

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, AUGUST 23, 1905

Number 1144

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GLOOMY OUTLOOK FOR MEN.

A terrible state of affairs, at least for the men, is that outlined in the speech of W. L. Bodine, Superintendent of Compulsory Education at Chicago, delivered in Detroit recently before the International Association of Factory Inspectors. His declaration is that men, like the Indians, are dying out and that they are being driven out of gainful occupations by the women. It is said that an expert can prove anything by figures and so Mr. Bodine quotes federal statistics for the past twenty years and claims that women, children and machines are making great gains over men in industrial competition and that before long the unhappy male, compelled to earn his living, must do so at heavy manual labor. He points to the fact that in 1890, 3,914,571 women were employed in America and in 1900 the number had increased to 5,329,807. Other figures were quoted to prove that the birth rate of females is increasing and the death rate decreasing. Evidently work agrees with the women, for they live longer than they did before. It would seem, too, that there is something providential in it, if it is true as asserted that more women than men are being born into the world to meet its requirements.

Mr. Bodine prophesies that before long the women will be the ruling race and that men driven to the fields will become back numbers and must rely upon their strength and endurance to save them in the struggle for survival. That is a serious prospect for those who have been wont to count themselves the lords of creation. The statement will be seized as a sweet morsel by the political equality clubs. Their ambition hitherto has only been to make women the equal of men in all civic privileges, but there are enough rivalry and the spirit of competition among them if they succeed with one ambition to take on another and pass those who have been reckoned the stronger vessels. Presumably Miss Susan B. Anthony has telegraphed before this for the full text of Mr. Bodine's speech and when it comes will read it with more interest than any other address upon which her keen eyes have ever rested or to which her ears have ever listened. The men will do well to make as much money as they can and enjoy themselves as much as they can during the brief but fading hour of their prosperity. According to Mr. Bodine the masculine sun has already passed the zenith and is now declining toward the dusk. The precise date at which men are to be thrust into oblivion and obscurity, relying only on their muscle, is not definitely

fixed by the talented prophet, but he is certain that it is coming. The outlook is dismal, dark and gloomy, but the males now living, and as well those who will be born during the remainder of this week, probably need not despair, for so great a change is not liable to come in their lifetime.

The gulf stream is reported to have changed its course and to be running much nearer our Atlantic coast than usual. The change is believed to be due to the long continued southerly and southeasterly winds. To some degree the proximity of the warm ocean current is thought to be the cause of the excessive humidity that has prevailed in New York and other Northern cities this summer.

Greater contrast in photographs is claimed for a new single lens, which causes the picture to stand out in relief as under the two lenses of a stereoscope. The lens is convex concave so that the axes of the rays from different parts of the picture meet in the eye, and the focal length should equal that of the camera taking the photograph.

Owing to the continually increasing importance of platinum and the limited sources of available supply, the geological survey proposes to collect the heavy sands from all placer mines in the country where evidences of the metal have been found. Experts will then be sent to localities where tests show the metal to exist in any quantity.

Silicon, the most abundant metal in the world, but hitherto little known because of the difficulty of separating it from oxygen, has now been made obtainable in quantities to meet any demand by the electric furnace. It gives to steel valuable electrical properties, and it is expected to assume importance in iron alloys.

Notes of National banks are now in circulation to the amount of over \$500,000,000. There has been an increase of 110 per cent. in about seven years. In the last nine months alone \$46,000,000 has been added to the circulation. The banking resources of the country have almost doubled.

Since 1890, when the Japanese archipelago exported but 20,000 tons of coal, the production of the black diamond in the archipelago has increased 677 per cent. Thirteen million tons were mined last year, of which 3,000,000 were shipped out of the country.

When a man is his own worst enemy, you can bet that the devil is going to win the fight.

GENERAL TRADE REVIEW.

It is astonishing to how slight a degree the stock markets are affected by the sensational reports of the uncertainties of the peace negotiations at Portsmouth. Ordinarily the matter of ending or continuing a war of such magnitude would be enough to dominate the world's markets, but now, while the bonds of the nations engaged in the struggle are sufficiently sensitive, the influence seems to extend little beyond. The long upward movement, in spite of the season of summer dullness, is almost without interruption and while a reaction, at least enough for taking profits, has been apparently long overdue there are no visible indications of an excuse for such a reaction. The prices of transportation and manufacturing securities have been steadily advancing until all records are passed, and there appears no indication of a retarding influence except that in many cases the properties are considerably above a parity as to their yielding of profits. The most conservative reporters agree that a reaction is overdue and the very fact of its expectation would naturally be a reason for it.

The outlook for abundant harvests is improving from day to day, although the heavy rains in some localities have caused anxiety. It is not yet late enough for absolute assurance as to frost damage, but a few days of favorable weather would soon settle all misgivings. The matter of crop moving has had a good deal of attention and it is thought the banks are already in position to meet the demand without serious trouble as an undue advancing of rates. The natural effect of the assurance of abundant harvests has been to reduce the price of grain, but that had long been a necessity if it was to have any place in the world's markets.

In manufacturing circles there is nothing to report that should be discouraging. In textiles the pressure of demand is steadily strengthening or advancing prices, and it is becoming evident that the stocks on hand are not going to be enough for requirements and that deliveries in many lines will be tardy. The expected advance in boots and shoes has finally been made and in spite of the fact that it is a material one there is hesitation in accepting contracts for very far future delivery. There is no radical change to note in the iron and steel trades, in which improvement continues steady and gradual.

Character counts for more than ability in the struggle of life.



Common Fault of Grand Rapids' Store Fronts.

The fall season is beginning to assert itself with little hints here and there, in each store, that soon will come the "dreariest days of all the year," when will be the need for warmer clothing, which will quite naturally come out in warmer colors and tones of colors. Just now, with the delightful spell of weather we are enjoying, simply to look at the advance flannels and flannel undergarments, woolen suits and overcoats, gives one a feeling amounting almost to suffocation; and yet before long the buying public will be doing something besides mere looking.

* * *

With the autumn openings there will be one thing we may be sure of seeing in the windows: new backgrounds! That's one great fault of Grand Rapids' stores—they hang on to their ancient backgrounds as if they were so very fond of them they couldn't bear to give them up. They seem fairly to idolize this work of their hands. Weeks and months go by and the same old familiar draperies and scrolls and squares and panels greet the eye until we cease to hope for a change and settle down to endure the Rip Van Winkleism yet a longer time.

The stores with the fine paneled woodwork of oak or mahogany of course have not to bother their heads with this phase of window trimming, and theirs is The Simple Life in this regard: they have only to concern themselves with the introduction of merchandise for the floor space, which, with the elimination of the background, is not a complex matter. The goods are at hand and their ingenuity, plus window fixtures, will do the rest.

* * *

Steketee, in common with one or two others, has a showing of Persian-patterned flannelettes. As a usual thing this store has its window space divided into too small compartments, giving a cluttered-up appearance. If there were but four in all, in place of the three on each side of the entrance, the effect would be a great deal better. Add to this the sidewalk case and it is "too much of a muchness." This establishment is gradually getting away from its long-time conservatism, and the farther it gets the more improved its mercantile methods. They are the last of the big stores to put in dummies—and I expect before long to see them even embrace these!

* * *

The other day—speaking of embracing dummies reminds me of it—a funny circumstance happened in one of the large local stores:

Several wax ladies were standing around on their pedestals, displaying to advantage the pretty dresses that are their *raison d'être*. One of these

was in the way of the good-looking clerk who was showing suits to an out-of-town customer. A certain Grand Rapids lady of fashion happened to be standing near the dummy. The aforesaid handsome clerk stepped into one of the aisles of hanging suits, the passageway being somewhat dark, owing to the close proximity of the clothing. While he was in the aisle with his back to the others, some one picked the wax lady up and moved her a few feet farther along; and, without thinking anything about it, the fashionable lady stationed herself in her place.

The clerk, not noticing this, and, finding the wax lady(?) still in his way, what does he do but unceremoniously clasp her around the waist, without so much as a glance at her face, and plump her down where he thought she wouldn't bother him any more!

The fashionable lady—the real flesh-and-blood article, not her wax sister—was so astounded that she never peeped. And the clerk did not discover that he had done anything out of the way until his ears were greeted with a hearty laugh from the clerks and customers in the vicinity, and all the others in the room joined in the merriment as the news spread.

The poor fellow was covered with confusion and was exceedingly profuse in his apologies to the lady whose dignity he had stepped upon.

He sent out and got two big boxes of the finest bonbons, one of which he passed around to everybody, and the other he presented to the lady, with the profound assurance that he would never, no never, repeat his innocent error!

The lady accepted his apologies with the best of grace. But the clerks—well, they have not got through teasing the clerk yet for the case of mistaken identity.

* * *

The Heystek & Canfield Co. shows a very handsome quintette of wall paper samples, handsomely arranged, they all being on the forest and foliage order. The colors are warm and rich, with just enough gilt a glinting through the leaves to save them from the sombre.

In front the ever-beautiful, ever-severe, "Tennessee Madonna" is in a gold frame, elegant for its simplicity, while an American girl is on either side. These two somehow seem incongruous with the central figure, and yet they hardly should, for a really-truly Southern girl posed for this now famous Madonna, which is revered by all to whom protecting Mother Love appeals.

Recent Business Changes in the Buckeye State.

Belle Center—J. D. Elliott, who formerly conducted a general merchandise business, is succeeded in business by the Belle Center Lumber Co.

Bowling Green—M. Friedlich will discontinue his clothing and furnishing business.

Canton—Klafter Bros. have opened a wholesale and retail cigar and

tobacco store in the Dewalt block, 122 North Market street. They will handle Key West and Havana goods, as well as all popular brands of domestic cigars.

Cincinnati—The Beaver Machinery Co. has been incorporated under the same style.

Dayton—A corporation has been formed under the style of J. T. Barlow & Co. with a capital stock of \$150,000. The new company will conduct a wholesale dry goods and notion business.

Dayton—A corporation has been formed under the style of the Miami Motor Car Co. with an authorized capital stock of \$25,000. This company will do a retail automobile business.

Gallipolis—M. A. Brosius is succeeded in the shoe and notion business by B. Frank Barlow.

Grand Rapids—Katon Bros. have sold their grocery and meat stock to Arthur and Jay Huffman, who formerly conducted a coal business under the style of Huffman Bros. The coal business formerly conducted by Huffman Bros. will be continued by Carson & Sheely. Katon Bros. have been engaged in the grocery business at this place for several years.

Lancaster—Huston & Wolfe, druggists, have dissolved partnership. M. R. Huston will continue the business.

Marshfield—J. H. Boden succeeds Swan & Co. in the grocery business.

Marrietta—Cleary & Johnson, who formerly conducted business under the style of the Constitution Grocery Co., have sold the Constitution store to Charles Pape, who will direct the future business under the name of the Constitution Store Co. Joseph Zollar will manage the store after September 1.

Paulding—T. W. Poorman is succeeded in the general merchandise business by Poorman Bros.

Urbana—Hodge & Engle will succeed S. E. Hodge in the grocery business.

Wilmington—Haowrth & Cast have opened a new clothing store in a newly equipped room in the Rombach-Frazier building, just north of the Court House.

Xenia—Brady & Strinfeis, clothiers, are succeeded in business by Haller, Hames & Higgins.

Recent Business Changes in the Hoosier State.

Anderson—Ray Callahan is succeeded in the millinery business by Anna Mead.

Anderson—Chas. F. Bell succeeds John Merrick in the grocery and meat business.

Clayton—Vanarsdell & Shaw, who formerly conducted a milling business, are succeeded by Vanarsdell Bros.

Farmland—O. W. McCormick will continue the hardware business formerly conducted by McCormick & Ash.

Fort Wayne—Samuel M. Foster, who manufactures shirt waists, has merged his business into a stock company under the style of the Samuel M. Foster Co.

Fort Wayne—Oswald Stahn, who formerly conducted a news stand and book and stationery store, is closing out his stock.

Indianapolis—J. D. Albertson succeeds Jos. Herndon in the retail grocery and meat business.

Indianapolis—The wholesale and commission produce business formerly conducted by Syerup & Co. will be continued in future under the style of Syerup & Vondersaar.

Mishawaka—O. A. VanLiew, who has been engaged in the drug business at this place for more than a score of years, is dead. Mr. VanLiew was sitting in his store when death occurred, which is supposed to have been due to some affection of the heart.

Mishawaka—David H. Smith, aged 83 years, the oldest merchant of this city, is dead. Mr. Smith attended to the book-keeping department of his own store until two weeks prior to his demise.

Richmond—Clark Ketch has sold his grocery business to J. S. Moore.

South Bend—E. A. Schacht has opened a store at 2212 South Michigan street and will carry a line of groceries and smoked meats.

Sandusky—Chas. Brown is succeeded in the general merchandise business by Clark & Knox.

Cash For Your Business, Patent or Real Estate.

no matter where located or what it is worth. If you want to sell I can find a buyer for you quick. Send me full description and price today.
F. A. MERCHANT,
2372 115th St.,
CHICAGO, ILL.



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 a merchant's siege with bandits. If so, merely send us your name and we will write you regarding it when ready for distribution.

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.

SALE-IN-BULK LAW,

Which Goes Into Effect on September 15.

Section 1. The sale, transfer or assignment, in bulk, of any part or the whole of a stock of merchandise, or merchandise and fixtures pertaining to the conducting of said business, otherwise than in the ordinary course of trade and in the regular and usual prosecution of the business of the seller, transferor or assignor, shall be void as against the creditors of the seller, transferor, assignor, unless the seller, transferor, assignor and purchaser, transferee and assignee, shall, at least five days before the sale, make a full detailed inventory, showing the quantity and, so far as possible with exercise of reasonable diligence, the cost price to the seller, transferor, and assignor of each article to be included in the sale; and unless the purchaser, transferee and assignee demands and receives from the seller, transferor and assignor a written list of names and addresses of the creditors of the seller, transferor and assignor, with the amount of indebtedness due or owing to each, and certified by the seller, transferor and assignor, under oath, to be a full, accurate and complete list of his creditors, and of his indebtedness; and unless the purchaser, transferee and assignee shall, at least five days before taking possession of such merchandise, or merchandise and fixtures, or paying therefor, notify personally, or by registered mail, every creditor whose name and address are stated in said list, or of which he has knowledge, of the proposed sale and of the price, terms and conditions thereof.

Sec. 2. Sellers, transferors and assignors, purchasers, transferees and assignees, under this act shall include corporations, associations, co-partnerships and individuals. But nothing contained in this act shall apply to sales by executors, administrators, receivers, trustees in bankruptcy, or by any public officer under judicial process.

Sec. 3. Any purchaser, transferee or assignee, who shall not conform to the provisions of this act, shall, upon application of any of the creditors of the seller, transferor, or assignor, become a receiver and be held accountable to such creditors for all the goods, wares, merchandise and fixtures that have come into his possession by virtue of such sale, transfer or assignment: Provided, however, That any purchaser, transferee or assignee, who shall conform to the provisions of this act shall not in any way be held accountable to any creditor of the seller, transferor or assignor, or to the seller, transferor or assignor for any of the goods, wares, merchandise or fixtures that have come into the possession of said purchaser, transferee or assignee by virtue of such sale, transfer or assignment.

First Convention of the Michigan Forestry Association.

The first convention of the Michigan Forestry Association will be held in the Park Congregational church, Grand Rapids, Aug. 29 and

30. The programme prepared for the meeting is as follows:

Tuesday.

10 a. m.—Call to order.

Prefatory Word — Thornton A. Green, Ontonagon.

Election of Committees on Organization and Resolutions.

Five-minute addresses on Michigan Forest Situation, by Dr. Beal, H. W. Carey, J. H. Bissell, J. J. Hubbell and others.

11:30 a. m.—Address by Alfred Gaskell, Washington, D. C.

2 p. m.—Welcoming address by Mayor Sweet. Response, Chairman.

Report of Forest Commissioners' work by members of Commission and Forest Warden.

Report on permanent organization and selection of permanent officers.

Discussion on Phases of the Forestry Problem in Michigan by lumbermen, manufacturers, educators.

4:30 p. m.—Address by Dr. Judson F. Clark, of Toronto, Ontario.

8 p. m.—Platform addresses on the following subjects:

1. A State Forest Policy—What It Comprehends.

2. Protection of Forests from Fire and Trespass.

3. The Problem of Taxation as Affecting Virgin Forests and Reforestation.

This session will be historic. It is expected that brief, pithy addresses will be made by a score of men and women who have Michigan's great interests in their minds and hearts.

Wednesday.

9:30 a. m.—Report of Committee

on Resolutions.

Address by Dr. B. E. Fernow, Ithaca, N. Y.

Address by H. M. Suter, Washington, D. C. Adjournment.

This will be a business convention of busy men, and every minute will be made to count. The adjournment will probably take place to accommodate those who desire to leave by the mid-day trains.

This programme is an invitation to you to come and take an active part. We are dealing with Michigan's greatest problem. Brief speeches and to the point will be in order and merit applause. Attendance and activity in this convention will be a mark of good citizenship. Remember that a country without woods is a house without a roof.



**The Attention
Of the World's Smokers Is
Centered on the
Ben-Hur Cigar**

The constant reputation of the BEN-HUR is not the result of a sharp advertising campaign of a few months, nor is it due to loud brazenly trumpeted blasts.

The man who at manhood drew comfort and satisfaction from a BEN-HUR is still holding to

the same brand now at 40's
shady side, and has no reason
for disappointment or change.

But for its real worth this brand would have been sleeping now in the graveyard where lie most of its competitors that it has encountered and passed in the last twenty years. Judges of good cigars are to-day as intensely interested in its positive merit as they were when the smoking world first awakened to the fact that a cigar of the first magnitude in quality was procurable for a nickel.

Dealers are sure of pleasing the most particular when they hand out a BEN-HUR to the man who doesn't know. Have you a box in your Case?

Worden Grocer Co., Distributors, Grand Rapids, Mich.



GUSTAV A. MOEBS & CO., Makers, Detroit, Mich.

AROUND THE STATE

Movements of Merchants.

Homer—Wm. Hayden will open a new shoe store.

Corunna—E. B. Seward has opened a fruit and confectionery store.

Alpena—Wm. E. Belknap succeeds John B. Hagerman in the bakery business.

Jackson—The Leever Lumber & Coal Co. is succeeded by the Leever Lumber Co.

Battle Creek—Frank L. Kelner will open a haberdasher's store here about September 15.

Holland—Gerrit H. Tien is succeeded in the grocery business by Thos. DeVries.

Alpena—Mirance LaFonde is succeeded by Thos. McKay in the grocery business.

Saginaw—August W. Schendel is succeeded in the meat business by Schendel & Co.

Pottsville—A. E. Lock succeeds N. O. Merritt in the general merchandise business.

Delray—Mrs. Lyons will open a cigar store in the building formerly occupied by A. O. Moran.

Detroit—A petition in bankruptcy has been filed by the creditors of the Detroit Wire & Iron Works.

St. Johns—L. C. Baumann, formerly of Saginaw, has opened a wholesale fruit and produce store here.

Empire—Max Frazer has removed his stock of dry goods, clothing and furnishing goods to East Jordan.

Houghton—Walter McVicar will continue the grocery business formerly conducted by McVicar & Farley.

Port Huron—Elmer G. Brown, dealer in groceries, notions and fancy goods, is succeeded by R. E. French.

Hermansville—John Quist has opened a jewelry store in the building formerly occupied by Dr. C. C. Campbell.

Boyne City—L. R. Byram will shortly engage in the dry goods business here under the style of Byram & Co.

McBain—Slocum Bros., undertakers and dealers in hardware, implements and furniture, are succeeded by Cavanaugh & DeVos.

Scottville—W. C. Freedy has purchased the general stock of T. R. Reader & Co. and will continue the business at the same location.

Pontiac—Ed. Haas has severed his connection with the Triangle Shoe Co. and started in business for himself at 71½ S. Saginaw street.

Mt. Clemens—On Sept. 1 Reuben C. Ullrich will merge his hardware, paints, oils, plumbing and gas fitting business into a stock company.

Cheboygan—A. Lester, formerly of Gaylord, will engage in the dry goods, clothing, hats, caps and shoe business here about Sept. 10.

Partello—Martin Dedrick, who conducts a lumber business and general store near this place, has filed a voluntary petition in bankruptcy.

Muskegon—E. Kalkema has sold his interest in the meat market at 77 Jackson street. The firm hereafter will be known as Leffring & Son.

Coldwater—N. J. Roberts has sold the stock in his Chicago street grocery store to Eugene Hall, of Girard, who will continue the business at the same location.

Portland—Mrs. E. M. Blanchard has sold her millinery and fancy goods business to Miss Clara Smith, who was in the same line and who will consolidate both stocks.

Durand—E. B. Stone & Co. will open a racket store in the Stevens block about Sept. 10. Mr. Stone comes here after a successful business career of many years in Oxford.

Grawn—John R. Van Keppel, who recently conducted a general merchandise business at this place, has removed to Cadillac, where he will continue the same line of business.

Ishpeming—Svend Johnson has purchased the interest of Otto L. Peterson in the shoe and clothing stock of Johnson & Peterson. The new firm will be known as Johnson Bros.

Battle Creek—After thirty-nine years in the tailoring business in this city, G. F. Zang has retired from active business. Fred Zang, his son, will continue in the business with Montgomery Frink as his partner.

Lansing—The E. C. Bacon drug stock has been purchased by A. D. Sturgis, whose drug stock at Lowell was destroyed in the conflagration at that place last spring. Mr. Sturgis will continue the business at the same location.

Holland—H. W. Van der Lei has sold the City grocery to D. Boonstra, of Zeeland, and Albert Rooks, of East Holland, the new firm taking possession Monday morning. Mr. Van der Lei will remain with the firm for a few months.

Lansing—B. N. Hickey, of Howell has leased the south half of the building at the corner of Washington avenue and Ottawa street, formerly occupied by Longyear Brothers' furniture and carpet house, and will open a men's clothing store in the early part of September.

Houghton—Since D. Toplon, the dry goods merchant, disposed of his goods in the ladies' department to I. Rosen, of the firm of Rosen Brothers, of Negaunee, he has decided to conduct a strictly men's furnishing goods store. He will occupy one side of the present quarters.

Benton Harbor—Avery, Townsend & Prideaux have merged their clothing and boot and shoe business into a stock company under the same style. The new company has an authorized capital stock of \$12,000, of which \$7,000 has been subscribed and paid in in cash.

Traverse City—The Queen City bakery, located at the corner of Seventh and Union streets, has been purchased by Frank Smith, who has been in the employ of Lane & Adams since they bought the business and for nearly two years before that was in the employ of the previous proprietor.

Carson City—M. E. Town, who recently uttered a chattel mortgage on his general stock to E. P. Waldron, trustee, is offering to settle with his creditors on the basis of 50 cents on the dollar, the local banker having agreed to furnish the necessary funds. The claims of creditors aggregate about \$7,000 and the stock and book accounts amount to about \$5,000.

Perry—The Perry Glove & Knitting Co., one of the largest concerns of the kind in the country, has decided to begin the erection of a new factory building at once. It will be 33x123 feet on the ground, made of cement blocks, fire proof, and equipped for the every convenience of operators and machines. This will double the present capacity of the factory.

Portland—Wm. Stone, who has been with John A. McClellan as manager of his general stock for a number of years, will put in a stock of hardware in the store room formerly occupied by A. H. Moore & Son, grocers, who have gone out of business. Mr. Stone expects to open in about two weeks. He will have with him Robert Brooks, who has been with Mr. Culver for a number of years.

Portland—Wm. P. Culver, who has been in the hardware line for the past quarter century, has, on account of poor health, been obliged to withdraw from active business life and has sold his stock of goods to G. W. Allen, a clothing merchant of this city. Mr. Allen in turn disposed of it to W. W. Lung and Elmer Green, the former having been in business at Collins, and the latter until recently a resident of Rochester, N. Y. They will conduct the business.

Muskegon—Gustaf A. Larson will open a clothing store at 96½ W. Western avenue, in the new Hardy row, about August 31. The store is now being refinished and decorated for the opening. Mr. Larson has been connected with the clothing business for the last nineteen years. He was for eight years with the old firm of Callan & Dratz, the business now being conducted by T. B. Callan. Since that time he has been with C. B. Mann & Co. and the successor of that firm, F. B. Baldwin & Co.

Kalamazoo—A man giving his name as George Ferdinand has given the Cheney Real Estate Co. and the People's Outfitting Co. no end of trouble. His boarding house keeper was the only one swindled, however, she having lost the price of keeping him and a woman, who was supposed to be a bride of two weeks. The Cheney Co. sold him their best house, valued at \$8,000, and Ferdinand closed the bargain with a check for \$1,000. Going to the Outfitting Co. he purchased over \$1,000 worth of furniture, which was delivered and then he left town. The checks proved worthless, but the only person who lost anything by the vagaries of the stranger is the keeper of a swell boarding house, who is out two weeks' board for two.

Lansing—About three months ago a man giving his name as J. W.

Landau, rented a store here and announced his intention of doing a jobbing business in dry goods and notions. Apparently the shelves of the store were packed with goods. Shipments were received and dispatched, and although Landau was absent most of the time, it was supposed he was doing a good business. Recently Eastern manufacturers who had been shipping goods here became uneasy, and placed claims aggregating \$2,500 in the hands of a local law firm. Failing to secure payment, an officer was sent to the store recently. He found the boxes on the shelves either filled with rubbish or altogether empty. Only a few dollars' worth of goods remained in the store. The man in charge of the store refused to give his name to the officers. He vouchsafed the information, however, that the goods had been shipped in practically the original packages to Landau in Detroit. An attempt will be made to locate the goods if possible.

Manufacturing Matters.

Lowell—F. J. McMahon has sold his interest in the cigar manufactory here to J. J. May.

Lansing—The A. Simon Brass Foundry Co. has changed its name to the Gerson-Carey Co.

Bay City—The estate of Bruno Nabert, sheet iron and copper works, is succeeded by Schepper & Covert.

Detroit—The Detroit Timber & Lumber Co. has increased its capital from \$500,000 to \$750,000 for the purposes of extension.

Saginaw—The Lufkin Rule Co., which does a manufacturing business, has increased its capital stock from \$200,000 to \$500,000.

Kalamazoo—The White River Lumber Co., of Grand Rapids, has increased its capital stock from \$75,000 to \$225,000, and changed its location to this city.

Adrian—The Gifford Automatic Safety Pin Co. has changed its name to the Adrian Pin & Lock Co., and increased its capital stock from \$10,000 to \$200,000.

Millersburg—S. F. Derry has finished cutting out his hardwood stock, 4,500,000 feet, and has sold 4,500,000 feet of hemlock logs to the Embury-Martin Co., of Cheboygan.

Edwardsburg—The grain elevator owned by the McLane & Swift Co. burned Tuesday. The elevator has a capacity of 30,000 bushels and contained 15,000 bushels of wheat and oats. The loss will be \$20,000.

Raber—The sawmill of the Mud Lake Lumber Co. was destroyed by fire last Sunday, involving a loss of \$25,000, with an insurance of \$11,750. It is expected the mill will be rebuilt. The company has timber yet for a two years' run.

Jackson—The Leever Lumber Co. has filed articles of association at the county clerk's office. The capital stock is \$10,000, which is divided into 1,000 shares, at the par value of \$10 each. The total capital is paid in in stock. The stockholders of the company are Flora A. Leever, 875 shares; Christian Leever, 100 shares; J. Delos Jewell, 25 shares.



The Grocery Market.

Sugar—Raws have declined $\frac{1}{8}$ c since the last report. The demand for refined is strong and refiners claim to be heavily oversold. The berry season has practically closed, but the fall fruits are just beginning to come upon the market and there will be heavy demand for sugar as long as they are being put up. The past week has probably shown an increase over the week before in the shipments of sugar from Michigan jobbing markets and business should continue just as good for several weeks more. This has naturally had a firming tendency on the market.

Canned Goods—Corn and tomatoes hold about where they have been. The market for the latter is firm in tone, but actual advances are rare. The demand for spot tomatoes is good. Corn is in small request. Other vegetables are moving slowly. There are too many fresh vegetables on the market to allow a heavy movement of the canned. There is a firmer feeling gradually pervading the canned fruit market. Reports from California say that a number of the fruits have turned out even a smaller crop than anticipated and with the heavy demand from the driers and from the fresh fruit shippers the canners have had hard work to get supplies at any price. California canners thus have confidence in the market and while they recognize the fact that the country is moderately well supplied with fruits, they believe that before long buyers will have to come to them freely. What is now generally termed in salmon trade circles the "Buyers' Club," to force the position of the packers on prices for 1905 Sockeye salmon by the use of rumors of a cut in values from the opening basis, has apparently failed of its object, since none of the packers' representatives will admit a reduction has been made. The most positive assertions are made that no deviation from the basis of \$1.35 on talls, \$1.50 on flats and \$1 on halves is in contemplation. The rumors to the contrary have, however, completely unsettled the situation, and while a few confirmations have been placed the orders booked at the opening prices have been comparatively limited and generally confined to brands for which there is always a sale no matter what the price quoted. It developed as a possible explanation of the existence of the rumors of a cut that buyers have seized upon certain sales made on a \$1.25 f. o. b. basis for tall Sockeye by one interest prior to the naming of a flat price by the packers in agreement. This business done is said not to have been considerable or important.

Dried Fruits—Peaches are unchanged for the week and very high.

The recent rapid advances stopped the demand. Apricots have advanced $\frac{1}{4}$ c further during the week, but the demand is good. Currants are still very firm. New currants cost about 6c to lay down on this side, and the market for the old fruit is working up very close to that figure. There is now only a difference of about $\frac{1}{2}$ c between the new and the old, where there should be all the way from 1@1 $\frac{1}{2}$ c difference. Raisins are wildly advancing, due to the latest new combine. To give some idea, 3-crowns advanced from 4c to 5 $\frac{3}{4}$ c within a few days and other sizes in proportion. Seeded raisins jumped up from 5 $\frac{1}{2}$ c to 7c in the same time. There is some demand for raisins at the advance, but only in a small way. New raisins can hardly be bought at all, the packers having grown so independent. Prunes on spot are unchanged and quiet. In futures some sales of outside fruit have been made on a 3 $\frac{3}{4}$ c bag basis. The basis for Santa Claras is 3 $\frac{1}{2}$ c, but very few sales have been made at that. The future of the prune market is doubtful. Unless the trade buy more freely at 3 $\frac{1}{2}$ c than they have done it is difficult to see how the packers can avoid declining prices.

