and ground the berries and served the liquor as it is served to this day in the East, grits and all. We still drink coffee as we drank it then, with this difference, that we mostly omit the grits and drink an infusion instead of a decoction. It was not so with tea. No Chinaman was imported with the first pound of tea to teach us how to make and drink it. The consequence has been that we have never drunk tea in the Chinese way—that is, as a simple infusion.

"At first there seems to have been great doubt as to how to deal with the new herb. It is even said that it was sometimes boiled, with salt and butter, and served up as a sort of spinach. The old phrase, 'a dish of tea,' seems to bear out this legend. Finally it came to be settled that the most wholesome and pleasant way to treat the tea leaf was to make it into a kind of sweet soup with sugar and milk or cream. I have personal knowledge of no country in Europe but one where tea is used as in China—Portugal, which got its knowledge of teamaking from a province of China, with which, at that time, no other nation of Europe was in contact.

"It was while traveling on horseback with a guide in the wilder parts

of Portugal, away from the shops and inns, where we had perforce to make experiments in the most economical use of the few ounces of tea and coffee that we could afford to carry with us, that we hit upon a discovery. Having no milk, we drank our tea, as most Portuguese drink theirs, as a simple infusion, sweetened with sugar.

"I remembered to have read, I believe in the travels of the Abbe Hue, that, when the Chinese desire to be thrifty in the use of the finer and more expensive teas, they grind the leaf to powder and use less for the infusion. We found that tea could be ground in a coffee mill as easily as coffee; that tea made with the powder is as good as or better than when made with the whole leaf, and that the powder, as it naturally would, goes farther than the tea leaf."

Unusual Precocity.

He was given two very important letters to mail, one addressed to Cleveland, Ohio, and the other to Liverpool, England. As he was about to place them in the receptacles in the post office, the clerk's eagle eye detected that his employer had made a slight mistake. He had placed a five-cent stamp for foreign postage on the Cleveland and the two-cent one on the Liverpool missive. The alert clerk was, of course, equal to the emergency and soon had the matter adjusted all right. Then he fairly flew down the street to report the mistake.

"You're a brick, my boy," said the busy man, "and you don't know how much I appreciate you. How did you fix it?"

"Oh, easily," he replied. "I just changed the addresses."

Liabie To Meningitis.

Veterinary surgeons know, but the general public probably does not, that some animals are as liable to meningitis as are human beings. Goats and horses are the principal suffer-

ers in the dumb creation and from them the infection may be transmitted to man. In horses the disease is known as "hydrocephalus acutus." Of horses affected with the disease 78 per cent. die and the remainder have a chronic tendency to relapse.

"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

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.



Left-Overs the Universal Theme of the Local Stores.

"Nothin' doin'," in the language of the Small Boy, seems to be about all that can be said in regard to the windows of the stores bidding for the trade of the Eternal Feminine. The most to be seen behind their plate fronts is a frantic endeavor to arrest the attention of the women by a lot of Was-es and Is-es, in the way of placards on garments. Not content with announcing the present price, all seem to rely greatly on the Was-es to effect sales. And the dealers are not far wrong in their surmises of what will appeal to their clientele, for experience has taught them that, during a "special sale," the former price seems to mean a great deal more to the average shopper than does the one governing the disposal of the garments at the moment—indeed, many a woman looking for a so-called bargain never thinks of purchasing an article until she finds out how much it has been reduced.

As I say, the season's goods are plastered over from one end of town to the other with price tickets and there is little attempt at anything new or startling in the windows. Now is the time when the man who has them in charge should be getting up, for the future, ideas and schemes different from anything that has ever before been shown here. He should be thinking up original decorations, and should be digging into all the books and trade papers to which he has access. He should be making up, ahead of the season when they will be needed, wooden structures and fixtures that will be available for business when the fall season arrives. There are many things along this line that he may anticipate in the construction and so both he and his windows will be in "better trim" (literally) when the time comes to display September goods, hints of which are already beginning to be introduced by the more progressive dealers.

Verily, the windowman hath "troubles of his own"—and they are not all "little ones," either. The people he works for should be generous in the way of supplying him with first-class fixtures, and he should be given all the assistance he needs. 'Tis a poor place in which to economize—the store's "eyes."

In a little pamphlet called "Window Display and Store Management," gotten out by the National Cash Register Co., of Dayton, Ohio, the following paragraphs are full of pertinent advice:

"There are three good ways of causing people to look into your window and keep them there: namely, to amuse them, to mystify them or to astonish them, thereby arousing their curiosity. A common brick or anything else unusual in your

window is sure to cause some one to ask what it means. For this reason it is well to continually change the display and show something to make people talk. All talk is advertising. Therefore, the more you can make people talk about you the more they are advertising you, and by frequently changing your display and giving them something new you get people to watching and wondering what is coming next. This is sure to fix your business and location in their minds, and when they need anything in your line the first place they will think of is your store.

"Don't be afraid to leave the beaten path. Do something new; not necessarily freakish but a departure from the conventional. Every store has a show window, but many of them are unnoticed, for the reason that anything which is ordinary soon fails to attract attention. Therefore, it is necessary to depart from the regular order of things and do something which others do not do, and in this way impress the public with the fact that your store is the store. Occasionally, something entirely foreign to your business can be made to prove very attractive, and a properly-worded sign will connect it with your business."

* * *

Week before last I took occasion to criticise a speck severely the work of Mr. Cyrus A. Bush, the efficient window trimmer employed by the Giant Clothing Co. on the southeast corner of Canal and Lyon streets, calling attention to the fact that his windows, although in the main excellent, often have a cluttered-up appearance, as if everything in the store had been pitched into them at once.

This week there is an entire absence of overcrowdedness, the whole four apartments of the window space presenting just enough goods to render them perfect in this regard.

Especially should a swarm of merchandise be avoided in the summer-time, when people are too hot and too tired to be bothered with taking in too much detail. Wide intervals between the goods give a sense of coolness—something welcome when Old Sol shows us no mercy.

It Sounded Just That Way.

During a recent examination in American history in one of Kalamazoo's schools the question was put: "What was the Mayflower compact?" This is the thoroughly logical reply of one good little American:

"The Mayflower and the Speedwell started together from England, and the Speedwell went to pieces and sunk, and they put all the people into the Mayflower, and so the Mayflower came packed."

What An Oyster Knows.

Oysters, even after they have been brought away from the sea, know by instinct the exact hour when the tide is rising and approaching their beds, and so, of their own accord, open their shells to receive their food from the sea, as if still at home.

It doesn't cost a cent more to

Make Clothes Fit Right

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

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

The Wile-Weill way
Is the wear-well way

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

PANTS

Jeans
Cottonades
Worsteds
Serges
Cassimeres
Cheviots
Kerseyes

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

Market Conditions in the Neckwear Line.

Among the retail events of the fortnight were the sales, conducted in large cities by leading dealers, of quantities of neckwear at low prices. The stock, which permitted offering excellent values at half the prices the same merchandise would bring early in the season, was made up from manufacturers' remnant ends of piece goods, defective pieces of silk and odds and ends of made-up stock. Those dealers who were fortunate enough to secure such stocks at a price report that the sales were very satisfactory and netted them a good profit. This method of cleaning up, peculiar to some manufacturers, is an excellent way to close out end-of-the-season lots, and retailers who worked their own stocks low and were in position to handle such quantities augmented the receipts of the closing weeks of last month.

In addition to the large quantities of cotton goods consumed, causing some curtailment of silk goods, the sale of regular dress silks as neckwear has greatly interrupted the tie silk market and materially reduced the output of regular goods. Taffetas, peaus, crepes and poplins, originally made by the mills for the dress goods counter, were bought in quantities by neckwear manufacturers and sold by them at a much better profit than regular tie silks would have brought. These dress silks sold for about 60 cents a yard and went into half-dollar neckwear. The dress silks, being cheaper and obtainable in many colors, plain and changeable, proved to be the goods wanted on account of the popularity of plain colored neckwear in simple weaves. As a result of these transactions the dress goods market profited at the expense of regular tie silk lines.

There has, perhaps, never before been a summer when men wore so many light colors as becomingly as now. Formerly the man wearing lavender would have been an object of criticism. Just now lavender is one of the most popular shades, and it will again be conspicuous in holiday, fall and spring lines, for it is booked for spring, 1906, introduction. The number of light shades in neckwear for the holidays is greater than formerly and includes all the tints and shade variations of the present season, with quite a sprinkling of what may correctly be called very loud colors. The best selling shades for the holidays are ivory, lavender, reseda, gold tint tans, cadet, delft and sky blue, pearl and silver grays, dark and light slate, mulberry, bronze and hunter green.

Chine or warp-printed taffetas, louisines and novelty weaves are revived for the holidays, and there are changeable weaves galore in a great variety of woven designs and fancy weave grounds. Silks of good body and a soft finish are in strong request. In every range sold for fall there is a greater play of colors than has been in vogue in neckwear in several years.

Salesmen who have completed their distant trips report satisfactory busi-

ness, not a few of them being enthusiastic because they have broken all previous records in the volume of business taken. Nearby trade continues slow, buyers being tardy in making known their wants. Four-in-hands from 2¼ to 2½ inches wide are the popular sellers in lined, seamed back, reversible and folded shapes. Ascots have met with very good sale, the English shape being favored by fine trade. There is an increasing demand for squares, although manufacturers are talking squares as little as they can, as they are not profitable to make, excepting in the best qualities.

Import orders of scarfings for spring, 1906, are slow of development. Indicated for the new season are very light and loud colors and combinations, which include ombres, plaids, checks, bias designs and figures varying in size from tiny geometricals to well-covered grounds. Grays continue very strong in demand for fall and are also well ordered for spring. The new grays show bright color illuminants of a geometrical character.

A number of the most progressive neckwear manufacturers have made a change in their methods of buying piece silks. It is having a revolutionary tendency upon the trade and is a change that is sure of a welcome reception all around. Instead of the old method of buying in "sets"—about three patterns of one color—they are now buying an assortment of colors, and including all the staples as well as novelties. By taking one pattern and a large assortment of colors the ranges show greater variety. The mills in turn are obliged to make more patterns distinctively different, each including a large range of colors. Buying in this way the neckwear man has more variety to offer the retailer, and the latter gets a chance to buy colors he perhaps would not hear or know of in the old way. He varies his neckwear stock, gets better "windows" and keeps the neckwear line always fresh with a touch of newness.—Apparel Gazette.

Cadetship Open To All.

Cadetships in the Japanese navy are open to every subject in the empire, as are also commissions in the army and all civil appointments under the government. There is no system of nomination and the successful candidates are chosen entirely by competitive examination. The naval exploits during the present war have naturally given a strong impetus to the eagerness of high-spirited youths to enter a service which has won such glory for their country and the applications for naval cadetships during the present year already far exceed in number those of any preceding entire year. In one district of the four in which they are received they already amount to over 9,700 as against 3,000 in 1903 and 5,500 in 1904.

A man's air castles are usually enveloped in smoke.

An ounce of tact is worth a ton of originality.



The Best Medium-Price Clothing in the United States

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

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

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

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

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

Write for samples.

HERMAN WILE & CO.

BUFFALO, N. Y.

NEW YORK
817-819 Broadway

CHICAGO
Great Northern Hotel

MINNEAPOLIS
512 Boston Block

The Unanimous Verdict

That the Long Distance Service of this Company is

Beyond Comparison

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

One System all the Way

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

Call Local Manager or address

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids

DO IT NOW

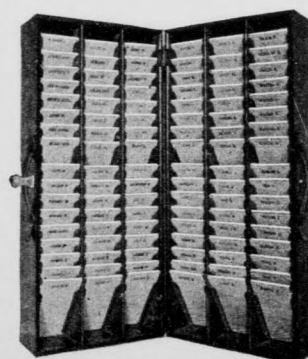
Investigate the

Kirkwood Short Credit System of Accounts

It earns you 25 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

A. H. Morrill & Co.

105 Ottawa-St., Grand Rapids, Mich.
Both Phones 87.



Pat. March 8, 1898, June 14, 1898, March 19, 1901.

PENNY FOLLY.

How Spending Money Sometimes Saves It.

A stock company built a magnificent flat building in an aristocratic quarter of a large city. The builder and contractor (also one of the stockholders) was given carte blanche and told to make everything his own way, the only stipulation being that each stockholder should be guaranteed a 12 per cent. interest for the first year on his investment.

Just as the building was near completion, a few weeks before the opening night, one of those interested in the venture made the customary visit of espionage. To his immense surprise he found a swarm of workmen here, there, everywhere throughout the vast structure, taking out the gas ranges from every kitchen, tearing down a partition here and putting in a new one there. All was hubbub and confusion.

The man was plainly distracted. In a moment he saw the many thousands he had put into the undertaking swept away. In his fright he sought out the contractor to ascertain what was wrong.

"Wrong! Why, nothing is wrong," coolly replied the contractor. "We're in the biggest kind of luck; have a three years' lease, made out and signed, to rent the whole thing as bachelor apartments."

"But," gasped his startled listener, "the waste! The awful waste that is going on! All those brand new ranges! And the new floors and partitions wantonly torn up—I do not understand it. How in the world is my 12 per cent. to be gotten that way?"

"Now, see here, I guaranteed the 12 per cent., didn't I?" smiled the experienced builder. "And now it's as like as not to be 15 per cent. and I stand all the expense of remodeling the building. That comes out of my pocket and will be explained at the stockholders' meeting. There are to be a common kitchen and a common dining room, and if you knew anything about renting you'd know the mighty gain in the saving of the wear and tear on the building by having bachelors in it—no poodle dogs nor children to scratch or mar a thing for three years—and a higher rent to boot."

"The waste of it," panted the unbelieving stockholder, his wits turned topsy-turvy. "What are you going to do with those brand new stoves that were all in and connected—can we afford it?"

"Why, man, don't you see we can afford to throw a little thing like that out of the window, for there's so much more coming in?"

This penny wisdom is seen in the policy of cutting down the salaries of working engineers on the Panama Canal and of compelling surveyors on the Isthmus to wait a year to secure hand levelers that are daily needed, thus, by scaling down present expenses, incurring a greater outlay of life, time and money for the future.

This penny wisdom is seen, too, in the error of railroads in putting too

great a responsibility on one man, the engineer.

The terrible wreck in Westfield, N. J., a couple of years ago was found to have been occasioned by the fact that at the moment the engine flew by a green signal, meaning "go slow," the engineer was adjusting a defective valve, and the fireman, his helper, was in back shoveling coal. By having two engineers for each train, it is said, many an accident would be avoided, and many a life saved.

The thrift of men and nations is seen by the way they incur paltry expenditures to prevent great expenses. Thus the spending of thousands of dollars in manual training schools and industrial farms to give employment to boys at an age when the mind is plastic is true economy, in that it forms good citizens and prevents crime, thus robbing the state prisons of their harvest and eventually saving the state many millions of dollars.

"Spend that you may save" is sometimes a truer saying than the old fashioned proverb: "Waste not, want not."

An apt illustration is the following:

An Irish foreman was once sharply criticised by a new division superintendent on a Western road for his lack of economy. He was crabbedly warned to husband his supplies in the future. But on his next visit of inspection the superintendent discovered a spike lying under a bush beside the track, and severely did he call the foreman to task for it.

"Do you remember what I told you about economy and the care of supplies?"

"I do, sorr," returned the foreman.

"Then how do you account for this?" said the superintendent, producing the spike. "I found it a short distance down the road. Do you call that economy and being careful about supplies?"

"Sure, an' it's a sharp eye ye have, sorr," said the foreman admiringly. "Oi had three min lookin' for that spoike two days, an' sorra a wan of them cud find it."

The good policy of letting riches fly to bring more back is quaintly illustrated by Benjamin Franklin, while Postmaster General, in telling of the American postoffice as it was before the Revolution. In his inimitable way he says:

"The American office never had hitherto paid anything to that of Great Britain. We were to have \$3,000 a year if we could make that sum out of the profits of the office. To do this a variety of improvements were necessary. Some of these were inevitably at first expensive, so that in the first four years the office became about \$4,500 in debt to us. But it soon began to repay us, and before I was displaced by a freak of the ministers we had brought it to yield three times as much clear revenue to the crown as the postoffice of Ireland."

Farsightedness, however, is not given to all. The woman who, when the winter time drew on, "starved her bullocks to save her hay until another year" undoubtedly thought she

We Have Moved

We are now located in our large new quarters

31 North Ionia St.

Right on the way to the Union Station

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

Clothing, Woolens, Tailors' Trimmings

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

Grand Rapids Clothing Co.

Dealers in Clothing, Cloth and Tailors' Trimmings

Grand Rapids, Michigan

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

The Improved Sun No. 10



Substantial
Attractive
Highly Mechanical

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

A
Guarantee
With
Every
Machine

All-Metal
Cabinet

The machine is all metal, most durable and simple, embodying principles patented and the study of years. Warranted a perfect Cash Register.

Is encased in metal cabinet, highly finished, has full nickel mountings.

Dimensions: Extreme outside 19½ inches long, 17¼ inches wide, 10½ inches high in front, 19 inches high to top of sign.

Plainly indicates every sale to customer and salesman.

Given as a Premium with 100 pounds of our Extra Pure Ground Spices, Assorted, in Bulk for \$42.00

Spices F. O. B. Toledo.

Register F. O. B. Toledo, Ohio.

WOOLSON SPICE CO., Toledo, Ohio

was the most provident of women. The tradesman who would never work by candle light because he wanted to save a candle surely thought himself a pattern of prudence.

However, all is not waste that seems so. The scholar must spend lavishly for books; the housewife for improved labor saving devices; the farmer for the latest machinery; the business man for widespread advertisements; the artist and artisan for tools pertaining to his art and craft if he would by spending have the richer gettings.

Not all can do as well, to be sure, as a man who laid out \$10,000 in sheep. He subsequently told his friend that they died of rot. "That was ill, indeed," condoled the friend. "Not so ill," returned the other, "for I sold the skins for more than the sheep cost."

Good judgment and a certain long-headedness are gifts of the gods, and save many a man from lack; nay, even increase his store; while a too tightly held purse string often means his undoing.

Never hesitate, then, to give up small change for greater coin. Life, honor and riches in moderation; these are the greater coin and are worth many pennies.

"Keep this thought in readiness," says an old philosopher, "when you lose anything external: what you acquire in the place of it, if it be worth more, never say, 'I have had a loss.'" M. M. Atwater.

Advantage of Gauging Shoe Fashions.

It will pay retailers to keep close tabs on their trade in russet and white footwear this season. There are reports in circulation that colors have not proven a success this season. But the wise retailer will consider his own case and not the popular rumor.

Russet footwear may have proven more successful in many sections than in any previous season, because of peculiar conditions. In past years russets were discarded for shiny leathers, because russets soiled quickly and began to look dingy and dirty before the close of the summer season. But this year many people have learned how to care for russets. They have followed their retailer's advice and have shined their shoes when new, so that the polish made a coating on them, and spots did not get a chance to soak into the leather. So the leather has been kept clean, and the coating, or shine, has been renewed with ease.

Besides, in many cities bootblacks have cut the price of their russet shines. It used to cost a dime to get a "yellow" polish in many bootblack stands, but to-day "all shines are a nickel." Consequently the clerk who could only afford one ten cent shine a few years ago can now have two shines a week, and his russets are kept looking much neater.

Another little point of much importance is the increased popularity of "shine parlors for women." When russets were in fashion before, few

women patronized the "shine stands," and their russet shoes quickly took on a dirty color and became rough, especially on the toes. But now madame and mademoiselle have their shoes kept shiny and glossy at the bootblack parlor.

White canvas oxfords, which have taken many sections by storm, get dirty much quicker than do russet shoes, but they are easier to clean, if a person knows how. There is talk of a novelty for next summer, a white calfskin shoe, which may be very easily cleansed.

But the vital point to the retailer is this: How do shoes look a month or two after customers have worn them? If customers have kept their russet shoes clean and dressy for the summer season, they are likely to call for them another season, especially if they have made a failure of keeping white canvas oxfords neat looking. And if customers have kept their white canvas oxfords as clean as the Monday morning wash, they are likely to call for white canvas goods another year, especially if they make a failure of keeping russets neat.

It is the way that shoes wear during a season, not the way in which they are called for, that indicates the measures of their demand for next season. And the retailer is the man who can best determine this.

Incidentally the retailer who watches the wear of shoes during a season naturally pushes his blackings and dressings.—Shoe Retailer.

China as a Meat Country.

Some one fond of statistics has figured out that if the Chinese consumed as much meat per capita as do the Americans there would have to be in that kingdom 440,000,000 cattle, 415,000,000 hogs and 400,000,000 sheep, but the Celestial has rats and dogs, which we do not use.

Stories of the late John Hay are numerous. One day he alighted from a Pennsylvania railroad train at Jersey City and rushing into the station lunch room seated himself on a stool and ordered a sandwich and cup of coffee. Near the Secretary was a typical American, who had not the slightest idea that his neighbor was the American premier. Mr. Hay's face was a study of amusement when he was suddenly jabbed in the ribs by the elbow of this man, who at the same time addressed the Secretary after this fashion: "Say, Sport, ferry over the confectionery, will ye?" The interesting part of it was that John Hay passed the sugar.

Mrs. Cassie Chadwick, who victimized so many wise old bankers, is now in jail at Cleveland, O. Next to being released from limbo her greatest desire is to have a rat trap in her cell. There is a rat that visits her every morning and fills her with terror. The sheriff has promised her the trap. It is impossible to deny any woman when she yells "Rats!"

A bird who can't sing and who won't sing deserves to be decorated.

Mighty few "buds" these days are blooming idiots.

SINCE 1877

we have been engaged solely in the manufacture of

The Best Medium Priced Clothing in the World

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

It has been a period of great progress and achievement.

"Clothes of Quality"

are known favorably everywhere.

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

The Best Medium-Priced Clothes in the World

MADE IN BUFFALO

M. Wile & Company

ESTABLISHED 1877

Michigan Fire and Marine Insurance Company

Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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

Fire and Burglar Proof Safes

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

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

Tradesman Company, Grand Rapids

CATCHING THE BUYER.

Get the People To Call Whether They Buy or Not.

Written for the Tradesman.

"My clerks can not sell goods to the atmosphere," said a merchant to me the other day, "and so I do my best to get people into the store, even if I do not expect to make a profit at the first visit. There is always a chance of a sale if they come in; there is no chance whatever if they do not. If I can not get them into the store I get them as far as the display windows.

"I know a dry goods man in the northern part of the State who put a soda fountain into his store. Contrary to the advice of his friends he placed it far back in the interior, perhaps a hundred feet from the entrance.

"You won't take in enough money to pay the clerk's salary," said his advisers.

"The dry goods man smiled and said not a word.

"I must confess that I watched his operations with a good deal of curiosity. I could not for the life of me see where he was going to come out even. But do you know what that foxy old chap did? He arranged his millinery goods, ribbons, gloves and a hundred and one things dear to the feminine heart right around that soda fountain, so that it stood in a circle of articles women are buying every day, and which bring good profits. Then he cut the price of ice cream soda down to three cents a glass and stood back to watch the rush.

"It came all right. He made no money on the ice cream soda, but he won out on the other goods. Women and girls dropped in to get two glasses of ice cream for five cents—and he served the regulation size, notwithstanding the cut—and remained to buy \$5 hats. There you are. It is all of a piece with getting telegraphic base ball scores at a cigar store. I can not see why dry goods men should not work all these little schemes. This merchant did not exactly serve a free lunch, but he came pretty near it. Anyhow, it was a winner.

"This merchant used to do another wise thing: In all his advertisements there appeared mention of some article for a cent—something in common use. He always lost money on this one article, but it brought people to the store and gave his clerks a chance to hypnotize them with the smile that won't come off. And he did not put these one-cent things up in front, either. The woman who got to the bargain counter had to pass goods which just reached out and took hold of her. Few got out of the store without leaving more than the cent they came to spend.

"Now, there is something about this window display business that puzzles a whole lot of people. I think I solved the mystery long ago. A friend of mine in the Eastern part of the State bought a lot of toys one holiday time and put a real live Santa Claus in a big show window. He had a sled and a reindeer and a cot-

tage with red chimney and white roof with icicles hanging from it, and it drew crowds of little ones.

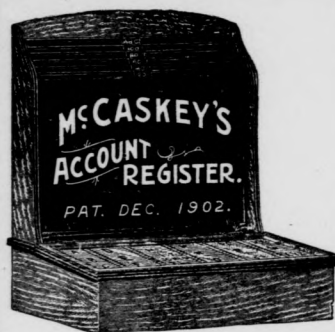
"About the second day he noticed that the toys were not going off very fast. This was a place where he could not blame the advertising man, so he just sat down to study it out. He watched the children and heard them talk, and then a great light broke in on him. He worked in that show window all night, and when the children came in the morning they found the walls of the pretty winter scene, and even the cottage and Santa Claus' garments, hung with toys, and every one bore a card giving the price in bold black letters. Well, the children who had money with them went right in and bought toys, and those who were broke went home and told their parents what such and such a thing could be bought for at Smith's. He cleaned out his stock in two days. He told me afterwards that he imagined the people thought for a day or two that he was running a hardware store. It took him two days to find out that people are not mind readers. You have got to tell them what you have to sell and what you ask for it. There is no other way.

"When I advertise certain goods I do it in more ways than one. It is not enough to buy space in the newspapers. What is the use of writing an advertisement telling the people that there is great excitement at your place of business, and that they have got to come quick, unless you make good? I have known merchants to advertise reductions and all that and never notify the clerks. It is a nice thing, isn't it, to have customers come rushing into the store, hoping they are not too late, only to find apathy and indifference? It makes people feel cheap and they brand you for a liar before they look at your goods.

"Now, when I advertise a sale I fill the show windows with the goods I am advertising, put up placards pointing the way to the department and notify the clerks to boost the sale for all they are worth. It makes the customer feel better, anyway. The other way makes one think of going to a theater and finding only three people in the audience.

"Of course, a merchant can go too far in this show window business. It is useless to draw the idle and the curious unless you appeal to their pockets at the same time. The Santa Claus did not pay until the toys and the price tickets went in. The man who hired a girl to work health exercises in a show window and neglected to show prices was a dunce. I will bet he is cursing all sorts of advertising this very minute.

"Word-of-mouth advertising is the best in the world. This is what the well-arranged show window does. It causes people to talk about the odd or funny things they see, and they can not talk without mentioning your place of business. Here is where you get in your work. If you can associate your name in the minds of the people with certain lines of goods the chances are that they will come to you when they want to buy. How



Cut It Out!

Fill It Out!

and mail it to

**The McCaskey
Register Co.**

Gentlemen:—To be frank with you, I really would like to know these things about my business, without labor:

1. How much each Credit customer owes me at ALL times?
2. How much they ALL owe me at ALL times?
3. How much Credit business I am doing daily, weekly and monthly?
4. How I can handle Credit Sales as Fast as Cash Sales?

If the McCaskey Credit Register will give me this information and also keep my books posted up-to-the-minute with one-third of the work I'm doing now, I will look at the same, with the distinct understanding, however, that this obligates me in no way to buy. Don't come this way especially to see me. If you happen this way, all right, come in. Would also like your Catalogue.

Date Signed.....

Business..... Address.....

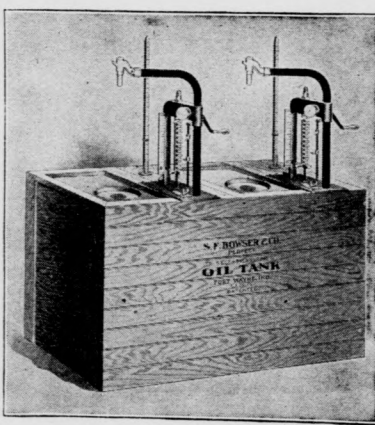
Your Accounts Can be Protected from Fire

The McCaskey Register Co.

Alliance, Ohio

Mfrs. of The Famous Multiplex Sales Slips and Counter Pads.

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

**BOWSER
SELF MEASURING
OIL TANK**

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these are worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

LET US GIVE YOU FULL PARTICULARS—ASK FOR CATALOG " "

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

many thousands of people a day say 'Good morning' and think of Pear's soap? Get the buyers to thinking of you and you will catch their money."

Alfred B. Tozer.

Some Clerks Indifferent if Customers Do Not Buy.

Written for the Tradesman.

Who of us—from Milady of the open-handed allowance from her devoted husband, and the fat income from her own expansive estate, down to the woman who must wring grudging doles from a stingy (not necessarily poor but "close") and indifferent lord and master, and who possesses nary dower to draw from in time of need, emergency or trouble—who of us, I say, has not felt the insult (it oftentimes amounts to just that), veiled beneath the scant civility, that lurks in tone and manner of the omnipresent haughty salesgirl as it dawns upon her that she is to consummate no business with us?

"Nothing provokes me more," recently remarked an acquaintance of mine, "than to enter a store where I am in the habit of shopping, a place where I have traded for years, and to have a girl overwhelm me with attention when she thinks that she is going to sell me a big bill of goods, and, if I have no wants to be supplied, to be treated to an exhibition of snubbery ill becoming one whose every mouthful, you might say, comes out of the buying public, and whose future well-being depends on that same buying public."

One would think that at all times common sense, if not the most ordinary politeness, would dictate a demeanor which, if not actually obsequious—and some storekeepers even go this far themselves and demand the same deportment in their clerks while waiting on customers—was at least bordering on the conciliatory, on the suave.

This quality of suavity, what the French name "bonhomie," how it undeniably attracts! How it warms the cockles of the heart of the most obstinate, the most stubborn of store patrons, often causing them to invest their ducats, and that right royally, whereas they had intended to hoard their money, or at best spend but a moiety.

Twice a year, spring and fall, the above lady with the grievance lays in an ample supply in the way of household wants: crash for the kitchen and tumbler linen for the cut glass; napery for the dining room; towels and face-cloths, and occasionally a new Turkish mat, for the bathroom; bedding (often linen sheets and pillow cases) for the six or seven sleeping rooms, and all the minutia about the house always needing replenishment. Her family is large—a small hotelful—and, as it is a fashionable one, and paterfamilias wants its members always well dressed, the amount required to keep them supplied according to the station occupied in society calls for a pretty penny. If the husband were niggardly in disposition or cramped in circumstances matters would be different; but he is the soul of generosity, and

withal proud of his wife and their offspring, and his business is such that there is no need of retrenchment in their present way of living.

The lady of the house is charming in character, treating everyone with whom she is thrown in contact with perfect breeding, so that there is absolutely no excuse for such crassness as she mentions on the part of store employes when she is not purchasing a quantity of merchandise at their counters. She is a judicious buyer, always selecting rich but substantial material (like the Germans, from whom, by the way, might be conned a lesson by those to whom only flimsy, flashy goods appeal). Moreover, for her own aggrandizement, the lady in question "watches out" for the mid-season sales, when a sumptuous garment may be picked up for two-thirds or sometimes half its original asked-for price; and, as such is generally a "novelty" in shape and style, she is not likely to see its duplicate on the street or among the people with whom she associates, so that she is always a la mode. Her daughters have not lived with their mother for nothing and have learned this device from her, and they, too, have an air of exclusiveness about their clothes which separates them from those who select only things in the way of apparel which are "all the rage." This is one of the "stage secrets" of this well-groomed family circle.

Thus it comes about that in the height of a season my friend is not in a buying mood; and it is at such times that she is the recipient of store service that is decidedly reprehensible. It is my opinion that such delinquency should be reported to headquarters; but the lady hates to play monitor and incur the displeasure—not to say enmity—of clerks, and so this estimable lady "stands for" (to use the Small Boy vernacular) actions, on the part of those beneath her, which should result in instant dismissal from the store whose prestige they are ruining. It is an actual fact that from one such establishment this lady withdrew her extensive patronage and has not darkened its doors for ten long years, bringing an annual loss to its proprietors of several hundred dollars; and to this day they are wondering why were severed their commercial relations with this fine wealthy family. The feminine head of it could enlighten them, but, as said, she dislikes to assume the role of tattletale.

Jessica Jodelle.

A Rochester business man, who is just home from a trip around the world, testifies, as many others have done, that practically all the important places of trust in the commercial and financial world of Japan are occupied by Chinamen. With all their genius as artisans and heroism as fighters, there is apparent reason to doubt the integrity of the Japanese, not as a nation, but as individuals. This is a serious fault, but one which may be remedied. The mikado can surely find a way to teach his subjects that honesty is the best policy.

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



Why Men Naturally Prefer Roses to Rosebuds.

There are no middle aged women nowadays; in society, at least, the type is extinct. It has long been an oft quoted maxim that "A man is as young as he feels; a woman as old as she looks." In this enlightened twentieth century no woman with money and brains need look old until she has long passed the allotted "threescore and ten." Youth, so far as woman is concerned, is becoming more and more a matter of science and industry. Clever women address themselves to the study of preserving their youth and good looks, just as they learn a foreign language or master a musical instrument.

The woman who is not handicapped by daily toil, who is not worn and worried past endurance by poverty, by overwork, or by nervous strain, which tells alike upon body and brain, may keep her youth indefinitely, if she chooses to take the trouble to do so; and may be fresh and bright eyed at an age at which, thirty years ago, she would have been accounted an old woman, and her "strength labor and sorrow." A thorough knowledge and intelligent practice of the laws of hygiene, daily baths, careful diet, regular exercise,

and the services of the "beauty doctor"—who is a recognized factor in the existence of society women nowadays—all combine to banish wrinkles, preserve and beautify the complexion, keep the figure trim and straight, if not slender, and generally retain the youthful appearance of the woman who, a quarter century ago, would have been set aside as a "back number."

Therefore, when regarding her image in her looking glass, and that in a strong light, she complacently concludes that she is quite as young looking, and, if anything, prettier at 40 years of age than she was in her early twenties, and it can scarcely be wondered at that she sees no objection to marrying the eligible young man fifteen years her junior, who is eager to espouse her, and who declares that her age has nothing to do with the question; she is young enough to suit him. As for the young man, he finds in her a mutuality of tastes and aims, a degree of sympathetic understanding which is lacking in girls of 18 or 20, who really suffer by comparison with her. Her grace, her savoir faire, her "style," in short, her thorough knowledge of her own good points and how best to display them quite overshadow the poor little ingenue.

For four centuries the age at which women are supposed to reach the zenith of charm for the opposite sex has been steadily advancing. The only one of Shakspeare's heroines whose age is mentioned, Juliet, was not quite 14 when considered mar-

riageable. The other English dramatists, until the restoration of the Stuarts, held to the tradition of 14 as the proper age for youth and beauty at their height. Sheridan, in "The School for Scandal," toasts the "maiden of blushing 15." Sweet 16 or 17 is the age preferred by the romancers of Queen Anne's day and of the early Georgian period. Sir Walter Scott and his contemporaries raised the figure to 18, and the novelists of the time when Victoria's reign began were inclined to favor 19 and 20 as more charming still. "The half blown rose is lovelier than the bud," was their maxim.

It remained for a Frenchman to assert boldly that the woman of 30 still possessed the power to charm the hearts of men. Balzac made his Duchesse de Langeais of that mature age, and followed the novel with another entitled, "The Woman of Thirty Years," an innovation which called forth an anonymous brochure in parody, "The Woman of Forty Years," which had a great run, and was attributed to Theophile Gautier. Nevertheless, Balzac had facts where-with to support his fiction. Mme. Roland was 38 at the time of her grande passion for the young Girondist, and Josephine Beauharnais was 36 when Napoleon Bonaparte surrendered to her charms. Mme. Recamier was well on in years when Chateaubriand and a score or more of other distinguished men were at her feet, and are we not told how three generations of Sevignes worshiped at the shrine of Ninon de L'Enclos?

Undeniably there is a strong tendency for men of the present day to marry women older than themselves, and the tendency is comparatively a new departure. Men and women over 50 can remember vividly the time when a woman of 25 if still unmarried was accounted an old maid. In New England thirty years ago when a spinster reached her thirtieth birthday she put on a cap à la Queen Victoria as a sort of tacit announcement that she was out of the matrimonial market, and renounced all worldly amusements to the younger generation. The woman of 40 was as old as is the woman of 60 to-day, nay older, in fact, since are not the acknowledged leaders of society with a big S in Boston, New York and Chicago, as well as Queen Alexandra, who as yet shows no disposition to delegate her social duties to her daughters, all past the milestone of three score? And who, pray, ever speaks or thinks of these beautiful and charming women as old?

When one hears of a man of 30 marrying a woman of 45 one is apt to construct the mind picture of an elderly woman mismatched with a man young enough looking to be her son. Probably, in point of fact, the woman is a handsome, radiantly attractive person whom nobody would take for a day over 30, if that. Unwrinkled and perfectly groomed from the top of her well dressed hair to the toe of her well fitting shoe, it is more than likely that she appears fully as young as or younger than her hus-



Because

Quaker Oats is sold in larger quantities and sold more rapidly than any other cereal--

That's Why

Best for you
to sell

**Quaker
Oats**

Is Always Fresh.

band, who looks ten years more than his age. The man who marries a woman older than himself is usually of the mature and serious type, which, as somebody says, is born a hundred years old and never gets younger than 50. He is not attracted by frivolous girls and is deeply in love with the woman whose mind is the same age as his own, while her face and figure are still fair to see.

There is nothing so likely to win the heart of a woman as earnest, persistent love of herself. "The heart of a woman never grows old; when it ceases to love it has first ceased to live."

Probably the chances which the man in such case has of a happy marriage are as great or greater than those of him who marries a wife much younger than himself. For one thing, and a mighty thing it is, the wife who is her husband's senior will, if she loves him, do her best to keep him. She will never, as the phrase is, "let go of herself," she will not neglect to do all in her power to continue charming. She will have the experience which a younger woman must acquire, sometimes through disastrous mistakes, and she will not worry herself nor her husband while learning what she already knows. The girl wife is apt to imagine, for example, that business, however important, can always be put off whenever it is a question of herself. The experienced woman, on the contrary, understands that "business is business," and knows that her husband's love for her is proved by his anxiety to succeed for her sake.

It is, however, not only among young men that the opinion as to age of the greatest feminine charm has been revolutionized. It used to be said that "the older men get the younger they want their wives." It is also true that girls were taught that "It is better to be an old man's darling than a young man's slave," as if there were no other choice, and on the other it was urged that "May and December make a sorry match." Nowadays the successful man of three score or even three score and ten seeking a wife who shall do him credit as a rule passes by the buds to gather the rose in its full perfection, while the man of 40 or 50 is much more likely to choose a bride nearer 30 than 20 years old. Indeed, debutantes complain bitterly that the older women are the belles. As Goldsmith says, "A woman and music should never be dated."

Dorothy Dix.

What Moscow Sour Cream Consists of and How It Is Made.

The Milwaukee Sentinel has a translation reading as follows: In answer to one of its subscribers, the Molotchnoe Chosiaistvo describes the method of making Moscow sour cream. To produce this delicacy there is no need to press the cream as some suppose, for the thickness can be obtained without pressure, by fixing the screw of the separator cylinder so that the cream will issue thick (four or five pounds of cream per pood—thirty-seven pounds of

milk), which by the aid of fermentation it turns into sour cream, without residue. The cream from the separator is, in the first place, cooled down to 41 to 44 deg. Fahrenheit, then heated up to 77 to 90 deg. Fahrenheit, when good newly-made sour cream is added, in the proportion of two to five pounds per pood (thirty-seven pounds) of cream, to induce fermentation. The cream to be fermented is kept in a warm place in a temperature of 77 to 90 deg. Fahrenheit. During fermentation the cream may be mixed only during the first two hours. To mix it more might prejudicially affect the quality of the sour cream by separating the whey. The cream under these conditions will ripen in from six hours onwards. Great care must be taken to place the vessels containing the cream in a warm place, under the necessary uniform temperature. It is most important to seize the moment when the cream begins to sour—i. e., when it yields a faint sweetish taste—at which moment the souring cream should be taken to the ice room to be cooled. In the cold room the cream will coagulate still more and the sour cream is obtained with the normal quantity of lactic acid, which serves as a preservative. It does not do to either over ferment or insufficiently ferment the cream, for then the sour cream would be too fluid, separating the whey, or else "turned," and therefore unstable. Whilst it is being cooled in the cool room all the cream thickens to a consistent, uniform mass bright and without clots or irregularities, and possessing a sweet, acid taste. This sour cream is thick and solid; it may be cut with a knife, like butter. The fermentation is effected in wooden or glass vessels; never in metal vessels, which would give it a metallic taste. There is no need whatever, the writer repeats, to press the sour cream, for the whole of the cream is used without any separation of whey, if only the sour cream be prepared normally and not spoiled during the cooling in the cold room, or while being put into the vessel for carriage. As in the first, so in the second case, the sour cream must not be mixed. When putting it into boxes or casks, care must be taken to put it in layer on layer. It can be sent away quite safely in wooden boxes lined with parchment. As the sour cream is solid, there is no necessity to add any preservative, unless an exception be made in favor of lactic sugar—one teaspoonful to a box of sour cream (seventy to ninety pounds). With a temperature in the cellar of 48 to 55 deg. Fahrenheit, when the casks or cases are put in, the sour cream will keep for three or four months.

The cocaine habit is spreading among the colored people of the South to an alarming extent. More than any other thing, it is declared to be responsible for the degeneracy of the race and the foul crimes that cause so many lynchings. A campaign against the use of the drug is proposed.

Fans For Warm Weather



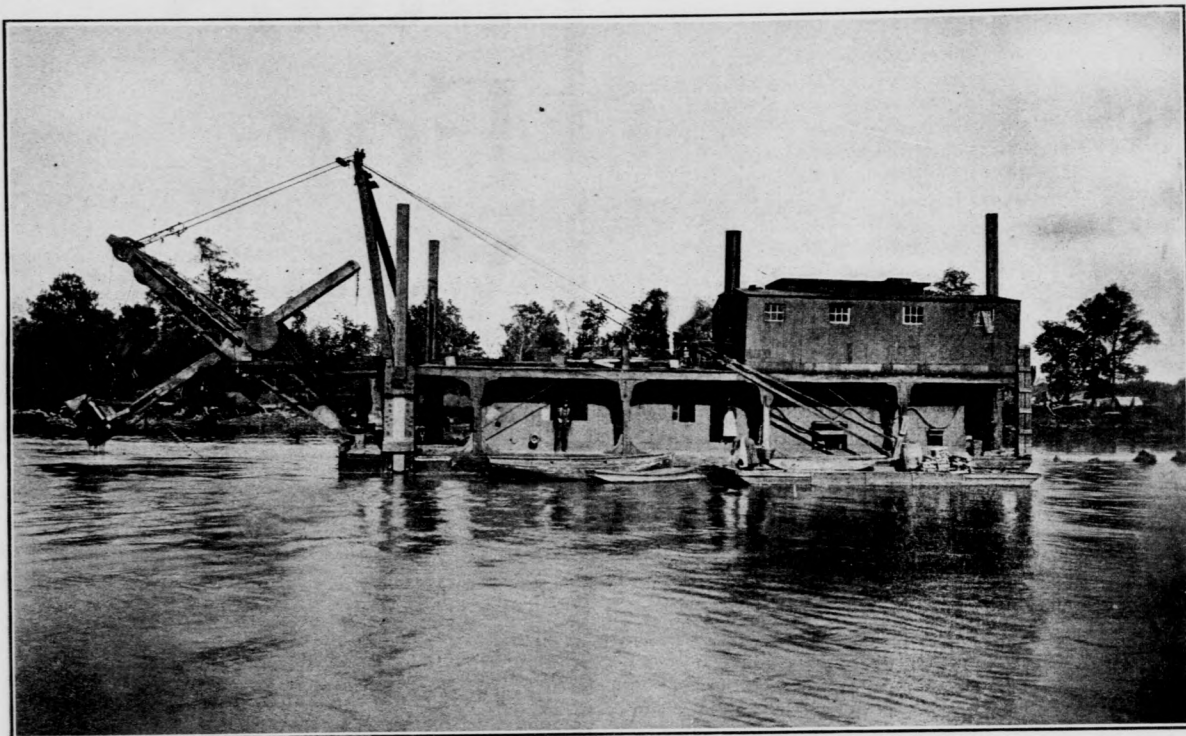
Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled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

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

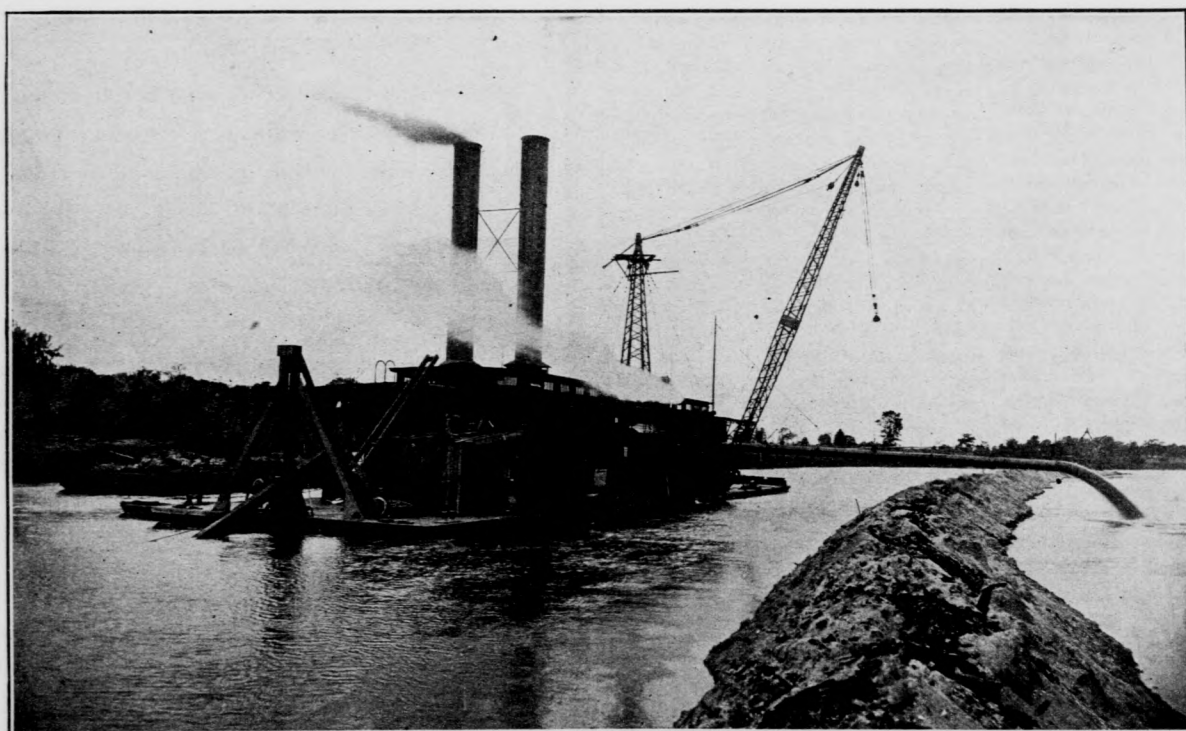
We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company

Grand Rapids, Mich.



The Dipper Dredge Working on Grand River in Grand Rapids.



The Hydraulic Dredge Working on Grand River Below Grand Rapids.

Select Your Advertising as You Would Your Eggs.

A prominent maker of lamp chimneys has been telling us in his advertisements that "cheap eggs are as good as cheap lamp chimneys." He might have added that either is as good as cheap advertising.