Coffee—The receipts of Rio and Santos at Brazil shipping points are a quarter-million pounds less than up to the same date last year. Whether this will be made up by increased receipts later on is a question which the trade are now trying to solve. One contingent declares that the deficiency will be made up and does not believe that the advance is justified. Another influential coterie believes the crop will not be larger than last year. If the latter prophecy is true the world would again have to draw on its visible supply, and on July 1, 1906, the visible supply will show a further decrease of at least a million bags. If this contingency comes to pass coffees are bound to assume a higher basis. The fact is that the world consumed more coffee last year than it raised. If it does this again this year there will be but one result—an upward tendency. The conditions on which the future of the market will depend will not be settled and known before October or November, but in the meantime it is probable that coffees will continue firm. Milds, in sympathy with Brazils, have advanced somewhat and the assortment is, as usual, very poor. Java and Mocha are steady and unchanged.

Tea—The supplies of old crop are so plentiful that they have obscured the interest in the new for the present. But when the old is well cleaned up and the buying of the new becomes spirited, it is evident that a higher level must be reached and that right quickly. Just when the trade will be in the market for new tea there is no telling, but jobbers are hopeful that more interest will be taken within the next thirty days.

It is only the mediocre that are afraid to be enthusiastic.

The Produce Market.

Apples—Red Astrachans command 50c per bu. and Duchess fetch 75c.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The quarantine at New Orleans is making much trouble and a few receivers are said to be negotiating with some independent companies that land fruit at Eastern points, thus dodging the fever barricade.

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 14c for packing stock. Renovated is in moderate demand at 20c. It seems as if the packing stock buyers had bought all they cared to at present, as they have heretofore taken everything at almost a uniform price. Whether they will remain out permanently or are only taking a rest remains to be seen. The steady consumptive demand has been the chief cause in the advance of creameries.

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

Carrots—15c per doz.

Celery—20c per bunch.

Cucumbers—Home grown are in large demand at 15c per doz.

Eggs—Local dealers pay 16 $\frac{1}{2}$ c on track for case count shipments, holding candled stock at 18c. The shrinkage is heavy, necessitating a wide difference between the two grades. Receipts this week have exceeded those of last by considerable and the consumption being no greater, the market weakened. Many of the eggs received now show signs of being held. The farmers are usually slow to market them during the busy harvest season.

Grapes—Growers are laying in baskets, preparatory to marketing a large crop. Fennville advices report much rotting on the vines and the same reports reach us from New York State.

Green Corn—Has declined to 10c per doz.

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

Lemons—Californias are strong at \$8 per box, Messinas at \$8@8.50 and Verdillas at \$8.50@9. The heavy demand late last week developed a shortage again. In fact, the shortage has never been overcome and any hot weather for the next month or two will result in a still higher market.

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 \$5.25@6 per box. Comparatively little interest is taken in oranges. The supplies are not large, but are big enough to meet the demand at this season of the year.

Musk Melons—Michigan Osage command \$1.25@1.40 per crate of 12. One dealer is handling 100 crates of Benton Harbor melons daily. They are the product of one grower, whose output has been marketed by the Grand Rapids man for the past half

dozen years. Rockyford Cantaloupes fetch \$4.50 per crate of 54 and \$4 per crate of 45.

Peaches—St. Johns, Crane's and Early Michigans range from 75c@81 per bu. They are so full of water that they will not stand shipping long distances, which practically confines transactions to nearby points.

Pears—Small sugar and large varieties command \$1 per bu.

Plums—\$1 per bu. for either Burbanks or Abundance.

Potatoes—40@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@81; pigeons, 75c@81 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 90c 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.

Merchants Indulging in a Street Fair.

Saginaw, Aug. 19—The enterprising merchants of Gratiot avenue have decided that the street is to have another hummer of a time this summer. So great was the success of the Gratiot avenue Fourth of July celebration that the merchants are emboldened to try again in the amusement. A meeting has been held, at which time the matter was talked over and a committee was appointed to solicit funds after it had been decided to go ahead with the project. Another meeting will be held soon, at which the contracts will be signed and other definite arrangements for the affair will be made. It is proposed to have fourteen amusement places on the street, eight of which will be free and six will be charged for.

It was decided to hold the street fair the week commencing September 4. The south side street fair takes place next week and the people will have a week in which to rest up and get in shape for the event of the west side. The council will be asked to grant the use of Gratiot avenue, from Michigan avenue to Harrison street, and Mackinaw street from Michigan avenue to Hamilton street for the purpose and the Gratiot merchants propose to show Saginaw a street fair the equal of which has yet to be seen here.

Municipal Ownership a Failure.

Monroe, Aug. 22—The Common Council has authorized the Mayor and City Clerk to enter into a contract with the General Construction Co., Limited, Detroit, for the sale of the municipal lighting plant for \$25,000, ten-year contract and franchise. The matter will have to be ratified by vote of the electors at a special election to be held Monday, September 11.

NEW PHARMACY LAW.

Report of Legislative Committee to the State Convention.

In submitting our annual report, we wish it distinctly understood that we have a limited number of bouquets and there are so many who are deserving of them for the good work they performed in securing the passage of our pharmacy bill that we have concluded to let their good deeds bespeak their praises, rather than deluge them with flowers.

In using the word "we" please let it be distinctly understood to mean all those who were in any way helpful in preparing and assisting the passage of the bill through the Legislature and not alone the Legislative Committee. As a Committee, we feel that the work performed by the officers and many of the members of this Association and the Board of Pharmacy was much greater and more effective in many ways than our own, and we have no desire to take credit for their work. Neither do we wish to assume the responsibilities for the changes that were necessarily made from the original draft in order to make it acceptable to a majority of the members of the Legislature.

We are convinced, however, that we secured the best that was possible under the circumstances and we came within just thirty minutes of getting nothing. It is not necessary to review the history of its passage through the Legislature. Most of you, no doubt, are familiar with the annoyances, trials, tribulations, misunderstandings, broken promises and idiotic objections that constantly beset us and delayed its final passage through the House until one day before adjournment. And were it not for the fact that we had an able advocate, a diplomat of the first order, in Mr. Knight, of Battle Creek, who worked early and late and all the time in our behalf—his skill, tact, popularity and good judgment supplemented by the helpful aid of Mr. Beal and Mr. Jerome in the House, and Mr. Erwin, of the Board of Pharmacy, who was ever present to confer with and to aid in every way that seemed best—it would have been impossible ever to have effected its passage through the House.

The history of this measure is, no doubt, identical with that of all bills that are of very much importance. The objections mostly came from men who were, or who imagined they were going to be, affected by some particular section in the bill and who were willing to sacrifice the entire measure, rather than acquiesce in some minor clause that might possibly cause them to lose a few dollars. We are thoroughly convinced of the fact that many bills are passed not because of their value, nor to satisfy a popular demand, but their passage usually depends on the influence of those who are interested in the measure, supplemented by the popularity and resourcefulness of the man who champions the bill.

Past experience had taught your Committee all that was before us

and so we were not surprised at the difficulties, obstructions and discouragements met with and, now that it is all over, we can but feel that the pharmacists of Michigan are to be congratulated that for the first time in the history of our State we have something like a real up-to-date pharmacy law. Naturally, it is not just as we wished it to be, and, in fact, it would have been almost a miracle to have secured the passage of the bill that had the endorsement of the Association last year.

This bill taken as a whole is a mighty good start towards a model pharmacy law and future amendments desired by this Association and the leading pharmacists of Michigan will be easily obtained at some future session of the Legislature. As we have remarked, the law is a fairly good one, but its value to the people of Michigan and the pharmacists of this State will depend largely upon the loyalty of those who caused its enactment.

Its enforcement will naturally devolve upon the Board of Pharmacy, but the Board will be powerless to make the law effective unless the law-abiding pharmacists of Michigan, as a whole, are willing to lend their aid in seeing that violators are prosecuted and punished as they deserve.

Remember that it is your law and that it is your duty as much as of the members of the Board of Pharmacy to aid in its enforcement, so do not be too ready to criticize if the results are not up to your expectations, if you fail to do your duty.

The changes that were made from the original draft are many. We do not deem it necessary to make comparisons, but when this report comes up for discussion we would be pleased to explain, so far as we can, the changes that were made in order to make the law satisfactory to the pharmacists throughout the State and to the members of the House. We positively assure you that there was not a change made but that was deemed imperative and absolutely essential in order to save it from final defeat. Naturally, we felt humiliated that we had to accept some of these amendments, but this experience is common to those who have dealings with the Legislature.

Assuring you that our best efforts were put forth in your behalf and trusting that the Legislative Committee of two years hence will be able to have all the amendments added that will result in making it the most modern and up-to-date pharmacy law in the United States, we respectfully subscribe ourselves,

A. H. Webber,

H. J. Brown,

A. L. Walker,

Committee on Legislation.

Business in Fall Lines of Hardware Brisk.

While the leading jobbers and retailers continue to buy small supplementary lots of summer goods to fill in the gaps in their stocks and meet unexpected requirements of regular customers, the bulk of the

business in the hardware market is now being transacted in the strictly fall and winter lines. Most of the manufacturers of special goods have already booked a large volume of orders, but still greater activity is expected next month.

A stronger undertone is beginning to pervade the market for nails and wire products and there is less cutting indulged in by the independents in the West. The higher prices asked for sheet zinc are not checking the buying movement in this line and, although further advances are expected in the prices of galvanized sheets in sympathy with the continued strength in spelter and sheet bars, it is thought that the present demand for eaves trough, conductor pipe and other staples and specialties made from galvanized sheets is more likely to be augmented than curtailed.

The usual early fall trade has begun well in pipe, elbows, stove boards, scoops, shovels, spades, axes, lanterns, corn knives, huskers and other autumn and winter goods, but the supplies appear to be ample for all requirements and no extraordinary features have yet developed. The demand for builders' hardware continues very brisk and there appears to be no diminution in the volume of new orders which are being placed in all sections of the East, West and South.

Machinists' and carpenters' tools are selling freely and the demand already noted is better than that at a corresponding period for many years. Binder twine, which is used in harvesting wheat, corn, rye and oats, is very active and, with the prospect of an unusually large crop of corn, it is believed that the demand will increase rapidly within the next few weeks. There is, however, less activity in nuts and bolts, and despite the fact that the members of the Nut & Bolt Association have decided to reaffirm prices there is still some cutting among independent manufacturers in the West.

Industrial Conditions at High Water Mark.

Bay City, Aug. 22.—The industrial conditions in this city during the past week have been without noteworthy features. The full employment of all classes of labor in every branch of manufacturing industry continues, and there is no let-up in work of every description. Even with the decrease in lumber importations from Canada there is no slackening of work in the mills and wood manufacturing. At the Ward veneer works, said to be the largest and most complete plant of its kind in the country, a new roller veneer dry-

ing machine, operated and heated by steam, which dries the sheets of veneer by tremendous pressure and heat, is being installed. The machine is over 100 feet long and its installation will require several weeks.

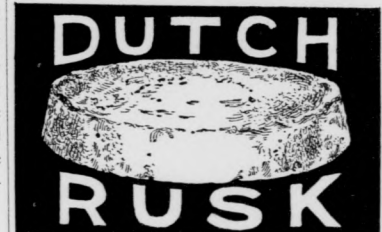
The mining industry continues to improve and work on the new buildings at the Wenona mine is being rushed, while the new installation at Wolverine No. 2 shaft is completed and the mine is ready to resume work. The Michigan Vitified Brick Co. this week completed the third of its new kilns, the kiln having 175,000 brick capacity. The company now has in operation five kilns with a total capacity of 625,000 bricks.

The new Crow Island Brick Co. has its first unit completed, but is hampered by a scarcity of labor.

Up Against It Hard.

To give an idea of how hard the shoe business is for certain manufacturers at the present time, the fact is related by a well-known Massachusetts manufacturer that he cannot buy soles for the making of a line of cheap slippers. He wants straight soles, not rights and lefts, but cannot secure them. Now and then he is able to secure four, five or six cases, but it is absolutely impossible for him to buy the straight soles, so as to carry on any large amount of business on his cheap line of slippers. This instance is related to show the desperate straits which surround some lines of shoe-making at present. Probably sole leather was never more firm for many years than at present.

The average wife has the recording angel beat at his own business.



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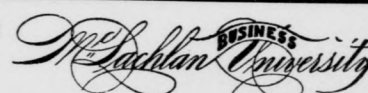
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Women



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SUCCESS WORSHIP.

It Is a Bar and Discouragement To Young Men.

One of the evil effects of lionizing the man who has made a brilliant success in the commercial world is that it reacts upon the young beginner in business life, suggesting discouragements where discouragements should not be considered.

The tendency of the public in looking upon the careers of such successful men is to credit them with an almost preternatural acumen and foresight. Where a certain move in anticipation of business has resulted in a golden harvest, perhaps, the popular idea is that the individual, seeing the opportunity from the inception of the idea, through all its evolution and progress, down to the golden finish of it all, has been master of conditions, accident, circumstances—veritably the architect of his own fortune.

That "no man is hero to his valet" is a commonplace that holds a vast deal of wider philosophy. Hero worshipping has always been a tribute of generalities. Men are made pretty much after the same general mold and of the same general clay. Few qualifications may be proved for the best brains beyond common sense as a foundation, together with practical knowledge. The business type of man who has intuitive insight into the future, stepping from opportunity to opportunity as he has foreseen them, and mounting at last the pedestal of success which an admiring public has built for him, belongs at once to the Cinderella and Jack the Giant Killer literature. He does not exist so far as contemplating the rounding out of a millionaire career at the end of a generation or even a decade of complex business operations.

In railroading, for instance, it will be admitted that some of the best brains of the country have been assembled almost regardless of price and charged with the administration of these great highways of traffic. But in New York City to-day are two monumental examples of the shortsightedness of men who have represented two of the great railroads of the United States. Years ago, when the Pennsylvania Company built its lines for New York it stopped on the New Jersey side of the river. At that time land in New York might have been had at a fraction of present prices, but the opportunity for a Manhattan station was overlooked and for years the clumsy ferries have completed the road's passenger service into the city. Just now two city blocks on the west side of New York have been purchased, the buildings wrecked and removed, excavations are making, and thousands of dollars' damages to adjacent property will have to be paid before the work is completed.

The New York Central remodeled its passenger station only a few years ago at a cost of many thousand dollars. Already it had been outgrown, but in the judgment of its management this remodeling would be worth while and sufficient. But in spite of

this great expenditure the New York Central has waited until land values in New York were at the top, and it, too, is tearing out city blocks and excavating for the structure which its passenger traffic has made imperative.

Where are the examples of acumen and foresight in these two circumstances? These necessary investments will not make financial failures of the roads. They may not disturb seriously the nearby dividends of the concerns. But it is certain that these expenditures of millions might have been saved in great measure had the managements of these roads possessed to any marked degree this phenomenal "foresight" which the public has been so delighted to discover after a marked success has been made.

Chicago also has two marked examples of shortsightedness. First of these is a \$4,000,000 post office building, designed twelve years ago and not yet completed, but which has been declared inadequate for its first purpose before the post office has been moved in. Another example of a total lack of foresight is in the river tunnel at Van Buren street. When it was opened a dozen years ago as one of the finest tunnels in the whole country a banquet was served in celebration of its completion. Within five years, however, the National government was declaring it to be an obstruction to navigation—as it still is.

When the Chicago post office was designed the city was enjoying a boom period which could suggest only rapid growth in the mail to be handled. To have built the structure too large might have been the natural result of the occasion and circumstance and something to be forgiven. In like manner, when the tunnel at Van Buren street was designed lake vessels were in an evolutionary process that should have suggested a deeper bore. In the light of crediting the successful man with a sort of second sight, these are examples enough to shock a good many worshippers at the shrine of successful men.

As a mere business asset, there are few men who would care especially to confess to anything short of this gratuitously extravagant reputation. In his own heart the best type of the successful business man discounts this extravagance to himself, if only to preserve his mental balance in business. He knows it is an unsafe proposition to be led into such a condition of mind. Yet this same exploiting of his phenomenal acumen in business is a bar and a discouragement to the studious application of the young man to a business prospect that demands a present careful study as its only final solution.

Mental grasp of conditions, whatever they may be, must depend upon the mentality of the man. No man may succeed in any life work without preparing for the use of his best judgment and to the best of his knowledge, at the same time holding himself ready to make concessions to circumstance. He must walk around many things which he had prepared to climb over. He will find opportu-

ity to walk over many obstacles which he had expected to walk around. The unexpected will happen to him, hampering him, just as the unexpected will turn up by which the whole plan of his life may be altered to greater things than he has dreamed of. Success in business always must be an evolutionary process.

I have an acquaintance who is a city manager for one of the greatest milk concerns in the country. He told me a story on one occasion illustrating an attempt at business "architecture" on the part of one of the company's drivers of a retail wagon. This man was of good family who had taken the position through financial necessity. He was unsatisfactory as a wagon driver on one route, and when told of it entered a protest against his complainants, making the chief point that he was far above the position which he occupied. But he needed the salary and to satisfy the customers on the one route he was removed to another district, with the net result that he was discharged at the end of two weeks as utterly incompetent. He became a gateman on an elevated railway and lasted about a week in that position. Yet the manager of the milk company had been a wagon driver and a good one, just as the manager of the elevated railroad had been a horse car conductor and a good one. Just where this recent failure in both positions finally will wind up is not hard of speculation.

To-day is and has been the great present of the world's worker. Let the young man outline his life work if he will. Let him aspire to anything within the probable limits of his ambition. But to the extent that he may be led by "success worship" to ignore to-day in scheming a short cut to phenomenal success, he is undermining opportunity.

John A. Howland.

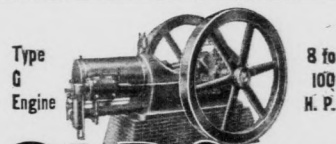
First Meeting of the Michigan Forestry Association.

The provisional programme for the initial meeting of the Michigan Forestry Association, Aug. 29 and 30, at Grand Rapids, has been issued. The meeting should be largely attended by lumbermen, dealers in timber products, wood manufacturers and educators. It will be worth the while to be a part of the movement to originate so useful an organization. The Grange, the Farmers' Institutes, the Horticultural Societies, the Women's Clubs and Boards of Trade, which have done such valiant service for years in urging the importance of a forestry movement, should be ably represented at this gathering. Already several hundred men and women have sent in their membership fees, indicating their sympathy with the objects of the organization, and the attendance will undoubtedly be representative. While it is to be a business meeting, because the problem to be dealt with has such a strong bearing upon business interests in a large way, it should interest every public-spirited citizen of Michigan. The objects in view must appeal strongly to the pro-

pressive women of our State. Fathers should bring their boys to this convention because the movement must be carried on to fruition by the young people who are now coming onto the stage of activity. The movement should appeal to families, and what a delightful thing it would be for the older and younger members of families to join in this public-spirited undertaking. The individual attendant upon this convention may not feel that personally he will reap much benefit from the time and energy he will put into this movement, but it is one of those great undertakings which require all of the people to put their shoulders under the burden. The aggregate beneficent results will be marvelous and in the end the entire population will reap a generous reward. This is a movement which is a test upon public-spirited citizenship. Let every reader of this word feel a responsibility and in some way lend a hand in this far-reaching enterprise.

Wisdom's Birth.

Application is the price to be paid for mental acquisitions. It is the seedtime which produces the harvest of wisdom.—Dr. Forbes.



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E. A. STOWE, Editor.

Wednesday, August 23, 1905

"There seems to be a certain amount of worry meted out to the human race, and if one individual refuses to bear his share another has to undertake it, for it has to be borne by some one. No one need grudgingly accept his portion, as not only does it result in good to himself but the human race participates in the benefit."

AMERICA'S DESTINY.

Is the American race "playing out?" Has it reached the zenith of its power and is now declining to its decay and destruction?

That is what was declared a few days ago in Chicago by Prof. Edward A. Ross, of Nebraska University. The Professor, who is a student of ethnology and sociology, was lecturing in Chicago, and in the course of his remarks said that the race had suffered from two chief clauses. One was the loss of so much of the best blood and manhood in the Civil War, and the other the inundation of foreigners. Said the Professor:

"The Civil War cost half a million men well above the average in physique and in spirit. The South lost her flower. In the North the impulsive were decimated, while the calculating staid at home and multiplied. Had this splendid half million lived the Old World would not have populated the transmississippi region, and the nomenclature of many a Western town would have been different today. The blood of the nation was lastingly impoverished by that awful hemorrhage. Had this sterling humanity not been squandered, the South now would not be so hysterical or the North so graft-rotted as is the case to-day. Notice the declining productivity of statesmen in the South.

"Then came the Great Dilution to pull down the average. The new-comer counts one at the polls, and hence it is in our politics that the sag is most evident. The higher types of men are prompted to act together, because they believe in the same principle or love the same ideal. The inferior pull together from clannishness or allegiance to a leader. The growing disposition to rally about persons and the rising value of saloon-keepers, the ex-pugilist, and the boss in con-

trolling city voters would indicate that the electorate has been debased by the too free admission of political incapables."

People are frequently swept away from sense and reason by a few striking expressions, a few eloquent sentences, and the magic of an enthusiastic and brilliant speaker to accept as truths statements which are only plausible, and conclusions which are far from logical and right, and this, it seems, is just what has been done by the eloquent and ingenious Professor.

That much of the best blood and manhood of the American race perished in the war between the States, is true, but those very heroic men left descendants. They were not like the Romans, falling on the plains of Asia or perishing among barbarian tribes from the deadly plagues of those far-away countries. In the same way the young manhood of the British races was spent in wars among savage strangers and amid the frightfully insanitary conditions which they found in the forests and fens of tropical Asia and Africa. In the American war between the States men from the fighting line were frequently able to visit their homes, or they got themselves wives in the country of the enemy, all of whom were Americans.

It is impossible to believe that the American race is in its decline before it has even begun to work out the tremendous and amazing destiny that has been marked out for it. If we appeal to history for information of the past upon which to base forecasts of the future, we find that Rome was for nearly a thousand years mistress of the world. For nearly half that period Rome was a republic. Then it passed through a series of bloody civil wars, and without any radical changes in the laws, it became an empire with an elective head.

In all that time the Romans were engaged in foreign and civil wars, and they incorporated into their armies and finally into their nationality men of various races, so that these strangers and descendants of strangers made up the greatest part of the army, and even chief persons in politics and social affairs. But the Romans are not the only examples of the long-continued power and predominance of a people. Take the inhabitants of the British Isles. The inhabitants of each were for centuries at war with those of the others. England did not become a real nation until after the Norman conquest in 1066, and Great Britain occupied no prominent position in the world until the time of Elizabeth. From that time to the present Great Britain has been carrying a succession of conquests around the globe until, according to the stereotyped boast, the sun is always shining somewhere on the British flag. It is possible that the English race has passed its zenith because 800 years have elapsed since the Norman conquest. France may have started on her decline as more than a thousand years have passed since she produced Charles Martel, and Spain may be on the same road since

she has moved a thousand years from the age of the Cid.

But America has had white men of the British race in her confines for only 300 years. When the Declaration of Independence was sent forth with its message of liberty there were only three million whites in the country from the St. Lawrence River to the Floridas, and it is but little more than a century since we had Washington among us. Ours would be a pitiful race to succumb to luxury and debauchery a century from Washington.

There will be such despicable creatures, of course, but there is going to be a powerful, energetic, restless and daring race, not only ready but eager to work out its destiny and waiting only for a leader. As long as there was a Western wilderness to be conquered, it occupied the energies and force of the race; but that task has been accomplished, and there is other work to be done.

The American Hemisphere has been dedicated by the Monroe Doctrine to the sole use and occupation and enjoyment of American nationalities. It will not be long before the pledges of that great doctrine are to be made good against some nation or other. Then there are problems of statesmanship and of serious international concern to be solved in Asia and in Europe. There is going to be business of the most strenuous sort, and Americans will have their hands full of it.

This, then, is no time for a spent and rotten race. On the contrary, the best manhood and prowess of America will be needed for the work. We will require 200 years more for this business, and 500 years before we can consent to go into hopeless decay, but when that time shall come the American race will have scored up a grand record.

The adoption of a uniform standard for life insurance policies is one of the results likely to come from the present agitation concerning the methods of insurance corporations. There are many reasons why such a standard should be desired. Policies are now offered in such variety of propositions as to create confusion. With a uniform standard preference would be given to the companies showing the most careful management rather than to those making the most alluring promises and pretensions.

The anti-American boycott in China is one of those good things which may be carried too far. The foreigners in China, whose interests conflict with ours, were at first elated when our products were placed under a ban. They now fear that the boycott will result in a revival of the boxer movement, which is in antipathy to all foreigners. It is always wise to help quench the fire in your neighbor's house lest it destroy your own.

A man's popularity is generally measured by the depth of his pocket-book.

MACAULAY'S PROPHECY.

Macaulay once prophesied in effect that the masses of the American people would in the course of several generations use their right of suffrage to confiscate wealth in the name of the state. That carries with it a suggestion of a low estimate of the perceptions of our people and incidentally an intimation of lack of faith in their ability to govern themselves. Be that as it may, the fact remains that a good many people in this country are doing all they can to prove Macaulay a good prophet. They are willing to go to the polls and vote themselves into proprietorship of the various plants and properties which individual enterprise, wealth and energy have built and operated. There has been more talk about municipal, state or federal ownership of public utilities in recent years than ever before. It was made an issue in Chicago and succeeded at the ballot box, but has failed thus far to come anywhere near accomplishment in practice. In fact, no substantial gain has been made in that direction by Mayor Dunne, and all he has been able to accomplish in the way of investigation has been to prove the general plan and proposition impracticable and unwise.

Selfishness is at the bottom of this socialistic tendency. Men, jealous and envious because others own something they would like to own, are prompted to attempt to take from those that have. Theoretically, the idea that all should enjoy ownership in the great corporations is decidedly agreeable. It is another way of getting something for nothing and from the beginning of the world that has looked attractive. From the ownership of what now passes as public utilities to the ownership of the grocery and the dry goods stores is but a step, because groceries and dry goods are as much a necessity as railroads and electric lights. It cannot be said that the advocacy of socialism is attributable to a declining sense of public morality. It is rather due to ignorance of the fundamental principles of liberty and more thoroughly and particularly due to leaders of the demagogue stamp who think to win popular favor and secure personal power for themselves. Many well disposed men thoroughly honest are thus misled. If this question should once be made the paramount issue in a National campaign, it would be argued out, studied up and settled satisfactorily. When the American people thoroughly appreciate and understand it, they can be depended upon to do with it just as they did with free silver and fifty cent dollars. They can be depended upon to take the right view of all great public questions when once they are brought so forcibly to their notice that they are obliged to understand and pass upon them.

The man who is anxious to know your secrets will be just as anxious to let somebody else know them.

Success seldom gets friendly with a drinking man.

SIXTY YEARS AGO.

Reminiscences of Farm Life in New England.

"Reminiscences of New England farm life, as I knew it sixty years ago—perhaps it would be more correct for me to say, Vermont as I knew it, for my early personal knowledge of New England from observation was confined to a small portion of that small state, yet, in those days, the distinctive general characteristics of a large majority of the people of the six New England states were about the same; for the agricultural interest in each of them was dominant. This interest, covering mainly my field of observation, is what I shall speak of. Since the days of which I shall write, conditions have greatly changed, but traces of the old days and people still remain, and may be observed.

Aside from the town in which I was born, my travels in my native state were limited to a few of the adjoining towns, my knowledge of which was somewhat augmented by the famous Whig log cabin and hard cider campaign of Tippecanoe and Tyler, too, of 1840, when every male citizen, whether farmer, merchant or professional, broke loose from his accustomed moorings and traveled by horse team, and by ox team, often hauling log cabins on wheels, to attend the political meetings of the party held in adjoining towns and counties; on these trips, which were very frequent, the boys were often taken along, for they were as earnest and enthusiastic shouters as any of the adult voters. It is said of Stephen A. Douglas, who was a Vermonter, when asked at a meeting of natives of that state to respond to the toast, 'Vermont, Our Native State,' remarked that 'Vermont is a good state to emigrate from.' This perfectly expressed my own feeling when I heard of it a score or more of years after I had gained a residence in Michigan, yet I loved my native state as one loves the old homestead of childhood. The 'Green Mountain State' is a rugged country and in the years when I lived in it, and always before, the life of a farmer was one of severe toil, with a reward that imposed a pinched economy, nurtured by the hope of a small recompense in the barest necessities of life, almost wholly drawn from the raw and manufactured products of the farm. There were many places on most farms where the soil was productive, but many more, and larger ones, where it was very much less so, and which in our Western States would be regarded as untillable, while an area larger than both of these was rocky, sterile and barren. There, the future offered no allurements to a young man wholly dependent upon his own efforts, yet the ties of nativity are, I believe, more strongly inwrought in the natures of New Englanders, than in those of our states more favorable to agricultural interests. This is partly owing to the climate, and partly to the inevitable experience of a people who grew to maturity in that rugged country where nature demanded much from man to enable him to meet his imperative requirements.

However this may be, I was taught to believe that Vermont was a good state, one to be forever proud of, and I felt that of all the states one should deem it a blessing to be born in, Vermont was easily the first. Education and association make a powerful impress upon youthful minds, but ambition will override association and all local ties. In the family, and in the schools, boys were particularly instructed that the history of their native state was a glorious one and they were also taught to admire above most others her matchless heroes of war, and the proud record of her noted civilians. This education and my associations, made me feel that I could carry the pride of my nativity with me over the face of the whole earth and shout praises of Vermont and her Green Mountain boys forever. This I can do now, if it be limited to real merit as I now see it, but experience and contact with other and widely different peoples have gradually brought Vermont and New England from the zenith once occupied in my youthful conception to the level that a sensible justice properly accords, rather than adhering to conclusions resting on a basis of conceit, and that bigoted local pride which fills the minds of all of those who never extend their observation beyond their own home and state.

New England has ever regarded her most noted sons and daughters with an exultant pride, beyond what they are inclined to accord to the illustrious sons and daughters of other states who have achieved equal, if not greater, distinction. What we should cultivate is a love for all of our states and thus obey the Divine injunction to love our neighbor as ourselves. That she has a proud list among whom are some of the most able and heroic men and women that can honor any country, no fair, candid and intelligent mind can but cheerfully concede. Our hero of Manila, Admiral Dewey, is a native of Vermont, from which state he began his public life. I do not know what he thinks of his native state, but I do know that the people of no other state can feel such personal and state pride in his most remarkable and glorious achievements as do Vermonters everywhere, and especially those living in his native village of Montpelier, the capital of the state. But the conditions existing sixty years ago were what my thoughts turned to when I selected my topic; to this I will now more directly refer. With those reaching, in their journey of life, three score years and upward, the mind will involuntarily go back to recall early experiences and associations. This fact is recognized so generally as to justify the remark that the aged live more in thoughts of the past than in those of the present. Sixty years ago New England farm life was very different from what it is to-day; then all labored assiduously; they were contented, happy, slowly progressive and in their privations were buoyed by a hope for better conditions in the future. There was no growing, discontented element among men; no one expected some one else to care

for him by providing some satisfactory means of support but every one expected to provide for himself by the best lawful means or methods that he could find, and each one expected to find such means, and did not look to or demand that some one else should find it for him. Every man and woman was self-reliant and independent in thought, feeling and action; with men, it was only manly to be so; they did not stand in the highways of the villages or stay at home, expecting some one to come and offer employment, neither did they refuse to work unless paid higher wages than they could get; no public or secret meetings were held to cry out against excessive hours of labor, yet men habitually toiled from twelve to fifteen hours per day, and they worked cheerfully and willingly.