The comparison holds good whatever definition your mental dictionary may give "cheap." If the word suggests poor quality, inferiority, lowness of price, you will understand that a poor, low priced egg is as good as poor, low priced advertising, and you will be correct. If, on the other hand, realizing that the best is the cheapest, you consider quality as well as price, and understand cheap eggs to be those in the purchase of which there is the greatest economy, and cheap advertising, therefore, the best advertising, you are also correct.

One does not have to live long to learn that a poor egg is about as useless a thing as can well be imagined. One does not need an extended business experience to know that if Jones is offering eggs at 5 cents a dozen, while Brown and Smith are both asking 30 cents for theirs, something is the matter with Jones' eggs. Any one of ordinary intelligence would pay Brown or Smith their price rather than take Jones', would understand that to buy Jones' eggs would not be saving a quarter, but throwing away a nickel.

When it comes to a question of advertising, however, a great many business men often see the difference in the price only, they do not look beyond that and see what they get for their money, which is the real measure of cheapness. They do not appreciate the similarity between cheap advertising and cheap eggs.

To the uninitiated it looks at first glance as if space in a first class daily costs too much. He believes in advertising in some way, but it seems to him that a hundred dollars will go a little way in a newspaper. A six inch single column advertisement twice a week will use it up in no time.

While he is thinking about it some one asks him to take a space on a paper napkin for a church oyster supper, or in a hotel register; the man who paints signs on fences comes around, and a hand bill proposition is presented.

He figures it out that he can do all these things for half his hundred dollars, thus making a clear saving of the other half, and congratulates himself on the length of his head. He is doing three kinds of advertising for half the price of the one kind.

The economy of this performance is much like that of the person who would buy three dozen of Jones' eggs for half the price of a dozen of Brown's. The value of the three kinds of advertising that cost but \$50, compared with that of the one kind that costs a hundred, is about the same as that of the three dozen eggs that cost 15 cents compared with that of the one dozen that cost 30 cents.

But there is this difference in favor of the eggs: The man who has bought the poor advertising has lost, besides the cost of it, the profit the better kind would have brought him. He has wasted opportunity as well as money, and the value of wasted opportunity is hard to measure.

It may be argued that some good would come from the napkin advertisement, the handbills, or fence signs, which is true. It also is true that of the three dozen eggs some might be good ones, but the proportion of good eggs and the returns from the advertising are not likely to be large enough to justify the expenditure, to make it a profitable venture.

Few who see the church napkins read the advertisements on them, and nobody remembers them, what they were about or whose. Handbills are litter to most people, and when they are found tucked in the handle of the door or scattered over the porch or lawn their presence is resented. Fence signs are resented, too, by those upon whose fences they find uninvited lodgment; they must be too short to tell anything that is worth while or too long to be read, in most cases.

Now, in the case of the newspaper advertisement all this is different. The other advertisements are intrusions, the newspaper advertisement is an invited guest, it goes to those for whom it is meant when they are in a receptive mood. If it is a proper advertisement, well written and displayed, it offends nobody.

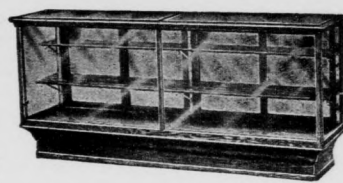
It is or ought to be as much the news of the day as any other part of the paper. It costs more because it is worth more, infinitely more, just as Brown's and Smith's eggs are worth more than Jones'.

Just stop and think, Mr. Merchant, did you ever buy anything because you saw it advertised on a paper napkin, or in a hotel register or handbill, or the name of it painted on a fence? Haven't you many times bought something because you saw it advertised in your newspaper? Did you ever buy eggs just because they were to be had for a small price?

Why not assume that the sort of advertising which wins your trade will win trade for you? Why not use as much judgment in buying advertising as in buying eggs?

Frederick J. Burnell.

The prospects are that Norway and Sweden will reach an amicable adjustment of their differences. There is no more likelihood than necessity for war between them. The opinions which promote the association are still entertained as strongly as ever and will continue permanently. It will be entirely easy for both sides to yield a little and preserve peace, and it is a case where there really should be no occasion for fighting with anything more dangerous than words. Representatives of the two countries can get together and talk it over with greater probability of reaching a satisfactory conclusion than attends the conference between Japanese and Russians at Portsmouth.



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

Are what we offer you at prices no higher than you would have to pay for inferior work. You take no chances on our line. Write us.

Grand Rapids Fixtures Co.

Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street

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

GILLETT'S Flavoring Extracts

Absolutely Pure

Full Measure

Full Strength

Full Value

SHERER-GILLETT CO.

CHICAGO

TORONTO

LONDON

?
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

MEN OF MARK.

M. D. Elgin, Manager of the Musselman Grocer Co.

To-day the people of the United States are disposed to question the methods by which an individual has accumulated wealth or achieved position. The mere ownership of wealth is not sufficient. The possessor is called before the tribunal of public opinion and must show that a valuable consideration has been given in exchange for that which he has acquired. No tendency has been shown to rob the worker of the fruits of his industry, but, on the other hand, the people have said definitely and emphatically that the usefulness of the individual to the community, the value of his work to the state and the nation, the part he has played in developing natural resources and the aid he has given in building up society shall constitute the evidence on which their verdict of his work and himself is to be founded.

In brief, it may be said that the possession of money itself has lost a part of its former significance, this being true even although to some extent the measure of a man's success is computed in dollars. Present social and industrial conditions permit of the accumulation of a fortune in a great variety of ways. It may represent the fruits of patient industry, tireless activity, exceptional ability, invention or aggressive force; or, on the other hand, trickery, fraud, discreditable practices and the exercise of undue advantage over the needs and necessities of others. Rightly therefore the public has decreed that mere possession of wealth does not signify or designate the worth of the individual to either his fellow men or his community.

Ample room and opportunity are given the builder and usually if the operations of the individual are conducted along correct lines the measure of reward meted out is generous—not only the monetary remuneration but that representing the status of the worker on a man to man basis.

Success in a small way is paid for by the individual at perhaps a higher proportionate rate than where the accomplishments are on a larger scale. The world-wide domination of one individual is not possible, yet the world of commerce lies invitingly open, with no abrupt dead wall bearing the notation "Thus far and no farther shalt thou go" to restrict honest endeavor.

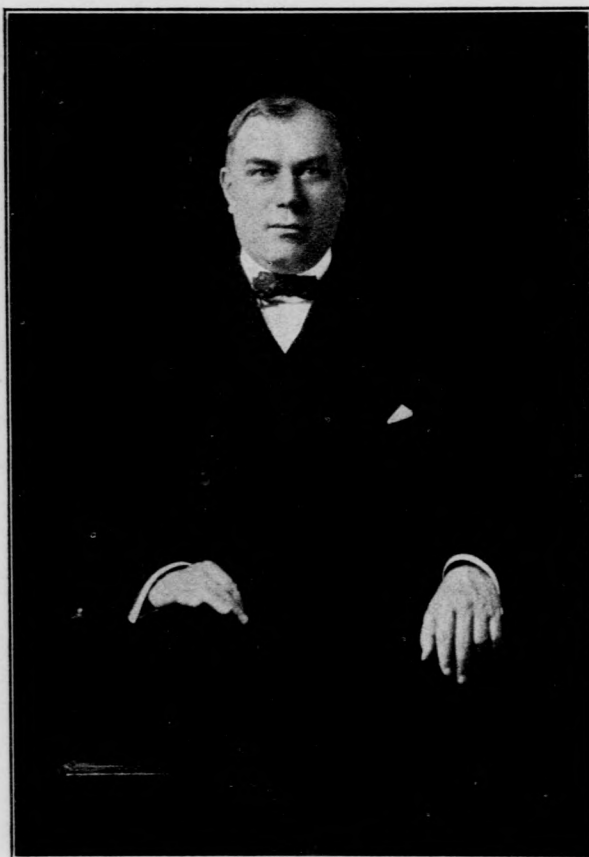
Turning from the abstract to the concrete, as exemplified by the life of Marshall Elgin, a sample is furnished of the wages of conscientious, persistent work. Mr. Elgin was not exceptionally favored by nature nor by circumstances with which he was surrounded during his early life. He courageously accepted the conditions under which his battle for fortune and for recognition at the hands of his fellow men was to be waged.

Marshall D. Elgin was born in Keokuk, Iowa, Dec. 1, 1856, being the youngest of a family of four children. His father was of Scotch descent,

while his mother was only three generations removed from the German fatherland. His father was a hotel keeper and Mr. Elgin attended school until 16, when he graduated from the High School in the English course. The following fall he entered the clothing store of Vogel Bros. as stock boy. He was rapidly promoted to different positions of trust and responsibility, culminating in his acceptance of an offer to travel on the road for the house. After devoting four years to the clothing business, he concluded that the grocery business was more to his liking and thereupon entered the employ of R. F. Bower & Co., wholesale grocers, beginning as shipping clerk, from which he worked up in two years to the position of traveling salesman, covering Western Iowa

to the Presidency of the National Grocer Co., Mr. Elgin became Manager of the business in this city, which position he has filled to the satisfaction and the gratification of his associates. Mr. Elgin is also one of the directors of the National Grocer Co.

Mr. Elgin has long been regarded as one of the best buyers connected with the wholesale grocery trade. There are years when he might be called a plunger and other years when he buys very conservatively, his general policy being to buy as little as he can and keep his stock even and complete. He enjoys the confidence and respect of brokers and traveling men to a remarkable degree and the fact that the house with which he is identified has doubled the volume of its business during the



Marshall D. Elgin.

for three years. In 1882 he accepted a position as assistant buyer for the wholesale grocery house of Anthony Kelly & Co., of Minneapolis. Seven years later he was promoted to the position of buyer, which he continued to occupy until December, 1894, when he was offered a similar position with the Musselman Grocer Co., of Grand Rapids. Mr. Elgin is now on his eleventh year with that house and during this time he has become identified with the establishment quite largely in a financial way. Mr. Elgin was a director of the Musselman Grocer Co. and subsequently Secretary. In 1902 the Musselman Grocer Co. became a part of the National Grocer Co., which now consists of twelve houses. On the election of Mr. Amos S. Musselman

time he has been with it speaks well for his energy, shrewdness and foresight.

Mr. Elgin has confidence in the business interests of Grand Rapids, having identified himself with the following young and growing firms: The Century Fuel Co., of which he is Vice-President; the W. D. Jarvis Co. and the Jarvis-Richmond Co., being a director in each of the latter companies. He is also interested in and a director of the Lumbermen's Tool Co., of South Boardman.

Mr. Elgin is a member of the Board of Trade and is now a director for the third term. He has done much effective work on committees and is this year Chairman of the Wholesalers' Committee, in which capacity he assisted in formulating the

plan recently adopted by the Board to admit country merchants to membership. He has ably seconded the excursion plan which was conceived and created by Frank E. Leonard, and it is a noticeable fact that whether he is at the head of a committee or in the rear ranks he works with equal energy.

Mr. Elgin is a member of the Peninsular and Lakeside Clubs, having served the latter as Treasurer and Vice-President, and is an enthusiastic member of the Consolidated Sportsmen's Association, the Rifle Club and the Furniture City Driving Club. He has been a long-time member of the Elks, serving Daisy Lodge as Trustee and Treasurer. This is the only fraternal order with which he has ever identified himself, and he says it is the only one to which he will ever owe allegiance.

Mr. Elgin was married in 1898 to Miss Florence S. Teal, of this city, and they reside in their pleasant home at 22 Charles street.

The diplomats stand a great deal on ceremony and social etiquette. They insist upon recognition of rank and are very formal in all their proceedings. An opera bouffe disturbance between the United States and France has recently been narrowly averted. Brutus J. Clay is the United States minister to Switzerland. When he reached Berne a few months since he called on the Swiss officials and then called at the legation of each of the foreign countries represented there. In due time these ceremonial calls were returned by all the ministers except the French. Failure in this respect was making Mr. Clay very mad and he told his tale of woe to Washington. The home office began to look around to see what was the trouble. Minister McCormick at Paris was communicated with and he called at the French foreign office. In due time it was discovered that the butler at the French embassy in Berne had neglected to give Mr. Clay's card to his principal and, indeed, had lost it altogether. When apprised of the facts the French representative in Switzerland bowed low three times, apologized profusely and hands were clasped across the bloody chasm. Of course, if Mr. Clay had called again at the French embassy or had written a polite note, all the correspondence via Washington and Paris and the incident trouble could have been avoided, but a man from Kentucky is bound to stand on all the dignity he has.

It is often said that the iron market is the best barometer of business in this country. If that is so, this must be a good year. The production of pig iron during the first half of 1905 was 11,200,000 tons. During the first half of 1904 the production was 8,173,000 tons, showing a very large and satisfactory increase. If this barometer makes accurate records and gives reliable prophecies, the balance of the year will be industrially and commercially brisk in the United States.

Sympathetic friends are usually chronic encorers.

A Cash Register That Satisfies

PROPRIETOR—CUSTOMERS—CLERKS

THE successful merchant pleases customers by having satisfied clerks. He uses a system that protects his salesmen and enforces accuracy and carefulness. Each clerk has a separate drawer and is given credit for each sale.

ALL records of cash sales, credit sales, money received on account, money paid out, and a bill or coin changed, are accurately recorded and each clerk is responsible only for the transaction that he has endorsed.



Satisfied Clerks Make Satisfied Customers

You try to please your customers, but disputes bring dissatisfaction and loss of trade.

A perfect system of handling the transactions in your store increases efficiency and profits.

A NATIONAL CASH REGISTER

Saves money and pays for itself within a year. Sold on easy monthly payments which enable you to pay for the register out of the money it saves. Let our representative call and explain this system to you.

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO., DAYTON, OHIO

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

This does not obligate me to buy.

Name

Address

No. Clerks



Observations by a Gotham Egg Man.

We have at last reached the point where current receipts of fresh gathered eggs are falling a little below the aggregate trade requirements of the market and where rather more refrigerator eggs are coming out of the store houses than are being put away. In fact, at the moment, very few eggs are going to the cold rooms to hold. The surplus which has burdened our market more or less seriously since about the middle of July has now been mostly cleared and the demand for present receipts is absorbing the offerings at prices above a point at which storage is at all promising.

It is as yet uncertain whether the decrease in receipts here is due chiefly to the decrease in collections or to a diversion of stock from primary points to other outlets in consequence of the comparatively low average prices lately realized here; probably both elements have something to do with the decreased shipments this way, and the higher prices now being established may tend to prevent a further decrease in our fresh supply even if they do not cause some increase. But it is not very likely that current receipts of fresh gathered eggs will again rise to a point sufficient to alone supply all of our trade requirements, and if this proves to be the case the price at which refrigerator eggs will be used will largely control the market for fresh collections.

At present a good many dealers are ready to use some of their refrigerator holdings whenever they find any serious difficulty in obtaining an adequate supply of fresh gathered eggs of suitable quality and there are many good early packed storage eggs which can be bought at about 20¢@21¢, storage paid; this is likely to limit the upward movement in fresh gathered eggs.

But the fact that, when fresh production first begins to fall below consumptive needs, prices rise to a point of profit on refrigerator reserves is by no means a proof of the soundness of the storage egg situation as a whole. The ability to use reserve goods at a profit depends entirely upon the disposition to hold the great mass of the supply off the current market, and the true test of the position comes only when the season is so far advanced as to develop the extent of fall production and consumption, and give a better line on the amount of stock that will have to be carried past the regular contract storage season.

So long as the fall and early winter conditions are not clearly defined, and holders have before them the chances of a favorable outcome, which are always among the possibilities, the late summer and early fall advance may be depended upon to carry prices to a point of some profit

on the early storages whose use, even in small quantity, is made imperative by the naturally decreasing production.

But the present indications are that consumptive demands will have to show a greater percentage of increase over those of last year than has yet been realized in order to use the excess of storage holdings by January first unless receipts run lighter than last year during the fall and early winter—when they were, last year, lighter than for a long time previously.

There is rather a curious fact in regard to the poultry and egg situation which I wish some of our observing country merchants could explain; it is that in spite of the very heavy egg production up to July, indicating a heavy crop of poultry, the quantity of fowls being marketed seems to be unusually light for the season. Harry Perry, of Seymour & Co., large handlers of poultry and eggs in the Southwest, was here last week; in a general conversation about egg and poultry matters he remarked that collectors in his territory had been very much surprised at the comparatively light receipts of fowls in spite of the high prices offered for them. Collectors had, he said, been expecting an increase every week for some time past, but it had not been realized even although buyers were offering up to 10¢ a pound for the live weight. If the heavy egg production up to July positively proves an unusually large stock of fowls in farmers' hands the comparatively light summer receipts of fowls would seem to be explainable only by the supposition that farmers are holding a larger proportion of them for later egg production—in which case we may look for some increase in fall egg receipts.—N. Y. Produce Review.

The Cheese Quality.

The cheese coming in in these hot days have as a rule a fair appearance, but suffer somewhat in flavor from what is commonly ascribed to poor milk.

While it is quite true that in the hurry and scurry of the summer work the cleaning of cans may be more or less neglected by the farmers and while it is also true that in a dry season when pastures are poor the cows are likely to eat sundry weeds that may affect the flavor, yet we have a suspicion which nearly amounts to a conviction, that more than half the trouble may be traced to poor curing rooms not only as a direct cause but also as an indirect one by increasing the defects caused by poor milk.

It would be interesting to hear from our State instructors whether they agree in this supposition or not.

Perfect command of temperature and moisture in our cheese curing rooms will certainly help the makers to make the best, even of bad milk, and it is high time that patrons of cheese factories realize this and insist on a stock of ice and cooling facilities at their factories.

Fruit Packages

We handle all kinds; also berry crates and baskets of every description. We will handle your consignments of huckleberries.

The Vinkemulder Company

14 and 16 Ottawa St.

Grand Rapids, Mich.

NEW SOUTHERN POTATOES

Carlots or Less

Clover and Grass Seeds

Millet and Buckwheat

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

Why Not Handle

Butterine and Process Butter?

C. D. CRITTENDEN Sells the Best of Both. Write for Prices.

3 North Ionia St.

Both Phones 1300

GRAND RAPIDS, MICH.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Butter

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

E. F. DUDLEY, Owosso, Mich.

Some Queer Meats Used For Food.

The popular prejudice against snails is incomprehensible when the favor of oysters is considered. In many London restaurants, particularly in Soho, snails now figure on the daily menu. This is an imported taste from France, but in the West Country snails are highly esteemed by the lower classes.

As a matter of fact the snail is extensively eaten in Somerset and Gloucestershire both as a dainty and a medicine. There are men who make a living by collecting snails and selling them under the name of "wallfish." Boiled in their shells they are picked out and eaten with bread and butter, being accounted a great luxury and very nourishing.

Frogs are another dainty which prejudice denies to the Englishman, although in the United States and Canada they are esteemed as highly as in France.

Spasmodically a sturgeon is offered for sale in London, and the accident of its capture affords a novel dish which should not be passed by. Cut and cooked as a cutlet it tastes rather like veal, without a suspicion of fish about it.

In Germany bear's flesh is greatly favored, and smoked bear tongues, ham and sausages are both appetizing and expensive.

Ever since Paris, in the siege of 1870-71, was driven to eating up the animals of the zoo, camel's flesh has been demanded by French gourmets. Remarkably like beef in appearance, it is as tender as veal, and there are Parisians who import it regularly from Algeria.

On the same testimony lion steaks are reported to be only moderate eating, while tiger is both tough and sinewy. Jaguar flesh, however, is delightfully white and toothsome, and alligators and crocodiles provide a meal of the most delicate flavor, midway between that of veal and pork.

Why should not goat flesh be introduced into the bill of fare? It is good eating, as Robinson Crusoe and Don Juan testify. In France it is largely eaten, Paris alone requiring 100,000 goats annually for the table.

Our neighbors also enjoy the donkey, whose flesh, when killed young, resembles that of the turkey, although of much finer flavor.

Although a hippophagic banquet arranged by the late Sir Henry Thompson was held in London some years ago, it is still almost dangerous to suggest horse flesh to an Englishman as food. In reality, it is very excellent eating, and only prejudice can gainsay the fact.

"It was in Paris," wrote Mr. Vandam, the author of "An Englishman in Paris," "that I learned how the

cat had been misjudged. Call the dog the friend of man if you like, but do not eat him. Fry him, stew him, boil or bake him, do what you will, his flesh is and remains oily and flabby, with a strong flavor of castor oil. But I declare that stewed puss is far finer than stewed rabbit."

This testimony the writer can personally corroborate, having recently been invited to a dinner given by a gourmet of eccentric tastes. The dish of the evening was "Chat aux Champignons." Soaked in white vinegar with aromatic herbs, and cooked in red wine, the cat made a most savory dish, and after the prejudice of the first mouthful, one was bound to admit its succulence and flavor.

Another neglected article of food is the guinea pig. Were the edible virtues of the hedgehog known it would rival ortolans in epicurean favor.

Snakes, being rare in England, are almost unknown as food, but in Southern France there is a snake which is extensively sold, prepared for cooking under the name of hedge eel. Indeed, those who enjoy eels can scarcely shudder at stewed snake. Frank Buckland once dined off a boa constrictor and heartily enjoyed it, the flesh being exceedingly white and firm, not unlike veal in taste.

Practicability of Canning Cheese.

The Canadians, having a more extensive cheese export, are continuing to complain of the frailty of the cheese boxes and even here we hear of such complaints. Nor can it be denied that the neat, light and attractive boxes do lack the desired strength for long transportation.

The paper boxes introduced a year or two ago, on the other hand, do not seem to fill the bill; there are complaints about the cheese sticking to them and also about not being easy to trim down to fit the cheese. Yet it seems to us that some kind of a wood pulp box might be made with enough fibrous matter in it to make it tough, and treated in such a manner as not to stick to the cheese more than wood, and as regards trimming surely it should be an easy matter to devise a suitable pair of shears for this purpose.

This matter is well worth considering as the chances are that the lumber supply for the boxes as now used is getting scarcer every year. The wood pulp boxes might, if necessary, be strengthened by imbedding light wire in the mass.

Or we might adopt a square (for one) or oblong (for two) box in which the cheese is kept in place by the insertion of a rim similar to the

sides of our present boxes. Such a box might cost a little more, but should be satisfactory in every way except as regards the trimming down.

Finally comes the question of tinned iron boxes or large cans, and this reminds us of the experiments made by the Oregon Experiment Station two years ago and announced with considerable expectations of success. Why have we not heard any more about it? If it has proved a failure we ought to know, and if it has really turned out a success we ought to know. Experiment stations like individuals are a little too prone to report successes and even exaggerate results, while they forget that the people for whom they work may be equally benefited by a report of their

failures. So let us hear about the practicability of canning cheese of all sizes, as that might lead us to iron boxes.—New York Produce Review.

We want competent

Apple and Potato Buyers
to correspond with us.

H. ELMER MOSELEY & CO.
504, 506, 508 1/2 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

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.

Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

Empire Produce Company

Port Huron, Mich.

SUMMER SEEDS

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

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

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

Established 1883
WYKES-SCHROEDER CO.

MILLERS AND SHIPPERS OF
FEEDS

Write for Prices and Samples
GRAND RAPIDS, MICH.

Fine Feed Corn Meal
MOLASSES FEED

Cracked Corn

GLUTEN MEAL

STREET CAR FEED

COTTON SEED MEAL

Mill Feeds

Oil Meal

Sugar Beet Feed

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS



Coming Convention of Shoe Dealers at Detroit.

An organization of shoe retailers in five states, if not a national organization, promises to be the outcome of the convention in Detroit, August 22, 23 and 24, of Michigan shoe retailers. The convention is the result of several months of hard work on the part of the Detroit Retail Shoe Dealers' Association. Satisfied that the trade needed organization to better itself, the Detroit pioneers have labored early and late, with unceasing diligence, to bring about a convention of Michigan dealers, as the first step towards expanding their scope. That they have succeeded in the preliminaries is evidenced by the fact that an attendance of several hundred is assured for the first "Shoe Week" to be held.

Not only will Detroit and Michigan dealers be in attendance, but a large party of Milwaukee shoemen, attracted by the work in Detroit, will attend to observe the doings of the convention and carry the propaganda to Wisconsin. The Detroiters' ideas have already been taken up in Ohio, Indiana and Illinois. All over the country shoemen are interested in the movement, but are waiting its formal inception before formally taking action to join in. It is sufficient for the present, however, and exceedingly gratifying to the originators of the Association idea, to know that the formation of a Michigan association at the coming convention will be succeeded shortly by the amalgamation with them of similar associations in Ohio, Indiana, Illinois and Wisconsin, thereby forming a great Central States' organization to work for the betterment of conditions in the trade.

The Detroit meeting is assured of success from the start. The first idea of the Detroit body was to issue a booklet describing their plans. The booklet has been delayed for a considerable time by manufacturers who wished to advertise in it. Finally it is in the hands of the printer, when much more advertising could yet be secured, and when over sixteen pages have been declined, having come in too late. That shows the interest of the manufacturers in the convention.

Further to demonstrate their knowledge of the importance of the convention many of these manufacturers have arranged displays in connection with it. The meetings will be held in Harmonie Hall, Detroit, and the large auditorium of the hall will be filled with the displays of manufacturers, samples of seventy-five to eighty lines being shown. Considerable care will be devoted to these displays, as the manufacturers wish to furnish at the convention as many advantages as a dealer would have if he made a trip to any or all of the manufacturing centers. Some of the displays will be novel and all

will be interesting. In addition it is known that a large number of manufacturers and jobbers have ordered representatives of their firms to be on hand to take in the convention. That is where they show their business acumen. But the meeting is for retailers first, last and all the time.

Harmonie Hall, where the sessions of the convention will be held, has been reserved exclusively for the shoemen for the three days of the meeting. It is a beautiful club and society building, at Wilcox and Center streets, and only a short distance from the Normandie Hotel, which will be the headquarters of the visiting delegates and of the Association. The Association is reserving rooms for the visitors and has secured for them also a special railroad rate of a fare and a third to come to Detroit for the meeting. At the hotel and at the railroad stations the visitors will be met by the Reception Committee, the members of which are Henry Kaiser, W. J. Dahnke, J. A. Werdt, L. F. Yaeger, Albert Hagen, O. D. Allen, J. C. Griffin, M. F. Lambert, A. Dippert and H. J. Ackerman. Later the visitors will be taken in hand by the Entertainment Committee, which consists of H. A. Weber, John Reiser, H. Ziegler, D. Seibert, J. J. Schulte and H. Kaiser.

The convention will be called to order at 2 p. m. Tuesday, August 22, and an address of welcome will be delivered by Acting Mayor Reinhardt, himself a successful Michigan avenue shoeman and a member of the Detroit Retail Shoe Dealers' Association. After the appointment of a temporary Chairman Secretary, committees will be named to outline the work of the convention, and the session will be adjourned for the day. In the evening a moonlight ride will be taken on the river, which is famous for its beauty.

During Wednesday the committees will be busy preparing their reports and the visitors will be cared for by the Entertainment Committee and other members of the Detroit Association, and shown all the points of interest in the city, etc. Wednesday evening the second session of the convention will be held to complete organization.

Thursday at 10 a. m. the real work will be taken up at the third session, when the reports of the committees will be received and acted upon. During the afternoon the final session will be held to complete the work. That evening a "jollification" will be held, which will include a Dutch lunch, speeches, with R. E. Gable toastmaster, and music. The main toasts will be "Our Guests," to which F. G. Clark will respond, and "Our Hosts," to which J. A. Muffley, of Kalamazoo, will respond. Other toasts will be to the manufacturer, the jobber, the rubber man, the credit man, the salesman (all solid one piece leather, insoles and counters), and the retailer. Three-minute "testimonies" by those present will wind up the toasts and speeches. To this "jollification" all shoemen are invited.

In the booklet which the Detroit retailers have issued in connection with



HIGH HUSTLER

Our High Cut Hustler

Made throughout of old-fashioned bark tanned kip.

In high cut and heavy shoes we make a number of kinds that will stand an unusual amount of hard usage in rough and wet country.

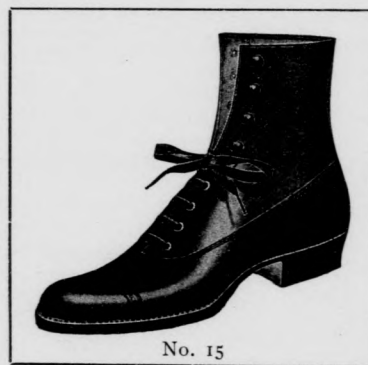
The best of leather and superior workmanship are what our trade mark guarantees.



Rindge,
Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Shoes of Merit



No. 15

No. 15—Boys' Box Calf Bal, 2¼ 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.

the convention is a summary of the work already accomplished. The Association is now three years old, and was formed primarily to fight the trading stamp evil. Having downed that, the retailers engaged in the fight found that in their co-operation they had established a feeling of fellowship that was always missing before. They decided to keep up the organization and work against every other trade evil they encountered. A sociable feeling resulted, and one of its first effects was the elimination of petty warfares of price cutting which had often been indulged in to the annoyance and detriment of everyone concerned. Instead of price cutting wars now, it has gotten so that if a customer refuses to be satisfied with the goods of one dealer he is referred to another member of the Association, with a guarantee that he will be courteously treated if he goes there. Unfair competition of manufacturing-retailers is now being combatted vigorously, and the Association believes that the time is near at hand when the manufacturing-retailer, in Detroit, at least, will be compelled to confine his business to his own store or abandon the retail trade entirely.

The present officers of the Detroit Retail Shoe Dealers' Association are:

President—E. B. Mowers.

Vice-President—F. G. Clark.

Treasurer—M. F. Lambert.

Recording Secretary—A. J. Fellman.

Corresponding Secretary—J. A. Wendt.

Financial Secretary—W. J. Dahnke.

Directors—H. A. Weber, Chairman; Henry J. Kaiser, C. H. Schroeder, J. J. Schulte and J. A. Wendt.

In the convention booklet President E. B. Mowers, of the Detroit Association, has an article explaining in full the aims and objects of the organization. He says in part:

"That there should be a State organization of Michigan retail shoe dealers is a question that we believe has not a single opponent in the person of any live retailer in the State. The Detroit Association has for some time considered seriously the question of trying to effect a State organization, but just how to get at the matter is what has bothered us. It finally occurred to us that to issue a souvenir booklet of our local Association, setting forth some of the objects already attained as the result of our organization, and putting before the retailers of the State the desirability of forming a State association, and appealing to you to take up the matter, would accomplish the desired result."

Mr. Mowers then details some of the evils which a trade organization can combat, including those in the leather, rubber and freight situations, and continues:

"The recent advance in the leather market, whereby we are compelled to put from 5 cents to 25 cents more money per pair into the shoes we are retailing at a fixed price, thereby clipping another notch off the profits, could be overcome to a certain extent.

"What manufacturer to-day is not

expending thousands of dollars annually on new lasts and patterns, when we already have too many, and still we keep adding new ones each season and see those of a season ago relegated to the special sales tables to be gotten rid of at any price they will bring. Isn't it time we got together as retailers and came to some understanding with the manufacturers regarding new lasts and the radical changes in styles that mean heavy losses to all branches of the trade? I believe we could hold down some of these items of useless expense and offset sudden advances of the leather market.

"Of course, this could not be accomplished at once, but it is time some organization was started looking towards these ends. One retailer suggests that we begin our semi-annual clearing sales too early, sometimes right in the middle of the season, when we ought to be realizing good profits in every sale. This is often true. I am not for a moment willing to take part in a State organization for the purpose of fixing prices in any way. I believe in the old adage that 'competition is the life of trade,' but we have got beyond the competitive stage. We are down to pure commercialism; as competitors we have blotted out the last vestige of brotherly love toward our fellow shoeman, and we resort to any method, without regard to self-respect, that may further our personal business ends.

"We should be glad to put our summer sales over to July 15 or August 1, if we knew our neighbor would not begin his before that date, and I see no other way of coming together on an equal footing except through an organization of this kind.

"In my opinion there is no question of so vital importance to the trade to-day as that of the manufacturing-retailer. The retail trade has been invaded by the manufacturer, and in his invasion he has established precedents and conducted advertising campaigns in his pursuit of business that have brought the standard of shoe advertising down to the level of the lowest patent medicine quack. Think of it for a moment.

"Tannery to consumer, \$6 shoes for \$3.50.' Doesn't that sound like a cure-all for all the ills our ordinary shoe-buying consumer can be heir to?

"Maker and seller of more \$3.50 shoes than any other manufacturer in the world.' 'Five thousand dollars to charity for any manufacturer who can prove that we are not the largest manufacturers of \$3.50 shoes in the world.' 'Positively the best \$3.50 shoe in the world.'

"Do you believe that such assertions tend toward creating confidence on the part of the shoe-buying public?

"Then, with the advent of the manufacturing-retailer and the advertised shoe, we commence losing sight of the fact that we are doing business for ourselves. We readily accept the ideas proposed by the manufacturer and concede that he knows more about running our business and conducting our advertising campaign



If You Knew

that the

Walkabout \$3 Shoes

were the best values manufactured and that they would bring you a better profit than most other shoes, wouldn't you want to handle them?

We have a proposition to make one dealer in each town, and if you will say so we will send a salesman to tell you all about this "\$3 shoe with a \$5 look."

MICHIGAN SHOE CO., Distributors
DETROIT, MICH.



Means That One Good Turn Deserves Another

The more

Hard Pan Shoes

You sell the more you appreciate us.

Then we do more business.

This mutual interest extends to the wearer—the person on whom we both depend.

For an example of Reciprocity try a case of Hard Pans.

The limit in value: Hard Pan Shoes are made only by the Herold-Bertsch Shoe Co. See that our name is on the strap of every pair.

Did you get a bunch of "Chips of the old block?"

THE HEROLD-BERTSCH SHOE CO.

Makers of Shoes

GRAND RAPIDS, MICH.

than we can hope to learn for ourselves. In fact, the moment we commence selling an advertised shoe we commence doing business for the manufacturer of that shoe and lose sight of ourselves; then to make the deal real fair, after successfully conducting the agency for this manufacturer a season or two, he commences to make it real pleasant for you. He insists that your business with him must be increased, other lines which you are handling similar to his, and which bear you more profit, you must drop and give him the business.

"Then to make it a little more pleasant he enters the field as a retailer himself, conducts semi-annual sales of factory-damaged, countermands and rejects, all guaranteed \$3 values at \$1.95. At the same time your contract with him will not allow you to sell what you have bought of him at less than the fixed retail price.

"I do not believe there are a dozen retailers in the State to-day handling advertised lines, and particularly those made by the manufacturing-retailer, but what wish they had never heard of these lines. They are ready in a moment to give up if they knew they would not be put in elsewhere, and right here is where a State organization should appeal the strongest. Through it, and by a little educational work on this line, we believe the State of Michigan, instead of being the cream of the territory for these manufacturing competitors, can be turned into a barren desert as far as their lines are concerned.

"In expressing my ideas on this particular point I know I am voicing the opinion of a large majority of Michigan retailers. Then why not let us take this up and follow it out to the finish—not only discontinue selling advertised lines, but drop entirely all lines, whether advertised or not, that are made by manufacturers owning or controlling retail stores of their own?

"The fact that nearly all other lines of trade are successfully organized makes us feel that we are a little behind. The grocery men have a State and National Association that is a credit to the trade. The furniture trade is organized, and most successfully. The hardware men have a flourishing association, and even the undertakers, although in a 'dead' business, have demonstrated that in their State organization they are very much alive.

"The shoe trade, in every branch except the retail men, are organized for mutual protection and education, and certainly a Michigan association could not help but be a benefit to every retailer in the State.

"We have now to touch upon the most pleasant phase of the question. To my mind the social, fraternal and educational parts of a State association are enough of themselves to inspire us to put forth every effort to accomplish the organization. I can not conceive of a more pleasant gathering than that of the shoemen of Michigan meeting annually in State convention to enjoy the social side of life for a day or two together. We

all believe the shoe trade the best of all mercantile lines. It calls for men of ability to make a success of it, and we each of us believe ourselves individually to be pretty good fellows, and to possess the necessary ability to make a success of our individual business; then collectively we ought to be a pretty good 'bunch' and could have some right royal good times.

"We commence buying a season's goods about nine months in advance and spread the buying out over a period of three months, as the salesmen come along. The results are that in some lines we buy too many and in others not enough. Do you not believe you could do the buying more intelligently if, for three or four weeks prior to the convention, you could carefully consider your wants for the coming season and note them down, attend the State meeting and do your buying for the season? I believe so. Then in this connection we would have the hearty co-operation of the manufacturers and jobbers, the educational features would be made much stronger, and, in fact, the desired result would be accomplished in bringing about a closer relation of all branches of the trade.

"Just a word about the coming meeting of August 22, 23 and 24:

"We hope the proposition appeals to you. Confidentially we are expecting at least 500 members of the trade to be present. We are arranging to take care of you to the best of our ability. In fact, we are trying our best to see that you will have a good time."

The Cash Value of Optimism.

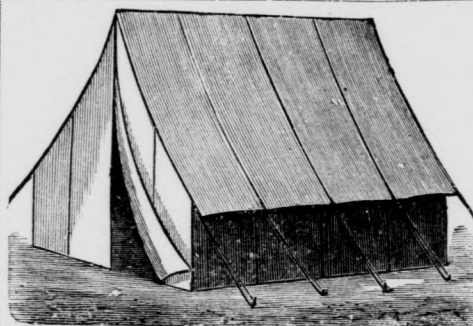
Did you ever know a pessimist to be a success? "I can't," is the war cry of the misanthrope. That cry never surmounted an obstacle; it

never lifted a man out of a slough of despond; it never urged a man on to success. Optimism paints the pathway of life with the golden hues of possibility; it paves the way with stepping-stones; it tempts us to climb the ladder of hope to the temple of achievement. It may be unsubstantial, impractical, visionary, but you notice it is generally the man who thoroughly believes in himself, in his fellow men and in the opportunities of life, who wears the epaulets, enjoys the public's esteem, and draws the check that never goes to protest, is the opinion of the Four Track News.

As a business proposition optimism is the surest, and safest and best paying investment. The pessimist and hard luck are inseparable companions.

How To Properly Tie a Shoe.

In the first place start same as for the old fashioned tie, with the loop under. Then bring the two bow loops together and turn the loop and lace end in the right hand under. Then put the lace end in the left hand through under without moving the loop. Draw tight, and this will give a double knot, which can not be untied without pulling both ends.



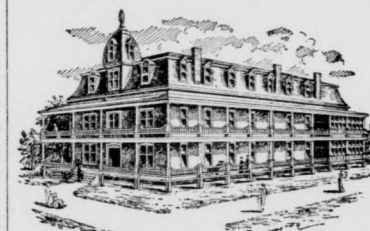
Any Lumbering or Mining Company

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.

Belding Sanitarium and Retreat



For the cure of all forms of nervous diseases, paralysis, epilepsy, St. Vitus dance and dementia, also first-class surgical hospital.
ANDREW B. SPINNEY, Prop., Belding, Mich.

Are You Going Camping?

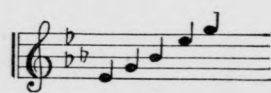
We make all styles and sizes of tents.

Camp Chairs... \$.35 to \$1.75
Camp Stools... .25 to .70
Cot Beds... 1.50 to 3.00
Hammocks... 50 to 4.50

CHAS. A. COYE

11 and 9 Pearl St.
GRAND RAPIDS, MICH.

Still Another Song of Praise



of the
**Rouge Rex
Shoes**

HALL & MURPHY.
Footwear,
118 South Mitchell Street.

Grand Rapids, Mich. May 22, 1913

Arthur G. Paine, Co.
Grand Rapids,
Michigan

Dear Sirs,

We have been using Rouge Rex shoes for some time and consider them the best wearing shoes for the money we ever sold and always feel when we sell a customer a pair that he has no money's worth. Our constantly increasing sales on this line of shoes demonstrates their good qualities and we are anxious to get the goods and sizes enclosed.

Very Respectfully Yours,
Hall & Murphy

The Men We Meet and Their Advertisements.

Let us walk down the street of a week-day morning. Here comes Jones, the banker. We nod to him, "Good morning." Next we meet Smith, the wholesale dry goods man, and it is "How are you, Mr. Smith? Nic morning." As we pass Brown, the Superintendent of the car works, we say, "How are you, old boy?" Then we slacken up as we catch sight of White, head salesman for the Poduk Retail Dry Goods Company, and it is, "Well, glad to see you! How is Mrs. White, and all the little Whites?" White grasps you by the hand, shakes hands, tells you a funny story and makes a statement or two about business conditions, and you pass on. You say to me, "White's a great boy, isn't he? Always like to meet White."

Now what is the difference in these four men that we have met this morning? We know them all. All of them are members of our club; we do business with all of them. Is it not largely a question of personality and individuality? Jones is so dignified that it seems to hurt him. Although we may respect him, he does not get in "under our vest" and warm the cockles of our heart. The dry goods man thaws us out a little bit, but we are conscious that he is sort of sizing us up. The Superintendent of the car works we respect because he is a hard worker and has been a success, and he is rather a nice sort of a chap. But White is the man we like to see and hear talk. We sort of believe in White because he has just that mixture of good sense, good humor and good cheer that makes things move and cheers us up.

Did you ever stop to think how this sort of personality is reflected in the advertising you see in the newspapers? Look at bank advertisements, for instance. There are absolutely nothing but facts and figures, cold and unattractive. One man in a thousand understands what the facts are back of the figures. There is not a solitary thing about the advertisements that attracts you. You do not go to the banker unless you have to, and you understand perfectly well that you pay for everything you get.

There is the dry goods advertisement, but little better. There is no genial good humor about it at all, nothing human; it is way up on a pedestal, outside of the range of our sympathies, our understandings or our desires; talking only to the people who have their noses in the air and their eyes on the mountain tops. There is the machinery advertisement, breathing the very same personality as Brown—too busy to be genial, too hard-worked to tell anything—"haven't time to say it all over."

There is White. See his advertisement? His personality all over it? Takes a grip of you, doesn't it? He is not afraid of the money getting away from him by being polite. He is perfectly willing that he should make the acquaintance of the man

who has not the money in his pocket—glad to meet him just the same.

But how many of the advertisements you read in the daily papers seem to be written by the same man? There is a sort of advertising attitude in each. The average merchant becomes petrified as soon as the question of advertising is brought up. His idea of doing it is to write stuff that half the people do not understand, and so unattractive the other half would not, and he is perfectly satisfied when he has produced something, that, if he were to talk it in an ordinary assemblage of people, he would be written down as a "numskull" and a fool. A man should be ashamed to put his name to an advertisement that he would not be willing to read before a mixed assemblage of his peers, as an example of what he is capable of thinking and capable of writing. And he should write an advertisement that would be sufficiently interesting to hold their attention, and cause them to believe what he said. If the average man would test his advertising by such a standard he would find that mighty little of it would get past his censorship.

The great fault with the average advertisement is that the advertiser is bitten with the idea that he must cut it short, when in reality the man who is going to pay for the goods wants to know sufficient about them to be able to determine whether he wants them or not. The mania for cutting things short has resulted in cutting descriptions and details to such an extent that there is no information left. For instance, in a recent advertisement I saw this line, "\$3.50 Shoes \$2." This shows a profound and infantile faith that is at once refreshing and humorous. I venture to say that there was not a pair of shoes sold on that advertisement; in fact, I know there was not. The merchant said there was nothing in this question of advertising anyhow, and he carried the advertisement only because his competitor did.

The man who tries to describe goods with which he is not familiar generally has a disastrous climax, in that he either undervalues or overvalues them. I would suggest to such a man, who depends entirely upon his memory for descriptions, that he write a description of three or four lines on new goods that came in this morning, and then take those descriptions down to the department and compare them with the goods in reality; and let him be candid enough to admit that his descriptions do not tally in the majority of instances.

Bartram Lewis.

One Man To Get It All.

At Economy, Beaver county, Pa., the world may learn what becomes of the millions which fasting enthusiasts amass. After much litigation the wealth of the Harmony Co-operative Society—commonly called the "Economite Society"—has passed practically into the hands of one man, John Duss, the band-master. This wealth is admitted by Duss to be \$5,000,000. By others it is placed

as high as \$20,000,000 or even \$30,000,000.

The "Economites," under the leadership of George Rapp, settled in Beaver county about seventy years ago. They believed that Rapp had divine attributes and that when they died they would all ascend into heaven in a body with him. In this expectation they agreed to remain celibates and this rule remained in force after Rapp's death had undeceived them. These "monks and nuns" by frugality and industry gained possession of a large tract of fertile farming land on which they employed fifty laborers. Their property has always been in the hands of their leaders. "Honesty and conscience" have been the only safeguards they have had against being robbed.

As the wealth of the Society has increased the number of its members has decreased. Ten years ago there were alive thirty. To-day, perhaps, death has still further decimated their ranks. The aged survivors now see at their head a worldly man, who not only has disregarded the rule requiring celibacy, but goes about the country directing a band and managing plays. The seventy years of toil and fasting of an entire community have been for this!

It is not hard to believe in the total depravity of the rest of the race.

What the church needs is not fortifying so much as filling with life.

Duplicating Order Books



For Grocers

We make all standard styles of good Sales and Order books—perfectly printed, numbered, perforated. Good paper stock. Our automatic presses allow us to quote prices that get the business. Send for samples and prices, Catalogue E.

W. R. Adams & Co.
45 W. Congress St. Detroit

For 25 Years

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

We Keep Copies of Every Form We Print

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

Barlow Bros.

Grand Rapids, Mich.

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

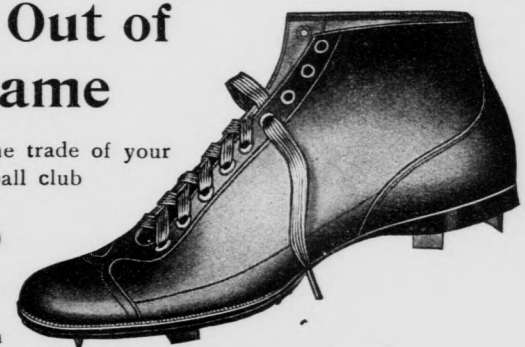
SAGINAW, MICH

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL

Sizes in Stock

Majestic Bld., Detroit

Everything in Shoes

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

Local and Long Distance Phone M 2226

OBJECT LESSON

Given by Two Young Fellows in Business.

Written for the Tradesman.

The house was a big New England affair, at the end of a long tree-shaded lane, stately in its proportions and proud of its over-arching, ancestral elms. Colonial in style and crowning with its dignity the crest of the gently rising hill, it looked out upon its fertile fields and thrifty orchards with a complacency which comes of brimming bins and bursting barns. The broad veranda looking towards the sunset was abundantly provided with hammocks and easy chairs and two of these had been taken possession of by two gentlemen, evidently father and son, enjoying together a cigar after the early tea.

"Well, Jack, the long preparation is over. College and travel are ended; now what?"

There was not a soon-coming answer. The young man took time to draw up a chair, upon which his feet were placed, there was a deliberate looking off towards the river which lay glinting in the distance, every ripple tipped with gold, a few smoke wreaths followed each other in leisure flight skyward, and then taking his cigar from his mouth he said almost explosively, "I hope, father, you're not going to be too disappointed; but I want to see what I can do with a country store."