There were no strikes for less work and more pay; supply and demand regulated that to the satisfaction of all; there were no schemes to save the body from the physical labor necessary to meet the requirements of the mind; every one accepted his condition, no matter how hard, without complaint, but promptly put forth all of his energy to improve conditions and rarely failed of success. There was little money; most wants were supplied from the farm, and by barter with neighbors; wool was about the only produce that commanded cash; the butter, cheese and eggs were taken to the storekeeper in the village, who received them, and credited the farmer on his books with such prices as he thought he could afford to pay in merchandise from his general store; in this way the farmer got his shovels, hoes, forks, scythes, whetstones, nails, sugar, molasses, tea, spices, tobacco and New England rum, which was thought to be indispensable in haying time, and cost twenty-five cents per gallon; also the little calico, gingham or cotton cloth used in the family, but no money passed from merchant to farmer, excepting for wool, and at the yearly settlement when all accounts were squared the generally meager balance either way was paid in silver, which in those days was almost wholly Spanish, consisting of pieces worth $6\frac{1}{4}$, $12\frac{1}{2}$, 25 cents and \$1. The merchant, when a sufficient stock had accumulated, would send it on in great four and six horse freight wagons across the Green Mountains to Boston, where he would himself go about twice a year to sell his accumulations and replenish his store with new goods to again exchange for the products of his farmer customers.

Farmers had few implements; I remember plows with a wooden molding board partly covered with thin strips of steel to save it from wear; these were fastened with screws, or hand wrought nails, the plow having an iron point securely fastened; grain like wheat and rye was cut with a hand sickle, having a blade of steel with a long curve, and a cutting edge of very fine teeth. This was a very neat and saving method of cutting grain, but the big grain cradle soon came and the sickle was left hanging in the barn as a silent testimonial to new methods.

All grain was obtained by hand threshing on a barn floor with a wooden flail composed of two hickory sticks, each three feet long, adjoined at one end by a leather thong. The grain was cleaned by winnowing it in the wind, using what was called a fan, made of willow and in shape something like a road scraper only wider at the front or mouth, and more of a circle in shape, having strong handles on either side, and the inside was covered with leather. The farmer would clean his grain by putting into the fan a bushel of grain in the chaff and stand on the floor of his barn with all the doors open where a good breeze was blowing, then throw up the grain into the air by expert motion of his arms and a boost with one knee, catching in the fan the heavier grain as it fell, largely relieved of chaff that the wind took out while the grain and chaff were in the air. Good results could be had by an experienced operator, but like the sickle, the process was both laborious and slow. In a little time came the marvelous fanning mill at a cost of \$60 and every farmer who could, bought one and hung up the fan with the discarded sickle. Sun dials of rude construction and practical Yankee guessing were relied upon to tell the time, but when the tall cased wooden clocks appeared, every farmer well-to-do, for those days, generally went in debt for one, promising to pay from \$60 to \$75 for it in a note drawing 6 per cent. interest.

Matches came into use in a careful way during my boyhood. They were made in blocks, split, but attached at one end. They were called Lo-co-co matches from the Latin loco-foci, meaning fire. In 1834, at a Democratic meeting in Tammany hall, amid great contention, the lights were extinguished. The element who did this left the hall, supposing they had broken up the meeting. The party remaining restored the lights by use of the newly invented matches, successfully carried out their plan and adjourned. Their opponents called them 'Lo-co-co-cos' derisively, which name the Whigs applied to the Democrats for many years. Before matches, punk, a species of fungus or dry decayed wood; or black tinder, made from cotton cloth scorched to nearly a black color without igniting, was relied upon to renew an extinct fire. When so prepared, by a knowledge that necessity had developed, it was out in square pieces to fit into some tin box where it was kept covered in a perfectly dry place. This, with a piece of steel a half inch square and ten inches long, with a flint, such as was made for use in the flint lock muskets, one of which was in possession of every farmer, furnished the means of providing fire; when by some mistake the coals went out, which were always preserved at night, or when the family were away in the day time, by being carefully covered with ashes, those who had not the tinder box or punk, steel and flint, when their fire went out, had to go to the nearest neighbor, sometimes a half mile away, to borrow fire. Dipped tallow candles were the only

lights used in the house, and for the tall, round perforated tin lanterns that the farmers used, for night work, candles were used, very sparingly, as the stock of tallow would not permit any unnecessary use. Later, whale oil, or spermaceti was used in lamps and lanterns. A small round wick about the size of a lead pencil was the medium of light, each lamp having two tubes for wick. Oil, while better than the tallow candle, furnished a weak light compared with camphene, burning fluid and lard oil, that followed candles and that preceded the use of coal oil, kerosene, gas and electricity.

Cloth and sewing thread for all garments worn by either sex in a farmer's home, and for other family uses, was wholly made by the women folks and consisted of spun linen from thread made from flax raised and prepared on the farm, and linen thread to be woven into cloth for sheets, pillow cases, towels, table cloths, cheese and milk strainers, for aprons for the women and summer clothing for the men and boys, and also yarn, carded from wool into rolls from which it was spun and woven into cloth for flannels for the winter wear of men, women and children, as well as heavy wool cloth, known as 'sheep's gray' for the winter wear of men folks, also used for socks, mittens and suspenders, as well as for the fancy colored and figured coverlids, bed blankets and horse blankets, that were skillfully prepared and woven. Oat straw well filled into home-made linen ticks gave excellent beds, while the spare room and the beds of the older members of the family had a forerunner of modern luxury in perfectly-made feather beds. Boots for men and boys and high shoes for the women and girls were made in the farm house by a traveling cobbler who had as distinct a district within which to ply his trade as had the village doctor; this cobbler, we called him the shoemaker, was occupied the entire year, often working many weeks in a single family, receiving for pay only products of the farm, or from the family stock of manufactured cloths with as small an order as he could be induced to accept on the village store for tea, spices and other necessities that farms could not supply.

"The terms 'ladies' and 'gentlemen' were only known when read of in books. There were no advertisements in the papers then, as now, of ladies who would do washing at their homes or go out to work by the day; 'men' and 'women,' 'men folks,' 'women folks,' 'boys' and 'girls' were the terms that designated the sexes; there were no servants, except maybe in Boston, but there were 'hired men' and 'hired girls.' There was no household in which the women did not work as hard and often more hours at manual labor than men, as must readily be seen from the duties that have been enumerated as devolving upon them. Neither woman's rights, nor her wrongs, were discussed, as the gentler sex had had no time to discover them; all were too much occupied with the pressing demands of daily life. All boys and

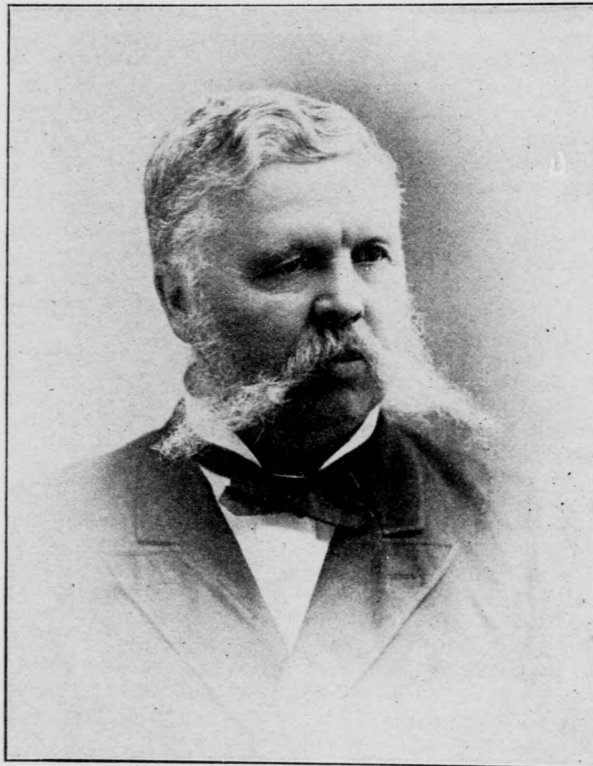
girls had a given number of weeks in school each year where they made more rapid progress in their studies than now. They had but little time for anything but work; boys were allowed to go a fishing when a rainy day came, provided there were no potatoes to sprout, corn to shell or churning to do, going under the injunction to start promptly for home if it stopped raining. It was said in seasons of drought that some of the farmers prayed for rain to come on Saturday night and Sunday, so that the hired men could rest, thus restoring both nature and toiling men and saving a useless loss of labor. At times effort was made to make work appear like play; in the fall evening husking bees and apple paring bees were held, when all the boys and girls in the neighborhood were invited in and at the conclusion

3. when all went home to a Sunday 4 o'clock dinner, which some female member of the family usually remained at home to prepare by cooking in a fire-place, excepting the week's baking of pies, bread, pork and beans and cake, which were brought to their highest perfection in a large oval brick oven, built into the brick-work of the chimney on one side of the fire-place. This oven was provided with a baking temperature by building in it quickly burning fires with what was called 'oven wood,' a dry and nearly smokeless wood, a large pile of which was prepared in March for summer use, being usually basswood, or white ash, split into pieces about two inches in diameter and cut about three feet long. When the inside bricks of the oven were sufficiently heated, according to the judgment of the experienced farm

seen, yet from some localities came reports of powdered hair, silk stockings, velvet breeches and silver shoe buckles. I remember to have beheld with wondering eyes the contents of a little box that my mother kept locked in a drawer; among the treasures it contained were, curved to fit the top of the foot, silver shoe buckles, three inches in length and one inch in width, and great silver buttons that were one and one-half inches in diameter; they had been worn by some ancestor, but not in Vermont, although I remember of having seen less pretentious buckles and buttons sometimes worn there. Children did not appear as precocious then and in some respects were better bred, always being taught to be respectful to their elders, and strictly obedient to their parents and teachers. Perhaps they were under too much restraint and had too rigid discipline; boldness and impudence were not tolerated; they were often admonished that they were to be seen, not heard. The boys all knew what apple tree sprouts were for, and they knew, as we used to express it, that they were 'all fired' tough, too, for children were often severely chastised for rather trifling offenses; the adage, 'Spare the rod you spoil the child,' was truly an orthodox belief, too faithfully adhered to in both family and school, but wayward sons and daughters, or men and women, were rare.

"The town and county officials, and the members of the State Legislature, did not attain positions of public trust by packing the primary meetings with their claqueurs and hirelings, and by their own efforts secure their nomination and election to office. Such methods would have placed a stigma upon those resorting to them, and caused them to be regarded as the lepers of the community. Consequently local self-government was there, in fact, what is too often but a theory in these more tolerant days. That is, men were named and elected to public positions from the best material a community afforded, being selected by considering the relative qualifications of citizens by a comparison of individual opinions in a painstaking way by the community itself. Personal effrontery, for personal ends, was not tolerated; therefore not attempted.

"The New Englanders of olden time had strong characteristics, among which might be noted untiring energy and industry, self-reliance, honesty, morality, prudence, an intelligence somewhat hampered by surroundings, conceit, bigotry, parsimoniousness, and not uncommonly a stinginess meriting contempt, so extreme, indeed, as to seem to be at variance with honesty, yet extreme stinginess and honesty do often exist in the same person. Half cents of United States coin were in circulation, and if on settlement between two farmers a single cent was due that could not be paid for want of the coin, whenever the next business was done between them, if a year or two afterward, that cent



George W. Thayer

were regaled with sweet cider, doughnuts, cheese and pumpkin pie, and they generally earned it, too.

Very little time was given to anything that did not come under the head of practical use. In the winter evenings a game of fox and geese might be played, when a kernel of red corn represented the fox and yellow kernels the geese; very few of the farmers' boys ever saw a pack of cards. Spelling schools and singing schools at the district school house, sliding down hill on moonlight nights and the regular winter revival meetings at the village furnished about all the recreation, except what might be had from going to church on Sunday, which had at least the merit of change. The morning service commenced at 10 and closed at 12, then followed an intermission of an hour, then an afternoon service from 1 to

wife, it was cleaned of ashes when the bread, pies, cake and pork and beans were shoved in over its smooth bottom on the blade of a long handled iron shovel, and the mouth of the oven, the only opening, tightly closed by a close-fitting wooden stopper or cover, but finally came the 'Franklin stove,' having a baking oven and a fire box taking in wood three feet in length and having for its reception a door at each end; soon there appeared other and better cooking stoves and stopped the further building of brick ovens.

"The ruffles and frills of modern life were unknown in the farming districts, and but little known by a small class in the larger villages. There were no cities in Vermont in those days, and but few in all New England. Silks, satins, imported laces and broadcloths were rarely

would be promptly demanded, and as promptly paid.

"I will tell a truthful story or two current in the neighborhood in which I lived to illustrate the possibilities of some natures. A man who was notoriously stingy, even among the penurious, went, in a one horse wagon one summer morning, from his little farm to a village eight miles away, taking his wife. As he was of a trading turn, as Yankees are apt to be, he always carried in his wagon till a few Yankee notions to sell along the road. Coming home in the middle of the afternoon he stopped at a farm house where he was well known, only three miles from his home, and asked the farmer's wife if she would get a cup of hot tea for himself and wife, with a little something warm to eat, as they had eaten nothing since sunrise and really felt so bad they were not able to continue on their journey home without refreshment. Although the hostess was quite surprised, having in common with other neighbors little respect for these guests, she suppressed her feelings and proceeded to comply with the request. The guests drank several cups of tea and ate heartily of a meal that had taken the housewife nearly an hour to prepare; when the guests arose to go the man enquired of the hostess how much he should pay for their meals. She replied, considering them neighbors, she would not charge anything. The husband and wife expressed their thanks and left. The man soon came in from his wagon and said to the hostess that they did not like to go home feeling under obligations, and he wished to present her with two darning needles, one from his wife and one from himself. A wag who lived in the same town with this darning-needle benefactor bought from him after a long and tedious effort half of a very large cranberry for a half cent, the price of the whole berry, on account of its unusual size, being one cent. Another man in the same village was nearly a match for the cranberry man. One of his sons, by the co-operation of his mother, finally succeeded in carrying into effect a long-cherished desire—that of going into an adjoining county to attend what was there called an "academy," where the higher branches of learning, including the languages, were taught. This son after a time was admitted to the ministry, soon after which he paid a long deferred visit to his home. Ministers were always treated to the best a family could provide when they visited. The mother desired a feast upon chickens, but the old man said no. Eggs were bringing a good price at the store and the hens were laying well, and none should be killed, even to entertain a son and minister who had long been away from the paternal roof. This setback induced the wife to keep her plans to herself. Without consulting with her husband the mother had a few fresh eggs for breakfast the next morning. The sight of them aroused her husband's ire, but he said nothing. The eggs being cooked were unsalable,

of course, so he tried to make the best of his dissatisfaction. He gave each person at the table one egg and took one himself, leaving two on the platter. The son ate his egg quickly. The mother asked him to have another. He took one and as promptly ate that. The mother again asked the son to take a third egg and the last one, which he did. This last act so enraged the father that he dropped his knife and fork, shoved back from the table and in a loud voice and with angry manner addressed his son, saying: 'Hiram! a decent man will eat one egg, a darned hog will eat two, and a minister will eat three!'

"These incidents, while true, are only told to show a possible extreme; yet parsimoniousness was so general as to be noted as a strongly marked trait of the people as a whole. I think it is to be attributed to the most severe economy that the earliest settlers and their children for several generations were compelled to observe; this economy became a strong habit, transmitted to children and literally instilled into their natures from infancy, laying the foundation for an hereditary tendency, not yet extinct. The narrowness of mind and the bigotry so noticeable to those of a different nature came from their environments. The farmers of Vermont and New Hampshire, and considerable of the inland portions of the sea-coast states of New England, were, until the days of railroads, the increase of newspapers, periodicals and cheap books, almost isolated from the balance of the world, yet all could read and write well; they were generally intelligent in home affairs and well informed about many things. I have never known individuals superior, in every noble and generous quality that reflects credit on mankind, to some whom I have known among the farmers, their wives and others in Vermont, and in other of the New England States.

"I was among and of the farmers whom I have but partially described. I grew to early manhood amid their environments. I know from experience and observation as to what I have here written. The good and sterling qualities those people possessed, and they were many, can be retained, and generally have been, wherever an individual of them may be, while transplanting and the progress of the age will cure the rest. Tens of thousands of the sturdy sons and beautiful daughters of the Green Mountain State and of the other New England States have, under the impulse of their natures, gone from their homes into the states of the Great Northwest, and, in fact, are to be found over the face of the wide world, where they have emerged from the local conceit, parsimony and bigotry of their early surroundings as a bird emerges from its shell into the sunlight of the universe, as has all New England within the last sixty years."

George W. Thayer.

The hungry for righteousness are not to be satisfied with rhetoric.

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Lion Coffee

Ben-Hur Cigars

Beech-Nut

Sliced Bacon

Baker's

Brazil Cocoanut

WORDEN GROCER COMPANY

Grand Rapids, Michigan

Why Take Chances?

Buy

Lion

Brand

Spices

Guaranteed to comply with the Pure Food
Laws of any state.

Woolson Spice Company

Toledo, Ohio

PARCELS POST.

Some Reasons Why Hardware Dealers Oppose It.*

There is, perhaps, no question so vital to the retail trade, no matter what line it may be, as the question of parcels post—a question whose ramifications reach out to all lines of trade and affect all kinds of retailers.

It is one of the questions that will not be settled until it is settled right.

Theoretically, parcels post is a dream of certain theorists who look on the Government as a power organized for their protection and up-building, a power whose duty it is to care for their individual welfare and success, forgetting that the Government under which we live is a political Government devoted solely to the advancement of our political interests. Not in any way a business Government established for the purpose of making money, but established for the purpose of protecting the political rights of the people, such as life, liberty and the pursuit of happiness. To take any other position means that we depend on our Government to help us make a living.

Some may say that we do this when we ask for a tariff. But that is hardly fair, for tariffs are made for the country and not for individuals; for the development of industries that will add to our population by increasing the opportunities for work, stimulating immigration, that our land may be tilled, our factories may resound with the busy hum of whirling wheels, our mines yield their wealth, and the white wings of our commerce dot every sea.

It is argued by some that the parcels post is for the greatest good of the greatest number, that the consumer will receive the benefit, and as they are the largest majority, therefore the enlarged parcels post will be a national benefit.

In the development of this idea it is proposed that all the needs of the consumer shall be supplied by transportation facilities furnished by the Government, and so there will be no need of express service or other private means of transportation, for

*Paper read by W. P. Bogardus, of Mt. Vernon, Ohio, at the annual convention of the Michigan Retail Hardware Dealers' Association at Saginaw.

the Government will assume the transportation of all goods and will take care of all of the commerce of the country.

The new scheme suggested by the postal reformers is under the plea that it is a movement of the Manufacturers' Association of New York.

In the furtherance of this project there has been issued and sent broadcast over the country a little folder, sometimes blue and sometimes green, purporting to come from the Manufacturers' Association of New York, who these manufacturers are or who are the officers of the Association is not stated, urging those who receive the folders to sign their names to a portion of the folder and send it to their congressmen, and this is what they want sent:

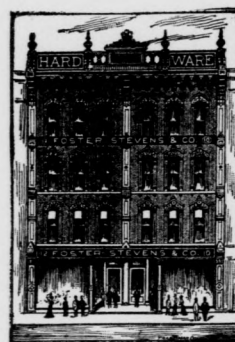
First—Letters and sealed packages at one cent per ounce or fraction.

Second—All other mailable matter at a rate high enough to direct the large bulk of merchandise to natural channels of distribution, but low enough to serve the useful purpose of a parcels post.

The standing of our country among the nations of the world is largely due to the facilities we have enjoyed to gain knowledge and information by the almost universal distribution of the periodicals coming daily, weekly and monthly to our homes; the disclosure of the gigantic municipal corruption that has disgraced our large cities; the story of the mighty frauds that have been perpetrated by great combinations and trusts, that have robbed the public and defied the laws; the history of the great financial transactions that when brought to light have been found to reek with bribery, to be stained with perjury and robbery of the innocent, and the consequent awakening of the public to make an indignant demand for a clearing out of the Aegean stables of municipal corruption; the regulation of the combinations and trusts; the complete investigation of financial transactions to the end that a thorough knowledge of these things would make it possible to apply remedies, so that the public might be more thoroughly protected and their interests better conserved. Shall the story of the great inventions that have made living more pleasant and

homes more comfortable; the record of the great triumphs in science and literature and art be classed as merchandise to be shipped through the mails at the same rates as a spool of cotton or a bar of soap?

The proposed plan is unreasonable, for with one cent postage on letters and only one other class of mail matter our mails would be burdened with such an amount at so unprofitable rates as to seriously cripple the



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.

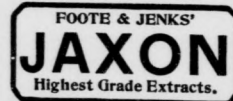
If we are not represented in your city write for prices and particulars.

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
JACKSON, MICH.



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.

entire system. Besides there is no equity in sending merchandise a long and short distance at the same price. It costs more to send merchandise a thousand miles than it costs to send it one. Now, if that is true, then the act of the Government carrying any merchandise in the mails is radically wrong. It is not fair to charge no more for a long haul than a short one, for the long haul gets transportation for less than it is worth. It is not just to the short haul to pay as much as for the long haul, for then the charge is excessive. It is not equity for an average to be struck between the cost of the long and short hauls, for then some are favored at the expense of the others.

To carry out the proposed modification of the postal laws would result in throwing the large majority of retail trade to the large cities. "But," says the advocate of the new ways, "See what low prices the consumer will get." Is it always profitable for the consumer to get the lowest prices. Does not the consumer pay too much, no matter what the price, when he destroys his home market?

Does the consumer gain anything when he sends his money away from home; when he has no selection of the goods he buys; when he has to take what is sent him, whether it pleases him or not? When he contributes to the wealth of great city stores, who never in any way help him to bear the burden of his taxes; who are interested in none of his home improvements; who add in no way to the tax duplicate of his community; who never buy any of his products, and so keep the money he had paid out in circulation in the community where he lives, but are ever a drain on his resources—do you say that the low prices given the consumer will compensate for all these drawbacks? Will the enlarged parcels post be a good thing for this country if the results follow as they have followed in other countries where it has been thoroughly tried in the concentration of business in the large cities? Is there any business sense in the Government undertaking to carry merchandise at five cents per pound through the mails when it costs sixteen cents per pound for transportation, and the other necessary expenses for handling? Can we endorse any line of action on the part of the Government that looks to its entering into active competition with the citizens in business enterprises?

Parcels post is a delusion, the scheme of radical men who look to countries governed by monarchs and kings for their inspiration, and who are willing to have our Government supply our wants and minister to our comfort. It is not favor that we want, but a fair chance to earn an honest living in competition with our fellows.

Improvement in the Selection of Store Help.

Written for the Tradesman.

Every act, every word—every gesture even—in the association of em-

ployers and their clerks with the store's customers, makes either for the prosperity of the establishment or the reverse. The various attributes of the individuals of the place—the personalities—are as assets or debts of the concern. How painstaking, therefore, should be the owner, in the selection of his sales force, to hire none but those who are willing to put their whole souls into their employment—their very existence into making the work in hand show as good results as it is possible to accomplish along their special line.

But it's a sorry thing, in the mercantile business, that salesmanship, in far too many instances, seems to mean simply the ability to form into line and march up in double quick time to the cashier's desk every Saturday night and draw pay for time put in—time belonging to the proprietor absolutely and a large portion of which may have been frittered away in idle gossip with elbow or vis-a-vis neighbors, to the neglect and detriment of that which they are hired to do, they seemingly not caring a straw that in the receipt of those wages they are perpetrating a fraud—not to designate the act by a harsher name—on the one they call master.

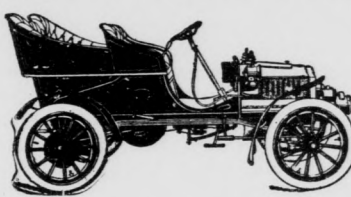
A thoroughly conscientious employee—one who works as well when the eye of the man he denominates the "boss" is on him as when his back is turned—is a rara avis nowadays. By this I do not mean to say that all clerks need watching in order that they do the best that is in them; but it is a fact that the services of the average—mind I say the average—person behind the counter becomes revolutionized the moment he knows his chief is in his vicinity. His presence appears to act as a spur to greater endeavor.

I sometimes think that it would be a good thing for all concerned if the salaries of clerks were governed entirely by the way in which their sales foot up at the end of each week. If such a system were in vogue what a different atmosphere would be created in every trading place. Instead of churlishness would be found suavity, and for lukewarmness would be substituted enthusiasm. "That tired feeling," reflected in manner and voice, would give way to a brightness, a bonhomie that should warm the cockles of the heart of the veriest old curmudgeon of a shopper and compel the niggard to relinquish his hold on his gold!

All this and much more that suggests itself might be realized. The watchword of the present century is Improvement, and store help, along with the rest of humanity, must come to a vivid sense of this truth or take the inevitable consequences of lethargy. Jennie Alcott.

Paddy Dolan went into a store one day to buy eggs. "What are eggs to-day?" "Eggs are eggs to-day, Paddy," replied the merchant, looking quite triumphantly at two or three young lady customers who happened to be in the store. "Faith, I'm glad to hear you say so," replied Paddy, "for the last ones I got here were chickens."

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.

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

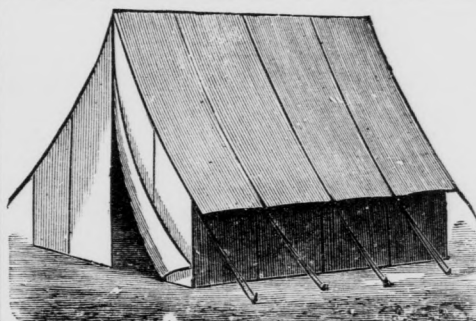
Are You Going Camping?

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.



W. F. Wurzburg Jewelry Co.

Manufacturers and Jobbers of

Jewelry and Novelties

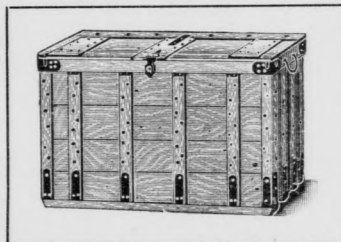
Our representative will call on you soon, showing our elegant new lines of jewelry, the largest and most complete ever shown. The season's latest styles. All the newest things at right prices. Goods guaranteed.

Wait for us. You will be interested.

Tower Block

GRAND RAPIDS, MICH.

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 19—Coffee closes steady and firm. Some speculators have been disposing of holdings, but there is no indication of any general weakness. Some good sales have been made and, while orders are not large in any particular case, there is still a steady volume and, in the aggregate, the amount of stock changing hands is very respectable. In store and afloat there are 3,801,218 bags, against 3,059,494 bags at the same time last year. It is of some interest to note that the receipts of coffee at Rio and Santos from July 1 to Aug. 17 this year aggregate but 1,618,000 bags, against 1,922,000 bags during the same time last year, and 2,253,000 bags in 1903. If this continues it seems to a layman that coffee a year from now will be on a decidedly higher basis than at the present. At the close Rio No. 7 is worth 8½¢@9¢. A pretty good volume of business has been done in mild grades and at the close the market is firmly sustained, with good Cucuta quotable at 9¼¢@10¢ and good average Bogotas 11½¢. East India sorts are well sustained and are meeting with a satisfactory demand.

There can at last be said to be at least one week when the tea trade shows some improvement. This is, perhaps, felt more by faith than by actual demonstration. Holders are not making any determined effort to work off stocks at any old price and they really appear to think the tide is about to turn. Buyers are not active and seem content to let matters drift for the present.

The sugar market has passed the "climacteric" and the week has been devoid of interest. Hardly any new business has been done, as almost the whole body of transactions consisted of withdrawals under previous contracts. Dealers are much interested in the "sugar rate war" and wondering what the upshot will be.

There is a better feeling in rice. Buyers are taking hold more freely and quotations are well sustained. A good degree of confidence is felt as to the fall trade, although no special advance in rates is probable.

Except for pepper, little interest is shown in the market for spices. Sales are mostly of small lots and rates are without change. Pepper is very firmly held and the general tendency is to a higher quotation.

With the advancing season there is a better call for molasses developing and the week has been an active one by comparison with previous ones. Buyers realize that it is a good time to purchase. They will have to look far and wide without finding "job lots" of grocery grades and holders are not disposed to make any concession. There has been

some new business, although most of the transactions have been of withdrawals under previous contracts. Syrups are steady and about unchanged. Good to prime, 18¢@24¢.

Rumors of cuts in the quotations of salmon have somewhat disturbed the market, but the truth of such reports is strongly denied by those who ought to know. It is said that orders have been coming in freely at the quotations, as given out last Tuesday, and this is also the case in Boston. The quantities taken, however, are not very large, and buyers may be waiting to see what the future has in store. Tomatoes are very firm and almost every day adds strength to the situation. Reports from Maryland indicate that 77½¢@80¢ is about the prevailing rate for

Ship Your Peaches, Plums, Apples, Etc.
to the old and reliable house.

Sales and returns daily. Write us for information.

LICHTENBERG & SONS, Detroit, Michigan

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.



Established 1872

Jennings' Flavoring Extracts

Terpeneless Lemon, Mexican Vanilla, Rose, Almond, Orange, Etc.

Pure and delicious flavors over thirty years the standard and are worth 100 per cent. in any stock. "There's a reason."

MR. GROCER: Why not encourage your customer to buy a larger size bottle of extract than the regular 10 cent Lemon and

15 cent Vanilla? It will pay you to make the effort.

Jennings Manufacturing Co. Owners Jennings Flavoring Extract Co., **Grand Rapids, Mich.**

IF A CUSTOMER

asks for

HAND SAPOLIO

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

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

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

standard 3s and there are many prophets who look for 90c and even \$1. Some canners are already asking the former figure. The outlook is very favorable for canners and they may have a chance to "get even" for the losses sustained in former years. Other goods move in the usual manner, although the whole market can be called firm.

The butter supply, so far as extra grades go, is running pretty close to shore and quotations have accordingly advanced to 21¼@21½c; seconds to firsts, 19@20¾c; imitation creamery, 18@19½c; factory, 16@17½c; renovated, from 16@19½c, the latter for extras.

The cheese market is still in a somewhat demoralized condition. Buyers take only limited quantities and the supply is much greater than is necessary for current wants. Country quotations still remain higher than here and, until there is a better call or lower rates, the situation will be in favor of the buyer. Full cream New York State, 10¼c.

Eggs are selling well, of course, so far as the better grades are concerned. The supply is not at all burdensome and quotations have shown an advance. Best Western, 22c; firsts, 20@21c; seconds, 17½@19c.

Objects To Some Features of the New Law.