"A country store! Why, Jack, was it necessary to spend ten of the best years of your life in school and college and travel for that? With that end in view you should have left school long ago, cut out the college and begun life doing up bundles in some thrifty establishment where the working upward would have been swift and profitable. A young man of 26 can not afford to begin in the basement and work for \$3 a week. Better take a little more time to rest up after your travel and then if you want to be a merchant, we'll find an opening for you it will be worth while to get into."

"I've found one already. It's over at Windom Corners. It's just the kind of store I want to go into and it's just the sort of locality I want to settle in."

"Windom Corners! Why, Jack, I believe you're crazy! That little seven by nine hole! Why, man, there aren't a dozen houses all told in the village, if it's big enough to be called a village; there isn't a railroad within twenty-five miles of the place and isn't likely to be and there isn't trade enough for a man to keep body and soul together, say nothing of supporting a family. What under the sun has put such an idea into your head?"

"I'll tell you. I want to go into just such a place as that to see what I can do with it. It's the best place in the world to make the trial in. I can afford to lose what little money I invest there; but I'm not going to lose it. I am going to make a thrifty town of Windom Corners. It's a gathering of houses and inhabitants,

every one of them a hayseed, and I'm going to make them over into first-class American citizens."

"Not in a lifetime, Jack. Windom Corners was exactly what it is now in my grandfather's time. It's a great deal older and a great deal more of a tumble-down than it was then. What few people there are there are degenerates and you'd better keep away and let them alone. If you are determined to do this foolish thing, do it; but take some place where there is a little less certainty of failure. What's the idea, Jack, anyway? I'm on your side, you know that; but this is no new whim that has come to you all of a sudden. Out with it. Let me see what you're driving at and it's barely possible that I may become reconciled to it and take a hand myself."

"Well, what I want is to make things better and to see things grow. I don't have to work for a competency; I don't want what I have to degenerate, and the way of the world is to go ahead or stand still and rot. All men think of nowadays is to pile up the dollars and see the pile grow. To me there isn't any fun in that and I'm not going to do it. If I had ten times the fortune I have I shouldn't be any better off. Double the ten and the effect would be the same. It would not benefit me any. It's what I've heard you say a thousand times: Feed, shelter and clothe a man and he's done for. So far as physical condition is concerned, the only difference between Pat whistling out there and me is a matter of quality. Fortune has given him a dilapidated straw and me a Panama. His lean-to isn't quite up to our veranda and his pipe is a good ways off—thank fortune!—from this cigar. If he and I should change places it would be hard to tell which would be the unhappier. The world knows, or thinks it knows, that my place is the more desirable one and the philanthropist is constantly endeavoring to uplift society. That's what I want to do. Windom Corners was born to hard luck. Misery seems to have settled down there and become contented. That sort of contentment is suicidal and I want to see if I can't improve things. The consensus of opinion is that the Corners has reached its lowest level. In that case every movement must have an upward tendency and I want to make the movement."

"Yes, boy, but what can you do single-handed in that God-forsaken part of the country?"

"Make two blades of grass grow where one grew before."

"Going to farm it out there among the rocks and gravel?"

"No, as I've told you before, I'm going to buy out the store there and run it. In a place like that the storekeeper is the headman of the community and what he is that is sure to be. Now I've got what training can do for me; I've been poking around the old world for the benefit supposed to come from it and now I'm not going to shut myself up in the parlor with the blinds up and the

shades down with the rest of the family relics."

"Going to live over there?"

"Yes."

"Well, you're young and don't seem to know any better; but I guess you'll get over it. The old-fashioned way of treating fever was to let it run its course. College and travel have done what they can for you and if this is the only way to knock a little common sense into you, all right. When do you start in?"

"To-morrow. Want to go over with me to see how the land lays?"

"No, thanks. My Last Day account will be large enough without that," and Jack Sherwood went next day to Windom Corners "to fight the good fight with all his might."

An earthquake could not have more completely turned the Corners upside down than the announcement that Jim Peters had sold out to Squire Sherwood's Jack. At once the country store became the center of an extensive circle along whose radii hastened the rural populace to see with their own eyes the confirmation of the astonishing intelligence. They found to their great surprise a stout well-proportioned young man up to his ears in work, striving with the former owner's help to wait upon the customers who came to trade. They found little opportunity for talk, but they made it up in watching and wondering what a young man like that with money enough already wanted in the Windom Corners' store. They went away no wiser than they came and the new proprietor in due time found himself in quiet possession of his venture to work out his own salvation in his own unquestioned way.

It goes without saying that the store, if it could be called that, was rank. Aside from a few staple articles the stock was made up of the gatherings of the ages. Jim Peters soon developed the fact that his knowledge of his former possessions was no more accurate than that of the new proprietor and his reluctance to enter upon extended research made his presence undesirable. Help in one form or another was a necessity and Jack wrote to Bob Howard to "come on over and bring his old clothes;" so, as Jack's father said, there was "a pair of 'em" and the Corners reaped the benefit of the pair. A wireless telegraph more extensive than any modern invention announced the new arrival and when on the following Saturday the crowds again convened a change had taken place in the old store, and the uplifting of Windom Corners had begun.

It seems incredible, but the first astounding change was due to the virtue of soap and hot water. After Jim Peters left one of the few neat-looking women of the village who came with the crowds to see was engaged to tackle the windows that, since the laying of the foundation-timbers, had never been washed, and the result, like the excavations at Pompeii, was a wonder. The back door of the back store was forced open and rivers of health-giving air

swept through, sweeping away with their powerful currents the poisoned atmosphere that had been confined there for many years. The inertia of former proprietors had been taken advantage of by a number of ambitious trees and that had turned neglect into years of vigorous growth, so that when the customers came again to town the store with its new coat of white paint and its doors and windows in dark green contrasted so pleasantly with the foliage of the embowering leaves that more than one beholder, seeing and admiring, wondered how that same paint would look put on to a certain house, lilac-hidden, which each could name. Thought for their convenience had materialized into a row of hitching posts, capped in green; and while the absence of benches that used to flank the door was missed and forcefully commented on by the inconvenienced lounge, the restful chairs which the women found waiting for them inside more than compensated for the outside loss, one weary and delighted woman declaring that it did seem as if the women of Windom Corners were going to receive "a little of that consideration which had long been overdue."

By far the most important feature of this Saturday's work was centered in the young storekeepers themselves. If there is one thing more distasteful than another to the average young farmer it is the dude and whatever is inclined towards him, be it ever so slight. When, therefore, it was noised abroad that Jake Sherwood and a college friend of his had bought out Jim Peters and were going to run the store, there was no end of "joshing" to the effect that "them fellers might git on more'n they could carry and some day they'd fall down;" but when they got inside and saw the young men in garb well-fitting but at the same time adapted to their work, without knowing it they found themselves looking and wondering why their own collars and neckties didn't look like that; and Chuck Wilson went so far as to ask Bob Howard how he managed that kind of tie with that kind of collar. "In the fust place I can't make the dumb thing slip and if I happen to get the tie somewhere near right the collar is all the time riding up under one ear or the other and makes me so d—d hot and mad that I chuck the whole business into the drawer and don't wear anything. See this thing I've got on now. It feels like the devil and looks like it; but the folks make such a fuss I had to wear it. What ails it anyway?"

"If you fellows"—with Chuck for spokesman the boys had gathered around—"will wait about five minutes I'll take you around to my room, where there's a looking glass, and show you. All that's needed is a little knack you can soon get on to. Jack's got my customer and we can go now."

Then was the time when Bob Howard without intending it gave the object lesson of his life. His neat room was conveniently furnished

with such appointments as a young man's room ought to have, and these attractively arranged disclosed to his half-dozen visitors an unsuspected world. In their determination to "see" they forgot the object of their coming, and it was not until Rob had taken a collar and tie from his bureau that he succeeded in gaining their attention. Then they learned the relations of collar to neckband and how easy with a well-fitting collar the tie could be kept in place and tied. Then he kept Chunk at it until his own tie gave satisfaction and took them back to the store having made a friend of every one of them.

"I'll tell you what you do—the quicker the better: take the measure of my neck and get me a couple o' shirts and some collars and a necktie," said Chunk. "Same here," added first one and then another of the six, all of them joining their leader in leaving it to Bob to decide the now all-important matter of style, each coming down heartily on the idea of getting "a mighty good thing even if you have to pay extra for it."

"Them fellows ain't no dudes," exclaimed Hoke Harris when they got outside, "and they say that they've been to college and all over Europe. If that's what comes of going to school and all over I'm willing to go myself," an assertion that met with the heartiest approval.

Richard Malcolm Strong.

Big Guns Kill Eggs.

Men who raise poultry about that section of Rhode Island which is near Newport have sent a protest to Washington against the practice of firing guns from the ships of the navy in the ocean outside of that community. These poultry raisers claim that the target practice off the coast has cost them hundreds of thousands of eggs each season, the detonation of the big guns being so great that the eggs are "killed" before being hatched out, and also that the lay of eggs is decreased, the noise preventing the hens from doing this important daily work. They have the opinions of experts to back their claims, for these farmers of Rhode Island know that there is no use guessing at anything and trying to impress Uncle Sam on such an assumption. For several years there have been complaints from fishermen who go out from Rhode Island that the naval practice had driven fish away from the waters which are handy for them, and they have attracted the attention of the Government, although the shooting continues. The poultry men refer to this trouble of the fishermen, and make their protest against the booming of cannon as additional argument that the shores of Rhode Island should not be disturbed by so much noise and shaking of the atmosphere.

Usurped the Place of a Corpse.

A tramp who slept in a newly made coffin in an Amsterdam undertaker's shop was sent to prison because, not being a corpse, he had "usurped a place that rightfully belonged to the dead."

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	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
226	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 3/4	1 1/2	4	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			
Plow.	50			
Buckets				
Well, plain.	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow.	60			
Chain				
1/4 in 5-16 in. 3/4 in. 1/2 in.				
Common.	7 1/2 c.	5 c.	6 c.	4 1/2 c.
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	5 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	5 1/2 c.
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Slicks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40&10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps.	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 20.				
Gauges				
Stanley Rule and Level Co.'s	60&10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list.	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis 60&10			
Hollow Ware				
Pots.	50&10			
Kettles.	50&10			
Spiders.	50&10			
Horse Nails				
Au Sable.	dis. 40&10			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanned Tinware.	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, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd. No. 24-27.	10 80
"B" Wood's pat. plan'd. No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Scioto Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality.	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	50
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Repes	
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
Nos. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright.	80-10
Screw Eyes.	80-10
Hooks.	80-10
Gate Hooks and Eyes.	80-10
Wrenches	
Baxter's Adjustable, Nickel.	80
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.	56
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz	85
1 gal. fireproof ball, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon.	8 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carten 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 Cartens	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 15
Lead Flint Glass in Cartens	
No. 0, Crimp top.	3 30
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00
Pearl Top in Cartens	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartens	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartens	
No. 2, Lime, (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaMotte	
No. 1, Sun Plain Top, (1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	3 10
3 gal. galv. iron with spout, per doz.	8 10
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	8 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilted cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	3 00
No. 0 Tub., Bull's eye, cases 1 doz. each	25
BEST WHITE COTTON WICKS	

FIGHTING FOREST FIRES.

State Should Appropriate Money for That Purpose.

The great power of proper moral conceptions has been recognized since the beginning of man's social and political life. It is the proper moral conception of the "mine and thine" which, far more than all written law, keeps 99 per cent. of our people from interfering with their neighbors' property, and it is the moral conceptions of the people which make and unmake law, enforce law or make the written word a "dead letter." One of the most striking illustrations of this is found in the moral conception and consequently in the legal attitude of the people of the United States toward the forest as a property.

Centuries of experience have gradually established among the people of Central Europe a proper moral conception with regard to the forest. It has taught them to look upon and to treat the forest like the farmer's home, his buildings or his crops, to provide in their laws for the protection of the forest as for his other property against injury and theft, but above all against that arch enemy of the present, the forest fire.

When the pilgrim with the severe, clear-cut moral conceptions of his former home came to the shores of this country he found the forest not as a property of great value, carefully parceled out among its many owners, but he found it a serious obstacle to progress, a cumbrance on the land to be fought with axe and fire before the soil could yield the crops he needed most. In spite of the warnings of thoughtful men the moral conception with regard to the forest as a property changed, the few regulations which were passed remained a dead letter and the forest was fought with fire and axe.

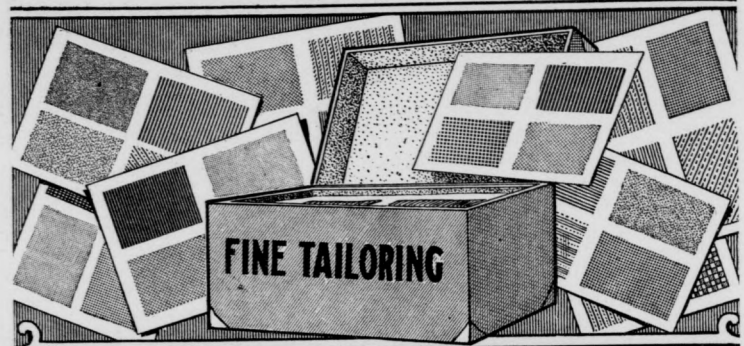
This change in moral conception or rather this perversion continued and grew. It is this lamentable perversion which finds expression in the firing of hundreds of thousands of acres of forest in the South to "start new feed," in the incendiary's wanton burning of the abandoned camps, farmsteads of Michigan pineries, in the periodic devastation of the sandy pineries districts of New Jersey and New England, in the burning of our farmers' wood-lots by the young nimrod. It is this same perversion which makes forestry to-day seem an impossible task even to the most enterprising of lumbermen. "Why, it would take an army of men to protect my lands" is the usual reply of men who speak from abundance of experience. Naturally enough, the perversion of conception is greater in the district where most of the land is burned-over stump waste and sells at less than \$1 per acre than in a district where land is worth \$50 per acre, is all settled and 75 per cent. of it is improved. For this reason it is to be expected that the right sentiment, the re-establishment of right conceptions and their enforcements must come from the district where the value of the forest is recognized. As long as Massachusetts,

New Jersey or Wisconsin leave the lands of their pineries to the few local people, toiling and battling with no end of difficulties, so long will progress in the right direction be slow, for even the best of sentiment and the best of law must fail, if but for reason of poverty alone. We might as well expect a few pioneer settlers to build macadam roads as to inaugurate a proper system of forest protection.

Abundance of timber and vast opportunities in many directions prevented an early change in sentiment for the better. Although earnest agitation in favor of forest protection and preservation began as early as the sixties, we have still some states in which one man suffers imprisonment for stealing \$5, while another goes unpunished although guilty of destroying thousands of dollars' worth of timber by fire. And, strange as it may seem, we have even had the Governor of one of our states veto a bill for forest protection on the plea that he did not believe in the State spending money to protect the property of private persons or corporations. And yet what do these people pay taxes for if it is not primarily to get protection?

Perhaps more as a matter of legal learning than of appreciation of the forest, laws have been introduced in most states of the Union forbidding the setting of forest fires; but even here we see the difference of opinion and appreciation. In Minnesota the malicious setting of forest fires is punishable by ten years in the penitentiary; in Wyoming by thirty days in jail.

In keeping with the slow change in sentiment the forest fire laws of all of our states have remained a dead letter. In spite of the losses amounting to hundreds of millions of dollars; in spite of catastrophes like the Hinckley, the Peshtigo and our Michigan forest fires, where hundreds of homes were destroyed and hundreds of lives were sacrificed, there is not a single state in the Union which has ever risen to the occasion and attempted with a will to prevent a recurrence of these disasters or to provide for the proper protection of forest property. If, during a strike, a factory, a mine or a few thousand dollars' worth of property are in jeopardy, the sheriff is expected to call out help, and even the State is expected to respond by sending troops at great expense to protect this property. But here in our State, in Wisconsin, in Minnesota and other states we have hundreds of thousands of such properties in the form of forests attacked by a far more serious enemy, an enemy certain to come regularly and properly announced by dry weather and definite seasons, and yet did any state ever call out its troops to guard against or to fight this enemy; to protect these properties; to give these taxpayers anything for the millions of dollars which they have paid into the coffers of town, county and state? No. Up to 1903 the State of Michigan never spent one cent providing for the protection of its



**= OUR GREAT = FREE
SAMPLE OUTFIT
WE WANT AGENTS EVERYWHERE**

IT would pay you to write to us to-day for our tailoring outfit of samples, representing a line of fine woollens for suits and overcoats which we make to order at **\$7.50 to \$20.00**. We supply these outfits **absolutely free of charge and send them by prepaid express**. No matter what kind of business you are engaged in at the present time it would pay you to add our line. You will be able to take many orders during the season, and at the prices we quote, you will be enabled to make profits that will astonish you. We fill all orders promptly. We carry an immense stock of woollens at all times and are **never** obliged to **disappoint** or **delay** our customers.

If we have no agency in your town, write us and secure the line **exclusively**—we appoint **one agent** only in each town. This is an opportunity to connect yourself with a concern that will take care of your business in a manner that will mean profit to you and afford the means whereby you can build up a large and substantial tailoring trade without a cent of investment on your part.

ILLINOIS WOOLEN MILLS CO.

WHOLESALE CUSTOM TAILORS

340-342 Wabash Ave.

CHICAGO, ILL.

Men's Furnishings

We can fit you out from the top of your head to the sole of your foot.

Hats Caps Neckties Collars
Cuffs Underwear Socks Negligee Shirts
Hose Supporters Suspenders
Wool Shirts Collar Buttons Cuff Buttons
Kersey Pants Covert Coats
Mackinaws Overalls Jackets

Our stock is complete and our prices are right.

Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

second greatest property. Only eighteen out of the forty-five states of our Union have any system of protection against forest fires. In a few it is left as an indefinite duty to the sheriffs, in others to the game wardens; in a few it is made the duty of those poor overworked and underpaid officers, the town supervisors; in others it is an affair of the town constables, while only in a few states there exists a definite system of fire wardens with a central head and a regulated, although altogether insufficient, appropriation for doing the work.

In our own State a man receiving a yearly salary of \$500 is supposed to direct the work of the fire wardens (town supervisors and extras, since one is to be appointed for each surveyed township). This chief fire warden is to prepare instructions for, inspect, direct and help in a work where to-day there is need for active effort of 2,000 men, while to-morrow a good rain may reduce the danger to a point where 100 men can do all that is needed. Experience, energy, administrative capacity to direct 800 men and more and full understanding of the country and the woods—all this the State supposes to get for \$500 a year!

The supervisor, normally a farmer and a man who has enough to do of other work, is expected to be on the lookout for fires. But he gets no pay unless actually at work fighting fires, so he must not travel around and prevent fires, but must wait until he sees one or someone tells him of a fire. Then he calls out all the help he can get to fight the fire, but he must be careful not to do too much, for he must not spend more than the magnificent sum of \$50 in a whole year no matter what sort of fire he faces. But some of these fires require considerable effort. Suppose the captain of a fire company was told not to spend over \$25 on any one building in case of fire. The absurd results require no picture, and yet it is not fully as absurd to stop the fighting of a fire which may readily destroy \$100,000 worth of timber because there is a clause limiting the man to \$50? Similarly every citizen is obliged, under penalty, to help fight. But suppose \$48 worth of fighting has been done, is it not taking the man's labor without compensation to ask that he continue fighting when he knows he gets no pay? Two-thirds of this pay comes out of the town, that poor, forlorn town, the very concern least able to pay; most likely a town in which the State owns three-fourths of all the land and refuses to pay any taxes at all. The results are what we see everywhere. The local fire warden never sees his superior, the relation is one of the usual "reports" affair, the warden is discouraged, the people see the uselessness of the thing. They are disgusted with slow pay no pay and, what is far worse, that it does not stop the fires. For, after all, a forest fire once under way is an affair not readily over-rated. The fire which, if taken in time can be beaten out with a green

branch, needs only a few hours or few days to form a line of battle several miles in length, and if fanned by a strong wind readily puts all direct efforts at extinguishment to shame. Then we are usually told two things: "You can not stop them" and "The fires did no harm," both equally absurd, especially in our State.

That we might learn something from the people who have fought forest fires for a thousand years; that we might try their methods and spend our money in preventive effort, in effective patrol of all forest districts, this does not seem to have occurred to anyone as yet. Strange as it may seem, there is as yet not a single state where a state forest fire patrol, permanent or temporary, exists, and while some European states have succeeded in reducing the yearly fire damage in pineries to a burn of one acre in 15,000 (i. e., to 1-15 per mile), we allow millions of dollars' worth of property to be burned up without as much as an effort to save it.

Forestry we need and must have if we are to use the resources of our State and our country. But forestry and fire go together as water and fire, the two can not exist together. As long as the country at large is subject to regular yearly firing no person cares to invest money in forestry. Private enterprise, after all the chief force in our development, can not engage in forestry until some protection is afforded to the forest. What form this should take ought to be one of the subjects of discussion of the Michigan Forestry Association at its meeting at Grand Rapids, August 29 and 30. It also should be a matter of consideration from the Legislature at its next session, for surely it ought to be clear to anyone that here in Michigan at least the right sentiment, the right moral conception has returned with most people, that forest interests are the State's interests, the interest of statesmen and press, and that it is good politics as well as good journalism to help this important branch of agriculture and thereby save millions of dollars every year to our State in direct growth and by indirect benefits through our special industries and general industrial life of our commonwealth.

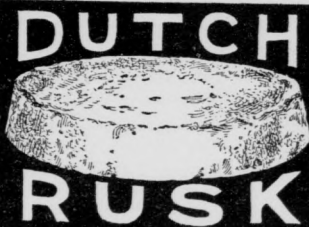
Filibert Roth,
State Forest Warden.



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.

G. E. STEVENS & CO.

209 State St., Suite 1114, Chicago.
N. B. You may become interested in a 300-page book by Stevens, entitled "Wicked City," story of merchant's siege with bandits. If so, merely send us your name and we will write you regarding it when ready for distribution.



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.

NOW

is the time to send in your order for

Blankets Robes Fur Coats

We have the best and most complete line on the market.

Brown & Sehler Co.
Grand Rapids, Mich.

Wholesale Only

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

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..... \$0 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



Michigan Knights of the Grip.
President, Geo. H. Randall, Bay City;
Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

The Merchant Who Ignored the Traveling Man.

When Silas Courtney, who ran a store back in our county years ago, started for market every fall, he always assured his confidential friends that he was going to buy "light" and told the general public the other thing. That was Sile's way of establishing confidence and advertising himself at the same time. A few of us fellows who had saved a little money from the sale of potatoes or an occasional forty used to help Sile over the thin places in the summer with an occasional loan. We knew he was honest and industrious and he always assured us he was careful. Just before starting for market he would go through his stock and make a list of what he needed. He said that armed him against those slick fellows in the "hulsale" houses who always tried to get him to buy more than he wanted, but I can never remember when that list was really any protection to Sile in that particular. After he returned from market he was usually not as confidential for a few days. But Sile was square and before long he would open up and tell us how he had bought more than he figured on. Usually Sile was doubly surprised when the invoices came. "Well, I swow," he would say, "I never thought that order would figure up so strong."

From what I have seen of the game this buying merchandise is something like a prize fight. You've got to lead out yourself if you get anywhere and you've got to keep your guard up at the same time. Sile Courtney was one of those who forgot to keep his guard up. He thought he was standing them off good and plenty with that list, but those cute duffers in the "hulsale" house would swallow the list at one bite and grab for more before Sile could recover from his surprise. I never believed in hypnotism much until I recollected some of the things that Sile did on those buying trips. It is an old saying that a man can put up a better fight in his own barnyard than he can in the other fellow's. I've seen that hit true many a time. It was true with Sile. I tell you he was a daisy at standing off all the traveling men in his store, but when he got to market he just hit the bumps. I tried to tell him once that he ought to go to market each fall, all right, but he ought to wait until he got home to do his buying. He wouldn't take

my advice. Each fall he thought he had learned his lesson and was steady on his pins. Some way or other that list seemed to reassure him. But if he had taken my advice there would have been less old fringe and stuff of that kind to give to the poor after Sile's estate was liquidated, and there would have been more cash and town lots for his widow.

When old Saint Paul cautioned us not to be wise in our own conceit he must have meant the man who starts for market every fall to buy goods. Sile Courtney was but one of a kind. There were and are now many more like him. After he had called the turn on a few traveling men selling something he did not want, he became just conceited enough to think that he knew when and how to say "no." But the trip to market knocked all of those kinks out of him for some time after. In fact, he could go to some of the drawers and boxes under the counter and find plenty of reminders that he had never half learned how to say no. There were in those boxes enough black fringe, beaded fandangles and a lot of other things that had gone out of style to decorate the calico gowns of every woman in three townships. Sile said that represented experience, but it seemed as if he bought a little of it in each season's bill.

One time there came to the corners a man from the "hulsale" house who said he called just to see how Sile was getting along. He was an agreeable cuss and smoked good cigars and talked with Sile and the rest of us just as if we were old acquaintances. It was after Sile had gotten back from one of his trips to market, and I afterward found out that this fellow was there to see if the house was safe in shipping the goods. He found everything satisfactory. While he was talking to me just before he left he said Sile was a nice fellow to sell to. That set me to thinking.

Being a nice fellow to sell to is not always what it seems to be when it comes to business reputation. It is a good deal like being known as a good fellow. Someone has said that good fellows are divided into three classes: suckers, fools and harmless bipeds. I do not care to make it quite that strong, but when that fellow from the "hulsale" house said Sile was a nice fellow to sell to, I put it down right away that he considered Sile an easy mark.

If I were starting for market this week I would not want to be known as a "nice fellow to sell to." I would expect to pay the long price if that were true. That is one case where a reputation is a luxury. Deliver me. But if I were known as the kind of a fellow who is always criticising values carefully, I think I would stand a better show of getting what I came after at the right price.

This old promise that the meek will inherit the earth is true in its way, but I never saw a meek man buy his goods right. Neither have I ever seen where the other fellow

looks after your interests very much if you are not eternally on the lookout yourself.

Humility is a great virtue but even the humble-feeling man must come out of his shell and assert himself with emphasis now and then if he is not to be painfully surprised by his competitor's prices when he gets back home.

I have heard that the "nice fellows to sell to" get all of the snaps and "inside" prices because the fellow doing the selling "takes care of them." That may be true in some cases, but it is just like human nature to use those "snaps" and "inside prices" on coaxing some fellow to buy who has the other kind of a reputation.

The only "inside price" I ever heard of Sile Courtney getting was when he would get mad at some traveling man and swear he would quit the house, and the traveling man would cut a few prices to get him feeling good. On Sile's swearing days the market went down.

Same old story. Pet the bear because you are afraid of him. Shear the lamb because he will stand for it. —Eli in Commercial Bulletin.

What a church needs is not fortifying so much as filling with life.

Satan sends most of his disciples forth gowned in silk attire.

LIVINGSTON HOTEL

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

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

The Old National Bank

Grand Rapids, Mich.

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

Blue Savings Books

are the best issued.

Interest Compounded

Assets over Six Million Dollars

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

Before Buying Your Gas or Electric Fixtures

look over our stock. We carry the largest line of

Lighting Fixtures
in the State.

WEATHERLY & PULTE
Heating Contractors
97-99 Pearl St., Grand Rapids, Mich.

A Whole Day for Business Men in New York

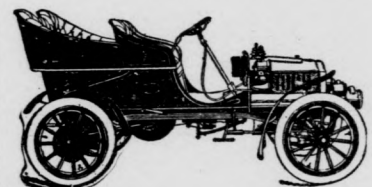
Half a day saved, going and coming, by taking the new

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

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.

WATCH THE CLERKS.

See That Customers Receive Courteous Treatment.

Written for the Tradesman.

The advertising man saw trouble ahead. The dry goods merchant sat far back in his chair with his feet at the top of his desk. The atmosphere didn't look like a page contract.

"I don't believe it's any good to advertise," broke in the merchant as the advertising man started in with his story.

"You are going against the experience of all the successful ones," suggested the advertiser.

"Oh, it may be all right if you've a big stock of goods and thousands to invest in printer's ink," replied the merchant, "but I can't see where I get my money back."

"Of course you won't get it back the first day," said the newspaper man, who needed the money for the contract he was after.

"If I don't get it the first day," said the merchant, "I never get it. I can't put out good money and wait a year for it to come back. That's like throwing bread on the water."

"You don't expect such quick returns in any other branch of your business," suggested the other.

"It's all a guess, anyway," said the merchant. "Now, see here. I advertised a Monday sale this week. It cost a lot of money and I just thought I'd keep track of results. Well, the sales were not quite so good as on the previous Monday, when no advertising was done. What do you think of that for being gold bricked?"

"I don't know what you advertised," was the reply. "You might have been trying to work off a lot of stale or out-of-the-season stuff the people didn't want or your prices might not have been right. As an old and expert advertiser says, there's a reason. Did you try to find out why the advertisements did not draw the people?"

"How could I discover that?"

"How do you know the people did not come in response to the invitations you sent out in the advertisements?"

"Well, if they did come they did not buy, and it's results I'm after."

"Now, look here," said the newspaper man, "you blame the newspapers for the failure of the sale when you admit you do not know that the fault was there. You say you don't know the people did not come, ready to buy. Why didn't they buy? I'll tell you why some of them did not. Last Monday I stopped in front of your store to see how the ads were drawing. Understand that an advertising man is just as much interested in the success of a sale as the merchant can be. Well, I stopped out in front, watching the crowd go out and in and thinking that the affair would prove a success.

"Presently four people, three ladies and a gentleman, came out and stood close to the curb. The faces of the ladies were flushed and they were plainly angry. The man was laughing at them.

"I'll never go into that store

again," said one of the ladies. "If they can't keep clerks who will suspend their highly interesting conversation long enough to wait on customers, they will have to get along without my trade."

"Why didn't you butt right in and demand attention?" asked the man. "The floor-walker would have fixed you out in no time."

"I'm not going to fight for a chance to spend my money," was the reply. "When I stop at a counter it is the business of the clerk to ask what I want. If she is busy, of course I must wait, but it is just impudent the way the girls in that store behave. They won't catch me again." Now, what do you think of that?"

"I wish I knew the clerk referred to," said the merchant.

"You can find out by watching," replied the other. "There are days when clerks have the dumps, just as you and I do, but you can't afford to pay them salaries and spend your money advertising and permit them to drive away customers. Watch your clerks, my friend. You know I am in a good many large stores during the week. I see lots of things the owners do not. If I could have my way, about half the clerks in the city would be fired to-morrow."

"The ones who took their places might not be as good," said the merchant.

"Then I'd have new clerks until I got a good force," was the answer. "I'd pay good wages and get the best. And I'd have the clerks watched. I know of my own knowledge that crowds of people came to your store last Monday. You say they did not buy. Well, look at the prices you offered and glance over the list of goods put out as specials. If prices and goods were right, the fault must have been with the clerks. As I said before, they have dull days, like the rest of us, and require watching."

"I have floor-walkers to watch the clerks," said the merchant.

"Then hire some one to watch the floor-walkers," was the reply, "and then you watch the whole bunch. Clerks can make a friend of every customer of they choose, bring them back every time they have a dollar to spend, or they can drive good money out of the store. I am not kicking on clerks as a whole, only on the incompetent ones. Let a few of the fresh ones out, and let the others know why they are let out, and you'll have better luck."

Alfred B. Tozer.

Doctored Meats in Pennsylvania.

Food Commissioner Warren, of Pennsylvania, says that "doctored" fresh and other meat is again being largely sold in that State. Prosecutions, he says, were begun recently against meat dealers in Allegheny, Blair and Erie counties, and he expects that suits against Philadelphia dealers will be instituted as soon as he receives the reports of the Department's chemists on the result of the analyses of samples of meat recently purchased by the Department's agents.

To Be the Best Meeting Ever Held.

Jackson, Aug. 15—Although many of the members of Post B., Michigan Knights of the Grip, were very much in favor of abiding by the old regime in regard to the time of the annual meeting, and not at all impressed with the idea of a change, they are, without exception, willing to do everything in their power to assist the "Summer Coons" in making the first annual meeting, to be held August 29-30, the very best meeting ever held by the organization. They have the warmest assurances from the management of the suburban line that the electric service shall be the best they can give. The caterer at Wolf Lake Casino is an artist in his line and has been duly impressed with the fact that he will have a very large and highly honorable body of ladies and gentlemen to provide for. The banquet and ball room can not be excelled, either for location or condition, and if the "summer meeting" is not a success it will be up to those who have so strenuously advocated it to make good, for the local Post is sparing no pains to have it pan out.

Will Make Our Own Fancy Cheese.

The United States will in a few years be producing Camembert, Roquefort, Brie and Limburger cheese in great quantities. The Department of Agriculture is about to let down the bars so that milk-giving sheep and goats needed in the production of such cheese may be imported. Heretofore Swiss goats and, in fact, goats from all parts of the world have been rigidly excluded on account of the prevalence of the foot and mouth disease in every country in Europe. The Agricultural Department has found an island between Staten Island and the Jersey coast that can be used as a quarantine station for incoming goats. It is believed they will be imported by the thousands.

A Man's Best Asset.

Health is so necessary to all duties of life, as well as the pleasures of life, that the crime of squandering it is equal to the folly; and he that, for a short gratification, brings weakness and disease upon himself, and for the pleasure of a few years passed in the tumults of diversion and clamours of merriment, condemns the maturer and more experienced part of his life to the chamber of the couch may be justly reproached, not only as a spendthrift of his own happiness, but as a robber of the public; as a wretch that has voluntarily disqualified himself for the happiness of his station, and refused that part which Providence assigns him in the general task of human nature.—Rambler.

Reunion of Upper Peninsula U. C. T.

Houghton, Aug. 15—A reunion of the United Commercial Travelers of the Upper Peninsula will be held here, August 18 and 19, under the auspices of Marquette Council, No. 186. Friday evening there will be a meeting, followed by a banquet, and Saturday will be devoted to athletic

sports, including roller skating for prizes in the morning, and a ball game between iron country and copper country traveling men in the afternoon. Marquette Council stands fourth in point of membership out of thirteen councils in the State.

Raw Meat Cure for Consumption.

A report was presented to the Academy of Sciences of France recently regarding a series of experiments conducted by Professor Richet with a view to ascertaining the efficacy of a diet of raw meat as a cure for consumption. He made a number of dogs consumptive to the last degree, and then fed some of them on cooked meat, others only on raw meat, and the rest on milk and cheese. All the dogs in the first category quickly succumbed, and most of those in the third category also, but nearly all those fed on raw meat recovered.

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

Buffalo, Aug. 9—Creamery, 20@21½c; dairy, fresh, 17@20c; poor, 15@16c.

Eggs—Fresh, candled, 21c.

Live Poultry—Fowls, 12@12½c; ducks, 12@13c; geese, 10@11c; springs, 12½@14c.

Dressed Poultry—Chickens, 16@17c; fowls, 13@14c.

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, \$1.75 per bbl.

Rea & Witzig.

Nourishing New Business.

We all know what a good start is to the man who runs a foot race. Very often he retains his lead throughout the entire race. So it is in the race for commercial supremacy. A business, like a tree, needs careful attention in its infancy. The nourishing that a new business needs is advertising. Don't put all the money in stock; reserve a part of it for advertising. Rather have less and let the people know what you have than to have more and keep the knowledge of it to yourself.

A boy in Nebraska is being treated for lockjaw in the cooling room of a big refrigeration plant. The atmosphere is so much like that enjoyed by the Esquimo that no one can be found, except the boy's father, willing to remain with him to minister to his wants. The treatment is proving very beneficial, and his complete recovery is looked for with confidence by his physicians. That refrigeration and cold storage is a boon to mankind in preserving food supplies nobody will deny, but in its role of life preserver it is making a new record, and its use upon a doctor's prescription may be one of the commonplaces of existence in the not distant future, while a trip to the mountains in hot weather may be superfluous.

It will take more than gold-loving hearts to make the golden age.



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—Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Second Day's Sessions of the Pharmacy Convention.

Auto rides and visits to various places of interest about the city proved too strong a temptation to the druggists at Kalamazoo last Wednesday morning and consequently it was after 10:30 o'clock when they began talking shop and settled down in earnest to the business of the convention.

The session opened with a report on the work of the State Board of Pharmacy read by A. H. Webber, of Cadillac, Secretary of the Board. He reported receipts amounting to \$4,685 from fees for examinations and other duties of the Board, with disbursements of \$4,152.50. As shown by his report the number of registered pharmacists in the State is 3,377, with a total of registered assistants of 525. The work of the Board is going on smoothly and the number of registered pharmacists is increasing.

Mr. Webber is also chairman of the Legislative Committee and read his report for that Committee during the morning session. The report was taken up entirely with the new law governing the education of clerks and the sale of drugs or poisons. It related the history of the law and the difficulties encountered in pushing it through the Legislature.

There were no recommendations from the Legislative Committee. Owing to the fact that during the next year, or previous to the next meeting of the Association, there will be no Legislature the Committee has decided to leave the work of making recommendations to the members of the incoming Legislative Committee.

Papers of a technical nature by Leonard A. Seltzer and Dr. A. S. Parker were read. The former's paper was on "Dispensing Notes," the latter's on "Three Essentials of Business Success." The papers both dealt with various phases of the drug business and ways and means to more fully develop its earning power as well as its efficiency for doing good.

A. H. Webber opened the afternoon session with a paper on "Some Drug Store Arithmetic," which is published in full elsewhere in this week's paper.

Prof. Schlotterbeck, of the Pharmacy Department in the University of Michigan, read the report of the Adulteration Committee, detailing the results of the investigations of that Committee during the year past in regard to the adulteration of drugs and similar articles and making some recommendations as to what should be done regarding them.

Election of officers resulted as follows:

President—Prof. J. O. Schlotterbeck, Ann Arbor.

First Vice-President—John L. Wallace, Kalamazoo.

Second Vice-President—G. W. Stevens, Detroit.

Third Vice-President—Frank Shiley, Reading.

Secretary—E. E. Calkins, Ann Arbor.

Treasurer—H. G. Spring, Unionville.

Executive Committee—J. D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.

Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Shortly after noon about thirty of the wives of the visiting and local druggists went to Gull Lake for a short outing. They returned early in the evening. The majority of the visiting druggists left the city on the evening trains.

How the Pharmacopoeia Is Published.

Prior to the 1890 edition, the Committee on Revision of the U. S. P. sought a publisher as would an individual author of a new book. The convention of 1890 made a new departure and instructed the Committee on Revision to secure the copyright for the revised Pharmacopoeia. A contract was made with one firm to print the book and with another to act as selling agent. The Committee on Revision realized a good profit, which was used in covering the expenses of the work of revision and paying the members a small honorarium. The convention of 1900 inaugurated a new plan by adopting a constitution and by-laws and taking steps which resulted in securing papers of incorporation for the United States Pharmacopoeial Convention. The constitution provides for a board of trustees of five (with the President of the convention and chairman of the Committee on Revision as ex-officio members) in addition to the usual Committee on Revision. To the Board of Trustees is entrusted the transaction of all business, including the publication of the manuscript prepared by the Committee on Revision. The work has now reached that point where some idea can be given of the magnitude of the undertaking.

The printing began in June, 1904, and progressed steadily until June 17, 1905. At that time, an imperfect sam-

ple copy was completed in order to obtain measurements of the size of cloth and leather sheets to be used in binding. The first complete unbound copy was furnished June 24. Then followed cloth bound copies. The first edition consisted of 10,000 copies. This was printed in two runs, the first of 2,000 copies and the second, two weeks later, of 8,000 copies. This division of the edition was made in order that the chairman of the Committee on Revision could be notified of typographical and other errors discovered in the 2,000 copies and have the corrections made in the plates before the 8,000 copies were printed. The chairman states that no serious errors were discovered, but, of course, it was desirable to correct typographical errors, even as small as the omission of a bracket or an apostrophe. The second edition of 5,000 was ordered bound July 21. A third edition has been printed and will be bound as soon as the distributing agent can give an idea of the styles of binding desired.

Of course, corrections have been made in the plates for each edition as fast as errors were pointed out to the chairman of the Committee. The different editions are designated by the serial letter on the printed coupon in the front of the book. "A" designates the first edition of 10,000, "B" the second edition of 5,000, "C" the third edition of 5,000. The fourth edition will bear the letter "D". It is estimated on good authority that at least 20,000 copies will be sold before January 1, 1906. The Board of Trustees will use the profit on these volumes in paying the expenses already incurred and, as soon as possible, send the members of the Committee on Revision checks for the honorarium voted by the Board of Trustees at the annual meeting in May and announced in the report of that meeting.

Errors in the Pharmacopoeia should be reported without delay to Professor Joseph P. Remington, 1832 Pine St., Philadelphia, so that corrections can be made in the plates before another edition is printed. Criticisms and suggestions for the next revision should also be mailed direct to Professor Remington. Requests for permission to use portions of the text of the Pharmacopoeia in commentaries, works of reference, text books and other similar publications should be made direct to the chairman of the Board of Trustees, Charles E. Dohme, Baltimore.

Neither the Board of Trustees nor the Committee on Revision members has anything to do in their official capacity with the National Formulary. This work is published and revised by the American Pharmaceutical Association, of which Charles Caspari, Jr., Dept. of Pharmacy, University of Maryland, Baltimore, is the General Secretary.

The convention to arrange for the ninth decennial revision of the Pharmacopoeia will be called by the President, Dr. Horatio C. Wood, for May, 1910.

Henry M. Whelpley.

The Drug Market.

Opium—Late estimates of the new crop indicate a decided shortage and prices are steadily advancing. We note another advance of 5c this week. Powdered opium is also very high.

Morphine—Is as yet unchanged. An advance is probable.

Quinine—Is steady at unchanged price.

Grain Alcohol—Has advanced 2c per gallon.

Russian Cantharides—Continue to remain high, but now that the new crop is due lower prices are looked for.

Cocoa Butter—Is very firm and has advanced.

Cod Liver Oil, Norwegian—Is very firm and continues to advance.

Glycerine—Lower grades are being offered at low price, but first-class C. P. glycerine, 30 degree, is in good demand at full price.

Menthol—It is stated that heavy rains have injured the crop in Japan and that the article is very firm and advancing.

Oils Anise and Cassia—Are both very firm and higher prices are looked for.

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

Oil Pennyroyal—On account of small stocks has been advanced.

American Saffron—Stocks are concentrated and another advance has taken place.

Arnica Flowers—Are being sold at about the cost of importation and higher prices are looked for.

Lobelia Herb—Is very scarce and is steadily advancing.

Golden Seal Root—Prospects are that high prices will rule during the next year.

Caraway Seed—The outlook for the new crop is very unfavorable and a steady advance is noted.