Crystal, Aug. 19—July 26, 1905, in the Michigan Tradesman appeared the new pharmacy law, as passed by our last Legislature at the last moment before adjournment, covering thirty-three sections. As a pharmacist, I have studied the features of the bill and in passing my judgment upon it, I can only say, the old law was bad enough for the average druggist or pharmacist, but the present law will be the last straw to "break the camel's back." The committee who framed this law and caused its passage have no knowledge of the work of the average pharmacist and if they will take the trouble to investigate this matter they will say for once I was right.

Section 9 is the first that comes under censure. No restrictions are made for the sale of morphine in pill or tablet form; no restrictions are made against the sale of carbolic acid in any quantity to man, woman, or child, either by pharmacist or Mr. Hayseed across the street. More deaths are due to carbolic acid than morphine.

Section 17 will be a sticker to half of the pharmacists of this State. How many of the pharmacists of the State are capable of analyzing the drugs that they sell? How many will do it? Mr. Hayseed across the street does not bother himself whether his drugs are pure or not, but goes on and does business that the pharmacist should do. No restrictions are made on patents or proprietary medicines, no matter how impure they may be.

Section 18 is a corker and the makers of the law ought to feel proud of it, giving practitioners of medicines and Mr. Hayseed a right to sell almost everything in the drug line, no

matter what their qualifications are or whether they have any.

The pharmacist must put in years of study and thousands of dollars to perfect his profession and then to think he has to use that in competition with those that should have no right to sell anything in the drug line! It does seem that after a pharmacist has prepared himself for the drug business he should have the exclusive right to sell all drugs, and where there was no drug store there might be one.

The physicians all over the State are furnishing their own medicines and the druggist does not get a share of the trade he is entitled to, and the only harm I wish the makers of the law is that they be obliged to run a country pharmacy for six months. I find no fault with the strict part of the law, but the unfairness of it and the privileges given to unqualified persons, who work for the Almighty Dollar regardless of law or the health of the public in general.

I believe in the purity of pharmacy; I believe in the strict rules that govern pharmacy, but not in a partial law, as passed by our last Legislature. Pharmacist.

Monroe After a Boat Factory.

Monroe, Aug. 22—The Mathews Boat Co., of Bascom, Ohio, has notified the Citizens' Committee that it will locate here, providing the city will reimburse it for the expenses in moving here and give it a suitable site. The original proposition was that the city also give them a bonus. Several members of the Committee probably will visit the plant this week and will report their finding to the Council at its next meeting. The company manufactures power boats, yachts, launches, etc., and employs from 100 to 125 men. If the Committee is able to land the concern it will be a big thing for this historic town.

Cutlery Factory To Change Location.

Eaton Rapids, Aug. 22—The Commonwealth Power Co., of Jackson, will furnish power for the electric line from Jackson to Lansing. The line is to run via Leslie and this place to Lansing.

The Cook Cutlery Co., of Detroit, formerly of Homer, is looking for a location here with a view of doubling its output, and adding a line of axes. The Business Men's Association has taken the matter up and will see that the location is secured.

Alkali Company Is Assured.

Bay City, Aug. 22—John Faulkner, President of the Bay City Alkali Co., recently organized, has returned from New York, where he met a number of capitalists interested in the new concern. Faulkner says matters progressed more favorably than he expected, and that all the main buildings of the plant are now guaranteed before snow comes. The plans for the buildings are completed, and the specifications for bidders are being made up, he says, by a Chicago firm.

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

OTHERS MAY BE GOOD
BUT

Golden Horn Flour

IS THE BEST FOR YOUR USE

Because it is the cleanest and purest on the market. It makes the largest and sweetest loaf. It will remain moist and retain its flavor longer. It will produce more bread for the same money than any other high grade flour made. It is bound to please you, and you will want it. Begin now to use it.

Manufactured by

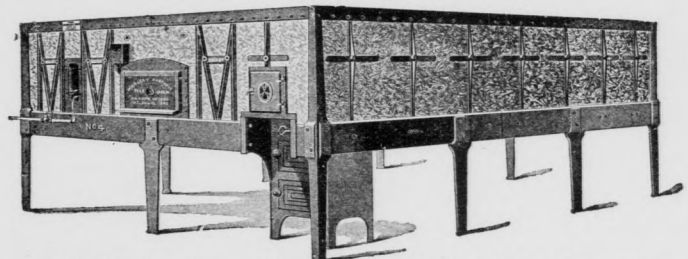
Star & Crescent Milling Co., Chicago, Ill.
The Finest Mill on Earth

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots

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.

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., ½-lb., ¼-lb. air-tight cans.





The Good and Bad of the "P. M."

Giving so-called "P. M.'s" to clerks to induce them to move "stickers" is not countenanced by most shops of the first rank, but, nevertheless, the "P. M." system is not to be condemned in a breath. The practice is wide-spread and many retailers of excellent standing in their respective cities are addicted to it. The writer has discussed the "P. M." with some of the largest haberdashers throughout the country, merchants who are abreast of the times in every respect. A weighty obstacle to profit showing in the average shop is "old goods," or otherwise you may have a big year and show good profits, but they are in the merchandise. Now the question is, would it have been wise to give "P. M.'s" to make your salesmen "push goods" or let them linger on your shelves just gathering dinginess from season to season?

Said a merchant, one of the largest in the South: "I find that as soon as an article does not sell and a 'P. M.' is put on it, the boys 'jump on it' and move it in a twinkling. For instance, I had a lot of fifty-cent ties that were 'stickers.' I offered a 'P. M.' of five cents on each tie and, in consequence, they were gone in one week. I do the same thing with regard to hats—offer twenty-five cents on each hat—and a dollar on each suit. This keeps my stock clean and gives the boys a chance to earn a few extra dollars. We have clerks here who have made as high as \$8 to \$10 a week on 'P. M.'s." A good argument for the "P. M.," but suppose the merchant had no such thing as a "P. M." and simply marked those laggard ties, "Special, 40 cents," wouldn't he have a fair chance to sell them? Perhaps the strongest argument against the "P. M." is that it has a tendency to make the clerk hold back certain goods in the hope of selling them later with an "extra" added. Some merchants keep a special case for "mark-downs" and tell their clerks to inform customers of the fact. Others even go so far as to have cards put on goods, such as "These ties were 50 cents—now selling at 35 cents, or three for \$1." This is extremely productive of results.

Another large merchant in the West said to the writer: "I am strongly opposed to the 'P. M.' because I don't want any customer 'loaded' with an out-of-date article. To illustrate, I have a man who has been buying his fall hats of me for ten years. He comes in, an overzealous clerk gets hold of him and, first thing you know, he walks out with a last year's hat on, for which my clerk gets a 'P. M.' of twenty-five cents. It is only a question of time when this customer will lose confidence in me. He is bound to wake up one of these days to the fact that he has been

'done,' and then it is good-by to his future custom. Clerks do not consider to whom they sell, otherwise it would be possible to draw a line between regular and transient customers. The clerk is only on the lookout for his quarter and, with the 'P. M.' system flourishing in a shop, one can not blame him. For these reasons I abolished the 'P. M.' long ago and depend upon special sales and reductions to move slow sellers. If goods are really worthy there should be no trouble in disposing of them through regular channels. If a buyer has made a mistake, then the best thing to do is frankly to admit it, take the loss at once and clear the shelves without loss of time for other merchandise."

A buyer of one of the largest department stores in New York was over-stocked with a lot of imported shirts, the purchases of a predecessor. He thought of resorting to the "P. M." to clear them and laid the suggestion before the proprietor, who said: "Am I to understand that you wish me to be a party to bribing my clerks to sell certain goods? No, sir! I'll not be a party to it. I'll have nothing to do with such ways of doing business." The rebuffed buyer then appealed to the superintendent, who, ignorant of the proprietor's decision, granted the buyer's request, with the result that every shirt with a "P. M." on it was sold within a month. Thus it will be seen that the "P. M." has both good and bad points, and that the experiences of retailers with it differ widely. While many large retail firms discountenance the "P. M." utterly and will have none of it, there are other establishments of equal standing in which the "P. M." goes.—Haberdasher.

The Bargain Makers.

A very shrewd New Jersey Yankee—they are said to be the very worst kind—recently said there were four races who were exceedingly shrewd and close in a bargain, who were the money gatherers of the world. First there was the Jew, whose signs dominate Broadway. But closer, more tight-fisted and harder than the Jew, is the Scotchman. There are no Jews in Scotland; they cannot make a living there.

But the man who beats both Jew and Scot, who can see the capabilities of large profit and seize them with an unshakable grit, and who, when he is mean, is so extremely stingy and mean that you feel as if you would like to kill him, is the Yankee. Jew names may be on Broadway and some few on Wall street, but Yankee names still dominate Wall street and State street. Rockefeller, Morgan, Lawson, etc., are not Hebrew cognomens.

But in sheer closeness and grit, though perhaps not in broad vision and decisiveness, the Quaker, my friend says, beats them all. The City of Brotherly Love uses cheaper goods and looks after the pennies more carefully than any city in the world. There are not a quarter of the Jew names on Market and Chestnut streets in Philadelphia that there are on Broadway.—The Market Place.

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers of

Men's, Boys' and Children's Clothing

This desirable line will be open for your inspection at Room 58, Kanter building, Detroit, during the Michigan State Fair, September 11 to 16.

J. H. WEBSTER, Salesman

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.

Some Opinions on Mercerized Cotton Neckwear.

Those catering to a half-dollar trade seem to fear the introduction of cotton silks as certain to prove harmful to a business already in disrepute. The opinion obtains among these men that those who take the mercerized will have a regrettable experience; that the public will soon learn it was worked upon psychologically and bought cotton when it thought it was buying silk, and will always remember that store, and unkindly.

Some neckwear manufacturers, who use cotton filled matelasses in their \$4.50 lines, say this is as far as they will go in using cotton. They will have none of the mercerized warp goods in their places, on the ground that the neckwear business is already bad enough without lowering it still more by fabrics which would hardly sell if sold "as are," and would only work further harm to the business if allowed to go to the consumer without enlightening him as to the construction of the goods.

Those who are handling mercerized warp goods for fall say the neckwear sells on its looks, that it looks good to the eye and will give satisfactory wear—better than silk. There are also manufacturers of neckwear who have carefully inspected the mercerized cotton, but refuse to handle it because it so closely imitates their silks that they are afraid it would interfere with the sale of the latter. Neckwear made from it can be sold at a low price, and, as the neckwear maker can give large shapes of any style in this material, retailers will buy it because it looks big value.

The writer has examined several lines of mercerized warp goods filled with cotton and silk and found all of them to possess considerable merit. One line, selling for 60 cents a yard, contains only 5 per cent. of silk to 95 per cent. of cotton, and only a close inspection of the fabric discloses that it is largely cotton. Made up in neckwear, the detection of its construction is not so easy. The ground is cotton and the small geometrical figure put in for the design is the only part that is silk. Another line of warp-printed or chine goods looks so much like the all-silk fabric as to be discoverable only when the cloth is handled. This fabric sells for 90 cents a yard and will enter into a holiday line of neckwear, wide shapes, and wholesale at a special holiday price, say \$8, and bring a dollar the scarf retail because of its sightliness. Nothing can be said against the wear such a scarf will give, yet doubtless it will be sold as silk by the retailer.

When manufacturers and retailers were questioned as to what they thought would be the probable result of the introduction of mercerized cotton silks in neckwear, they all expressed the opinion that it would cure the habit for wide scarfs and profitless shapes and bring the dealer back to conservative widths in all silk goods.

After all, the value of an article is what it will bring, and mercerized

cotton neckwear is bringing as much money as all-silk goods, both in the piece goods and in the made-up cravat. Retailers are demanding large shapes and heavy goods of slightly appearance, hence mercerized cotton goods enable manufacturer and retailer to give apparently big values at a price.

Commenting upon the doings of the tie silk manufacturers organized for self-protection, representatives of the mills not in the "trust" (as the manufacturers' organization is called by hos not in it) say that a great deal of good could be worked to the neckwear trade if the "trust" manufacturers would refuse to sell their samples and remnants to contractors, small cutters-up and cheap manufacturers of neckwear, who make up shield bows and other forms of neckwear with which the market is flooded at ridiculously low prices. "Why, if you go down on Lispenard and Walker streets in New York you will see shield bows and tecks selling for 35 cents a dozen," said one of the anti-trust silk men. Department stores are now running special sales of these shield bows and tecks at 12½ cents, no two alike, made of high and low grade silks, from sample ends bought of "trust" manufacturers. Referring to this, another anti-trust silk man said: "The legitimate neckwear manufacturers could not find a market for this class of goods, even if they should cut up their silk savings for shield bows. They could not meet the prices of those small fellows. To-day this part of the business is a loss to them where formerly it was a profit. They are now obliged to take up cotton silks to make good."

Referring to the cleverly manipulated scarfings, the representative of a foreign manufacturer showed the writer one of the cleverest of manipulations. This fabric is a cotton and silk mixture with three colors in it, yet the cloth is a piece dye and is used in quantities in low-priced neckwear. In producing it the expert color chemist uses only one dye and a bleach to obtain a white silk and cotton ground and three colors in a multi-colored overlaid plaid.

It is such expert handling of fabrics, yarns and dye stuffs that is working a gradual revolution in the tie silk business. We believe the day is not far distant when artificial silk will also be as successfully introduced in tie silks as it is used to-day in dress goods, ribbons, braids and millinery, and at \$3 a pound it is quite a little cheaper than silk at \$5 a pound.—Apparel Gazette.

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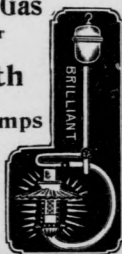
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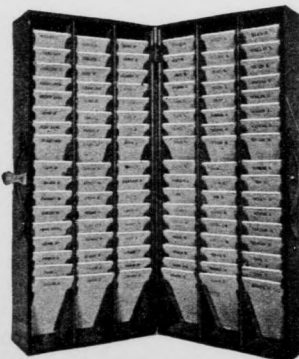
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Pat. March 8, 1898, June 14, 1898, March 19, 1901.

Two Haberdashers Who Needed Each Other.

Once upon a time there flourished in the Near East or the Far West, or maybe in the Languorous South, the bustling firm of Getup & Go. Go loved work so much that he grudged the time it took to munch his noonday roll, and Getup would rather thumb samples than fish for trout. And Getup & Go won signal success, and their bank account grew plump as a turkey before Thanksgiving. "A model pair," folks would say, pointing to the partners sauntering along arm in arm, "just like two brothers."

But Getup had a mind of his own, and so had Go, and when two masterful minds clash they make a railroad collision seem like a meeting of feather pillows. Getup said "Yes," and Go answered "No," and Go affirmed, "This is it," and Getup retorted, "You're 'way off." And things went from bad to worse until Getup would look at Go without seeing him, and Go would be lost in contemplation of Getup's cravat, but totally unaware that there was anything above it.

Getup never referred to Go by name any more, nor did Go mention Getup's. When either was asked where the other was he simply jerked his thumb over his shoulder and went on with what he was doing. In lieu of remarks they exchanged unsigned slips of paper sent by the boy, and if both chanced to stay in the same room together for thirty seconds the fire in the stove went out and the water faucet froze.

Odd to relate, however, the business of Getup & Go went right on prospering. Men simply trooped into the shop, and, finding what they wanted, would tell their friends, who would troop there, too. And Getup & Go continued to dwell together-apart and be enemy-friends. But you can not live in a refrigerator and be happy, unless you're a polar bear.

"Let's part," said Getup one summer morning when the atmosphere of the place became so chilly that frost glistened on the windows and icicles hung from the ceiling. "Done," said Go, and they went their separate ways.

Now Getup was a regular glutton for work and a man of admirable taste, but he knew as little of the details of business as a steeple climber does of mining coal. He set up shop for himself and fitted it up charmingly and had goods made up according to his own designs, and visitors, glancing about in delight, would exclaim, "Bully boy, Getup, you have 'em all beaten a mile."

But Getup left his books to an old fogey who used nine different kinds of spectacles, wore paper collars and blew his nose explosively every thirty seconds. The haughty clerks stood around in stained glass attitudes while Getup was in his office looking at samples, and they got all sorts of fancy prices for \$2.75 worth of work a week. Getup, dear old Getup, simply had no head for the routine of business, and they bled him until he looked like a man who had gone

through three wars and been in a trolly accident on top of it.

True, Getup did a rushing business, for, as already told, he was a man of taste, who knew how to pick goods. But all the money that went into the bank during the week came out in a lump on pay day, and Getup found himself lunching at a "watch-your-hat-and-coat" place and letting his beard grow to save the price of shaving. The last drop of bitterness was added to his cup when he had to borrow carfare one rainy night from his chief clerk. Then his tortured soul cried out in anguish.

Meanwhile Go was faring no better. He, too, had opened a shop, but the clerks didn't do the bronzed statue act. Oh, no; they worked at express train speed from the time the key was turned in the lock mornings until it was turned again evenings. Go was the first to come and the last to leave, and to see him transfix a dilatory clerk with his stony stare was something to remember. Alas, however, although a capital organizer and a keen business man, Go had no eye for color and no appreciation of fashion and fitness. The struck-by-lightning cravats and the rip-roaring shirts that got into his window would cause passersby to wear the smile that sticks. Whenever a manufacturer had a lot of nightmares that he made up from odds and ends bought in an unguarded moment, guileless Go would be his target. In time Go's shop became the acknowledged haven for all the flotsam and jetsam of the market, for the has-beens, never-wases and never-could-bes. Go still got down at 8 every morning and continued to rule his clerks with an iron hand, but his smile was waned, his hair thinner at the temples and his step less springy.

Now there was a jolly salesman who knew both Getup and Go and was fond of each, for they were likeable chaps with all their queer ways. And this salesman, comfortably ensconced in an armchair in the lobby of the Eagle House, swore under his breath and allowed that it was a blankety-blank shame that two genuinely fine fellows like Getup and Go should be swimming separately against the tide when together they could be floating with it. "Ridiculous!" exclaimed the jolly salesman, savagely chewing his perfecto and scowling at a gawky bell boy until he squirmed in his chair. "Scandalous!" he muttered, growing explosive as his indignation mounted. And the jolly salesman resolved, hand on heart and eye upturned, that he wouldn't rest until he again beheld a shingle atop a shop bearing the inscription, "Getup & Go, Haberdashers."

And by the next morning's post Getup got a note inviting him to come to the Eagle House on a matter of pressing importance, and Go got a like note. Adroit manoeuvring prevented the two from meeting until they were face to face in an upstairs room. Then the jolly salesman entered quietly, closed the door, locked it, and said, with murderous intensity:

"Now, boys, get together, or by

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Jimmy, I'll thrash you both." Getup retreated and Go held off and there were much backing and side-stepping on the part of each while the jolly salesman coaxed and blustered and his vocabulary became as vari-colored as a rainbow. But at last Getup said, with a bit of a quaver in his voice: "Why, Go, you've lost flesh tremendously," and Go remarked wistfully, "Old man, you have shrunk considerably yourself," and the jolly salesman softly shut the door after getting on the other side of it.

And to-day the shingle of "Getup & Go, Haberdashers," spick and span in a fresh coat of gilt, hangs in the old place, and there's a jolly salesman going about whose favorite maxim runs, "Whom common sense hath joined together, let not bull-headedness put asunder."—Haberdasher.

Interesting Features of the Neckwear Market.

It is always gratifying to be in position to record things that are pleasant rather than those that are unpleasant and, having reference to neckwear, it is especially the case. This particular department in men's furnishings has been so unsatisfactory for several seasons that when there is a change for the better, merchants feel encouraged and are willing and desirous to take the same interest that they do in the other departments.

The climatic conditions since the middle of June have been very favorable for a good neckwear business, and the result is very satisfactory.

Those who happened to buy liberally in all washable goods made no mistake, as seldom have been more goods of this character disposed of than during the month of July.

Foulards also have had a good sale, and little neckwear in both textures will be carried over. Even silk goods—the heavier textures—have had a good sale, which accounts for the fact that orders for the early fall trade have been liberal and satisfactory.

There appeared to be a tendency for very wide shapes for the fall business, but experience during the summer has demonstrated the fact that four-in-hands can be too wide, that a large liberal scarf, while a man may get a good deal for his money, may not tie up to meet his particular idea of what is good taste, hence the demand for fall neckwear is not for extreme wide shapes, but is about the same as a year ago.

There is no indication that squares will come in again as a popular shape. To be tied Ascot style large squares will always be wanted, in fine qualities, as a square makes the best looking puff scarf—and good dressers do like to wear a pin scarf, particularly for semi-dress occasions.

The general character of the fall silks is of a very rich order. Several fancy weaves are shown, different from anything that has been seen before. These weaves are—many of them—two-toned and are relieved by sharp medium figures and fine hair lines.

Reps in a large variety of shades, with small satin self figures and

spots, are much admired and are selling well.

The public seem to have gotten used to lined scarfs, provided there is a margin from $\frac{3}{8}$ to $\frac{3}{4}$ inch wide, and the prejudice which existed at first against all lined neckwear seems to have disappeared.

The high-class furnishers are fond of the $2\frac{3}{4}$ -inch folded square. This is a shape which unquestionably makes a more graceful knot than even the full French, the reason being that there is no lining or interlining, and hence the knot once tied may be pressed into the most graceful knot. Of course the price of this shape is greater, these being a rise of \$3 a dozen over the French.

The business done in ties for fall is never very large. The most desirable shape is the $2\frac{1}{4}$ Batwing.

Puffs are having a better sale than for two years, and it is thought and seems reasonable that with the increased demand for wing and straight collars their popularity will be revived.

Very expensive silks, such as are shown in English square material, will look well made in 3-inch shapes, for the reason that the material, while rich, is not heavy, and will tie down to a medium sized knot.

There is no one color which will have a great run, but dark red, hunter's green, olive and gray seem to be the favorite shades.

Certain combinations are quite desirable, such as dark green with blue and purple figures, also black and purple, garnet and green, gray and purple, and other peculiar and odd dark shades, with contrasting colored figures.

Designs must be of medium size and fairly well spaced. The demand for gray with self figures is as great as ever; in fact, grays are in strong demand, although it seemed as though they were going out.—Clothier and Furnisher.

Japs Win in the Arts of Peace.

The mikado's brilliant virtue, it appears, has not been so wholly monopolized in waging triumphant warfare but that his empire has simultaneously thriven in the arts of peace. While war has been developing what seems to be a part of modern civilization, a national debt, this is still small per capita compared with some western nations, and industry has vastly developed. Agriculture, which has received even greater attention than western industries, has increased almost abreast with the increase in population. In ten years the output of gold has increased five times, the amount of copper has almost doubled, iron has more than doubled, and coal has increased more than three times. There is scarcely a western industry not conducted more or less successfully in Japan, and wages have increased from two to three times, and point to much improved economic conditions despite the increased cost of living.

The martyr's crown was never found by looking for it.

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MAKING ICE CREAM.

The Field It Offers for the Young Man.

There is a place to let in every ice cream establishment to a young man who is of a little more than ordinary intelligence, keen perception, an active frame, an artistic temperament, strong physically, and if he is willing to devote several years of hard work together with some drudgery to a business that will yield him always a comfortable income, he may occupy the place.

There are only a limited number of the hundreds of thousands of consumers of this winter dessert and summer luxury who realize the amount of work involved in making ice cream, or the number of men whose lives are devoted to its production. There is a wide territory here, and the young ambitious man who enters it has an opportunity to prove whether he is a "jewel or a toad's eye." If he is easily discouraged he quits the first Saturday night, or perhaps sooner, but on the other hand, if he has some of the perseverance that, like the tailor's needle, "goes through," a few years at the most will find him skilled in a business whose usual difficulty is to provide a supply equal to the demand. It is essential that the ice cream artisan should have a natural love for his work, for ice cream making as an art has many an attractive and interesting feature. One has little conception of the innumerable manipulations it goes through before it is ready, in its varied form, for delivery to the consumer.

For instance, the brick of ice cream that one buys at the corner drug store for 25 cents looks to be a simple proposition, but it has first been done in bulk form and frozen and then brought out and put in the molds and then returned to the freezer and then brought out again and cut and wrapped quickly and boxed and put back to keep cool for delivery, and in this the combined skill of several specialists has been involved, so the brick of ice cream that looks so innocent of complexity has passed through the hands of the mixer, the dipper, the freezer, the extract man, the ice cream maker, or the ice cream artist as he is sometimes called, for it takes an artist in form and color to bring forth the decorative ice cream creations that adorn festive tables. Lilies, carnations, strawberries, pears, peaches, and all kinds of flowers and fruits are produced that rival nature. Also designs for all clubs and societies are made. When a man can put nature in ice cream in such a manner as to defy detection he is an artist.

The young man enters perhaps on \$1 per day, and possibly his duties will be only to help out on the wagon, requiring three hours a day of good, hard work, and possibly he will quit, or he may stick to that until his ability is recognized and he is given a place in the office and works himself up to money and position. If he would rise he must have a keen sense of smell and taste. He must also use judgment, and use it quickly. The

other day at one place 1,500 gallons of cream passed through the hands of one receiver in a short space of time. He could not taste of it all, and it required a sense of taste to the point of intuition to know whether it was sweet or sour. It tasted sour to the inexperienced, but the skilled man knew that it was just right for immediate freezing. Said the manager of a large wholesale house: "One old man was with us for thirty years, and all he did during that time was freezing, and when Old Fritz walked around among the machines they were selfmanipulating, and the ice cream was the best ever. Let him go away, and all was different."

Accurate knowledge is needed in every department, and each man must know the condition of the product with which he is dealing. When every one else is having a holiday and good time he must be willing to work the hardest. There are no sinecures in the business. Some fifty years ago a young man was willing to pay \$500 to be initiated into the mysteries of ice cream making, and today a young man will be paid anywhere from \$6 to \$12 a week to learn the business.

"There is quite a distinction to be drawn," said a prominent wholesale dealer, "between the young man working his way up in subordinate positions and the one who thinks of going into business for himself. It is a business that needs large capital to enter it independently in a large city and it has small profit in comparison with the amount of ice cream consumed. Too many have the idea that ice cream is all profit. Why, were I to ask the average layman how much he thought a brick of ice cream cost us that we sell for 35 cents he would say, 'About 3 cents,' while in fact it costs us 25 cents, and we do not make more than 3 or 4 cents a gallon on the bulk ice cream. It is really much like gambling. I have seen business fall 90 per cent in a day, but our help were going on at the same price.

"Just this last 4th of July we anticipated an abnormal demand. We had 25,000 gallons of ice cream ready. We started making it on the morning of the 3d and we worked all day and night until 10 o'clock the morning of the 4th. Well, we made a bad guess and lost a little something. If a young man is going to be either a clerk or the owner in this business he has got to pay the price, and as he pays it he draws a good salary or becomes a millionaire. There is plenty of field for learning and improvement, and the young man who would go in for himself would do well to get out of the large cities."

Maude Winifred Rogers.

Few Extremely Rich Frenchmen.

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

To The Trade

We have purchased the business of the Benedict Furniture Clamp Co. of this city, including all patents, patterns, machinery and stock owned by them, and we will continue the business under our own name.

We will be prepared to furnish any of the Benedict Clamps and other devices made under the Benedict patents after August 15th.

The addition of the Benedict line gives us the most complete line of factory furnishings on the market. Every furniture factory should have our new catalog, which will be out Sept. 1st. Write for a copy of it.

Grand Rapids Hand Screw Co.

Bartlett and Ionia Sts.

Grand Rapids, Mich.

AGRICULTURAL FAIRS.

Reform Needed in Management of Certain Exhibitions.

Written for the Tradesman.

A predominant characteristic of humanity is to seek the new, the strange and wonderful. Were it not so the proprietors, the exhibitors of freaks and curiosities, the demonstrators of perilous feats, and, in fact, all those engaged in offering or producing attractions for the purpose of gain would find small remuneration for their endeavors. Often those who so numerous flock after these much vaunted wonders are sadly disappointed. The actualities are so tame and commonplace in comparison to the extravagant descriptions which precede the exhibitions as to produce disappointment and disgust.

When one contemplates the vast amount of time, endeavor and money expended in seeking to gratify this desire by a large proportion of his fellows, and realizes the meager results attained in many cases, he is apt to commiserate the poor disappointed morals and wonder why mankind should be burdened with desires which can never be satisfied. But is this really a correct view of the situation? Is this not a natural, proper desire, and, when rightly directed and controlled, does it not yield a vast amount of satisfaction, genuine pleasure and tend to the highest good?

To awaken and to stimulate in the child a love for the beauties of nature and art, to direct the young enquiring mind into proper channels of learning, to instill a stable interest in the world about them—in fact, to develop a symmetrical mind, a well-balanced character—should be the aim of parents and educators.

One thus properly trained and educated can find in the history, the progress, the achievements of mankind an abundance of marvels upon which to feast continually. To such a one the exhibitions which neither educate nor elevate, but only temporarily gratify curiosity, have no attraction and waste not their time and energies.

The season of the agricultural fair is upon us. An institution established for most commendatory purposes has become so perverted, so overrun with amusement features, so intimately connected with debasing side shows and attractions that a reform is sadly needed. The leading, controlling idea with managers seems to be to make the fairs financially successful, regardless of the methods employed. To draw the crowds they depend not on the merits of the exhibition itself, but on the various outside attractions.

The interest of the people is, in a great measure, diverted from the stock, machinery and products which growers and manufacturers have taken so much pains and expense to exhibit. The merchants of the town and the business interests of most value to the community derive but little profit from the crowds. Aside from the restaurants and transportation companies the financial harvests are reaped mainly by a class which is of no benefit to mankind, because

they are leeches upon society. There is no need to enumerate or specify them.

Were fair directors to admit to the premises only such as furnish needed refreshments and proper recreations, the interest of exhibitors and visitors would be better served, less money diverted from legitimate channels. Men of ability in the management need not resort to selling privileges to promoters of debauching schemes in order to prevent a deficit in the expense account.

If those who are to be benefited by the fair are not willing to bear the expense; if the people are not sufficiently interested to support it; in fact, if the fair as a fair does not pay, then let it die a natural death.

There is no question that the money received from these outside sources is tainted. If the fair directors have no scruples in accepting it, let the people express their opinion in the matter. Will they uphold these methods of meeting expenses when they realize that the contaminating influences to which their children and the youth of the land are subjected are thus greatly augmented? Are there not now enough evil influences all about us without going into partnership with those whose lives are spent in operating schemes and devices which only damage their fellows? Is the financial success of any legitimate enterprise worth the cost of such fellowship with wrong?

E. E. Whitney.

Scientific Way to Start a Fire.

Despite all the matches in the world kindling a fire is, after all, something complex and difficult. Prof. H. L. Armstrong of England, in elucidating the mechanics of fire, says that the combustion of oxygen and hydrogen is not so simple a matter as thought. Perfectly pure dry oxygen refuses to combine with perfectly pure dry hydrogen, and even a wet mixture of these gases in equivalent quantities is inexplosive when care is taken to exclude an acid impurity, such as might be derived from soft glass. In short, "conducting" water and not merely water is essential to the reaction which he regards as really electrolytic in character. He has formed an elaborate chemical equation to picture the elementary fire cell, which is self-depolarizing, and says that an excess of hydrogen increases the rate of combustion, while an excess of oxygen retards it. An excess of either oxygen or water tends to maintain the existence of the hydrogen peroxide, which is a constant product of the reaction. The depolarization of the elementary cell is thus presented and further reacting cannot occur till this is effected. It is thought these theories may bear practical fruit in respect to the recognized economy of adding a little water to the charge of an explosion engine.

No soul was ever saved by a scheme of salvation.

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NATIONAL FOOD LAW.

It Must Relieve the Trade of Vicious and Conflicting Rules and Regulations.*

It is not a question before the food product trade whether we will or will not have a National pure food law. Every sign that can be seen points to the fact that we are going to have a National pure food law, and the only interest that we can possibly have in it is, What kind of a pure food law do we want? It is a matter of discussion, at least, whether any of the National acts that have as yet been proposed are in all details the kind of law that the food product trade demands in order that its legitimate interests and wellbeing may be amply protected.

If you will pardon me I will call your attention to the existing conditions, many of which would be continued if an unwise National act should be passed, and also to some points that should be seen to by the trade in the drafting of any future legislation.

We have at the present time laws regulating the manufacture and sale of food products in about two-thirds of the states and territories. New laws are constantly being passed, differing often widely in character from those in force in other states, at every session of state legislatures. During the last year alone there were passed in the United States no less than twenty-six different acts to control the manufacture and sale of foods, and as these acts are so largely different in their character, although the same spirit and intent of them are probably the same wherever they are proposed, they have given rise to a condition where the conflicting rules and regulations of the food commissioners of the several states make it at least very embarrassing to attempt to do business in more than one state.

As these acts continue to be administered in the way in which they are, where the pure food inspector in one state is given a certain amount of discretionary power to interpret the law, from which there is no recourse in the trade, and which rules his successor may overturn, and where the standards and rules in one state are different from those in adjoining states, it does present a condition in which we as wholesale grocers are hampered.

We should see to it that in the enactment of a National law the broadest principles of right and fairness are incorporated in the text.

There are influences at work to-day which are tending to discredit the reputable manufacturer of food and the distributor in the esteem of the consuming public. You have all of you doubtless read very alarming articles in the daily press and in some of the staid monthly magazines, which, in the main, tend to picture the manufacturer of foods as an arch enemy of the public weal, whose greed for money and gain hardens his conscience to the lives that he causes to cease by reason of the bad foods he puts upon the market!

There have been, and doubtless are, dishonest purveyors of food merchandise, just as there have been, and are always will be, dishonest dealers in all other merchandise; but I think it is unfair to the reputable trade which constitutes 99 per cent. of the food product trade that they should be characterized in language that can apply only to the culpable few.

A National food law that would relieve the trade of the hardships imposed upon it by reason of conflicting rules and regulations must be drafted with an idea to protect adequately the rights of all whom the law affects. Our sense of American justice requires that the rights of every one should be protected. The consumer doubtless has rights in food legislation and all manufacturers and distributors, I think, from the experience that I have had in talking with manufacturers and food distributors in the last few months, are agreed that the consumer must first of all receive the protection to which he is entitled; and after that is done and guaranteed by legislation, the legitimate rights of the manufacturer and the distributor should also receive their due recognition.

In the last analysis the rights of the consumer fall into two classes: first, the rights to a market, free as laws can make it of unwholesome, deleterious and injurious foods, which should have no status whatever as articles of commerce and whose sale should be prohibited; second, the right to know the character and the quality of the article that is bought to the degree, at least, that he may properly estimate its relative value. In other words, that right is summed up by the attitude of pure food legislation in the expression, "Let the label tell the truth."

With those two rights preserved to the consumer, all other phases of the matter concern merely the rights of the manufacturer and distributor.

I have enumerated a few such rights as seem to be ignored in the administration of pure food laws at the present time in the several states, but which, it seems to me, should be incorporated in the text of a National law, and if you will pardon me, I will read from a few notes covering that thought.

We believe that just and equitable food laws are highly desirable, and if honestly and fairly administered, would be a source of great benefit to the food product trade, as well as to the consumer. No law can be just that does not recognize impartially the rights of all parties affected.

Pure food laws are different from no other laws controlling the sale of merchandise, and must, to be wholly satisfactory, accord equal rights to both seller and purchaser (the seller meaning the manufacturer or distributor and the purchaser the consumer). It is the opinion of many that this is the chief defect in the laws that are in force to-day and a defect which it should be the

object of a National law to remove; that in the ways provided for the administration of the law, and oftentimes in the official acts of those entrusted with its administration, the principle of perfect equity is frequently violated, and that the rights of the seller are treated as entirely secondary to the rights of the purchaser and oftentimes ignored entirely. It would be on no other assumption that you could explain the situation in which the trade to-day is accused of standing, as being unalterably opposed to food legislation of any kind. In short, they would not have the appearance of being opposed to food legislation if their rights were not to a certain degree trampled upon.

The rights of the consumer involved in pure food laws are some of them at least very simple and easy to define. I do not think there will be an objection to the first class of rights which I enumerate: the right to manufacture and sell any article that is fit to eat. This right is not encroached upon by laws which prohibit the use of harmful or unsanitary ingredients or which provide for sanitary inspection of factories or which require food to be labeled to give the consumer fair warning of the character of the article. It is interfered with when it requires the manufacturer (as some would like to have the National law do) to expose to competitors his private formularies or the methods of his preparation; or when he is compelled to give up to his competitors the formulary, which we assume contains nothing that is harmful or injurious (which would put it out of consideration entirely), that is marketed under an invented name. A great many articles are marketed under trade names and trade marks, and the right of the manufacturer would be seriously infringed if the law were so framed, as some laws have been, as to make a valuable trade mark a worthless thing.

It seems that it is right for a manufacturer to make his product attractive to the eye of the consumer. The eye has a great deal to do with the pleasure, and no doubt with the profit, in the human economy that we derive from eating food. It would seem that harmless devices used to make an article attractive to the eye, such as polishing an apple, or perhaps arranging the food in a bottle in such a way as to make it inviting, as the housekeeper will tastily decorate salad, are a right to be recognized.

The right in preparing articles of food in every class to make them as serviceable as possible to the consumer should be recognized. Of course, the means of serviceability must be innocent, but they should be permitted and not be classed as adulterants. If the word adulteration were interpreted as Webster defines it there would be little trouble in understanding what the term means. Webster makes a distinction between fraudulent adulteration and conventional adulteration, and instances as an example of conventional adulteration, putting sugar in your coffee or tea. Conventional adulteration is perfectly harmless and is legitimate. Some examples that might be mentioned where articles can be made more serviceable to the consumer in an innocent way would be the use of a desiccator or drier in table salt; but at least one state of the United States has forbidden the sale of salt put up in that way, unless the names of the ingredients are published on the label.

The use of such ingredients as may tend to prolong the life of articles that are slowly consumed, such as preservatives in catsup, would seem to fall within this right to make an article serviceable, providing always that the ingredient used is one that cannot harm the health of the normal individual.

The right to employ original methods or agents in preparing, curing and preserving fruits should be recognized. There seems to be a tendency at the present time to discredit all articles that are used for the preparation, preservation or curing of foods, that were not honored in the kitchen of 10,000 years ago. There seems to be an assumption that we learned all that we can learn ages and ages ago about how to prepare foods and that it is beyond the range of possibility of twentieth century science to discover anything that is new or more effective than the time-honored methods which the housekeeper in an unscientific way has discovered and put into practice. I do not mean to stand here and defend any ingredient like salicylic acid, borax, benzoate of soda, sulphites or saccharin or anything injurious or whose status at the present time is not entirely clear. I only wish to say that it is a right that should be conserved to the manufacturer, because we may before to-morrow discover a new ingredient or a new article which will be as effective as or more effective perhaps, and less harmful, than the time-honored ones which have been used for years.

The last right concerns the wholesale grocers' trade. And I think I can show you how greatly you should be interested in having the resolution submitted to you adopted. I refer to the right of the distributor to conceal his source of supplies. This right up to a short time ago had never been denied to the distributing trade; and we have all of us built up the best business we have on that right. That is the foundation on which our business rests and on which we hold our customers. Very few of us actually manufacture our best advertised brands of goods. It has been proposed and bills have been introduced in the state legislatures, which failed of passage, but which are constantly being brought forward, and which may at some future time be passed and incorporated in the draft of a National act, if we have no say whatever in it, forbidding the sale of a manufactured article in a package that does not contain on the package the name of the actual packer and the place where packed. Such a law, I understand, was passed recently and is about to be enforced in one of the northern tier of states. Moreover that very same hostile clause is more than likely to be inserted in the next National food bill, which will be framed and introduced before Congress at the coming session.

Less than two weeks ago I had the privilege to be heard before the

*Address made at annual convention National Wholesale Grocers' Association by Frank C. Rex.

Bureau of Chemistry in Washington and one of the statements made by the active head of the bureau on that particular point was, in effect, that, if he had his way, he would prohibit the sale of any article of canned goods more than a year old which did not have on it the name of the actual packer and place where packed. Have you any interest in the passage of a pure food bill or the kind of bill that is passed? I think it is clear that you have.

The manner in which a good law is to be administered is another subject in which you should have an active interest. The experience of manufacturers and distributors in the several states where food commissioners are clothed with what seems to be undue power is a warning as to what may be expected from a National law, if the authority to administer is vested in the same kind of department or commission. We have at the present time a sample of what we will get if we do not see to it that the administration of the law, as well as the character of it, is provided with some regard to our rights. The authority to execute the provisions of the bill that was passed a year ago by Congress to control the importation of foods into the United States is vested in the Department of Agriculture, and especially in the head of the Bureau of Chemistry, as is the case with the Hepburn bill. We in New York have come under the operation of that law in regard to our imports and we have found out within a very few weeks past that it is going to be unsafe, unwise and a menace to the conduct of reputable, legitimate business to have any law administered by a man with discretionary power, who shall have authority from time to time to establish standards for the observance of the trade, which stands as law until overturned by judicial decision.

I mention these few phases of food legislation with a view of convincing you that it is not true that any pure food law will do; but that you should take an active interest in any law proposed; and that you should insist, while making every reasonable concession to the consumer, on seeing, and that right and justice demand that you shall, through your representatives, use your influence to see, that the law shall also be fair to yourself.

Keep Your Signs in Front.

It is really surprising how many dealers there are whose stores display no outward evidence as to whose business it is or the name of the proprietor. We venture to say that such a dealer loses in business, through carelessness to display his name and business where it can be readily seen, enough to pay for at least one new sign each month.

Bear in mind that your business appears largest to you, and, while "every one knows you," and knows where your place of business is—that is, every one who may have lived in your town for several years—that new people are coming into your community every week who do not know you, who never heard of you. You are seeking for that trade, probably advertising for it—or ought to—and a well-displayed sign is an essential that should not be overlooked. It should be the first thing to go up, and is almost as necessary as the goods you have to sell. On the other hand, successful men find that, instead of having your trade hunt you, you are the one who should be looking for it.

A Captain of Industry.

For several days the policeman on the beat had observed a small boy who spent the most of his time lounging near a downtown street crossing, and seemed to have nothing to do. One morning he accosted him.

"Tommy," he said, "or whatever your name is, you do entirely too much loafing around here. Hadn't you better be at home?"

"I ain't loafin'," indignantly replied the boy. "I got a reg'lar job here."

"You've got a job? What is it?"

"De guy wot owns dis store pays me a dollar a week fur keepin' dis crossin' swept clean."

"But I never see you doing any work," said the policeman.

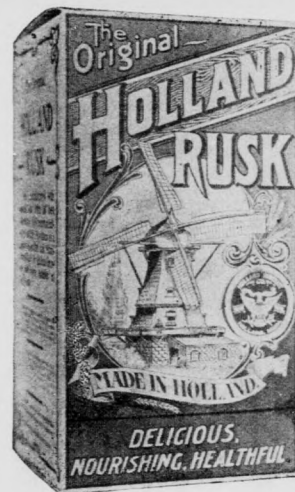
"Course not," returned the boy.

"I takes de money an' lets out de

job for 50 cents a week to de kid wot's out dere sweepin' de crossin' now. He gits his pay reg'lar, an' don't have to do no head-work huntin' jobs."—Youth's Companion.

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Rarely Wise for Women To Seek Divorce.

Whether as a civil contract, or regarded in the higher light of a divine institution, marriage, to serve its proper purposes, must be practically indissoluble. "Forsaking all others, keep thee only unto her (or him) so long as ye both shall live" is the vow exacted by officiating ministers or magistrates. "For better, for worse * * * till death do us part" is the solemn obligation under taken by bride and bridegroom. "The strength of a nation is in its homes." The value of a home to the individual or to the community depends upon its permanency, and that permanency rests upon the stability and sacredness of the marriage tie between one man and one woman. Goethe says: "Marriage is the beginning and the end of all culture, and must be indissoluble, because it is the source of so much happiness that the exceptional unhappiness which it may bring is not to be counted in the balance. And what do men mean by talking of unhappiness? Impatience, is it, which from time to time comes over them, and then they imagine themselves unhappy? Let them wait until the uncomfortable moment has passed, and they will bless their good luck

that what has stood so long continues standing. There is never adequate ground for divorce."

It is a good man and a wise one into whose mouth Goethe has put the speech, but the last sentence is too strong. There are times when humanity, when self-preservation, which in all ethics is accounted the first law of nature, demands that the bond shall be broken by the strong arm of the law, which protects from wrong and outrage; untied as before it can never be!

Divorce is no new thing. "Moses suffered a bill of divorcement" for good and sufficient reason, and Christ, confirming the precept, "for your hardness of heart," commanded that no man, without sin, might marry her thus put away; whence the attitude of the Roman Catholic and so many other Christian clergymen with regard to the marriage of divorced persons.

In point of fact, a divorce is much like an amputation. It should be only as a last resort, when other means of healing are hopeless. A broken bone, a serious sprain, acute rheumatism, however painful, do not justify the cutting off of a limb. In the vast majority of cases the sensible thing is to endure. The union of the sexes upon some basis or other is natural and inevitable. Christian marriage is the only one known which meets all the exigencies of the case, and its honor, its safety, and its happiness are all founded in its permanence, and in the sense of obligation and responsibility which attaches to it. The institution of the family, as it exists in

civilized society, is based upon the foundation of duty and self-renunciation; the love which holds the interests of others paramount to selfish gratification of one's own desires.

People, whether men or women, who wish to "live their own lives," as the popular phrase of the day goes, ought not to marry. "None of us liveth to himself, and no man dieth to himself," saith the Apostle Paul, and none of us can rightfully assert our exclusive right to a life given us without our knowledge or consent, which will be taken from us without our permission or choice of time, place or circumstances. It can not be too often repeated that the surest, if not the only, means of finding happiness for one's self is to seek it for others. It is at least doubtful whether either happiness or liberty is possible for the man, still less for the woman, who pursues it in selfish disregard of others.

The grand central fact of life, fitly lived, is duty. To find what is that duty, and to do it to the extent of one's ability—this is the victory which overcometh the world, which makes heroes and blesses the doer, who, it is promised, shall find in the doing thereof "exceeding great reward." When others fall short, the need is but the more imperative that the faithful should persevere. "Be not overcome of evil, but overcome evil with good." It is only on the devil's ledger that two wrongs balance each other.

It is an undeniable fact that there are people who, as the saying goes,

"rub one the wrong way," people whose presence and influence are to one's natural tendencies to evil as is a red rag to a bull. It is a dire misfortune when one marries such a one, nor is it any palliation thereof to know that it is the consequence of one's own folly, the mistake of haste and uncontrolled impulse. On the Pacific coast, in the days of the Argonauts, the men most admired were those who never "squealed" under whatever pressure; who accepted the consequences of their own deeds with calm philosophy, and "stood to their guns until they died in their tracks." It is told us that one of the most beautiful of all the beautiful windows in Old World cathedrals is one which was pieced together from the fragments of another, the chef d'oeuvre of an artist, which was shattered as it was about to be raised to its place of honor. When a mistake is made it is the law of life that, as long as life lasts, its consequences must be borne by some one. The simple code of justice is, "Who breaks pays."

It is only in theory, and semi-occasionally in real life, that a man and his wife are truly one in all their inclinations and tastes—

Two souls with but a single thought, Two hearts that beat as one.

Harmony does not consist merely in identity, and the saying that variety is the spice of life is as true as it is old. Few people can dwell together in intimate association and never disagree. Often the disagreements are slight and arise from triv-

Quaker Oats

Stands Alone

ial causes—as trivial as that chronicled in the old rhyme:

I loved coffee and Billy loved tea—
That was the reason we couldn't agree.

Yet the solution of that quarrel would have been so easy. Teapot and coffee pot both upon the tray would never have conflicted with each other.

Compromise in married life is so much wiser than war. A little thing kept close to the eyes may shut out all things else; a tiny seed may be nurtured into a great tree, and so trifling causes not infrequently lead to the separation of husband and wife, the disruption of the family, when forbearance and common sense at the beginning of the matter might easily have settled the difference. For, ordinarily, any difficulties which arise between man and wife are such as may be more or less readily overcome, and it is rarely the case that the pleasure which comes from companionship and mutual affection does not abundantly compensate for any sacrifice of personal preferences, much less for the responsibilities of matrimony, which are usually their own reward.

The futility of divorce is strikingly proved by the percentage of divorced couples who, after trying separation for awhile, remarry, convinced that, after all, deliverance from one another was not what they needed. It is not what one seeks, nor yet what one has, which brings peace and prosperity; it is rather the use to which one puts one's possessions, the making the best of what fate allots to us. Rarely is the sorrow or trouble of living together, unagreed, so deplorable as that brought not only upon one's self, but upon others who are innocent. But, if this is the case—if the burden is unbearable, and divorce must be—it should take place quietly and with dignity, so that self-respect at least may be saved from the wreck.

Nevertheless, the fact remains that, whatever the provocation, it is rarely wise for a woman to seek divorce. To quote the recent utterance of a supposed divorcee in the Philistine: "No woman should ever seek a divorce. Not one time in a million does she better her condition. The divorcee is a disgraced woman, in that she has failed to make her husband happy. The sense of failure hovers always over her. If she lost her husband's love it was her fault. Had she been bigger and better she would have held him. She thought to find freedom in divorce, but all she gets is notoriety." Dorothy Dix.

Some Things the Office Girl Should Not Do.

The line of conduct by which the office girl is popularly supposed to not only please but to protect herself from over-familiarity on the part of her employer and fellow employees is summed up and expressed by those who have made a study of the following rules:

Do not have candy upon your desk or offer it to your employer.

Do not be a "ribbony" girl

Do not chew gum.

Do not "effervesce."

Do not ask your employer if he

knows if there is any good place around to get your lunch.

Do not protect yourself from possible familiarity by wearing a sour face.

In case of excessive praise of your work on the part of your employer imply that it is undesirable and would best be discontinued. This is a danger signal. Thank him for his kindness, but express the fact that you prefer him not to mention it again in plain terms.

Do not wear lace sleeves.

Do not encourage the men in the office to wait upon you or to pick up things that you drop.

Do not jump right up and run home to your mother if you feel that you have been covertly insulted.

Have dignity.

If your employer remarks that he hates to see you becoming tired and offers to send out and get you a glass of lemonade decline it, and tell him that your being tired is a matter for yourself alone to deal with.

Keep your eye on the whereabouts of things on your employer's desk, but do not attract attention to these services. It would seem like a bid for his favor.

If you consider that anyone in the office offers you undesirable attention decline it in such a way as not to refer to the moral question involved.

If your employer helps you "up" in any way in your profession do not assume anything on account of his having done so.

Do not wear flowers in the office.

Do not go to lunch with your employer unless you are in a position of long standing and there are exceptional circumstances like business which for some unusual reason has to be discussed in an extremely limited time. Then insist on paying for your own lunch.

Avoid the man who in any way "knocks" the others, especially the other women in the office.

Hold your head well and carry yourself well.

Affect the shampooer and the manicure and the wearing of "tailor mades" rather than finery.

There is a great deal of talk about how a girl should conduct herself in an office. There is a prevalent belief that if she receives any undue familiarity it is her own fault. If she follows the rules that are set down above she is pretty certain to be exempt.

As will be seen they imply not only the possession of a fine dignity, but also good taste and a broad understanding of the subject of dress and the "fitness of things," and call for a fair understanding of "tactics" when it comes to particularly unmanageable masculine material.

If a girl has all of these qualities it is pretty safe to say that she will be able to manage anything in the shape of office material which she may be called upon to do, barring brutes, that the managers of all reliable women's business schools will tell you exist in considerable quantities. She will at least not be responsible for any inattention to business on the part of employers or fellow

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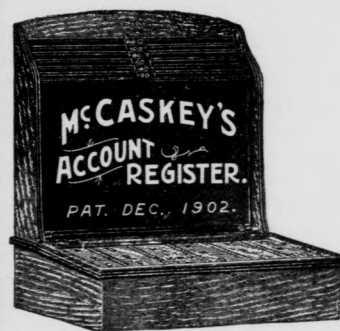
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employees. She may even marry her employer.

Unfortunately, however, instead of being all this the girl who goes into an office is not infrequently crude as to age, education, and experience of the kind generally called worldly. For this class of girl those who employ many women emphasize and elucidate certain points. One thing which is particularly perilous to the masculine balance and inclines it to totter either into overmastering irritation, or into undue familiarity, is what is termed the "ribbony girl." The ribbony girl includes the girl who uses perfumery with its subtle and suggestive odor of festivity. The lace sleeves, particularly evident during dictation, are especially emphasized as being innocuous to business. A bangle is also offensive.

"This," says a male instructor who impresses upon his pupils the absence of finery, "is because the business man feels that femininity is out of place in the business world anyhow, even if he has to submit to it. He resents these things as obtrusively feminine. To the man of another type it suggests that the girl who wears them is "easy;" that she has tastes that she cannot gratify; that she is in the position which is summed up as a champagne taste and a beer pocketbook.

"The average employer, too, will resent any disposition upon the part of the girl he employs to discuss him. He will prefer that she wouldn't mention even his good qualities. It would not add to his feeling of safety as to having her the confidante of his business affairs, for instance, to hear her say to the other stenographers, as I did one the other day: 'Well, he can have me.'

"Sometimes a man is deficient himself in what are known as tactics. One of this kind, who had the sincerest of business purpose, had a stenographer who offered him candy during dictation. She had a pink complexion and yellow hair, and was innocently friendly, embarrassingly talkative. He did not have the moral courage to call her down but he managed to get up enough to discharge her."

Said a business woman who has done much to raise the position of the business girl to a higher plane: "A pretty girl who I am sure was absolutely innocent of anything except the desire for attention was always complaining of being asked by her employers to go out to luncheon. It happened one day that I had sent her to work for somebody that I knew and she came in with the same story. I knew that this man hadn't asked her to lunch and I had a chance to get at the whole story. It seems that she came in with her hat on and accosted the man, who was a fat and good natured person of gruff propensities but devoted to his family.

"Say, do you know where the girls around here get their lunch?" said Miss Pretty Girl.

"No, I don't know; I suppose there must be some joint around here some place," was the answer.

"Well do you suppose you could

be kind enough to find out for me where it is?"

"If you will wait a minute my wife is going to stop for me and you can go with us," was the good natured answer.

"Now, this," said the woman, who happened to be a friend of his wife, 'was the way in which the girl got asked out to lunch so many times. I never sent her to another place. But this kind of foolishness, bad as it is, is only a small fraction of the worse than foolishness that girls are called upon to meet. The training that I have to give the girls often is of a more subtle kind. For instance, I sent a young widow not long ago to a place in which the man began a most effusive and elaborate praise of her work. She handled it nicely. 'Thank you very much for your kindness' she said, 'but in the future I will ask you not to mention it unless you find it necessary to criticize it.' If he persists she will simply tell him that it will result in his finding another stenographer. These overtures generally begin in this way or in invitations out to lunch, or in sympathy for the fact that the stenographer is working too hard, or in little offers of lemonade, which are apt to become treats to something stronger. The office woman who understands is and who checks it right in the start is the one who will not have trouble.'" Martha Stein.

American Cookery in France.

If Americans have sat at the feet of Parisian chefs to be instructed in cuisine there are those in Paris who are now getting points from Uncle Sam's kitchen. Two American shops selling popcorn and other Yankee dainties have opened in the French capital and have caused Parisians to devote more serious attention to maize. These with wheat and rice constitute the world's principal cereals. On the recommendation of physicians the cultivating of maize as well as its industrial uses, which are as yet in their infancy, are about to undergo a beneficial change. This is particularly the case with the confectioners and patissiers, who for some time have been experimenting with the new food. Many agreeable surprises are in store for gourmets, and all made from maize.

Odd Form of Coal Discovered.

One of Colorado's greatest discoveries in the form of innovation in coal is interesting experts and scientists in that state, where a deposit four and a half feet in thickness has been prospected for two miles in extent and has yielded coal in the strikingly peculiar form of little cubes and hexagon-shaped columns. It separates easily; the seams give off little dirt or dust, it burns with a blue flame, retains heat a long time, and makes little ash. It breaks to a small nut size and is considered suitable for hard coal burners and grates. Many regard the new coal as one of the most valuable finds in this almost unknown empire of riches.

Why

have we gained a reputation for being the best candy makers in the State?

Because

we employ only experienced workmen and use only the purest material.

That's Why

HANSELMAN CANDY CO.
Kalamazoo, Mich.

S. B. & A. Chocolates

ALMOST EVERYWHERE

Manufactured at

Traverse City, Mich.

Ten Strike Summer Assortment

10 Boxes 50 Pounds

A Display Tray with Every Box

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

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

PUTNAM FACTORY, National Candy Co.
Grand Rapids, Mich.

The John G. Doan Company

Manufacturers' Agents
for all kinds of

Fruit Packages

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

Write us for prices on car lots or less.

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

ALMIGHTY DOLLAR.

Prayer Which Might Be Made by a Devotee.

O, Almighty Dollar! our acknowledged governor, preserver and benefactor, we desire to approach thee, on this and every other occasion, with that reverence which is due superior excellence, and that regard which should ever be cherished for exalted greatness. Almighty Dollar! without thee in the world we can do nothing, but with thee we can do all things. When sickness lays its palsy hand upon us thou canst provide for us the tenderest of nurses, the most skillful physicians, and when the last struggle of mortality is over, and we are being borne to the resting places of the dead, thou canst provide a band of music and a military escort to accompany us thither; and last, but not least, erected a magnificent monument over our graves, with a lying epitaph to perpetuate our memories.

And while here, in the midst of misfortunes and temptations of this life, we perhaps are accused of crime, and brought before magistrates, thou, Almighty Dollar, canst secure to us a feed lawyer; a bribed judge; a packed jury; and we go out Scot free.

Be with us, we pray thee, in all thy decimal parts, for we feel that thou art the one "altogether lovely, and the chiefest among ten thousands."

We feel there is no true condition in life where thy potent and all powerful charms are not felt. In thy absence how gloomy is the household, and how desolate the hearthstone; but when thou, O, Almighty Dollar, art with us how gleefully the beefsteak sings on the gridiron; how genial the warmth that Anthracite coal or hickory wood diffuses throughout the apartments, and what an exuberance of joy continues to swell in every bosom.

Thou art the joy of our youth, and the solace of old age. Thou canst adorn the gentleman and thou feedest the jackass. Thou art the favorite of the philosopher, and the idol of the lunk-head. Where an election is to be carried, O, Almighty Dollar, thou art the most potent argument of politicians and demagogues, and the umpire that decides the contest.

Almighty Dollar, thou art worshipped the world over. Thou hast no hypocrites in thy temples nor false hearts at thy alters, kings and courtiers bow before thee, and all nations adore. Thou art loved by the civilized and the savage alike, with unfeigned and unfaltering affection.

O, Almighty Dollar, in the acquirement and defense of human liberty thou hast placed armies in the field and navies on the ocean. At the uplifting of thy powerful hands their thunders would break and their lightnings flash. Thou hast bound continents together by the telegraphic cables, and made the varied products of our country available to all by a perfect net of railroads. The forest has been prostrated and the desert made to blossom as the rose.

We continue to regard thee as the

handmaid of religion and the twin sister of charity. When the light of thy shining countenance breaks through the gloom of famine-stricken Ireland, the shamrock wears a greener hue, and the harp resounds in loftier strains, while weeping mothers and starving children rise above their wails of woe, as their hearts, and their heels resound to the thrilling strains of "St. Patrick's day in the morning."

When our brothers and sisters of the Sunny South are smitten "hip and thigh" by the climate scourge of yellow fever, and destitution prevails in consequence of the cessation of industries, and suffering is increased from lack of nurses and medical attendants and they call for the Almighty Dollar of the North, thou goest on the wings of love to their rescue, while the air, that was discordant with groans and shrieks, becomes redolent with the exhilarating melodies of Yankee Doodle.

O, Almighty Dollar, be with us we beseech thee, attended by an inexpressible number of thy ministering angels, made in thine own image, even though they be but silver quarters, whose gladdening light shall illumine the vale of penury and want with heavenly radiance which shall cause the awakened soul to break forth in acclamations of joy.

Almighty Dollar, thou art the awakener of our energies, the guide of our footsteps, and the goal of our being. Guided by thy silvery light we hope to reach the "Golden Gate," triumphantly; enter while angel hands harmoniously sweep their golden harps, and we, on the golden streets, in the highest exhilaration of feeling, and with jubilant emotions, strike the "Highland fling."

Almighty Dollar, thy shining face Bespeaks thy wondrous power; In my pocket make thy resting place, I want thee every hour.

And now, Almighty Dollar, in closing this invocation we realize and acknowledge that thou wert the God of our grandfathers, the two-fold God of their children, and the three-fold God of their grandchildren. Permit us to possess thee in abundance, and in all thy varied excellencies, is our constant and unwavering prayer. Amen.

Pretty Fair for a Starter.

A youth was engaged as junior clerk by a firm of lawyers and by way of filling in his time and testing his worth on his first day he was told to write a letter demanding payment of a debt from a client who was long in arrears. To the great surprise of his employers a check for the amount arrived the next day. They sent for the young clerk and asked him to produce a copy of the letter which had had such an astonishing result. The letter ran as follows: "Dear Sir: If you do not at once remit payment of the amount which you owe us we will take steps that will amaze you."

The way to spell some empty jugs is j-a-g-s.

Do You Use Flour in Car Lots?

We can make you some attractive prices

We are large handlers of Minnesota, Kansas and Michigan Flours

We buy only the best

Get our prices before your next purchase

JUDSON GROCER CO.

GRAND RAPIDS, MICH.

FREE

If It Does Not Please

Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!

3,500 bbls. per day



Sheffield-King Milling Co.