Coriander Seed—Still continues very high, with no prospect for lower price.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Aceticum 6@ 8	Copaiba 15@1 25	Scilla Co @ 50
Benzoicum, Ger. 70@ 75	Cubebae 20@1 30	Tolutan @ 50
Boracic @ 17	Evechthitos 10@1 10	Prunus virg @ 50
Carbolicum 26@ 29	Erigeron 10@1 10	Tinctures
Citricum 42@ 45	Gaultheria 2 25@2 35	Anconitum Nap's R 60
Hydrochlor 3@ 5	Geranium 50@ 60	Anconitum Nap's F 50
Nitrosum 8@ 10	Gossypii Sem gal 50@ 60	Aloes 60
Oxalicum 10@ 12	Hedeoma 1 60@1 70	Arnica 50
Phosphorium, dil. 42@ 45	Junipera 40@1 20	Aloes & Myrrh 50
Salicylicum 12@ 15	Lavendula 90@2 75	Asafoetida 50
Sulphuricum 12@ 15	Limonis 90@1 10	Atropine Belladonna 50
Tannicum 75@ 80	Mentha Piper 30@3 25	Aurant Cortex 50
Tartaricum 38@ 40	Mentha Verid 50@5 50	Benzoin 50
Ammonia	Morhuale gal 1 25@1 50	Benzoin Co 50
Aqua, 18 deg. 4@ 6	Myrica 30@3 50	Barosma 50
Aqua, 20 deg. 6@ 8	Olive 75@3 00	Cantharides 50
Carbonas 13@ 15	Picis Liquida 10@ 12	Capsicum 50
Chloridum 12@ 14	Picis Liquida gal @ 35	Cardamon 50
Aniline	Ricina 92@ 96	Castor 1 00
Black 2 00@2 25	Rosmarini @ 1 00	Catechu 50
Brown 80@1 00	Rosae oz 5 00@6 00	Cinchona 50
Red 45@ 50	Succini 40@ 45	Cinchona Co 50
Yellow 2 50@3 00	Sabina 90 1 00	Columbia 50
Bacca	Santal 2 25@4 50	Cubebae 50
Cubebae po. 20 15@ 18	Sassafras 75@ 80	Cassia Acutifol 50
Juniperus 5@ 6	Sinapis, ess, oz. @ 65	Cassia Acutifol Co 50
Xanthoxylum 30@ 35	Tigil 10@1 20	Digitalis 50
Balsamum	Thyme 40@ 50	Ergot 50
Copaiba 45@ 50	Thyme, opt @ 1 60	Ferri Chloridum 35
Peru @ 1 50	Theobromas 15@ 20	Gentian 50
Terabin, Canada 60@ 65	Potassium	Gentian Co 50
Tolutan 35@ 40	Bi-Carb 15@ 18	Guaiaca 50
Cortex	Bichromate 13@ 15	Guaiaca ammon 50
Abies, Canadian. 18	Bromide 25@ 30	Hyoscyamus 50
Cassiae 20	Carb 12@ 15	Iodine 75
Cinchona Flava. 18	Chlorate po. 12@ 14	Iodine, colorless 75
Buonymus atro. 30	Cyanide 34@ 38	Kino 50
Myrica Cerifera. 20	Iodide 3 60@3 65	Lobelia 50
Prunus Virgin. 15	Potassa, Bitart pr 30@ 32	Myrrh 50
Quillaia, gr'd 12	Potass Nitras opt 7@ 10	Nux Vomica 50
Sassafras po. 25 24	Potass Nitras 6@ 8	Opil 50
Ulmus 40	Prussiate 23@ 26	Opil, camphorated 50
Extractum	Sulphate po 15@ 18	Opil, deodorized 1 50
Glycyrrhiza Gla. 24@ 30	Radix	Quassia 50
Glycyrrhiza, po. 28@ 30	Aconitum 20@ 25	Rhatany 50
Haematox, is 11@ 12	Althae 30@ 35	Rhei 50
Haematox, 1s 13@ 14	Anchusa 10@ 12	Sanguinaria 50
Haematox, 1/2s 14@ 15	Arum po @ 25	Serpentaria 50
Haematox, 1/4s 16@ 17	Calamus 20@ 40	Stromonium 60
Ferru	Gentiana po 15 12@ 15	Tolutan 50
Carbonate Precip. 15	Glycyrrhiza pv 15 16@ 18	Valerian 50
Citrate and Quina 2 00	Hydrastis, Canada 1 90	Veratrum Veride. 50
Citrate Soluble 55	Hydrastis, Can. po @ 2 00	Zingiber 20
Ferrocyanidum S 40	Hellebore, Alba. 12@ 15	Miscellaneous
Solut. Chloride 15	Inula, po 18@ 22	Aether, Spts Nit 3f 30@ 35
Sulphate, com'l 2	Ipecac, po 2 00@2 10	Aether, Spts Nit 4f 34@ 38
Sulphate, pure 70	Iris plox 35@ 40	Alumen, gr'd po 7 3@ 4
Flora	Jalapa, pr 25@ 30	Annatto 40@ 50
Arnica 15@ 18	Maranta, 1/4s @ 35	Antimoni, po 4@ 5
Anthemis 22@ 25	Podophyllum po. 75@1 00	Antimoni et po T 40@ 45
Matricaria 30@ 35	Rhei 50@1 25	Antyvirin @ 25
Folia	Rhei, cut 75@1 00	Antifebrin @ 20
Barosma 25@ 30	Rhei, pv 75@1 00	Argenti Nitras oz @ 48
Cassia Acutifol. 15@ 20	Soigella 30@ 35	Arsenicum 10@ 12
Cassia, Acutifol. 25@ 30	Sanuginari, po 18 @ 15	Balm Gilead buds 60@ 65
Cassia officinalis. 18@ 20	Serpentaria 50@ 55	Bismuth S N. 2 80@2 85
Salvia officinalis. 1/2s and 1/4s 8@ 10	Senega 85@ 90	Calcium Chlor, 1s @ 9
Uva Ursi @ 10	Smilax, off's H. @ 40	Calcium Chlor, 1/2s @ 10
Gummi	Smilax, M @ 25	Calcium Chlor 1/4s @ 12
Acacia, 1st pkd. @ 65	Sellae po 35 10@ 12	Cantharides, Rus @ 20
Acacia, 2nd pkd. @ 45	Symplocarpus @ 25	Capsici Fruc's af @ 20
Acacia, 3rd pkd. @ 35	Valeriana Eng 15@ 20	Capsici Fruc's B po @ 25
Acacia, sifted sts. @ 28	Valeriana, Ger. 15@ 20	Carophyllus 20@ 22
Acacia, po. 45@ 65	Zingiber a 12@ 14	Carmin, No. 40. @ 4 25
Aloe, Barb 12@ 14	Zingiber j 16@ 20	Cera Alba 50@ 55
Aloe, Cape @ 25	Semen	Cera Flava 40@ 42
Aloe, Socotri @ 45	Anisum po 20 @ 16	Crocus 1 75@1 80
Ammoniac 55@ 60	Anium (gravel's) 13@ 15	Cassia Fructus @ 35
Asafoetida 35@ 40	Bird, 1s 10@ 11	Centraria @ 10
Benzoinum 50@ 55	Carui po 15 70@ 90	Cateceum @ 35
Catechu, 1s @ 14	Cardamon 12@ 14	Chloroform 32@ 52
Catechu, 1/2s @ 16	Coriandrum 5@ 7	Chloro'm Squibbs 35@1 60
Catechu, 1/4s 81@ 85	Cannabis Sativa. 5@ 7	Chloral Hyd Crssl 35@1 60
Camphorae @ 40	Cydonium 75@1 00	Chondrus 20@ 25
Euphorbium @ 100	Chenonodium 25@ 30	Cinchonidine P-W 38@ 48
Galbanum @ 100	Dipterix Odorate. 80@1 00	Cinchonid'e Germ 38@ 48
Gamboge po. 1 25@1 35	Foeniculum 7@ 9	Cocaine 4 05@4 25
Guaiacum po 35 @ 35	Foenugreek, po. 7@ 9	Corks list D P Ct. 75
Kino po 45c @ 45	Lini 4@ 6	Crocus 75@1 00
Mastic @ 60	Lini, gr'd. bbl. 2 1/2 3@ 6	Flake White 12@ 15
Myrrh po 50 @ 50	Lobelia 75@ 80	Galla @ 23
Opil 3 40@3 50	Pharlaris Cana'n 9@ 10	Gambler 8@ 9
Shellac 40@ 50	Rapa 5@ 9	Gelatn, Cooper. @ 60
Shellac, bleached 45@ 50	Sinapis Alba 7@ 9	Gelatn, French 35@ 60
Tragacanth 70@1 00	Sinapis Nigra 9@ 10	Glassware, fit box 70
Herba	Spiritus	Less than box 70
Absinthium 4 50@4 60	Frumentum W D. 2 00@2 50	Glue, brown 11@ 12
Eupatorium oz pk 20	Frumentum 1 25@1 50	Glue white 15@ 25
Lobelia oz pk 25	Juniperis Co O T 1 65@2 00	Glycerina 15@ 20
Majorum oz pk 28	Juniperis Co 1 75@3 50	Grana Paradisi @ 25
Mentra Pip. oz pk 23	Saccharum N E 1 90@2 10	Humulus 35@ 60
Mentra Ver. oz pk 25	Sat Vini Galli 1 75@2 50	Hydrarg Ch Mt @ 95
Rue oz pk 39	Vini Oporto 1 25@2 00	Hydrarg Ch Cor @ 90
Tanacetum V. 22	Vina Alba 1 25@2 00	Hydrarg Ox Ru'm @ 105
Thymus V. oz pk 25	Sponges	Hydrarg Amm'o @ 115
Magnesia	Florida Sheeps' wool 3 00@3 50	Hydrarg Ungue'm 50@ 60
Calcined, Pat 55@ 60	Nassau sheeps' wool 3 00@3 50	Hydrargyrum @ 75
Carbonate, Pat. 18@ 20	Velvet extra sheeps' @ 2 00	Ichthyobolla, Am. 90@1 00
Carbonate, K-M. 18@ 20	wool, carriage. @ 1 25	Indigo 85@1 00
Carbonate 18@ 20	Extra yellow sheeps' @ 1 25	Iodine, Resubi 4 90@5 00
Oleum	wool carriage. @ 1 40	Iodoform @ 40
Absinthium 4 90@5 00	Grass sheeps' wool, @ 1 25	Lycopodium 1 15@1 20
Amygdalae, Dulc. 50@ 60	carriage @ 1 00	Macis 65@ 75
Amygdalae, Ama 8 00@8 25	Hard, slate use. @ 1 00	
Anisi 1 45@1 50	Yellow Reef, for @ 1 40	
Aurant Cortex 2 20@2 40	Syrups	
Bergamii 2 50@2 60	Acacia @ 50	
Cajuputi 85@ 90	Aurant Cortex @ 50	
Carophylli 1 10@1 15	Zingiber @ 50	
Cedar 50@ 90	Ipecac @ 50	
Chenopadii 3 75@4 00	Ferri Iod @ 50	
Cinnamoni 1 00@1 10	Rhei Arom @ 50	
Citronella 60@ 65	Smilax Off's 50@ 60	
Conium Mac 80@ 90	Senega @ 50	
	Scilla @ 50	

Liquor Arsen et 12@ 14	Rubia Tinctorum 12@ 14	Vanilla 9 00@
Hydrarg Iod @ 25	Saccharum La's 22@ 25	Zinci Sulph 7@ 8
Liq Potass Arsinit 10@ 12	Salacin 50@4 75	Oils
Magnesia, Sulph. 2@ 3	Sanguis Drac's 40@ 50	Whale, winter bbl gal.
Magnesia, Sulph bbl 15@	Sapo, W 12@ 14	Lard, extra 70@ 80
Mannia, S F 45@ 50	Sapo, M 10@ 12	Lard, No. 1 60@ 65
Menthol 2 80@3 00	Sapo, G @ 25	Linseed, pure raw 52@ 57
Morpha, S P & W 35@2 60	Seidlitz Mixture 20@ 22	Linseed, boiled 53@ 58
Morpha, S N Y Q 35@2 60	Sinapis @ 18	Neat's-foot, w str 65@ 70
Morpha, Mal. 2 35@2 60	Sinapis, opt @ 30	Spts. Turpentine Market
Moschus Canton. @ 40	Snuff, Maccaboy, @ 51	Paints
Myristica, No. 1 25@ 30	DeVoes @ 51	Red Venetian 13@ 2 @ 3
Nux Vomica po 15 @ 10	Snuff, S'h DeVoes @ 51	Ochre, yel Mars 13@ 2 @ 3
Os Sepia 25@ 28	Soda, Boras 9@ 11	Ochre, yel Ber 13@ 2 @ 3
Pepsin Saac, H & @ 1 00	Soda, Boras, po. 9@ 11	Putty, commer'l 2 1/2 @ 2 3/4
P D Co @ 1 00	Soda et Pot's Tart 25@ 28	Putty, strictly pr 2 1/2 @ 2 3/4
Picis Liq N N 1/2 @ 2 00	Soda, Carb 1 1/2 @ 2	Vermillion, Prime 13@ 15
Picis Liq qts @ 1 00	Soda, Bi-Carb 3@ 5	Vermillion, Eng. 75@ 80
Picis Liq pnts. @ 60	Soda, Ash 3 1/2 @ 4	Green, Paris 14@ 18
Pil Hydrarg po 80 @ 50	Soda, Sulphas @ 2 60	Green, Peninsular 13@ 16
Piper Nigra po 22 @ 18	Spts, Cologne @ 2 60	Lead, red 6 1/2 @ 7
Piper Alba po 35 @ 30	Spts, Ether Co. 50@ 55	Lead, white 6 1/2 @ 7
Pix Burgum @ 7	Spts, Myrcia Dom @ 2 00	Whiting, white S'n @ 90
Plumbi Acet 12@ 15	Spts, Vini Rect bbl @	Whiting, white S'n @ 95
Pulvis Ip'e et Opil 130@150	Spts, Vi'i Rect 1/2 b @	Whiting, white S'n @ 125
Pyrethrum, bxs H @ 75	Spts, Vi'i R't 10 gl @	Whiting, white S'n @ 125
& P D Co. doz @ 75	Spts, Vi'i R't 5 gal @	Whiting, white S'n @ 125
Pyrethrum, pv 20@ 25	Strychnia, Crystl 11 05@1 25	Whiting, white S'n @ 125
Quassia 8@ 10	Sulphur Subl 2 3/4 @ 4	Whiting, white S'n @ 125
Quina, S P & W 22@ 32	Sulphur, Roll 2 1/2 @ 3 1/2	Whiting, white S'n @ 125
Quina, S Ger. 22@ 32	Tamarinds 8@ 10	Whiting, white S'n @ 125
Quina, N. Y. 22@ 32	Terebenth Venice 28@ 30	Whiting, white S'n @ 125
	Theobromae 45@ 50	Whiting, white S'n @ 125

The Hazeltine & Perkins Drug Company Holiday Line

is now complete and the most complete we have ever shown. Our Mr. Dudley will notify you when to inspect it. We give below a partial list of the goods we are showing this season:

Albums	Manicure Sets in Stag, Ebony, Cellu-
Ash Trays	loid, Silver and Wood
Atomizers	Medallions
Austrian Novelties	Medicine Cases
Autographs	Metal Frames
Baskets	Mirrors
Blocks	Military Brush Sets
Bronze Figures	Music Boxes
Bouquet Holders	Music Rolls
Candelabra	Necktie Boxes
Candlesticks	Paper Clips
Card Receivers	Paper Files
Child's Sets	Paper Knives
Cigars Sets and Cases	Paper Weights
Collar and Cuff Boxes	Perfumes
Curios	Photo Boxes
Cut Glass	Photo Holders
Desk Sets	Placques
Dolls	Pictures
Fancy Box Paper to retail 5c to \$3 each	Pipe Sets
Fancy China	Rogers' Silverware
Fancy Hair, Cloth, Hat and Bonnet	Rookwood Pottery in Vases, Etc.
Brushes	Shaving Sets
Flasks	Stag Horn Novelties
Games	Steins
Gents' Leather Cases to retail 75c to \$10 each	Tankards
German Novelties	Thermometers on Fancy Figures to re-
Glove and Handkerchief Sets	tail 25c to \$2 each
Gold Clocks	Toilet Sets in Stag Horn, Ebony, Ebon-
Hand Painted China	ite, Cocobolo, China, Silver, Metal
Hargreave's Wooden Boxes	and Celluloid
Hovey & Harding Novelties to retail 25c to \$3 each	Tobacco Jars
Infants' Sets	Whisk Holders
Ink Stands to retail 25c to \$5 each	BOOKS—All the latest copyright
Japanese Novelties	Books, Popular Priced 12 mos., 16
Jewel Cases	mos., Booklets, Bibles, Children's
Lap Tablets	Books, Etc.
Match Safes	Also a full line of Druggists' Staple
	Sundries, Stationery, School Sup-
	plies, 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	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Bath Brick	
B		Brooms	
C		Brushes	
D		Butter Color	
E		C	
F		Confections	
G		Candles	
H		Canned Goods	
I		Carbon Oils	
J		Catsup	
K		Cheese	
L		Chewing Gum	
M		Chicory	
N		Chocolate	
O		Clothes Lines	
P		Cocoa	
Q		Cocanut	
R		Cocoa Shells	
S		Coffee	
T		Crackers	
U		Dried Fruits	
V		Farinaceous Goods	
W		Fish and Oysters	
X		Flavoring Extracts	
Y		Fly Paper	
Z		Fresh Meats	
AA		Fruits	
AB		G	
AC		Gelatin	
AD		Grain Bags	
AE		Grains and Flour	
AF		H	
AG		Herbs	
AH		Hides and Pelts	
AI		I	
AJ		Indigo	
AK		J	
AL		Jelly	
AM		K	
AN		Licorice	
AO		L	
AP		Meat Extracts	
AQ		Molasses	
AR		Mustard	
AS		N	
AT		Nuts	
AU		O	
AV		P	
AW		Pipes	
AX		Pickles	
AY		Playing Cards	
AZ		Potash	
BA		Provisions	
BB		R	
BC		Salad Dressing	
BD		Saleratus	
BE		Soda	
BF		Salt	
BG		Salt Fish	
BH		Seeds	
BI		Shoe Blacking	
BJ		Snuff	
BK		Soap	
BL		Soda	
BM		Spices	
BN		Starch	
BO		Sugar	
BP		Syrups	
BQ		T	
BR		Tea	
BS		Tobacco	
BT		Twine	
BU		V	
BV		Vinegar	
BW		W	
BX		Washing Powder	
BY		Wicking	
BZ		Woodenware	
CA		Wrapping Paper	
CB		Y	
CC		Yeast Cake	

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CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	60
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Perf.	1 00
Sugar Loaf	55
Yucatan	55
CHICORY	
Bulk	7
Red	7
Eagle	4
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	22
German Sweet	22
Premium	28
Vanilla	41
Van Houten	35
Caracas	35
Eagle	28
COCOA	
Baker's	35
Cleveland	35
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	40
Van Houten, 1s	40
Webb	28
Wilbur, 1/4s	41
Wilbur, 1/2s	42
COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/2s	27
Dunham's 1/4s	28
Bulk	13
COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Rio	12 1/2
Common	12 1/2
Fair	13 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	12 1/2
Fair	14
Choice	16
Fancy	19
Peaberry	35
Maracalbo	
Fair	15
Choice	18
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
New York Basis	
Arbuckle	14 00
Dillworth	13 50
Jersey	14 00
Lion	14 00
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/4 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	43
CRACKERS	
National Biscuit Company's	6 1/2
Butter	6 1/2
Seymour Butters	6 1/2
N. Y. Butters	6 1/2
Salted Butters	6 1/2
Family Butters	6 1/2
Soda	
N. B. C. Sodas	6 1/2
Select	8
Saratoga Flakes	13
Oyster	
Round Oysters	6 1/2
Square Oysters	6 1/2
Faust	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Animals	10
Assorted Cakes	11
Assorted Novelty	8
Curant Fruit	10
Bagley Gems	9
Belle Rose	9
Bent's Water	17
Butter Thin	13
Chocolate Drops	17
Coco Bar	11
Cocoanut Taffy	12
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cocoanut Macaroons	18
Cracknels	16
Chocolate Dainty	17
Cartwheels	10
Curlycue	14
Dixie Cookie	9
Fig Dips	14
Fluted Cocoanut	11
Frosted Creams	9
Frosted Gingers	9
Ginger Gems	9
Ginger Snaps, N. B. C.	7 1/2
Grandma Sandwich	11
Graham Crackers	9

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Honey Fingers, Iced	12
Honey Jumbles	12
Iced Honey Crumpet	12
Imperials	9
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	26
Lemon Biscuit Square	9
Lemon Wafer	16
Lemon Gems	10
Lem Yen	11
Marshmallow	16
Marshmallow Cream	17
Marshmallow Walnut	17
Mary Ann	8 1/2
Malaga	11
Mich Coco F's'd honey	12
Milk Biscuit	8
Mich. Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Scold'd	9
Moss Jelly Bar	12
Muskegon Branch, Iced	11
Newton	12
Oatmeal Crackers	9
Orange Slice	16
Orange Gem	9
Penny Assorted Cakes	8
Pilot Bread	7
Pineapple Honey	15
Pretzels, hand made	8 1/2
Pretzelletes, hand m'd	8 1/2
Pretzelletes, mch. m'd	7 1/2
Raisin Cookies	8
Revere	15
Richmond	11
Richwood	8 1/2
Rube Sears	9
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	9
Sugar Cakes, scalloped	9
Sugar Squares	9
Sultanas	15
Superba	8 1/2
Spiced Gingers	9
Urchins	11
Vienna Crimp	9
Vanilla Wafer	16
Waverly	10
Zanzibar	10
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	@ 5
Evaporated	@ 1 1/2
California Prunes	
100-125 25lb boxes	@ 4
50-100 25lb boxes	@ 4 1/2
80-90 25lb boxes	@ 4 1/2
70-80 25lb boxes	@ 4 1/2
60-70 25lb boxes	@ 5
50-60 25lb boxes	@ 5 1/2
40-50 25lb boxes	@ 6 1/2
30-40 25lb boxes	@ 7 1/2
1/4c less in 50lb cases.	
Citron	
Corsien	@ 13 1/2
Currants	
Imp'd 1lb. pkg.	@ 7 1/2
Imported bulk	@ 7 1/2
Pearl	
Lemon American	12
Orange American	12
Raisins	
London Layers, 3 cr	1 50
London Layers 4 cr	1 50
Cluster 5 crown	2 60
Loose Muscatels, 2 cr.	5 1/2
Loose Muscatels, 3 cr.	6
Loose Muscatels, 4 cr.	6 1/2
L. M. Seeded, 1lb 7 @	8
L. M. Seeded, 1/2 lb 5 @	7
Sultanas, bulk	@ 8
Sultanas, package	@ 8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	7 1/2
Med. Hd. Pk'd.	1 75 @ 1 85
Brown Holland	2 25
Farina	
24 1lb. packages	1 75
Bulk, per 100 lbs.	3 00
Hominy	
Flake, 50lb sack	1 00
Pearl, 200lb. sack	3 70
Pearl, 100lb. sack	1 85
Maccaroni and Vermicelli	2 50
Domestic, 10lb box	60
Imported, 25lb box	2 50
Pearl Barley	
Common	2 15
Chester	2 25
Empire	2 25
Peas	
Green, Wisconsin, bu.	1 15
Green, Scotch, bu.	1 25
Split, lb.	25
Sago	
East India	3 1/2
German, sacks	3 1/2
German, broken pkg.	4
Taploca	
Flake, 110lb. sacks	3 1/2
Pearl, 130lb. sacks	3 1/2
Pearl, 24 1lb. pkgs	5
FLAVORING EXTRACTS	
Foote & Jenks	
Coleman's	Van. Lem.
2oz. Panel	1 20
3oz. Taper	1 00
No. 4 Rich. Blake	1 00

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Jennings	
Terpeneless Lemon	
	Doz.
No. 2 Panel D. C.	1 75
No. 4 Panel D. C.	2 00
No. 6 Panel D. C.	2 00
Taper Panel D. C.	1 50
1 oz. Full Meas. D. C.	65
2 oz. Full Meas. D. C.	1 20
4 oz. Full Meas. D. C.	2 25
Mexican Vanilla	
	Doz.
No. 2 Panel D. C.	1 20
No. 4 Panel D. C.	2 00
No. 6 Panel D. C.	3 00
Taper Panel D. C.	2 00
1 oz. Full Meas. D. C.	85
2 oz. Full Meas. D. C.	1 60
4 oz. Full Meas. D. C.	3 00
No. 2 Assorted Flavors	75
GRAIN BAGS	
Amoskeag, 100 in bale 19	
Amoskeag, less than bl 19 1/4	
GRAINS AND FLOUR	
Wheat	
Old Wheat	
No. 1 White	76
No. 2 Red	77
Winter Wheat Flour	
Local Brands	
Patents	5 05
Second Patents	4 80
Straight	4 60
Second Straight	4 40
Clear	3 75
Graham	4 10
Buckwheat	4 75
Rye	4 75
Subject to usual cash discount.	
Flour in barrels, 25c per barrel additional.	
Worden Grocer Co.'s Brand	
Quaker paper	5 00
Quaker cloth	5 20
Spring Wheat Flour	
Roy Baker's Brand	
Golden Horn, family	5 75
Golden Horn, bakers	5 65
Pure Rye, light	4 30
Pure Rye, Dark	4 15
Calumet	4 85
Dearborn	4 75
Clark-Jewell-Wells Co.'s	
Delivered	
Gold Mine, 1/4s cloth	6 60
Gold Mine, 1/4s cloth	5 60
Gold Mine, 1/4s cloth	5 77
Gold Mine, 1/4s paper	6 10
Gold Mine, 1/4s paper	6 05
Judson Grocer Co.'s Brand	
Ceresota, 1/4s	6 30
Ceresota, 1/4s	6 20
Ceresota, 1/4s	6 10
Lemon & Wheeler's Brand	
Wingold, 1/4s	6 40
Wingold, 1/4s	6 30
Wingold, 1/4s	6 20
Pillsbury's Brand	
Best, 1/4s cloth	6 45
Best, 1/4s cloth	6 35
Best, 1/4s cloth	6 25
Best, 1/4s paper	6 30
Best, 1/4s paper	6 30
Best wood	6 45
Worden Grocer Co.'s Brand	
Laurel, 1/4s cloth	6 50
Laurel, 1/4s cloth	6 40
Laurel, 1/4s & 1/4s paper	6 30
Laurel, 1/4s	6 30
Wykes-Schroeder Co.	
Sleepy Eye, 1/4s cloth	6 10
Sleepy Eye, 1/4s cloth	6 00
Sleepy Eye, 1/4s cloth	5 90
Sleepy Eye, 1/4s paper	5 90
Sleepy Eye, 1/4s paper	5 90
Meal	
Bolted	2 70
Golden Granulated	2 80
St Car Feed screened	22 50
No. 1 Corn and Oats	22 50
Corn, Cracked	22 50
Corn Meal, coarse	22 50
Oil Meal, new proc	27 00
Oil Meal, old proc	30 00
Winter Wheat Bran	17 00
Winter Wheat mid'ing	18 00
Cow Feed	17 50
Oats	
Car lots	32
Corn	
Corn, new	59
Hay	
No. 1 timothy car lots 10	50
No. 1 timothy ton lots 12	50
HERBS	
Sage	15
Herbs	15
Laurel	15
Senna Leaves	25
JELLY	
5lb palls, per doz	1 70
75lb palls	85
30lb palls	65
LICORICE	
Pure	30
Calabria	32
Sticly	14
Root	11
LYE	
Condensed, 2 doz	1 60
Condensed, 4 doz	3 00
MEAT EXTRACTS	
Armour's, 2 oz	4 45
Armour's, 4 oz	4 45
Liebig's, Chicago, 2 oz	2 75
Liebig's, Chicago, 4 oz	5 50
Liebig's, Imported, 2 oz	4 50
Liebig's, Imported, 4 oz	8 50