Minneapolis, Minn.

Clark-Jewell-Wells Co.

Distributors
Grand Rapids, Mich.



PREJUDICE IN BUSINESS.

Instances Noted by Retail Dealers in a Small Town.

Written for the Tradesman.

"Talk about a retail dealer in a country town," said a grocer at the Pantlind the other night, "why, he's got to beat Job in the matter of patience if he succeeds. Here's an illustration: For years I wondered why a certain old maid never came in my store. She walked by my place of business two or three times a week to buy of a rival who was fast losing his trade because of his general and deserved unpopularity.

"Her trade wasn't worth much, but I just wanted to know why she cut me out. You see, others might be doing the same thing for the same reason, and I was curious about it. One day it came out. A woman told her husband and her husband told me.

"This woman was sitting in the old maid's front room when my little son passed along the street accompanied by a fine large bulldog which I had kept for years and thought a good deal of. 'There goes Blank's son with the dog close to his heels,' said the old maid. 'I won't spend my money with a man that keeps such a great beast around. He can't feed him out of my savings.'

"Wasn't that a choice reason? That old maid has for years been quietly hating me because I saw fit to keep a dog. There was an old farmer around here just about as bad. He denied me his patronage because I insisted on wearing clean clothes and polishing my shoes. He said I was a dude and did all he could to do me up."

"I have had similar experiences," said a grocer, who does business in a small place not far away. "Last year three women in my town stopped trading with me because my wife, who was in poor health and needed exercise, took a daily horseback ride about the village. They declared it didn't look decent for a married woman to go gallivanting about on a side-saddle. They gossiped about it from house to house, saying all sorts of mean things, until my wife gave up in disgust and sold the horse. Yes, sir, a country merchant is in the lime light, all right. People have an idea that they are supporting him and he can't afford to indulge in things his patrons can't buy.

"Why, I lived in a tumble-down old house for years when I was getting started in business and wore one suit of clothes the year round. I worked mornings before my customers were out of bed—and some of them were early risers—and nights after they were asleep. After about five years I got \$1,000 to the good and repaired and painted the old house.

"I lost customers by it. Lazy old idiots who spend the most of their time knocking their neighbors said there must be something wrong when I could afford to launch out like that. The \$1,000 I spent on the house represented about \$4 a week for the time I had been working almost night and day, but they couldn't see

that. They insisted that I was either charging too big a profit or beating some one out of the goods I was selling. If you want your customers to run your business for you, free of charge, just operate a store in a country town."

"There's an element of hold-up about this country town business," said the first speaker, "which is about as refreshing as the prejudice deal. I wanted a new delivery wagon a short time ago and went to the village wagonmaker to ask for prices. He is a slow old poke who works about half the time and makes his profit by putting second grade wood in his wagons. When he saw me coming he figured on a good thing. He asked two prices for the wagon I wanted, and howled like a Comanche when I went to the city and bought a better vehicle for a fair price. He talked of my not supporting home trade and all that until he made a lot of people believe I was a double-eyed villain who was just taking the lifeblood out of the town. In sheer self-defense I was obliged to explain that he built wagons of rotten timber and charged double price for them. We do not speak as we pass by."

"I know a man," said another, "who quit trading with a friend of mine because his son wasn't invited to a party at the merchant's house. The son is a coarse lout of a fellow no decent girl will associate with, and to have invited him would have been to spoil the evening for the other guests. I know another dealer who loses a lot of trade every year because he is educating his daughter at an eastern college. They pinch and save in every way in order to give the girl, who has decided talent in the musical line, a decent education, but the consumers of that beastly little burg seem to think they are paying her expenses."

"I presume all country merchants have the same trouble," said another, "and get used to them, but it's galling all the same. I went without a warm overcoat one winter when I was new in business in order that I might help build a new parsonage. I found out later that I had lost trade by not giving more. They said that a man who was making the money I was ought to have donated double what I did."

"It's a good thing the consumers are not all cranks," said the last. "If there were a few more, I guess there'd be bedquits for the walls in my abode by this time."

Alfred B. Tozer.

Fight One Another's Battles.

Paris possesses a curious organization with an odd purpose. It is a band of prosperous tradesmen, who agree to trade with one another to the utmost extent possible, and when necessary to help one another with loans without interest. The clique calls itself "The Tranquil Fathers."

Trickery in the pulpit does not make truth in the pews.

The crudest truth is better than the most cultured lie.

Good Judgment and Tact the Key to Success.

Some time ago a supervisor held an adamant rule over the schools of an Eastern city. So known and feared was she that the very street Arabs whispered in awed tones to one another as she passed: "There goes the board of education!"

It was my fortune, at one time, to hear her (a woman of rare justness and good sense, if of dreaded austerity of manner) address an assembly of teachers. Her theme was discretion, and her words were direct and to the point.

"Remember that the street car is not the proper forum for the discussion of school questions. It is not the proper place to discuss, for instance—the supervisor's wig."

A pin falling in that room at that moment would have been heard. The breath of the educators was suspended as she went on:

"The state demands of the teacher discretion almost as much as education. I commend it to you as a safeguard, and as a mark of efficiency. I have seen many models of this virtue—and a few striking instances of its lack."

Prattling about the failures and deficiencies of his pupils is the vice of a school teacher. At the dinner table of a certain college a number of the faculty and students met daily during the summer quarter. The fact was noted that there was but one professor in the whole lot who did not prate of absent students, dubbing this one "a downright liar" and that one "a slug-gard." Nevertheless when the trustees of the college met to elect a new president, it was also noted that not one of these talkative men, however brilliant, was named for the presidency, but a man of unimpeachable discretion and of marked judgment was chosen.

Making the street car the stage of indiscreet conversation has marked the downfall of more than one public servant who has recklessly betrayed the dignity of his office.

Less than a year ago an officer of the state department was a chance listener to the following dialogue between two young men on a street car in Washington:

"Wish me luck, I'm off for the state department to take an examination for a \$2,000 consulship."

"Pretty sure you'll pass then, eh?"

"I should say so. Both the senators and half the representatives from my state are backing me; and I guess it would be pretty hard not to pass under the circumstances. The exam. is only a bluff."

Uncle Sam did not send this chatterbox to any government abroad, for across this candidate's application blank was written: "Not sufficiently discreet—too liable to discuss private affairs publicly."

Thus the influence of senators and representatives was not sufficiently potent to float one so conspicuously lacking in common sense as to talk state on the street cars.

Quite recently the German ambassador, Baron Speck von Sternburg, said

in reply to an inconsiderate interviewer:

"It is an excellent rule of conduct for an ambassador to avoid talking about the affairs of other nations. The less he talks about those of his own the better his superiors like it, except, of course, when it is a case of correcting a false impression or of explaining a matter on which his ruler desires the people of that country to be enlightened."

The incumbents of any public post, the employes of any corporation, the servants of any household in whatever capacity employed, should lay it to heart that any unseemly talkativeness in public works a passing injustice to the dignity of labor as a whole and a permanent injury to the chatterbox concerned.

Any position of however small importance tacitly demands a certain loyalty to the trust given. In the highest positions discretion cannot be verbally asked for, as the asking itself would imply its want; and in truth, many matters are too subtle, too refined, to bear thus bringing into question. A man to fill a high place of trust must have a curiously delicate quality of inborn discretion. Like a woman's proverbial intuition, it must be ready to spring up full armed to meet any sudden or strange emergency. This sense can be trained to a wonderful degree, but it cannot be wholly created; the material in the rough must, at least, precede the attempt at refinement.

Roosevelt, John Hay, and a few other men owe a great part of their unique fame to the possession of this rare quality alone.

Discretion is good judgment.

A young man was canvassing in his own neighborhood for a new style of dustpan. While demonstrating the taking points of his article he said to his prospective purchaser: "Now, you see, this is gotten up especially for just such stout ladies as you, who find it difficult to stoop." The woman in question chanced to weigh about 170, was of fine figure and carriage, and an expert golf player. She afterwards said that she felt more like boxing his ears than buying anything he might have.

One who would succeed in any business, either for himself or another, must discipline and sharpen his judgment, until tact is intuitive and becomes a second nature. An indiscreet worker is a menace to his employer. To be a first class merchant, or lawyer, or craftsman of whatever kind, you must have tact and use it. In direct proportion to the amount of discretion you employ in your work will be the measure of your success.

M. M. Atwater.

The cynic gets his opinions before the mirror.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

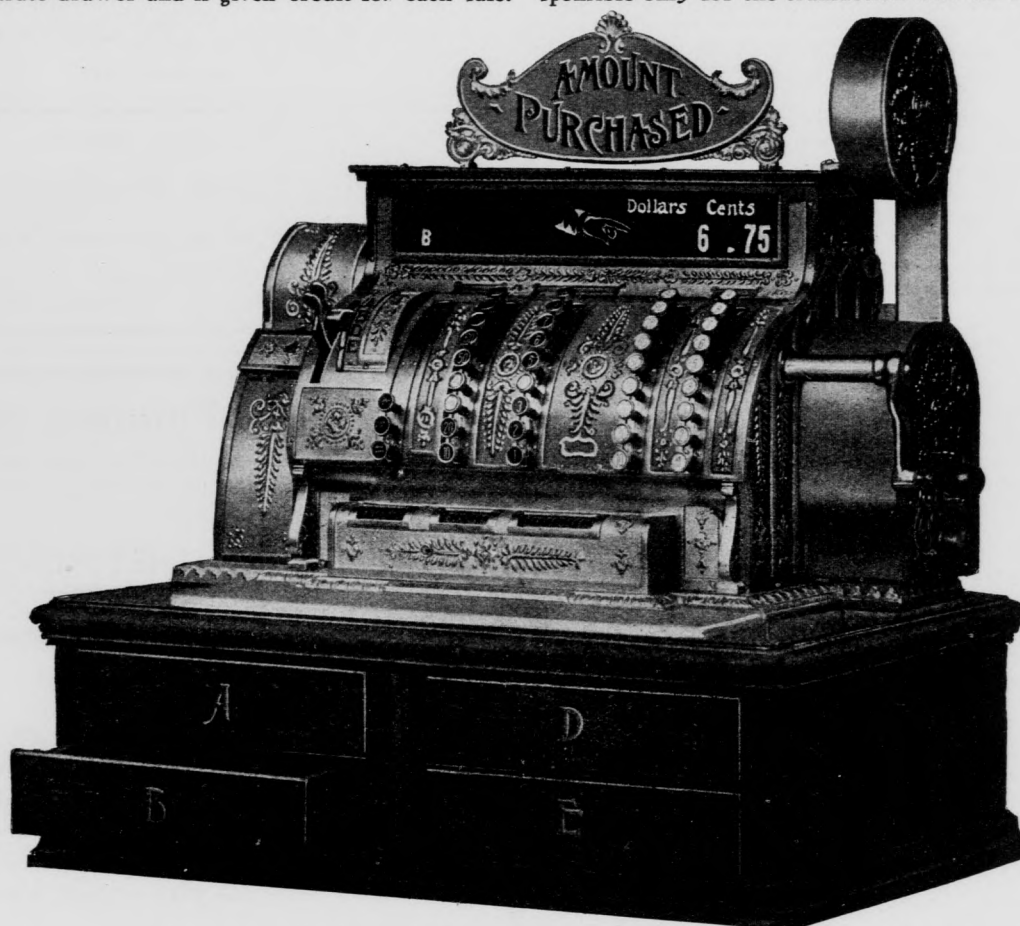
103 Monroe Street Grand Rapids, Mich.

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.

The statistics as shown so far in August are, naturally, encouraging to holders of refrigerator eggs, for if there should be a decrease in production during the fall and early winter compared with the very light production of last fall, the excess of storage reserves now on hand would have a proportionately better chance of profitable outlet.

It is, however, not safe, as yet, to judge the relative production by the recent receipts in the large distributing markets. During the latter part of July the markets were generally in a very unsatisfactory condition for a large part of the current collections, and the prices obtainable for much of the supply were below a parity with country cost; this condition may have turned a part of the collections into country storehouses and now that the lighter receipts have caused a substantial advance in the principal markets it is quite possible that shipments will again increase.

Just now, however, there is a considerable deficiency in the current arrivals at this point—and some of the other markets as well—and we are making a fairly satisfactory use of refrigerator eggs. Unless the fresh receipts during the last half of the month should make a very considerable gain over those from August 1 to date it now looks as though the August output of refrigerator stock will be considerably greater than it was last year.

In August, 1904, the total receipts of eggs at New York, Chicago, Boston and Philadelphia were 627,871 cases and there was a reduction of storage holdings in the four markets aggregating only about 36,000 cases. Present indications are that the reduction in storage stocks this month will be a good deal more than that, but it must be remembered that the total stocks this year are much larger.

The present firmness in egg prices and the fact that some of the storage goods can now be used at a profit can not be considered as conclusive evidence, that the storage situation is a sound one. It is practically invariable that when fresh production first falls below consumptive needs, as it usually does during August, prices are bound to advance to a point where storage eggs can be substituted at some profit. The test of the situation must come later, when the rate of output in relation to the quantity on hand becomes known.

In this market there is a liberal stock of late May and June refrigerator eggs that can be used at a profit at a range of 17@19c; there is also a large quantity of better May goods at 19@20c and plenty of fine Aprils can be had at 20@21c. This range of prices is about the same as has lately been realized for current collections and there are a good many

dealers who will use the older goods whenever the weather permits taking them out satisfactorily. Naturally we may expect that the prices at which trade may be shifted to held stock will prove the limit to the advance in fresh eggs at this season.—N. Y. Produce Review.

Found a Dead Rat in a Tub of Butter.

"Do you want a story for your gossip column?" asked a buyer for one of our large grocery houses. "Well, on Friday last I bought twenty-eight tubs of butter, said to have come from a Minnesota creamery. These goods were distributed to our retail stores, and on Saturday night when a clerk was cutting out the butter he found a good sized rat in the center of one of the tubs. It was necessary to throw away eight to ten pounds of the butter, but the idea of having a dead rat in the butter was most repugnant to me. I complained to the receiver in the expectation that he would write a pretty stiff letter to the creamery, which he assures me that he has done as he recalls the fact that some two years ago he found a dead mouse in a tub of butter from the same shipper."

It is difficult to give an explanation of such accidents, as it is inconceivable that a buttermaker or his assistant would think of knowingly putting a dead rat in the butter. A buttermaker told me some years ago that he was called away from the churn while in the midst of packing the butter to attend to the wants of a patron, and that when he returned to work several rats were running around on the floor close to the butter tubs. Without paying much attention to them he began taking the butter out of the churn, and must have thrown a chunk of eight or ten pounds of butter on top of a rat that had evidently jumped into a partially filled tub and who was satisfying his appetite on a toothsome morsel. The buttermaker did not discover what had happened until nearly ten days later when he was informed by the New York commission house.

It occurs to me, however, that these "accidents" are of too frequent occurrence, and greater care should be taken to guard against them. In some creameries rats and mice are very troublesome, but it is rare that they get into the churn, and if they did it means the grinding to pieces between the rollers. In almost every case where they have been found in butter they did not seem to have a scratch, so that it is evident that they got into the tubs at some time during the packing.

There is probably no market in the world where good packing and fine appearance are thought so much of as right here in New York. I do not mean by this that buyers are willing to pay much more money for the finer looking lots, and yet it is sometimes the case that $\frac{1}{4}$ @ $\frac{1}{2}$ c more can be obtained for a particularly handsome shipment; but in nine cases out of ten the most attractive lot sells first.

Bushel Baskets

Fruit Packages

Also can Fill Orders for Peaches and Plums

Clover and Grass Seed

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

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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.

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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.

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.

The other day I was in one of the large butter stores and my attention was called to a lot of butter that was packed in about as rough looking tubs as I ever saw. The staves were of three or four different colors, the dark staves predominating, and the wood was of very coarse grain, roughly sawed. The seams of the tubs appeared to be unusually open as the brine came through and stained the outside of the tub. The shape was also poor, and more than once the receiver asked, rather sarcastically, "where did they get the tubs?" Piled up alongside of this lot was another shipment of clean, handsome Elgin style tubs, which made the contrast most striking, and I wondered why any creamery could be induced, even for the sake of saving a penny or two a tub, to use such a package. I am convinced from careful observation that it pays to buy a first class tub and to pack the butter in the most attractive manner. It helps greatly in securing a reputation for the mark, and in the long run the returns will more than pay the small extra expense and labor.—New York Produce Review.

Made a \$15,000 Sale by Being Alert.

At all times the traveling salesman should be quick to see the unexpected opportunity—and it might be added that often such an opportunity is brought to light by the impression made upon the customer by a genuine "leader." Once a bright young salesman went into the office of a Memphis merchant to sell him a bill of carbons for his arc lights. He was conscious of having a distinct advantage in a carbon that he could sell at \$11, for which his competitors were obliged to get \$16.50. "You can't sell that carbon for \$11, can you?" inquired the merchant. "Yes, sir; there is no mistake about it," quietly answered the young man. "If you feel any question about it just let me send you what you need, and if they are not all right in every particular you have only to notify me and I will come here personally and ship them back to the house."

"Well, on that understanding," replied the merchant, "you may ship me 5,000."

This time it was the salesman's turn to be astonished, for this was a sensational quantity for a merchant to buy for his own use.

"May I ask," enquired the young man, "how you are going to use so many?"

"Certainly," answered the merchant, drawing a set of contracts from a pigeon hole of his desk. "Here are the contracts for a \$15,000 light plant that I am going to put in across the street."

"Signed them?" inquired the young man.

"No, but I'm going to tonight," answered the merchant, "for I've threshed the details of this thing over until I'm sick and tired of them."

"Now," responded the salesman, "I've demonstrated to you that I can beat those people all to pieces on the price of carbons, and I give you my word that I can do the same thing on the plant that you propose to put in. Put off the signing of that contract until tomorrow night, get on the train with me and go to our plant in Chicago and I will show you that I can save you money on equipment."

The merchant finally agreed, with the result that the salesman who saw this opportunity sold the merchant a \$15,000 plant.—World's Work.

An Alliterative Account.

Adolf, an Austrian artisan, adored Anna, an aristocrat.

Anna adored Adolf.

Another aristocrat, Alfred, an ambassador, adored Anna.

Anna abhorred Alfred.

Alfred addressed Anna, admitting admiration.

Anna assumed amazement.

Alfred adjured Anna.

Anna admonished Alfred.

Alfred adopted aggressiveness.

Alfred's audacity alarmed Anna.

Alfred attempted abducting Anna.

Anna, afraid and agitated, acquainted Adolf.

Adolf accused Alfred.

Alfred, angered, abused Adolf awfully.

Adolf answered Alfred.

Alfred attacked Adolf.

Anna, aghast, aided Adolf.

Adolf and Anna almost annihilated Alfred.

Alfred abdicated absolutely.

Anna accepted Adolf.

Adolf and Anna abruptly absconded and abandoned Austria altogether, arriving at Antwerp, and always abided abroad afterward.

Hypodermic Perfume.

The perfumer brought out a box of rose lacquer, lined with rose colored silk, wherein there lay a half dozen little bottles of cologne and a tiny gold hypodermic syringe.

"The latest Parisian novelty," he said, "the hypodermic perfume box."

And he put into the syringe a little heliotrope extract, turned back his cuff and injected the essence into his arm above the wrist.

The dealer went on to explain that the hypodermic use of perfumes had been discovered by a French chemist and that the women of Paris were taking up the idea enthusiastically.

"I imported a dozen hypodermic perfume boxes," he said, "and this is the last one I have left. So the

idea, you see, may be said to be taking in America, too. A few drops injected into a woman's blood turn her body into a great fragrant flower."—N. Y. Herald.

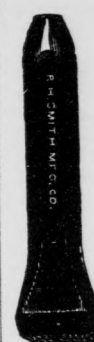
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Apple and Potato Buyers
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Gasoline Mantles

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

NOEL & BACON
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Get our prices and try
our work when you need

Rubber and
Steel Stamps
Seals, Etc.

Send for Catalogue and see what
we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

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.

Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

Empire Produce Company

Port Huron, Mich.

Established 1883
WYKES-SCHROEDER CO.

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
MIXED CARS

Oil Meal

Sugar Beet Feed
KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS



Some Suggestions as to Shoe Store Equipment.

The equipment of a shoe store and shoe departments has a great deal to do with its success. Every store should be equipped with labor saving and merchandise saving fixtures, and reports from all over the country show that the stores which have a modern equipment are the ones which are making money. Attention should also be given to time saving devices.

Fixtures form a very important part of the window display. The window display helps to make buying easy for the customer and selling easy for the salesman, provided it is of the right kind, and nothing which will aid these purposes should be neglected. There are so many fixture companies offering goods now that a merchant can buy them as cheap as he can make them and save all trouble and time. The average window fixture will last forever and they are always on hand when wanted. When a merchant spends hours in fixing up some home made fixtures he is inclined to leave them in the window for weeks to make up for the time he spent on them and this is one of the worst things he can do, as customers will soon get tired of seeing the same goods in the window in the same way week after week and they will be of the impression that the dealer has just these goods and no others and naturally will not want them, whereas if he has a supply of ready made fixtures he can change his display frequently, show different styles and draw his customers' attention to the fact that he has a large and varied stock on hand.

Many dealers are of the opinion that not enough people pass their stores to make it worth while to take the trouble of fixing or changing their window displays, but this idea is gradually being done away with and retailers are now becoming more enlightened as to the power of their window displays in attracting trade. If you take the trouble to fix up your windows with the proper fixtures and display your goods attractively you will influence people passing by to walk into the store and they will become accustomed to watching for your windows when they know they will see something attractive and it is certainly worth while to spend a little time in gaining this end. Not one-tenth of the people passing by your store will go inside and the only way you can attract their attention to your stock is through your windows and if the window display has nothing to hold their interest they are not likely to investigate further, but if the windows show some particular article that attracts their attention they will go inside and ask to see it and once you get a customer inside the store it is a very poor salesman who will let

him go out again without making a purchase.

The interior fixtures are as important as the window equipment. Glass counters are the best, as they have room inside for the display of goods and also add much to the modern appearance of the store. A commodious and convenient findings case is an important factor in a shoe store and there are several now on the market which fill the bill to a nicety. Findings are easy sellers if put where they can be seen, and a case fitted up with apartments for each article does not cost much and is a good investment.

Good light is another item which is necessary to successful storekeeping. This question has been solved during recent years so that no store need have any dark corners where artificial light is necessary in the day time. No one likes to do shopping in a store where they cannot see what they are buying and if possible will patronize the establishment which is light some and where they can select goods without straining their eyes or being doubtful as to the color of any particular material.

These suggestions apply to general as well as shoe stores and should not be forgotten if the retailer wishes to conduct a successful store. A few years ago dealers did not take any pains to make an attractive window display, but now it is generally recognized that "goods well displayed are half sold."

The War Did It.

On account of the war between Russia and Japan, the Union Laundry in Yokohama has been obliged to increase its prices. It recently sent out a notice to its English customers announcing the fact, which read as follows:

Dear Sir—Heatherto we have been forwarded by your kindness of the washing cloth, but my we being compiled that the several articles are increasing day-by-day, the almost of the high prices are rice and the demanded articles of the our business are increased more than anything. Under these circumstances we are wished to you to increase our charges as appeared on the paper from Proximo, please acknowledge our proposal and oblige.

The Chicago subway, which is now complete and in operation, is a unique affair. It carries no passengers; in some places is not over seven feet high. It runs under the streets, tapping the great stores and connecting with the freight depots and yards of every steam road. So freight can be delivered underground and in quantity, relieving the streets of an enormous traffic. This subway was nearly ready for use before the Chicago public knew about its purpose. It was developed from a franchise to construct a conduit for electric wires which was granted without compensation. Under municipal ownership it would be worth millions.

Troubles reverse the laws of perspective.

When a man has fame he does not know it.

Old Honesty

If you are in business not for today, nor tomorrow, but for good, it will pay you to sell Old Honesty

Hard-Pan Shoes

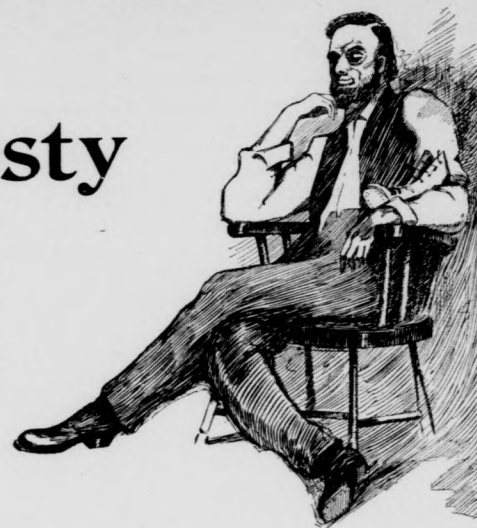
for men and boys. You can interest men in a shoe like this—foot easy and they wear like iron. Regular old-fashioned quality in new-fashioned styles. Did you get a bunch of "Chips of the old block?" Send for a sample dozen of the Hard-Pans—you'll like them and want more.

See that our name is on the strap.

The Herold=Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Michigan



It is Not so Much What
You Pay for Goods as
what You Make on Them
that Counts

We claim the best investment you can make in the shoe business is a good assortment of our make of footwear. Our line is especially strong in heavy goods, and a purchaser is pretty sure to return for the second pair of the same, as well as advertise their quality to his friends and neighbors.

Every shoe we make bears our trade mark, which always guarantees good leather as well as skilled shoemaking.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

The Trade Situation.

Retailers now in the market, as well as jobbing salesmen recently returned from road trips, report trade as being in a very healthy condition throughout the country. In many places it was said that the present week promises to be one of the best in the history of the trade, for the month of August, and this in spite of high prices. The retailer is now looking forward to fall business, having been active through the spring and summer in disposing of seasonable goods. One season merges so gradually into another that the change is imperceptible, but care must be taken to meet the demand that is sure to follow each change. Some spring and summer goods will be found on hand which should be disposed of before filling the shelves with new stock. This is not always an easy thing to do, no matter how earnestly the retailer may desire its accomplishment. Some retailers make a practice of carrying goods from one season to another, but that is never a profitable thing to do when the goods are of a kind likely to be passe by another season. Styles and fashions change so rapidly that new goods soon arrive at the retiring age and become a drag on the merchant's hands.

There was notable increase in the number of buyers in the market, and that they were not in town on a shopping expedition merely was shown by the orders that were placed. Small buyers who had failed to order for future requirements were busy making the best purchases possible under the circumstances. Considerable study and care were necessary in making selections, and the best terms possible to exact were accepted.

Advances at first hands are forcing buyers to supply their needs, and little hesitation is shown in covering. To establish a higher level of prices for footwear has not been the deliberate purpose of manufacturers, but a condition that has been forced upon them. It has been some time since raw material has been obtainable at prices permissive of lower quotations on finished products.

In offering shoes for the spring of 1906, manufacturers have to face a harder problem than confronted them last year or the year before. Footwear lines show an average advance of 15 per cent., and many lines are a full 20 per cent. above the spring level of 1905. Buyers have concluded that it is the best policy to place liberal initial orders, while avoiding speculative purchasing. They seem convinced that they cannot get first-class goods any cheaper as the season advances. Taking the situation as a whole the manufacturers, jobbers and retailers are feeling more than elated at the prospects which the future holds forth for the coming fall business.—Shoe Retailer.

Some Perils Which Confront the Shoe Dealer.

It is evident to thoughtful students of affairs that the retail distribution of merchandise is in the throes of an evolution. The retail dealer is being

subjected to new forms of competition, which he finds it exceedingly difficult to meet. The multiplication of trolley lines enables customers to neglect local retailers and make their purchases in the cities or larger towns. Rural free delivery of mail is an efficient aid to mail order and catalogue houses and the continued agitation for the parcels post offers a new menace to the small retailer.

Improved methods of transportation, communication and advertising enable the great city merchants to get in close touch with the consumer, while the local dealer finds his trade diminishing year by year. It is idle to rail against modern conditions and methods. They can not be argued out of existence. It is high time that the retail merchant took serious thought of these matters and devised means of protection.

It would seem that the day is past when the retailer can trim his window and with his sales force sit down and wait for customers. If buyers will not come to the store the storekeepers must go out after buyers. It is a notorious fact that mail order and catalogue houses frequently grossly misrepresent the value and quality of the goods they offer for sale. These statements should be met and refuted by local dealers. There should be local organizations of retail merchants and they should organize campaigns of education. Literature should be scattered broadcast over the territory naturally tributary to a town by the combined merchants of that town. This literature should describe the goods offered by catalogue houses and should compare them, quality for price, with the goods obtainable from reputable merchants residing in that community. All other things being equal, the average customer will naturally give preference to his own town. Local pride should be appealed to, and it should be impressed upon consumers that it will be to their interest to spend their money in their home town. They should be impressed with the importance of building up the section of country in which they live so that real estate values will increase and wages will be higher. Every dollar sent out of a town or section of country makes that town or section that much poorer and helps to concentrate money in the large financial centers. To get this money back high rates of interest are exacted.

Every retail merchant should endeavor to face the present-day problem, which is that he must expand and grow or he will ultimately be swept aside. As nearly as possible the methods adopted with such great success by the department stores and mail order houses can be applied by local dealers to the extension of their business. It may not be flattering to the vanity of the small merchant in the country town, but it is nevertheless true that the creation of the great catalogue and mail order houses is largely based on the fact that local dealers have done little or nothing to contest and resist this new trade movement.—Shoe Trade Journal.

Shoes of Merit



No. 743

Men's Kangaroo Calf Bal.

The upper is cut from the best skins procurable, bottomed with best Flint soles. Solid leather counter and insole. For durability it has no equal.

To Retail at \$2.50

Geo. H. Reeder & Co.

Grand Rapids, Mich.



They Look Good

This fact, together with the fact that they are the best \$3 shoes made, make the

Walkabout Shoes

the merchant's best sellers. We have a proposition to make one dealer in each town about this "\$3 shoe with a \$5 look."

Write us.

MICHIGAN SHOE CO., Distributors

DETROIT, MICH.

BUSINESS SUCCESS.

He Who Wins It Must Master Detail.*

Drug store profits should receive careful consideration, not less than the profits of any great corporation with its hundreds of shareholders. The pharmacist may well study the methods of those great and successful concerns where no economy, however small, is ignored in their efforts to broaden the zone between cost and selling price and where no detail is omitted that will serve to determine the point where costs end and profits begin. The principles that make for success in the large business should obtain in the small one and he who would attain the greatest measure of success must master detail.

The successful railroad president knows what constitutes a good tie, and how it should be laid, or can solve an intricate problem in railroad finance. Upon his desk will be found figures giving the costs per ton per mile to haul freight and the profit thereon. But do pharmacists generally consider it necessary to know how much it costs to sell a thousand dollars' worth of merchandise, to say nothing of the net profit on capital invested? And is there any reason why he should be more lax in this regard than the railroad president? He has even a greater problem to solve in that he must make his small capital provide for the demands upon him.

The pharmacist's profits are frequently reckoned by the amount of money withdrawn from the business, no inventory being taken, and are therefore a matter of guess work. It is easy to acquire the inventory habit, which once formed becomes a thing to be anticipated and not dreaded. It is with a feeling of satisfaction that, after closing the year's business, one can mentally pat himself upon the back and say: I know where I stand; I am in possession of information concerning my business that will enable me to do better another year. There is no negative side to the inventory question. Given an amount of capital invested the question arises: How shall it be handled to bring the largest returns? I have been a somewhat close observer of pharmacists and their methods and am convinced that failure to discount bills and indifference to collections are the shoals upon which a considerable portion of hard earned profits is dissipated. It may be offered as an excuse that lack of funds prevents the taking of discounts. In that case one should if possible establish a line of credit at a bank and borrow when necessary that discounts may be taken advantage of. Invoices are usually discountable at the rate of 1 per cent. or more per month, while loans can be effected at 6 per cent. or less per annum, thus netting the borrower 100 per cent. on his interest investment. In many cases it is an easy

matter to secure a dating, thus enabling one to avail himself of the discount without the necessity of borrowing. Every pharmacist should open a discount account; they are frequently excellent for sore eyes. Failure to discount is like throwing money away, while indifference to collections is worse than burning money. Nothing excites a more wholesome admiration for a business house than the knowledge that they collect their bills. Failure to collect bills acts like a two-edged sword; it cuts both ways, in that you lose both money and customer. Who can not recall instances where a dilatory debtor after having been compelled to pay his account has renewed his patronage voluntarily upon a cash basis? Over-buying is frequently a source of loss. To anticipate one's requirements beyond a few months is questionable economy, to buy more than one can easily pay for is bad business.

In our large retail establishments much attention is given to statistics, a record being kept of each department as though it were a separate business. To the extent that one can subdivide his business, knowing the net returns from each department, in just so far will he be able to correct errors that otherwise will not be discovered. Not only that, but such vigilance exercises a healthful influence upon employees by arousing interest and often enthusiasm. Neglected lines are taken in hand and their sales increased. The writer's experience may be of interest:

The sales of toilet soaps had greatly fallen off, the reason assigned being that the dry goods and department stores had corralled the business. A fresh stock was purchased and all hands piped on deck and were commanded to sell soap, with the result that in one year twenty-four gross, ranging in price from 10 to 25 cents per cake, were sold; a very good showing for an outside store. All that was necessary was to arouse an interest, and what was true of soap would have been equally true of any other line of merchandise. Are we not, then, justified in the statement that there are profits to be gotten if we will only take them? As the gentleman from Montana would say: "Pay dirt is only waiting to be uncovered." However desirous some may be of determining exact costs and profits, indifferent as others may be, yet all must admit that the year should be closed by an inventory and the net gain determined. Not for that purpose only is the inventory necessary; it furnishes proof of loss in case of fire, without which one is at the mercy of the insurance companies. The insurance adjuster is a smooth but determined individual, who makes money for his employers by saving it. Should necessity compel an interview with him it will be revealed that he "must be shown." Therefore, if for no other reason, one should anticipate the event by each year taking account of stock. In your system of accounting remember

*Paper read at annual convention of the Michigan State Pharmaceutical Association by A. S. Parker, of Detroit.

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.

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

The Grand Rapids Sheet Metal & Roofing Co.

Manufacturers of Galvanized Iron Cornice. Steel Ceilings, Eave Troughing, Conductor Pipe, Sky Lights and Fire Escapes.

Roofing Contractors

Cor. Louis and Campau Sts. Both Phones 2731

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 ½, 1 and 5 gal. cans.

Standard Oil Co.

HARNESS

Special Machine Made

1½, 1¾, 2 in.

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

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

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

WORKING SHOE

No. 408

Not Our Best—Still the Best on the Market for the Money



\$1.60 per Pair

Kang. Upper ½ D. S., London Plain Toe.

For a Short Time Only.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

the injunction that, "The laborer is worthy of his hire," therefore to expense charge a decent salary for yourself, which has no place in the profit column. In taking the annual inventory the writer's rule of practice has been as follows: Merchandise has been taken at its market value. The fixture account has been subdivided into soda fountain and appliances; shelving, counters, show-cases, shelf ware, show jars, scales, etc., miscellaneous items. From each subdivision an amount was charged off sufficient to cover depreciation, which varied according to its character, such items as soda fountain and appliances being subject to a greater discount than shelving and show-cases. In the matter of accounts, those considered doubtful were discounted one-half, those considered as bad being rejected entirely. When the final result was determined upon this basis it was thought to represent as near as possible the exact truth. No interest charge was made against capital, which the writer does not consider legitimate. It is surprising that some pharmacists carry along in their inventories year after year at cost price such items as soda fountain and fixtures. No one can be fooled by such a procedure, except possibly the tax assessor; certainly not the insurance adjuster. Therefore, brethren, I say unto you: let not your inventories abound in false statements, but rather let them record the exact truth to the end that you may know where you stand and that your indicated profits may be real and not imaginary.

In submitting this paper the writer has not assumed to present new facts concerning drug store finance, but has simply given expression to his own views upon some phases of this threadbare question. If it shall succeed in inviting a brief discussion the desired end will have been attained.

Wrinkle in the Manufacture of Syrup of Licorice.*

The idea that I wish to present to this Association is a wrinkle in the manufacture of syrup of licorice. This syrup is one that is constantly prescribed and is, moreover, a preparation of greatest importance, for, aside from the therapeutic properties which it doubtless possesses, it heads the list of all the preparations we have for disguising the bitter or saline taste in medicine. Unfortunately, the National Formulary fails to give any suggestion whereby the preparation can be made either stable or elegant in appearance.

The whole difficulty lies in the first step in the process. After dissolving the mass licorice in the water, an insoluble residue remains which can not be separated by filtration in the ordinary way. If attempt at filtration be made, the first portion that passes through, or rather that portion that passes through, is not clear, and as soon as it seems to be coming clear it ceases to come at all, the finely divided residue having massed itself against the paper so as

*Paper read at annual convention Michigan State Pharmaceutical Association by Leonard A. Seitzer, of Detroit.

to render it almost absolutely impervious. If the operator be willing to omit the filtration and put up with an unsightly preparation, he is confronted with the fact that the inert matter immediately starts to ferment and spoils the syrup.

To overcome this difficulty I use the following method: After disintegrating the mass licorice on a water bath, with the full amount of water which will be required to prepare the syrup, adding from time to time sufficient ammonia water to keep the glycerrhizin in solution, but carefully avoiding sufficient excess so that it can be detected either by smell or taste, I remove from the water bath and allow to cool. I then add the white of an egg, mix thoroughly and again heat on the water bath until all the albumen is coagulated. In that way much of the insoluble matter is surrounded by the coagulating albumen, but enough still remains to make filtration difficult. The method I use here is this: I take some clean excelsior and place in the bottom of a percolator, making the surface as uneven as possible. I next beat up some filter paper in a mortar with the solution until it is reduced to a pulp, after which it and the remainder of the solution are transferred to the percolator, returning the filtrate until it passes clear. The whole solution will then pass through in a reasonable time. The sugar may now be added and dissolved, either in the cold or by the aid of heat. If heat is used it will be necessary to replace from time to time the ammonia that is driven off.

Syrup made in this way is strictly in accord with the official formula, is elegant in appearance and will keep as long as the most stable syrups.

Building Boom at Cheboygan.

Cheboygan, Aug. 22—More money is being invested in new buildings this year in this city than at any time during the past twenty years, it being estimated that \$125,000 will hardly cover the cost of buildings now in course of construction.

The Cheboygan Paper Co. is adding a sulphite mill to its plant, a portion of the building being 100 feet above the basement walls. The cost will exceed \$50,000. The company is doing the work itself.

Contractors Thompson & Jewell have a big force of men at work on a new four-story business block for Kessler & Frost that will cost \$30,000. It is being constructed of stone, brick and cement blocks.

Keopke Bros., of Petoskey, are building a new bank building for the Cheboygan State Bank. It is of field stone and brick, with an artistic front of Bedford cut sandstone. The cost will exceed \$10,000.

In addition to these a new Methodist church, built almost entirely of cement, at a cost of \$15,000, was completed this season, also new frame church buildings for the Baptist and German Lutherans, to say nothing of scores of small business buildings and residences.

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

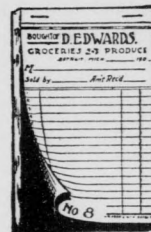
Belding Sanitarium and Retreat



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.

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.

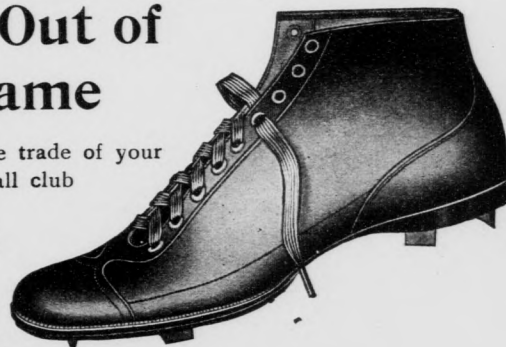
SAGINAW, MICH

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
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail

Local and Long Distance Phone M 2226

MOULDING THE MAN.

The Part Environment Plays in Success.

There is a wide difference of opinion as to the part environment plays in success. Some of those who have reached the top believe that the home environment gives the young man the best opportunities, but the evidence seems to outweigh this theory. There are not only many cases of those who have won fortune in strange fields, but some of the most successful men of to-day are those who ran away from home.

Sir Hiram Maxim, while he did not run away from his father's house, fled from the man to whom his father had apprenticed him. He was 14 when his family lived on a small farm in Maine. The boy was big and strong for his age, and his father took him to East Corinth and "put him out" to learn the carriage making business. The work was hard, the food poor, and the manner of living extremely rough, and the boy, who was dreaming of the sea, ships, and nautical instruments, of which he had already some idea from a book he had found, stood it for about six months and then ran away. He went to Abbot, Me., and got a place in the carriage factory of Daniel D. Flynt. With this employer, who was a wonderful man, he learned many of the things which proved the foundation of his future work.

"This factory," says Sir Hiram, "was much better equipped than many European factories are to-day. Mr. Flynt made the greater part of his machinery himself, and there were many things he did at that time and systems which he established which were infinitely better than those which obtain in shops to-day. At that time in this part of the country the rigors were such that the weaklings died off and there was left a race of people who could work up to a higher efficiency than any flesh and blood has ever developed before or since.

"At Flynt's place, notwithstanding that the hours were long and the pace terrific, I was able to keep up to the front rank, and when I visited him afterward he said that I could do more work in a day than anyone he had ever known. Here we made the whole carriage from beginning to end, and at that time both sleighs and carriages were decorated with landscapes, bunches of flowers, scrolls and stripes. I took a great interest in this, and in this way made a study of drawing."

Here also young Maxim built himself a tricycle, upon which he spent all of his spare time and to which there were some new and unique features which were his own invention.

Thomas Lawson ran away from school at Cambridgeport, walked into Boston and secured a job in South State street, when he was only a little boy. He was brought back and ran away three times, until he was allowed to stay.

"I suppose," he says of this episode, "to have been romantic, I should have

been ragged and dirty and had the seat out of my trousers, but I was none of these. My little blouse was as clean as my boy's is now. I had a well defined idea I should make money, for the market fascinated me from the start. My first important work was handling gold for the firm, as all business was done in gold in those days, and I was swelled with pride when I was set to work shoveling \$20 gold pieces in a cage inside a window."

When Sir Thomas Lipton was 15 he set out to seek his fortune. His parents lived at Glasgow, and he worked in several capacities until he had enough saved to pay his passage to America. He was disappointed and homesick when he reached this country, and, as it was the year after the war, things did not look promising even for grown folks. The little immigrant tried his luck in New York doing odd jobs, at which he gained little but experience. Then he worked his way to South Carolina and worked in the rice fields for two years, doing a large amount of work for small pay, and sending some even of those meager earnings back to the two lonely people on the banks of the Clyde. He decided that there was little hope for him in the South, and went back to New York, where he spent several years, earning little, but saving a part of it, until he had accumulated \$500. When he had this much he began to plan going back home to build a fortune on it. His wit had won him friends and his willingness to work had found work for him and he started the store in Glasgow which was the foundation of the greatest commercial concern in England.

When Alexander Graham Bell was in his twenty-third year his health failed him from overstudy, and he came with his father to America "to die" as he expressed it. Later he settled in the United States as a teacher of deaf mutes and became professor of vocal physiology in Boston university. He began studying the problem of conveying articulate sound by electric currents, working at it during his leisure time for nine years. He completed his first telephone and exhibited it at the centennial exposition, where it was pronounced the wonder of wonders in electric telegraphy. Bell is enthusiastic in attributing his success to the environment of America, which he declares breathes success and inspiration. "Environment," he says, "counts for a great deal. A man's particular idea may have no chance for growth or encouragement in this community. Real success is denied that man until he finds a proper environment."

A youth of 19 arrived in New York from his country home eleven years ago and tramped the streets hungrily seeking for work. It was three months before he found a job as office boy in a lawyer's firm at \$4 a week. Now he is a prosperous man of 30 who pays \$5,000 a year for a suite of law offices, and who received only a short time ago a fee of \$50,000 for winning one case. This modern

Dick Whittington is Joseph A. Shay, and not long ago he said to an interviewer:

"It is not quite fair to say that I began at the bottom, for I received in my young days something that most lawyers do not have, and that is a good business training. My father was a prosperous merchant in Syracuse, doing a large business, and when I left school, at 13, I went into his place and learned the business. He was a shrewd man and a good teacher, and when I was 19 I was manager of the establishment.

"But I dreamed of fame and I longed to be a lawyer. I had often gone to court and heard Gen. Hancock argue cases, and it decided me upon going to New York and trying to work my way up. I came with a fair idea of the hard road I should have to travel, but with unlimited confidence in my ability to climb it. I saw ahead of me the hall bedroom and strict economy in eating and clothing. I realized it all as the little money I had eked out disappeared while I was searching for work. I looked among clothing houses with which I was familiar, but finally only succeeded in getting a job as office boy. This I only secured because I was a stenographer, and I studied law in my spare time.

"Soon after I got this place I got a chance to study law both in practice and theory. I went around with a small boy as interpreter to work up the defense in the Maria Barberi case. With this and other cases I helped Mr. Evans in the court and also took a three months' course at the preparatory law school. I wanted to enter the New York law school, but saw no way to raise the entrance fee of \$100 with my salary, which was then \$8 a week. I explained my position to the law school authorities and arranged to pay my fee in installments of \$15 a month, which left little to live on.

"But I was not ashamed to avail myself of free lunches, which in those days were generous, although after the Raines bill was passed and they were abolished I had to live on two meals a day. But I contrived to look prosperous, so that no one suspected the hardships I was undergoing, and before I was graduated from the law school my troubles were over. A bank engaged me to go West and kept me busy with such good remuneration that I had no opportunity to be sworn in to the New York bar until 1900."

Thomas F. Ryan lost his mother when he was 5 years old and went to live with his grandmother on the old family estate, of which he took charge when he was 15. Finding it a hopeless task to develop it after the civil war's devastation, he abandoned it and went to Baltimore to seek his fortune. For days he walked the streets in search of work, and when his last dollar was reached he found a vacancy in a large dry goods commission house. He was ordered to report for work the following morning, but wasn't going to take any chance, so threw off his coat and said

he would start right in. He worked for two years on a small salary, and his employer seeing his persistence and fidelity, offered him a place in a banking house in New York in which he was interested.

These circumstances are endless, and few hold with Darius Ogden Mills that the best place for a young man to make money is in his home town, where he knows everybody and everybody knows him.

Keene speaks of the need of taking time to get accustomed to environment, especially in coming to a large city before launching in any business, while Depew believes that the young man from the small town would best fit himself for work and acquire confidence in himself by achievement at home before coming to the city.

G. R. Clarke.

Probability of Death Gauged by One's Calling.

"Presuming," said the insurance man, "that you would like your son to live as long as possible, have him become a minister. The clergyman's chances of escaping fatal diseases and living to a ripe old age are nearly twice as good as the average man's. Next to him come the gardener and the teacher. These three classes of workers are the least likely to prematurely solve the mystery of the ages. On the other hand, the most dangerous work indulged in by a large body of men is car coupling in the railroad business.

"This is an interesting subject, especially to a man in my profession," continued the solicitor, "and may be studied with profit by any one. From carefully compiled statistics I find that the farmer ranks fourth in longevity. The gardener has just the slightest advantage over the farmer, and this condition can be accounted for in the fact that the gardener's life is simpler, more peaceful and less laborious than that of the farmer. However, the life of an agriculturist in general is simple and natural, and it means health and vitality for them when men in occupations involving much mental and nervous strain are broken down.

"In the professions, the musician lives the shortest life. Undue emotionalism and the nervous temperament inseparable to the artist cause the musician to be affected mostly with diseases of the nerves and circulation. Alcoholism and suicide also increase the ratio of mortality in this class. Physicians and lawyers suffer mostly from diseases of the heart, while consumption and kindred diseases, which are the most extensive destroyers of life in other occupations, hold a minor place here.

"Bright's disease and diabetes reap a large harvest among traveling men, while clerks in stores suffer more from consumption due to long hours of indoor work. The death rate among clerks, however, is a little below the general standard.

"One of the most healthful of occupations is the shipwright's trade, which can be accounted for by the fact that the shipwright's work is of an active variety, and is carried on

in the open air. The same applies to carpenters and masons. Among the roofers and slaters an undue proportion of accidents are shown, while plumbers, painters and glaziers die in large numbers from lead poisoning.

"Booksellers and librarians enjoy better health than the average man, although they are apt to suffer from gout and other diseases due to an inactive life. Druggists are prone to nervous diseases and suicide; bookbinders, tailors and shoemakers succumb to consumption, as do dyers and glass blowers.

"The death rate of saloonkeepers and bartenders is, of course, high. It is said that they die seven times as fast as the average man from drink, and twice as fast from suicide. Railway men do not suffer much from disease, accidents predominate in this business, although engineers are liable to nervous afflictions. Statistics show that the mortality of railway men from accidents is 200 per cent. higher than that of men in other occupations.

"Miners are shown to be a temperate body of men, not especially liable to sickness, but much subject to accident.

"File, scissors, saw and needle making are unhealthful occupations, as the workers constantly breathe in minute particles of metal, irritating their lungs and causing consumption.

"Our insurance company has arrived at reliable conclusions regarding the dangers attendant on different kinds of work, and it accordingly charges higher rates to men engaged in some occupations than it does in others.

"Some of the classes of workers who pay extra premiums, ranging from \$2 to \$50 per thousand, are blasters, boatmen, electricians, glass blowers, hunters, jockeys, life savers, lumbermen, miners, prison guards, quarrymen, roofers and powder mill employes, while applications will not be considered at all from aeronauts, divers, soldiers and sailors, dry grinders, saloonkeepers and bartenders.

"It is a significant fact, however, that mortality in every occupation has decreased in the last ten years. This is due to the better means of ventilation and sanitation which we have at present and the greater precautions exercised in every field of endeavor."

"How does the insurance man stand in these statistics?" asked the visitor.

"Well," responded the agent slowly, "the insurance man is tougher than the farmer and as liable to violent death as the powder mill employe."

Julius D. Holland.

Reverse the actual conditions and consider what demands Russia would have made upon Japan. When war began Gen. Kuropatkin announced that peace would be made at Tokio. The Russians would have insisted not only upon keeping Manchuria and Korea, but would very likely have tried to annex Japan itself. It is idle for the Russians to assert that the demands of Japan are greater than its triumphs warrant.

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 Shot | Gauge |
| 120 | 4 | 1 1/4 | 10 | 10 |
| 129 | 4 | 1 1/4 | 9 | 10 |
| 128 | 4 | 1 1/4 | 8 | 10 |
| 126 | 4 | 1 1/4 | 6 | 10 |
| 135 | 4 1/4 | 1 1/4 | 5 | 10 |
| 154 | 4 1/4 | 1 1/4 | 4 | 10 |
| 200 | 3 | 1 1/4 | 10 | 12 |
| 208 | 3 | 1 | 8 | 12 |
| 236 | 3 1/4 | 1 1/4 | 6 | 12 |
| 265 | 3 1/4 | 1 1/4 | 5 | 12 |
| 264 | 3 1/4 | 1 1/4 | 4 | 12 |
| Discount, one-third and five per cent. | | | | |
| Paper Shells—Not Loaded | | | | |
| No. 10, pasteboard boxes 100, per 100. | 72 | | | |
| No. 12, pasteboard boxes 100, per 100. | 64 | | | |
| Gunpowder | | | | |
| Kegs, 25 lbs., per keg. | 4 90 | | | |
| 1/2 Kegs, 12 1/2 lbs., per 1/2 keg. | 2 90 | | | |
| 1/4 Kegs, 6 1/4 lbs., per 1/4 keg. | 1 60 | | | |
| Shot | | | | |
| In sacks containing 25 lbs | | | | |
| Drop, all sizes smaller than B. | 1 85 | | | |
| Augurs and Bits | | | | |
| Snell's | 60 | | | |
| Jennings' genuine | 25 | | | |
| Jennings' imitation | 50 | | | |
| Axes | | | | |
| First Quality, S. B. Bronze | 6 50 | | | |
| First Quality, D. B. Bronze | 9 00 | | | |
| First Quality, S. B. S. Steel | 7 00 | | | |
| First Quality, D. B. Steel | 10 50 | | | |
| Barrows | | | | |
| Railroad | 15 00 | | | |
| Garden | 33 00 | | | |
| Bolts | | | | |
| Stove | 70 | | | |
| Carriage, new list | 70 | | | |
| Plow | 50 | | | |
| Buckets | | | | |
| Well, plain | 4 50 | | | |
| Butts, Cast | | | | |
| Cast Loose Pin, figured | 70 | | | |
| Wrought, narrow | 60 | | | |
| Chain | | | | |
| 1/4 in 5-16 in. 3/4 in. 1 1/2 in. | | | | |
| Common | 7 c. | 6 c. | 6 c. | 4 c. |
| BB | 8 1/4 c. | 7 1/4 c. | 6 1/4 c. | 6 c. |
| BBB | 8 3/4 c. | 7 3/4 c. | 6 3/4 c. | 6 1/4 c. |
| Crowbars | | | | |
| Cast Steel, per lb. | 5 | | | |
| Chisels | | | | |
| Socket Firmer | 65 | | | |
| Socket Framing | 65 | | | |
| Socket Corner | 65 | | | |
| Socket Slicks | 65 | | | |
| Elbows | | | | |
| Com. 4 piece, 6 in., per doz. | 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 | dis. 40 & 10 | | | |
| List 12 13 14 15 16 17 | Discount, 70. | | | |
| Gauges | | | | |
| Stanley Rule and Level Co.'s | 60 & 10 | | | |
| Glass | | | | |
| Single Strength, by box | dis. 90 | | | |
| Double Strength, by box | dis. 90 | | | |
| By the light | dis. 90 | | | |
| Hammers | | | | |
| Maydole & Co.'s new list | dis. 33 1/2 | | | |
| Yerkes & Plumb's | dis. 40 & 10 | | | |
| Mason's Solid Cast Steel | 30c list 70 | | | |
| Hinges | | | | |
| Gate, Clark's 1, 2, 3. | dis 60 & 10 | | | |
| Hollow Ware | | | | |
| Pots | 50 & 10 | | | |
| Kettles | 50 & 10 | | | |
| Spiders | 50 & 10 | | | |
| Horse Nails | | | | |
| Au Sable | dis. 40 & 10 | | | |
| House Furnishing Goods | | | | |
| Stamped Tinware, new list | 70 | | | |
| Japanned Tinware | 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 | |
| 500 pound casks | 8 |
| Per pound | 8 1/2 |
| Miscellaneous | |
| Bird Cages | 40 |
| Pumps, Eastern | 75 & 10 |
| Screws, New List | 85 |
| Castors, Red and Plate | 50 & 10 |
| Dampers, American | 50 |
| Molasses Gates | |
| Stebbins' Pattern | 60 & 10 |
| Enterprise, self-measuring | 30 |
| Pans | |
| Fry, Acme | 60 & 10 |
| Common, polished | 70 & 10 |
| Patent Flashed Iron | |
| "A" Wood's pat. plan'd, No. 24-27 | 10 80 |
| "B" Wood's pat. plan'd, No. 25-27 | 9 80 |
| Broken packages 1/2 c per lb. extra. | |
| Planes | |
| Ohio Tool Co.'s fancy | 40 |
| Scotch Bench | 50 |
| Sandusky Tool Co.'s fancy | 40 |
| Bench, first quality | 45 |
| Nails | |
| Advance over base, on both Steel & Wire | |
| Steel nails, base | 2 35 |
| Wire nails, base | 2 15 |
| 20 to 60 advance | Base |
| 10 to 16 advance | 5 |
| 8 advance | 20 |
| 6 advance | 30 |
| 4 advance | 45 |
| 3 advance | 70 |
| 2 advance | 50 |
| 1 advance | 15 |
| Casing 10 advance | 25 |
| Casing 8 advance | 35 |
| Casing 6 advance | 25 |
| Finish 10 advance | 35 |
| Finish 8 advance | 45 |
| Finish 6 advance | 45 |
| Barrel 1/2 advance | 85 |
| Rivets | |
| Iron and tinned | 50 |
| Copper Rivets and Burs | 45 |
| Roofing Plates | |
| 14x20 IC, Charcoal, Dean | 7 50 |
| 14x20 IX, Charcoal, Dean | 9 00 |
| 20x28 IC, Charcoal, Dean | 15 00 |
| 14x20 IC, Charcoal, Allaway Grade | 7 50 |
| 14x20 IX, Charcoal, Allaway Grade | 9 00 |
| 20x28 IC, Charcoal, Allaway Grade | 15 00 |
| 20x28 IX, Charcoal, Allaway Grade | 18 00 |
| Ropes | |
| Sisal, 1/2 inch and larger | 9 1/2 |
| Sand Paper | |
| List acct. 19, '86 | dis 50 |
| Sash Weights | |
| Solid Eyes, per ton | 28 00 |
| Sheet Iron | |
| Nos. 10 to 14 | 3 60 |
| Nos. 15 to 17 | 3 70 |
| Nos. 18 to 21 | 3 90 |
| Nos. 22 to 24 | 4 10 |
| Nos. 25 to 26 | 4 20 |
| No. 27 | 4 30 |
| All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra. | |
| Shovels and Spades | |
| First Grade, Doz | 5 50 |
| Second Grade, Doz | 5 00 |
| Solder | |
| 1/4 @ 1/2 | 21 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. | |
| Squares | |
| Steel and Iron | 60-10-5 |
| Tin—Melyn Grade | |
| 10x14 IC, Charcoal | 10 50 |
| 14x20 IC, Charcoal | 10 50 |
| 10x14 IX, Charcoal | 12 00 |
| Each additional X on this grade | \$1.25 |
| Tin—Allaway Grade | |
| 10x14 IC, Charcoal | 9 00 |
| 14x20 IC, Charcoal | 9 00 |
| 10x14 IX, Charcoal | 10 50 |
| 14x20 IX, Charcoal | 10 50 |
| Each additional X on this grade | \$1.50 |
| Boiler Size Tin Plate | |
| 14x56 IX, for Nos. 8 & 9 boilers, per lb | 13 |
| Traps | |
| Steel, Game | 75 |
| Oneida Community, Newhouse's | 40 & 10 |
| Oneida Com'y, Hawley & Norton's | 55 |
| 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 | 40 |
| Barbed Fence, Galvanized | 2 75 |
| Barbed Fence, Painted | 2 45 |
| Wire Goods | |
| Bright | 30-10 |
| Screw Eyes | 30-10 |
| Hooks | 30-10 |
| Gate Hooks and Eyes | 30-10 |
| Wrenches | |
| Baxter's Adjustable, Nickleled | 30 |
| Coe's Genuine | 40 |
| Coe's Patent Agricultural Wrought | 70 & 10 |

Crockery and Glassware

| STONEWARE | |
|---|----------------|
| Butters | |
| 1/2 gal. per doz. | 48 |
| 1 to 1 gal. per doz. | 56 |
| 8 gal. each | 70 |
| 10 gal. each | 84 |
| 12 gal. each | 1 20 |
| 15 gal. meat tubs, each | 1 60 |
| 20 gal. meat tubs, each | 2 25 |
| 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 | 34 |
| 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 | 5 |
| Stewpans | |
| 1/2 gal. fireproof, bail, per doz | 85 |
| 1 gal. fireproof bail, per doz | 1 10 |
| Jugs | |
| 1/2 gal. per doz | 90 |
| 1/4 gal. per doz | 4 |
| 1 to 5 gal., per gal. | 7 1/2 |
| Sealing Wax | |
| 5 lbs. in package, per lb. | 2 |
| LAMP BURNERS | |
| No. 0 Sun | 32 |
| No. 1 Sun | 38 |
| No. 2 Sun | 50 |
| No. 3 Sun | 85 |
| Tubular | 50 |
| Nutmeg | 50 |
| MASON FRUIT JARS | |
| With Porcelain Lined Caps | |
| Pints | Per gross 5 00 |
| Quarts | 5 25 |
| 1/2 gallon | 8 00 |
| Caps | 2 25 |
| Fruit Jars packed 1 dozen in box. | |
| LAMP CHIMNEYS—Seconds | |
| Per box of 6 doz | |
| Anchor Carton Chimneys | |
| Each chimney in corrugated tube | |
| No. 0, Crimp top | 1 70 |
| No. 1, Crimp top | 1 75 |
| No. 2, Crimp top | 2 75 |
| Fine Flint Glass in Cartons | |
| No. 0, Crimp top | 3 00 |
| No. 1, Crimp top | 3 25 |
| No. 2, Crimp top | 4 10 |
| Lead Flint Glass in Cartons | |
| No. 0, Crimp top | 3 30 |
| No. 1, Crimp top | 4 00 |
| No. 2, Crimp top | 5 00 |
| Pearl Top in Cartons | |
| No. 1, wrapped and labeled | 4 60 |
| No. 2, wrapped and labeled | 5 30 |
| Rochester in Cartons | |
| No. 2, Fine Flint, 10 in. (85c doz.) | 4 60 |
| No. 2, Fine Flint, 12 in. (\$1.35 doz.) | 7 50 |
| No. 2, Lead Flint, 10 in. (95c doz.) | 5 50 |
| No. 2, Lead Flint, 12 in. (\$1.65 doz.) | 8 75 |
| Electric in Cartons | |
| No. 2, Lime (75c doz.) | 4 20 |
| No. 2, Fine Flint, (85c doz.) | 4 60 |
| No. 2, Lead Flint, (95c doz.) | 5 50 |
| LaBastie | |
| No. 1 Sun Plain Top, (\$1 doz.) | 5 70 |
| No. 2, Sun Plain Top, (\$1.25 doz.) | 6 90 |
| OIL CANS | |
| 1 gal. tin cans with spout, per doz. | 1 20 |
| 2 gal. galv. iron with spout, per doz. | 2 10 |
| 3 gal. galv. iron with spout, per doz. | 3 10 |
| 5 gal. galv. iron with spout, per doz. | 4 10 |
| 3 gal. galv. iron with faucet, per doz. | 3 75 |
| 5 gal. galv. iron with faucet, per doz. | 4 75 |
| 5 gal. Tiltling cans | 7 00 |
| 5 gal. galv. iron Nacefas | 9 00 |
| LANTERNS | |
| No. 0 Tubular, side lift | 4 65 |
| No. 2 B Tubular | 6 40 |
| No. 15 Tubular, dash | 6 50 |
| No. 2 Cold Blast Lantern | 7 75 |
| No. 12 Tubular, side lamp | 12 60 |
| No. 3 Street lamp, each | 3 50 |
| LANTERN GLOBES | |
| No. 0 Tub., cases 1 doz. each, bx. 10c. | 56 |
| No. 0 Tub., cases 2 doz. each, bx. 10c. | 50 |

DRY GOODS

Weekly Market Review of the Principal Staples.