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 3c extra. MINCE MEAT Columbian 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 2.25 Queen, 18 oz 4.50 Queen, 28 oz 7.00 Stuffed, 5 oz 90 Stuffed, 8 oz 1.45 Stuffed, 10 oz 2.30 PIPES Clay, No. 216 1.70 Clay, T. D., full count 60 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 4.75 Half bbls., 600 count 2.88 Small Barrels, 2,400 count 7.00 Half bbls., 1,200 count 4.00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 20 No. 20, Rover enameled 60 No. 572, Special 1.75 No. 98, Golf, satin finish 2.00 No. 808 Bicycle 2.00 No. 632 Tourist whist 2.25 POTASH 45 cans in case Babitt's 4.00 Penna Salt Co's 3.00 PROVISIONS Barreled Pork Mess 13.75 Fat Back 15.75 Back Fat 16.00 Short Cut 14.50 Bean 12.50 Pig 18.00 Brisket 14.50 Clear Family 12.75 Dry Salt Meats S P Bellies 10.12 Bellies 10.12 Extra Shorts 8.12 Smoked Meats Hams, 12lb. average 11.12 Hams, 14lb. average 11.12 Hams, 16lb. average 11.12 Hams, 18lb. average 11.12 Ham, dried beef sets 13 Shoulders, (N. Y. cut) Bacon, clear 10.12 California Hams 10.12 Picnic Boiled Ham 13 Boiled Ham 17.12 Berlin Ham pr'd 8 Mince Ham 10 Lard Compound 5.75 Pure 8.12 60lb. tubs, advance 1.75 10lb. tubs, advance 1.75 50lb. tins, advance 1.75 20lb. tubs, advance 1.75 10lb. pails, advance 1.75 5lb. pails, advance 1.75 3lb. pails, advance 1.75 Sausages Bologna 5.75 Liver 6.12 Frankfort 7.12 Pork 6.12 Veal 8.12 Tongue 9.12 Headcheese 6.12 Beef Extra Mess 9.50 Boneless 10.50 Rump, new 10.50 Pig's Feet 1/4 bbls., 40lbs. 1.10 1/4 bbls., 40lbs. 1.85 1/4 bbls., 40lbs. 3.75 1 bbl. 7.75 Tripe Kits, 15 lbs. 70 Kits, 40 lbs. 1.50 Kits, 80 lbs. 3.00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid, dairy 10 Rolls, dairy 10.12 Canned Meats Corned beef, 2 2.50 Corned beef, 14 17.50 Roast Beef 2.00 Potted ham, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45	RICE Screenings 2 1/2 @ 2 1/2 Fair Japan 3 1/2 @ 4 Choice Japan 4 1/2 @ 5 Imported Japan 4 1/2 @ 5 Fair Louisiana hd. 4 1/2 Choice La. hd. 4 1/2 Fancy La. hd. 4 1/2 Carolina ex fancy 4 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. 2.25 Snider's small, 2 doz. 1.35 SALARATUS Packed 60lbs. in box. Arm and Hammer Deland's 3.00 Queen of Hov 3.15 Emblem 2.10 L. P. 3.00 Wyandotte, 100 3.00 SAL SODA Granulated, bbls 85 Granulated, 100lb cases 100 Lump, bbls 75 Lump, 145lb kegs 95 SALT Common Grades 100 3lb sacks 1.95 60 5lb sacks 1.85 28 10 1/2 sacks 1.75 56 lb. sacks 1.30 28 lb sacks 1.15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large whole @ 6 1/2 Small whole @ 5 1/2 Strips or bricks 7 1/2 @ 10 Pollock @ 3 1/2 Halibut Strips 14 Chunks 14 1/2 Herring Holland White Hoop, bbls White Hoop, 1/2 bbls. White Hoop, keg @ 70 White Hoop mchs @ 80 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, 5lbs 50 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 Cutt. 25 SHOE BLACKING Handy Box, large, 3 dz. 2.50 Handy Box, small 1.25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie, in jars 43 SOAP Central City Soap Co. Jaxon 2.85 Boro Naphtha 4.00 J. S. Kirk & Co. American Family 4.05 Dusky Diamond, 80 2.80 Dusky D'nd, 100 60z 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 Naphtha 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	A. B. Wisley Good Cheer 4.00 Old Country 3.40 Soap Powders Central City Soap Co. Jackson, 16 oz 2.40 Gold Dust, 24 large 4.50 Gold Dust, 100-5c 4.00 Kirkoline, 24 4lb. 3.80 Pearlina 3.75 Soapine 4.10 Babbitt's 1776 3.75 Roseine 3.50 Armour's 3.70 Wisdom 3.80 Soap Compounds Johnson's Fine 5.10 Johnson's XXX 4.25 Nine O'clock 3.35 Rub-No-More 3.75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9.00 Sapolio, half gross lots 4.50 Sapolio, single boxes 2.25 Sapolio, hand 2.25 Scourine Manufacturing Co Scourine, 50 cakes 1.80 Scourine, 100 cakes 3.50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3.00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna. 22 Cloves, Zanzibar 15 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-120 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 25 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. 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 1/2 dz in case 1.55 2 1/2lb cans 2 dz in case 1.70 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Ceylon, fancy 42	TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb pails 56 Hiawatha, 10lb pails 54 Telegram 50 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 40 Tiger 44 Plug Red Cross 31 Palo 35 Hiawatha 41 Kilo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 1 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 40 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L 5lb 27 I X L 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 36 Country Club 32-34 Fore-X-XXX 30 Good Indian 25 Self Binder, 16oz, 8oz 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 1 ply 22 Jute, 2 ply 22 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40gr 8 Malt White Wine, 80 grill Pure Cider, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 10 Pure Cider, Silver 10 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, 1 1/2 10 Bushels, wide band 11 Market 35 Splint, large 6.00 Splint, medium 5.00 Splint, small 4.00 Willow, Clothes, large 7.00 Willow Clothes, med 6.00 Willow Clothes, small 5.00 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each 2.40 Barrel, 10 gal. each 2.55 Barrel, 15 gal. each 2.70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2.40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1.40 Ideal No. 7 98	Pails 2-hoop Standard 1.60 3-hoop Standard 1.75 2-wire, Cable 1.70 3-wire, Cable 1.90 Cedar, all red, brass 1.25 Paper, Eureka 2.25 Fibre 2.70 Toothpicks Hardwood 2.50 Softwood 2.75 Banquet 1.50 Ideal 1.50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1.70 18-in., Standard, No. 2.60 16-in., Standard, No. 3.50 20-in., Cable, No. 1 7.50 18-in., Cable, No. 2 6.50 16-in., Cable, No. 3 5.50 No. 1 Fibre 10.80 No. 2 Fibre 9.45 No. 3 Fibre 8.55 Wash Boards Bronze Globe 2.50 Dewey 1.75 Double Acme 2.75 Single Acme 2.25 Double Peerless 3.50 Single Peerless 2.75 Northern Queen 2.75 Double Duplex 3.00 Good Luck 2.75 Universal 2.65 Window Cleaners 12 in. 1.65 14 in. 1.85 16 in. 2.30 Wood Bowls 11 in. Butter 75 13 in. Butter 1.15 15 in. Butter 2.00 17 in. Butter 3.25 19 in. Butter 4.75 Assorted, 13-15-17 2.25 Assorted 15-17-19 3.25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1.15 Sunlight, 3 doz. 1.60 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1.10 Yeast Cream, 3 doz 1.00 Yeast Foam, 1 1/2 doz 58 FRESH FISH Jumbo Whitefish @ 12 1/2 No. 1 Whitefish @ 10 1/2 Trout @ 10 Halibut @ 10 Clacoes or Herring 5 Bluefish @ 10 1/2 Live Lobster @ 25 Boiled Lobster @ 25 Cod @ 10 Haddock @ 8 No. Pickrel @ 9 Pike @ 7 Perch, dressed @ 8 Smoked White @ 12 1/2 Red Snapper @ 12 1/2 Col. River Salmon @ 12 1/2 Mackerel 15 @ 16 OYSTERS Cans F. H. Counts Per can 40 Bulk Oysters F. H. Counts 2.25 Shell Goods Clams Per 100 1.25 Oysters 1.25 HIDES AND PELTS Hides Green No. 1 11 @ 11 1/2 Green No. 2 10 @ 10 1/2 Cured No. 1 12 1/2 Cured No. 2 13 Calfskins, green No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 13 1/2 Calfskins, cured No. 2 12 Steer Hides, 60lb over 12 1/2 Pelts Old Wool 40 @ 1.00 Lambs 40 @ 1.00 Shearlings 5 @ 50 Tallow No. 1 @ 4 1/4 No. 2 @ 3 1/4 Wool Unwashed, med 28 @ 30 Unwashed, fine 23 @ 24 CONFECTIONS Stick Candy Pails Standard 8 Standard H. H. 8 Standard Twist 8 1/2 Cut Leaf 9	Jumbo, 32lb. cases Extra H. H. 8 Boston Cream 10 Old Time Sugar stick 12 30lb case Mixed Candy 16 Grocers 7 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 8 Cut Leaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 10 French Cream 11 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Sugar Squares 12 1/2 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Bias Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 12 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 13 1/2 Moss Drops 10 Lemon Sours 11 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 20lb pails 12 Molasses Chews, 15lb. cases 12 Golden Waffles 12 Topazolas 12 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 61 Assorted, 13-15-17 2.25 H. M. Choc. Drops 26 H. M. Choc. L. and Dark No. 12 1.00 Bitter Sweets, ass'd 1.21 Brilliant Gums, Cryso. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperials 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr'ms 80 @ 9 Cream Buttons, Pep. and Wintergreen 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted, 25 lb. case 2.75 Buster Brown Goodies 30lb. case 3.50 Up-to-Date Assmt. 32 lb. case 3.75 Ten Strike Assortment No. 1 6.50 Ten Strike No. 2 6.00 Ten Strike No. 3 8.00 Ten Strike, Summer assortment 6.75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 18 Gold Medal Chocolate 18 Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx 90 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2.75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 200 3.00 Pop Corn Balls 200 3.00 Cicero Corn Cakes 5.50 per box 60 NUTS-Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft shell, new 15 @ 16 Brazils 13 @ 14 Filberts 13 @ 14 Cal. No. 1 14 @ 15 Walnuts, soft shelled 12 Walnuts, chill 12 Table nuts, fancy 13 Pecans, Med. 11 Pecans, ex. large 12 Pecans, Jumbos. 13 Hickory Nuts pr bu Ohio new 1.75 Cocoanuts 4 Chestnuts, New York State, per bu 4 Shelled Spanish Peanuts 7 1/2 @ 8 1/2 Pecan Halves 48 Walnut Halves 28 Filbert Meats 25 Alcantara Almonds 33 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 6 Fancy, H. P. Suns, Roasted 7 Choice H. P. Jbo. 7 1/2 Choice, H. P. Jumbo, Roasted 8 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/2 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

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 1/4
Dressed @ 7 1/4
Boston Butts @ 10 1/4
Shoulders @ 9
Leaf Lard. @ 7 1/4

Mutton

Carcass @ 7 1/2
Lambs @ 11

Veal

Carcass 5 1/2 @ 8

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
12ft. 6 thread, extra..

Jute
40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor
50ft. 1 10
60ft. 1 85
80ft. 1 60

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. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE
Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; 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 3 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 13
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

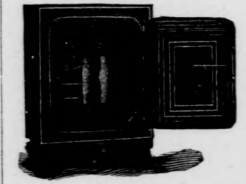
Poles

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 burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

A Catalogue That Is Without a Rival

There are something like \$5,000 commercial institutions in the country that use catalogues of some sort. They are all trade-getters—some of them are successful 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 merchandise 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 largest 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, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 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 Michigan and if you are thinking of buying you will serve your best interests by consulting 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 Campan 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.

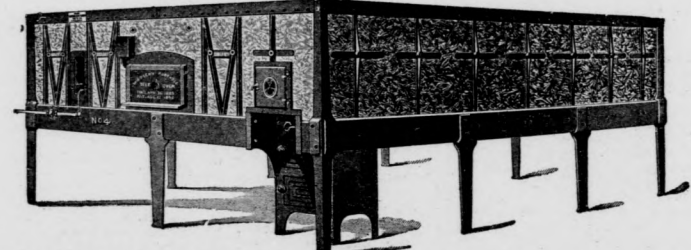
Gold Medal for Coffees.

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.

Place
your
business
on
a
cash
basis
by
using
Tradesman
Coupons

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—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 903 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

Wanted—By large, up-to-date general store in live town of about 2,000 in Western Mich. capable dry goods man; must be good stockkeeper and able to make interior displays and trim windows. Good position for right man. Address, with salary required, references and full particulars, W. W. Pearson & Reber Bros., Fremont, Mich. 855

For Sale—Cheap, Indian Territory, 50-barrel flour mill; new and clean; money maker; terms to right party; good reason for selling. Write Lehigh National Bank, Lehigh, I. T. 864

For Sale—Books, stationery and wall paper stock in city of 10,000 inhabitants, established in 1897. Stock low. Will inventory about \$3,000. Practically no competition in books and stationery. Must sell on account of poor health. Address Book Store, care Michigan Tradesman. 862

A good investment for a hustler that wants to buy half interest in old established meat business. Plenty live stock in country. Investigate. Address No. 861, care Michigan Tradesman. 861

For Sale—One four-ton Victor scale, made by Fairbanks, Morse & Co. Used but little. Price \$25. Address No. 860, care Michigan Tradesman. 860

For Sale—Only meat market in town of 700. Address W. G., care Tradesman. 859

For Sale—One No. 16 Detroit Fire and Burglar proof bank safe. Weight 6750 lbs. Going out of business. For particulars address Box 25, Mendon, Mich. 863

Bakery, confectionery, ice cream business. Best county seat in Indiana; modern plant, good paying business; fine location, cheap. C. H. Jones, Rushville, Ind. 856

For Sale—Late J. J. Healy farm. Located 16 miles west of Aberdeen in Eastern Edmunds Co., S. D., and 2 1/2 miles from Mina Station on C. M. & P. R. R. Contains 450 acres, improvements, one good 7-room house, frame granary, small barn, large barn with cattle shed and yard, new artesian well piped to house and barn yard. One quarter fenced. Excellent farm for general purposes and stock raising. Good title. Address Geo. Bolles, Aberdeen, S. D. 858

For Sale—Thoroughbred Beagle hound pups five months old. Extended pedigree of the most noted Bench and Field Trial winners in America. C. P. Millar, South Haven, Mich. 867

For Sale—Fine equipped job printing office with established business in Kalamazoo, \$3,000. A bargain and must be sold at once. Address No. 868, care Michigan Tradesman. 868

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

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, Aulton, 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—Dirt Cheap, cheese factory, skimming station or creamery at North. Dorr, Zeeland Cheese Co., Zeeland, Mich. 786

For Sale—Cheap for cash, drug stock, located in Kent County, Mich. A bargain if taken at once. Address No. 893, care Michigan Tradesman. 893

Wanted to buy drug store for cash. Give full particulars. Address "King," care Michigan Tradesman. 890

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—Grocery, market, soda fountain. Steam heat, 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. Richel, 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 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

Bakery, wholesale and retail. For sale on account of retiring from business. \$16,000; without property, \$4,000. Income \$120 a day. Good chance for partners. Chas. Martin, Indiana Harbor, Ind. 54

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

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 satisfied factory 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

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

For Sale—Three-story brick store with good cellar. \$2,000 cash, balance stock of goods or farm. J. H. Miller, Ypsilanti, Mich. 831

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

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—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

For Rent—At Waterloo, Iowa, room 38x90, 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

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 4 1/2 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

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

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

POSITIONS WANTED

Wanted—Position as 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, Pennville, Mich. 837

HELP WANTED.

Wanted—Agent or salesman in every town to represent manufacturing company, on commission. Address C. L. Gladly, Three Rivers, Mich. 857

Wanted—A capable buyer and saleslady to accept a good position in dry goods store, at once. First-class position to right party with good references. Address E. E. Bixby, Laingsburg, Mich. 866

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. 869

AUCTIONEERS AND TRADERS.

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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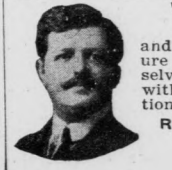
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Davenport, Ia.

Death of Dr. Nichols, the Veteran Martin Druggist.

Dr. Geo. B. Nichols, the veteran druggist of Martin, died at his home in that village Monday evening. He had been in poor health for some months and his death had been expected for several weeks.

Dr. Nichols was born at Naples, Ontario county, N. Y., June 12, 1827. His father was a Connecticut Yankee, while his mother was a Massachusetts Yankee, the former living to the ripe old age of 90 years, dying on his birthday. The son attended the public school of Naples until 20 years old, when he taught school winters for five years, studying medicine between times with his uncle, Dr. Sprague, of Naples. He then took a course at the Geneva Medical College, graduating in 1852 at the Castleton (Vermont) Medical College. He subsequently practiced medicine at Naples for six years, when he removed to Michigan, locating at Martin, where he practiced medicine continuously for forty-eight years, being the oldest practitioner in Allegan county.

About thirty years ago Dr. Nichols opened a drug and stationery store, which business he continued without interruption until his death.

Dr. Nichols was married in 1863 to Miss Eunice M. Watkins, of Naples, N. Y. Seven children have blessed the union, six of whom are still living, all having grown to manhood and womanhood, the youngest being 35 years of age.

Dr. Nichols was a Mason and an Odd Fellow and attended the Presbyterian church. He had served as town clerk, superintendent of schools and President of the school board of Martin township. Until fourteen years ago he was for many years a member of the board of examining pension surgeons of Allegan county.

Greatest Building Boom in History of Alpena.

Alpena, Aug. 15—Alpena never had a greater boom in building operations than at this time and from present indications it will continue indefinitely. Each year brings many new houses, but 1904 and 1905 have been the banner years for new business blocks and manufacturing plants.

The plans are completed and work will soon begin on a \$15,000 wholesale grocery building on Fletcher street for the Holmes & Kelsey Co. It will be completed before winter.

Contractor R. H. Collins has a large force of men working on the new city hall, recently began the erection of the new water works power house and 110-foot stack, to cost about \$25,000, and is erecting an addition to the Franklin school, besides numerous smaller contracts.

The \$15,000 National Bank building is completed and ready for occupancy, and the Greenbaum department store block will be ready in six weeks. The McRae block is being remodeled, the Comstock block will receive extensive alterations, and the large addition to the Fletcher Paper Co.'s plant will soon be ready. The machinery is nearly all installed.

Business property in Alpena has

reached the top notch price in the history of the city. A two-story brick store on Second avenue, with 27 feet frontage and 115 feet depth, recently sold for \$6,000, nearly \$275 a front foot. Land on the side streets commands \$125 to \$170 a front foot. A house and lot that could be purchased ten years ago, soon after the panic, for \$250 or \$300 brings nearer \$1,000 now. There is no city of similar size in Michigan where more people, in proportion to the population, own their own homes, and this condition has become so since 1895.

There are no vacant stores in any desirable locations, and twenty small business places could be rented today here if they were to be had. At least three large business blocks will

price during the last fifteen years in this country from six cents to eighty cents per pound.

The National Provisioner explains that many sturgeon are captured singly by sweeping netting around them and rushing them on to the shore, where the roe is immediately cut out while the fish is still alive. Of course, the operation causes the creature's death. The roe is then worked through a sieve to separate the eggs from the muscles and other tissue of the roe, when the eggs are put into the packages as hereinbefore described. The Russian "paranje" caviar is all consumed in that country.

One method of serving caviar is to take two tablespoonfuls of best olive oil, one of best vinegar, some

but is not an antidote in any sense, as many people believe it to be. The best remedial agent is what they call the "intermittent ligature," provided it can be used in time. This consists of a band around the wounded limb, which is loosened for an instant at stated intervals, so that the poison can enter the system only in small quantities. Under this treatment the victim of the bite is enabled gradually to resist the effects.—American Medicine.

Neat Appearing Cheese.

According to the grading of cheese it has become necessary to have no "shoulders" pressed up on them, says Stewart R. Payne in the Canadian Dairyman. It is not always easy to prevent this. Many of us had to change the ends of the cheese in press each morning in order to get the appearance desired. This made a great deal of additional work to an already busy day.

Lately I have used a quarter inch cotton rope and find it very good for the prevention of this unsightly "shoulder" on the cheese.

The sical rope shrinks continually and thus becomes too short. The cotton rope needs to be cut about one and one-half inches too long for the circumference of the cheese and when shrunken it is about the right length.

With well fitting followers this results in a neat mechanical job and saves the labor of changing the cheese in press.

While the Russians contend that the seizure of the Island of Sakhalin by the Japanese was improper in view of the nearness of the peace conference, the inhabitants of the place must consider it a most happy event for them. The Island was used as a Russian penal settlement and the records of the Russian officials that have fallen into the hands of the Japanese are said to show that the treatment of the prisoners was so severe as to deserve characterization as inhuman. The Island is a part of the Japanese archipelago and it is not at all strange that the Japanese forces have taken possession of it.

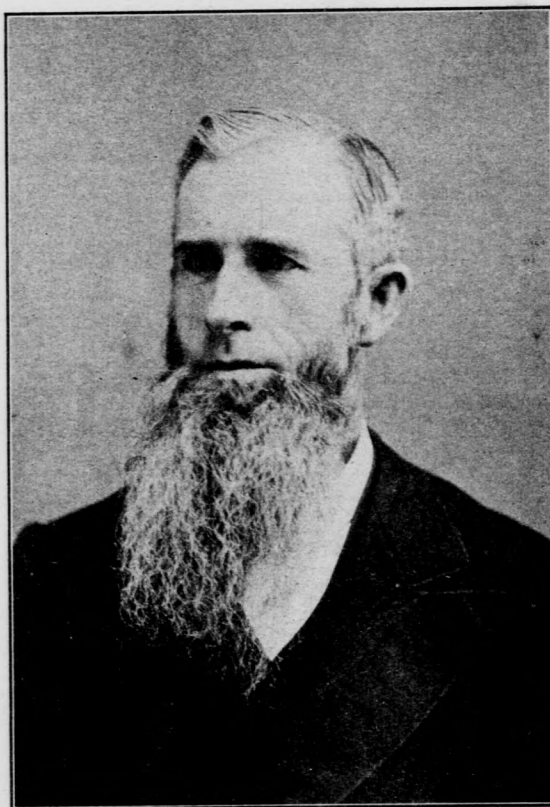
If Russia accedes to the peace terms of Japan it will need money to pay the cash indemnity that Japan is understood to insist upon. Though the stability of the Russian government is somewhat shaky, there is no doubt that Russia's credit is sufficient to obtain as large a loan as may be needed. Financiers would probably be more willing to lend Russia money to make peace than to continue a losing war.

Business Wants

BUSINESS CHANCES.

For Sale—Drug stock in hustling town 800. Invoices \$2,700, discount \$500 for cash. Poor health. Address "Harv." care Michigan Tradesman. 869

For Sale—An up-to-date grocery, doing a large profitable business. A rare opportunity for some one. The owner wishes to devote his entire time to manufacturing business. Address R. J. Greggs, 6 Marjorie Bldg., Battle Creek, Mich. 870



The Late Dr. Geo. B. Nichols, of Martin.

be erected next year, and probably the D. & M. will build a new depot.

How Caviar Is Prepared.

Caviar is an edible preparation from the roe of the sturgeon, a large sea fish, weighing up to 400 pounds each, found in the waters of all temperate or cold latitudes. The best caviar is produced in Russia, that termed "paranje" being manufactured with great particularity. The commoner kind, after draining, is packed in large casks and trampled down therein by barefooted peasant girls.

The caviar used in this country is branded Russian, but about all of it is made from the roe of sturgeon captured in the Delaware River and other waters of the North Atlantic coast. The capture of sturgeon has so greatly reduced the number of the fish that their roe has advanced in

chopped cabbage, parsley and garlic, mixing all together thoroughly and adding to the above proportions just before placing on the table a half pound of caviar.

The Venom of Serpents.

The Carnegie Institute has granted an appropriation in aid of the investigation of snake poisons now going on in the pathologic laboratories of the University of Pennsylvania. The investigation is conducted along lines suggested by Dr. S. Weir Mitchell, who has made a thorough study of the subject. Many experiments are being made with rattle-snakes, cobras, copperheads and other venomous snakes, and the effect of their poison on animals is closely noted, the object being to find an antidote in each case. The experimenters find that alcohol is useful as a stimulant,