Ginghams—Standard and staple ginghams for delivery for the spring jobbing trade are again quite active and from the manner in which most buyers have operated it would seem that there was yet a large amount of goods to be purchased and that there will be, if manufacturers will agree to it, a very active market from now on. Considerable business was done during the week with Cuban and Puerto Rican buyers as well as buyers from Central and South America, and makers of cheap and standard ginghams look for quite a large business from these markets for some time to come. Jobbers are very favorable to large purchases of ginghams on account of the large business they have done with retailers for fall account. Last month there was considerable buying done of ginghams by the larger jobbers, and when these goods are delivered, they will show the owners from a quarter to a half cent better value than present offerings. It is understood that the present anxiety on the part of buyers has been due to the feeling that ginghams will again soon show quite an advance. It is quite probable that advances will take place from time to time until prices are on a level with other staple goods. Domestic buyers have taken the cream of the stock goods and goods under construction or on the way, while exporters have filled up with old-patterned goods, which are unsalable here. The proportion of apron or standard ginghams to other staple cotton goods sold in the rural districts seems to be really growing smaller each year. Old-time jobbers say that a decade or two ago country dry goods merchants saw that the bulk of their colored stock was made up largely of ginghams. To-day the country housewives look to the novelty and other higher priced goods, and ginghams at the country stores make up a small portion of the stock in hand and these are of much higher grades than the goods sold in the past.

Prints—A big business has been done in nearly all classes of standard prints and at prices which showed an advance over recent quotations, but which were not on a parity with gray goods. A good Central and South American and West India trade was experienced, as well as some good business from the jobbers. Everything indicates a resumption of an active market for prints as buyers are lightly supplied, and rumors are heard of further advances in values. The gray print goods market is strongly maintained without any quotable change. Wide goods are in request.

Dress Ginghams — On the fine dress ginghams and the special fabrics of like texture, agents report a

satisfactory business. The present outlook for the spring retail season on fine ginghams is exceedingly bright. Fashion authorities on women's apparel predict that ginghams will be exceeded only by white goods during 1906. Fine finished ginghams will be in the lead, it is predicted, with mercerized a close second. Persian striped and other novelty ginghams, it is believed, have seen their best days for a while. Everything for spring in ginghams points to fine and medium checked effects and these in black, blue and red colorings. Silk ginghams, it is understood, will affect cotton ginghams but little.

Shirtings—Spring shirtings will be pretty well divided, when the stuffs are cut up into fancy woven and printed goods. Leading buyers are much in favor of fine percales and similar fabrics, yet they are free buyers of conservatively striped madras and floating warp goods. The latter, perhaps, are receiving the most attention as compared with the other goods, but results are not always the best when only attention is given. Chambrays are sold largely South and West and buyers in that territory are taking the usual quantities. The clearing-up period in shirting circles has taken place and it has been found that the leftover goods are not any larger than at the end of previous seasons.

Waistings and Wash Goods—Novelty waistings for spring of 1906 will be few and far between. Demands, it is now believed, will be for white and staple goods. For early spring and late winter brocades and poplins and piques to some extent will be wanted. At least buyers are placing orders for goods of this character. In wash goods for spring everything points to printed lawns, organdies and dimities, outside of ginghams. Dotted, figured and embroidered muslins will also have a big run, it is believed. Combed yarn lenos and other New Bedford goods will, no doubt, have a share of the business.

Underwear—Spring underwear attracted very few buyers into operating during the week, a few orders for balbriggans and light ribs and gauzes comprising the bulk of the business in light goods. Standard and sub-standard fleeces were quite largely sought for at prices of \$3.25 for the former and \$3 and \$3.10 for the latter. Women's heavy ribbed goods were in fair demand, prices being based at \$2.07½ for eight-pound goods. Evidently there is to be considerably more business done in merino underwear of the better grades, as demands of late have been on the increase. Women's worsted underwear in very light weights is destined to become an important feature in the fall retail business. Lightweight cotton underwear will no doubt be quiet for some weeks to come. There is yet much business to be placed, but buyers will take their time about it. Knitters are more inclined to stand their ground regarding prices, and the situation as a whole is better than it has been thus far this season.

SWEATERS



Close attention has been given this line by us for several years. We have tried to keep pace with the increasing demand for same and today have a stock that requires no apologies on our part. We have them for Men's, Boys', Children's, Ladies' and Misses' wear at following prices:

Men's at \$4.00, \$9.00, \$13.50, \$15.00, \$21.00, \$22.50, \$24.00, \$30.00 and \$42.00 per dozen.

Boys' at \$3.50, \$7.00, \$7.50, \$9.00 and \$12.00 per dozen.

Children's at \$4.00, \$4.50, \$7.50 and \$9.00 per dozen.

Ladies' at \$13.50 and \$24.00 per dozen.

Misses at \$10.50 per dozen.

We also have Infants' Knit Jackets at \$4.50 per dozen and a line of Men's Cardigan Jackets that will find ready sale at \$1.25 to \$3.00 each. Give us a trial order for this department.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

GRAND RAPIDS, MICH.



**= OUR GREAT = FREE
SAMPLE OUTFIT FREE
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.

Hosiery—Spring hosiery is more active than spring underwear. During the week some good business was done in medium and cheap staple goods at prices a little better than those paid two weeks ago. The bulk of the business done thus far has been in blacks, but demands are increasing for embroidered and printed goods as well as two-toned goods. To conform with men's wear for spring, many knitters are showing gray effects in hosiery and it is understood that they are taking well.

Sweaters and Jackets—Sweater manufacturers have done a fair amount of business for the season about at a close, but the prices they have been able to get have made them quite discouraged. More or less manipulating of stock has been going on and it now looks as though the retail markets would be swamped with cheap goods. Women's knit jackets in worsted and wool are in a fair position, but buyers are cautious, owing to their belief that these jackets are a fad of short duration. Flat goods, and in particular eider-downs, are quite active, and cutters are making up garments in good numbers.

Carpets—Distributors did a fair business last week in piece goods. Brussels were in fair demand in some parts of the East and Middle West. Axminster and Wilton velvets are selling well in nearly all sections of the country. Salesmen report that the demand is principally for the better grades. Tapestry carpets are in fair demand. Manufacturers still continue their conservative policy of manufacturing goods only as orders are received. In the case of manufacturers of high-grade goods the result is practically a normal yardage. Ingrains of all kinds are dull. It is safe to say that fully 50 per cent. of the ingrain looms of the country are idle. During the last two years a number of manufacturers have thrown out ingrain looms and installed rug looms in their place. By this change these manufacturers have been enabled to do a normal business, while others who still cling to the ingrain looms are not doing more than half their regular volume of business. Cotton ingrain manufacturers have been very unfortunate this year in not being able to forecast the course of the cotton yarn market. The result is that there is very little being done in the various lines of cotton ingrain carpeting. In the production of a roll of granite ingrain, about fifty-five pounds of cotton yarn are used, besides other yarns.

Rag Carpets—For many years there has been a demand for rag carpets of sufficient importance to keep two or three firms supplied with a good volume of business. With the growth of the sentiment for Mission and other plain styles of furniture, the demand for rag carpets and rugs has increased to such an extent that the business has assumed goodly proportions. Some years ago a power loom for weaving rag carpets was invented and it met with the instant approval of manufacturers,

who installed it in place of their old hand looms. With the increased demand for rag carpets came an increased demand for the power loom. The old-time hit or miss pattern of rag carpets is not in favor, as modern taste demands stripes, checks and more elaborate designs, which manufacturers are satisfying as far as the limits of the materials used will allow.

Refrigerator Plant at Battle Creek.

Battle Creek, Aug. 22—The Detweiler Refrigerator Co., of Pittsburg, Pa., which offered \$12,000 cash for the buildings of the Battle Creek Food Co., which was refused because the principal stockholder will again start up the business, with a larger line of malted goods, still wants to locate in this city. Secretary Gibson has received a telegram from Ellsworth Dewey, one of the officers, asking the price for the buildings of another defunct food factory.

On account of the abundant harvests in the Northwest the Nichols & Shepard Co. has sold out cloer than at any time in the fifty years' existence of the concern, and has less machines on hand.

The Advance Pump & Compressor Co. received an order yesterday for three large pumps for a sugar plantation in Puerto Rico. The company also shipped two expensive pumps to Mexico.

One of the very active industries of the city is the Keyes-Davis Co., manufacturer of poultry and laundry specialties, which, at the present time, is doing an unusually large business.

Pontiac Factories Working Full Time.

Pontiac, Aug. 22—L. L. Dunlap, President of the Dunlap Vehicle Co., has just returned from an extended trip through the West, on which he called on the majority of the larger vehicle jobbing houses. Everywhere he found the outlook bright and the demand for Pontiac vehicles increasing. He states that the crops in the West this year are abundant and everywhere there is an indication of peace and plenty.

The demand for the commercial cars of the Rapid Motor Vehicle Co. continues to increase. The company is at present doing its best to keep customers satisfied until it can get into the large new factory in course of construction. When completed it will be the largest plant in the world devoted to the exclusive manufacture of commercial cars.

The Welch Motor Car Co. continues to turn out cars with apparently no lessening of the demand for them.

Old Grocery Business Changes Hands.

Marshall, Aug. 22—John Heyser, Jr., of this city, has purchased the grocery stock of A. V. Watson, which is the oldest established grocery in Marshall, having been established by Andrew Watson, one of the early settlers of the town. He was formerly in the employ of the American Express Co. here.

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

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

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

We Can Help You

In getting beautiful and harmonious tints on your walls with

Alabastine
THE SANITARY WALL COATING

Write for sample card of handsome tints. Tell us just what work you have to do, and see how we can help you in getting beautiful effects. Alabastine is not a disease breeding hot or cold water glue kalsomine, not a covering stuck on with paste like wall paper, but a natural cement rock base coating. Anyone can apply it. Mix with cold water. Alabastine does not rub or scale. Destroys disease germs and vermin. No washing of walls after once applied. Buy only in packages properly labeled. "Hints on Decorating" and pretty wall and ceiling design free.

ALABASTINE CO.,

Grand Rapids, Mich.

New York City.

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.



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.

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.



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.

Reciprocal Relation of the House and the Salesmen.

Every business house is, in a sense, a training school, and the better the training the more profit to the "Faculty."

The employer, who when he employs a salesman, believes the contract implies that the salesman should do all the work, is, no doubt, correct "on paper," but in practice is absolutely blind to his own interests.

The science of reading character, or determining ability, by face and form aids but little in the selection of selling agents. "You can't tell a thing about a man by looking at him; there's only one way—try him."

If a man's record is good as a successful salesman in a particular line, he is a safe man to employ for that line of goods, but if he has failed with it there is a strong chance against him, unless you have time to correct past errors.

However, if a man has failed in another line than that for which he is to be engaged, his chances of success are greater than those of a "raw" man.

The errors which cause failures do not persist in a changed environment as forcefully as they do when the environment is practically unaltered.

An erroneous thought associated with an act will habitually manifest itself upon repetition of the act. An altered environment obviates the demand for repetition, hence the erroneous impression is held in abeyance.

The human mind is governed by certain definite laws. Recent experiments and observations have made clearer to us some modes of their operation, and upon the ability to conduct our relations with others, in accord with mental laws, rests the success of an enterprise.

The science of business in the future will and must be chiefly psychological. The successful business man of the past has been unknowingly operating in accord with the laws of mind. The successful man in the time to come will be a skilled psychologist, and every contemplated action will be subject to critical scientific analysis.

When we deal with our customers we are, through necessity, considerate of their "feelings." Attempts to discipline trade are disastrous. When we deal with our salesmen we should treat them with a consideration equal-

ing that which we give to our customers.

The same principle is involved in both cases; if the first is recognized as the true method, the second must be. We secure from the customer favor and patronage; from the salesman favor and thorough co-operation. "Educate" your salesmen exactly as you "educate" trade.

If we desire co-operation we must establish something on which to co-operate. We must be definite in aim; know what we want to do and how to do it.

The field for the genius of salesmanship is practically unlimited. New ideas and new methods in all lines of trade are offered every day and will continue to be presented until the end of time.

When one reaches a point where he believes there is no advance to be made "in his business" it is time for him to yield to the competitor who knows better.

When the jeweler tries to sell you a diamond, he displays it from several different positions. You get a glimpse of the "sparkler" at its best, from one point, but the eyes of the customer standing next to you may see it best from another view.

An advertisement dignified in character interests some people; one of the comic variety pleases another class. Both bring results. I am a believer in "dignified persuasion."

There are many classes to reach and many ways of advertising. Many business men do not know that the class of people that do not now buy would use many of their goods if they are taught how to use them.

A merchant who sells groceries sells nearly the same goods that thousands of his competitors sell and his cry is that, "You can not sell goods unless you make as low a price as your competitor." He believes, "You can't do anything 'different' with groceries."

Within the last three weeks one enterprising wholesale grocer, in the way of a boom, put up rice in new barrels, lined them attractively, painted the hoops with a bright color, placed in the barrel a sheaf of rice stalk tied with ribbon, together with a nice showcard. Then he went to the printer with his "copy." Result: He covered his territory with advertisements, filled his salesmen with enthusiasm for rice and sold more rice in two weeks than any one house usually sells in a year—and got a better price than his competitors were asking.

This grocer did something "different" with plain every-day rice.

When asked to buy, a purchaser will nearly always reply that, "He doesn't need any goods."

The hard point is "starting" the seemingly indifferent buyer; the rest is comparatively easy for the salesman.

An ingenious house manager will devote time to finding new "points of departure" for his men. The truly up-to-date manager of salesmen has his business so well in hand that they can "start anywhere" and gain the buyers' attention.

The art of developing "starting points" is one that yields great returns on the time devoted to its study.

A man may either learn to "start anywhere" outside of business, on the "personal" side of the prospective buyer or by various devices establish points of interest in his goods. The real genius never approaches the same customer twice in the same way.

To be always new, always interesting, always welcome are the essentials.

A starting point is sometimes offered in the form of a "low-price" leader. Cut-price leaders are an abomination in business and indicate a lack of understanding of the underlying principles of salesmanship.

Leaders, which, by any element of originality and attractiveness, show selling qualities and consequent profit to the buyer, promote business and reflect credit upon those devising them.

Advertisement writers are giving exhibitions of the art of establishing "starting points." Every issue of the magazines shows a new device for centering the attention of the reader. The manager of salesmen would do well to study the science of advertising, the psychology of it—and apply it to the work of stimulating his salesmen. The points are attention and interest.

When we become accustomed to certain sounds we cease to be conscious of their continuance. The manner of presentation of merchandise demands change, because mind ceases to take active cognizance of things with which it is long familiar.

New "schemes," new combinations, new labels, old things in new dress, even new things in old dress, new uses for this item, new methods of preparation in that, novel exhibits, and without end, the work must go on.

One breakfast food advertiser appeals to the sick, another to the well; one tries to reach grown people, another seeks a channel of distribution through children.

The one who first gets into a new channel for creating interest generally does the business. Not because he has something new, but because he has a new way of impressing the minds of the users.

The insurance people "do things right." They have regular "classes of instruction" at stated intervals.

One large grocer in St. Louis holds a meeting of his sixteen city salesmen every other morning, for at least an hour, and frequently invites representatives of different lines to address them.

These are but instances of methods for sustaining the ambition and interest of salesmen.

Persistence is essential. The house manager must be always at it, always doing something vigorous, aggressive and stimulating. If he relaxes his salesmen will relax without knowing why.

A certain house manager, owing to family troubles, was unable to manifest vigorous interest in his business.

He had good salesmen, yet the trade fell off 10 per cent. during the year, while other houses in the same line gained. The following year he "got down to business" and gained 20 per cent. with the same salesmen, while the houses with whom comparison had been made showed no material gain over the previous year. The whole difficulty was with the house man.

Napoleon could do more by the use of a little piece of red ribbon or by a "pinch on the ear" than others could do with all the wealth in their treasuries.

Some houses have adopted a method of stimulating salesmen by establishing grades or classes. The first includes sales over certain amounts, etc. I do not know how this works in practice, but I believe that if with the "glory of achievement" there's "money in it" it's a good thing.

Advertisement writers show the highest type of salesmanship, on paper, because they work along truly scientific lines. The personal representation—the salesman—will, however, always be the most forceful advertisement, considered singly.

A salesman, supplemented by a skillful advertiser, presents the most powerful combination possible in salesmanship.

Exclusive catalogue houses succeed because they are few in number. Increase competition along the same lines and there will be a reversion to "visitors" in the beginning, "salesmen" in the end.

A salesman can always get more money for his goods than a catalogue house offers the same goods for. A salesman gets business from the best

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.

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.

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.

customers; the catalogue house gets "what's left."

It is not things but opinions about things that trouble mankind.

Men are often said to be "good judges of human nature" and by virtue of this quality succeed as salesmen.

Men succeed not so much by judging others as by a knowledge of themselves.

Within ourselves is established a standard for our every judgment.

Resistance is offered by others to all movement which is not in harmony with their trend of opinion. Established opinions, like moving bodies, display a certain momentum which carries them forward after the impelling force is withdrawn.

If we wish to stop a train of cars moving in a given direction we do not pile obstructions on the track unless we want a smash-up. It is wiser to board the train, apply the brake and ride with the train until it is brought to a standstill.

When we wish to influence the minds of others it is usually wise to board the "train of their opinion," ride with them and apply the brake gradually. The "engine of thought" is most effectually reversed when not moving forward at too great a speed.

In handling salesmen concede to them common sense and ability to do well, then show them better things and more perfect methods. They will then be with you in every sense.

No matter how capable is the man who heads an enterprise, he must have good support. One man can not do all the work. True executive ability is shown in "getting others to do work for you."—W. N. Aubuchon in Salesmanship.

Death of George Corwin, the Dry Goods Salesman.

Traverse City, Aug. 21—George Curtis Corwin, aged 29 years, died at his residence at 542 State street last week after an illness of about two weeks' duration. The cause of death was heart failure, with symptoms of fever. He was conscious to the last and knew all. By his death a wife and two children, besides his parents, are left to mourn.

The deceased was a traveling salesman employed by Burnham, Stoepel & Co., wholesale dry goods dealers of Detroit, and was a very popular young man, both with his employers and customers. He was liked by all who knew him, both young and old.

Two years ago last July Mr. Corwin and family moved to this city from Detroit, and had resided here since that time. He had many friends in this city.

George Curtis Corwin was born at Fenton, May 19, 1876, and at an early age moved with his parents to Detroit, where he spent all his life until moving to this city two years ago. The remains were taken to Detroit, where the funeral and interment took place.

A great man is one who captures the imagination of his generation.

Meeting of Shoe Dealers at Detroit.

Detroit, Aug. 23—There are 2,800 retail shoe dealers in Michigan, and the first steps to form them into a permanent organization were taken at Harmonie hall yesterday. About 100 were present.

The meeting was called by the Detroit association for the purpose of forming an organization of the shoemen of the State to abate business throat-cutting and form a solid front against the mail order houses, the manufacturers who maintain retail stores and deadbeat customers.

The visitors were welcomed by H. A. Weber, chairman of the board of directors of the Detroit association, after which President Mowers presided over the meeting. Chairman Reinhart, of the common council, himself a shoe dealer, opened the gates of the city.

Speeches by men from all over the State showed sentiment for organization. "Every other party to the shoe trade is organized," said one member. "The manufacturers have their combine; the jobbers are united to give as little as they can to the manufacturers and get as much as they can out of the retailers, and the consumers are combined to demand that the shoes last twice as long as they ought to. It's up to us to get our share."

President Lemkie, of the Milwaukee association, humorously depicted the situation in that city. Too much jealousy was the principal failing.

Committees on organization and on by-laws and constitution were appointed and will report to-day. It is certain that a State organization will be formed and a National body growing therefrom is probable.

Last night a reception was given by the manufacturers and jobbers who have displays in the auditorium on the top floor. There are twenty or more exhibitors and the place resembles a church fair.

A good program of entertainment has been provided by the local association under President Mowers. This morning the visitors will be taken for a ride on Lake St. Clair, and this afternoon will take a trolley ride around the city, winding up at Goebel's brewery at 3.30. A business session will be held at 8 p. m. The final session will be held to-morrow, and the visitors will be given a Dutch lunch at Harmonie hall in the evening.

The Grain Market.

The wheat market has shown a little more strength the past day or two, there being a general feeling of uneasiness among shorts, which has been brought about and helped by the strength abroad, due to decreased offerings from wheat exporting countries. The visible supply showed a loss for the week of 177,000 bushels, compared with a loss of 235,000 bushels for the same week last year. This leaves the present visible at 13,722,000 bushels, as compared with 12,323,000 bushels one year ago. The domestic situation is indeed bearish. The winter wheat crop was a large one and the harvest conditions for spring wheat are perfect. Harvesting is progressing finely and reports com-

ing from that section would indicate a record-breaking crop and with quality fully in keeping with the quantity.

The cash corn market continues strong, while futures, both December and May, show considerable weakness. The foreign demand for corn takes care of our surplus from week to week and enables growers and dealers to obtain a premium of 2@3c per bushel over September corn and 12@14c per bushel over the December and May option markets. Receipts are quite liberal and the quality is running much better than a month ago.

New oats are moving freely. The quality is not up to standard, having been damaged and badly bleached by excess moisture, but the weight is good, running as high as thirty-six to thirty-eight pounds. The trade will find considerable fault with the quality, it being so much darker than the previous crop, but as the oats are well filled the feeding value is there.

The outlook for beans in the State is very promising. The plant is well filled, and with seasonable weather for maturing and harvesting Michigan will have a crop far above the average, which will more than make up for any shortage in the Eastern States. The crop in Western New York was largely damaged by wet weather, and in many sections will not yield half a crop. Old beans are moving a little more freely and prices are lower. October beans are in fair demand, but the trade is inclined to discount the present price 3@5c per bushel. L. Fred Peabody.

Some Ways a Name Can Be Distorted.

George E. Bardeen, President of the Bardeen Paper Co., Vice-President of the Lee Paper Co., Vice-President of the MacSimBar Paper Co., director of the Kalamazoo Stove Co., director of the Kalamazoo, South Haven and Chicago Traction Co., director of other things, former President of the village of Otsego, promoter of Fourth of July celebrations and other high old times, Republican politician and joshier and joker in general, has made an effort to straighten out the past history of the MacSimBar Paper Co., and in doing so has written the following communication to the Paper Trade Journal:

Otsego, Aug. 14—The MacSimBar Paper Co. is purely an Otsego company. The name is taken from a tribe of Indians located here, whose ancestry goes back to the days of Columbus, and who, after converting their clans in Scotland, were driven from that country on account of their extreme religious views, and during a calm in the storm their vessel was driven ashore at Otsego, where they have since carried on their mission work.

Their tracts have been printed in many languages, some of which are headed as follows:

Sim Bar Paper Co.
Mac Zim Bar Paper Co.
Max Sim Bar Paper Co.
McSein Box Paper Co.
N. McSein Box Paper Co.
N. McSein Bar Paper Co.
Zim Bar Paper Co.
Mac Lim Bar Paper Co.
Mac Amber Paper Co.
Mac Sein Bar Paper Co.
Mosien Box Paper Co.
McSim Bar Paper Co.
The Sin Bar Paper Co.
Mac. Sim, Barr Paper Co.
Mack Sim Bar Paper Co.
Geo. E. Bardeen, President.

Sometimes a man's failures accomplish more than his successes.

Eight Out of Twelve.

Cadillac, Aug. 22—A regular meeting of the Michigan Board of Pharmacy was held at Houghton, August 15, 16 and 17. There were thirteen candidates present for registered pharmacist and two for assistant pharmacist papers.

The following is a list of those who passed as registered pharmacists: Neville C. Clark, Sault Ste. Marie; John W. Kivela, Calumet; Wm. F. Lutz, Ann Arbor; J. S. Perry, Calumet; Fred L. Sturgis, Fowler; Glen A. Van Syckle, Bannister.

The following passed as assistant pharmacists: Frank Barnich, Cheboygan; Warren Edwards, Gaylord.

The next meeting of the Board will be held at Grand Rapids, Nov. 7, 8 and 9, 1905.

Arthur H. Webber, Sec'y.

Cure Effective, If Cruel.

A testy Chicago doctor recently cured a bad case of imaginary illness by unique treatment. He was stopped on the street by a woman patient who was always suffering from some imaginary trouble.

The doctor, who was known for his intolerance of such maladies, after listening impatiently to the woman's detailed account of all her feelings and symptoms, told her to shut her eyes and put out her tongue. She promptly did so. On opening her eyes in a few seconds the doctor was nowhere to be seen, and the woman awoke to the fact that he had left her standing by herself in a busy thoroughfare with her eyes shut and her tongue hanging out. The treatment cured her, but lost a good patient for the doctor.

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

Buffalo, Aug. 23—Creamery, 20@21½c; dairy, fresh, 17@20c; poor, 15@16c.

Eggs—Fresh, candled, 20@21c. Live Poultry—Fowls, 12½@13c; ducks, 12@13c; geese, 10@11c; springs, 13½@14c.

Dressed Poultry—Chickens, 15@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.

The United Commercial Travelers or Upper Peninsula Council, No. 186, of Marquette, ended a very enjoyable visit in Copperdom Sunday. Friday evening a business meeting was held in Kauth's Hall, in Hancock, followed by a banquet at the Douglass House, Houghton. Saturday the travelers partook of the liberality of the Copper Range officials and enjoyed themselves at Freda-Park, a special train being run for their convenience. The day was ideal for the outing. At the business meeting Friday evening a class of twenty-five candidates was initiated.

A. W. Peck (Hazeltime & Perkins Drug Co.) won a medal in the Traverse City Gun Club's shoot at Traverse City last week. His score was 21 out of a possible 25.



Michigan Board of Pharmacy.
 President—Harry Helm, 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.

DOCTOR PRESCOTT.

Tribute to the Memory of a Noble Man.*

It was my good fortune to be closely associated with Doctor Prescott for more than fifteen years, although I have known him for nearly twenty-five years. My first acquaintance began when I was employed as apprentice in the pharmacy of John Moore, of Ann Arbor. Both Dr. Prescott and Mr. Moore were elders in the same church and naturally their duties often brought them together in the store. It was here that I had occasion to observe him and I can truthfully say that his winsome amiability and singular modesty, coupled with his great learning and professional renown, more than any other factor created in me the determination to follow up my practical training behind the counter with the study of pharmacy and chemistry in the School of Pharmacy of the University of Michigan. I remember very distinctly the first time I ventured to discuss with him the advisability of spending two years in study. He spent considerable time and took great pains to show me the advantages offered and the prospects for success to the competent after completing the course. "For the man of excellent scholarship the course is a splendid investment," is the remark he made. He never over-encouraged any man to take up the work in college, always believing it wiser to state actual facts than to raise false hopes.

During my first year in the school Dr. Prescott gave the instruction in theoretical pharmacy and so vividly did he elucidate the different operations, either by experiment, verbal explanation or blackboard demonstration, that they are still fresh in my mind and I can see the good Doctor now, as plainly as if it were yesterday, lecturing behind the platform of old Room B in the chemical building. His unaffected simplicity, unassuming manner, sweetness of character and interest in his students won for him the respect and admiration of all who received instruction from him. Many

*Paper read at annual convention Michigan State Pharmaceutical Association by Prof. J. O. Schlotterbeck.

a time have his pupils fondly spoken of him as "Uncle Albert" and it was not a few times that the members of the faculties pointed him out as the "Saint of the Campus."

Of the many remarkable characteristics that he possessed his wonderful choice of words impressed me forcibly. He always enunciated very distinctly and with such deliberation that it seemed as if every word was as carefully weighed before spoken as the chemicals and drugs which he balanced up for an important assay or chemical determination. He never used too many words; in fact, we often thought there were not enough, but they were full of meaning and there never was any useless, meaningless chaff.

He was tender in his affection for his pupils and graduates and was pained and grieved if any of them were suffering with illness, with financial embarrassment or other misfortunes. Many a time was he seen driving on a rainy or cold day to visit a sick pupil or assistant when he himself might better have been under the care of a nurse. From letters that I have received since his death I have learned of several who ascribe their success, financially and professionally, directly to the substantial aid which he gave them during their attendance at the school of pharmacy.

From the very first day of my service as teacher at the University, Dr. Prescott demonstrated that he was a great believer in men. He evidently believed that the fullest confidence and trust should be placed in mankind until they have shown that they are no longer worthy of it. To that attitude is traced directly the energy his subordinates have put into their service for the State; they felt they must fully merit the unexampled confidence reposed in them by their leader. He never offered criticism of any kind as to the manner in which the courses of study were given, but was always glad to listen to plans and to offer encouragement. The relations between Doctor Prescott and the teaching force of the laboratory could not have been more ideal.

Another characteristic which every one of the teachers learned to know was his distinct aversion to gossip of any kind. Especially distasteful were disparaging remarks of others, no matter who they were or what they had done. He never knew a man so mean but that at least one bright particle remained after all the bad had been sifted out and criticised, and that bright quality was persistently held out in bold relief. He consistently lived the well-known stanza, "There is so much bad in the best of us, so much good in the worst of us, that it behooves none of us to talk about the rest of us."

Although Doctor Prescott never practiced behind the prescription counter he gained a fair insight into the practice of pharmacy while studying medicine, and particularly during his service as Assistant Surgeon in the U. S. Army. He took from the

first an active and lasting interest in all matters pertaining to pharmacy, so much so, that I am tempted to believe that pharmacy was his first love among the professions. He was a constant reader of pharmaceutical literature and contributed freely, as we all know, to journals and to the Michigan and American Pharmaceutical Associations. His devotion to pharmacy of Michigan was supreme. I remember well how often he would say to his colleagues that if they had any energies that could be spared the M. S. P. A. should receive first and best attention. The most worthy theses of the graduating classes in pharmacy were always reserved for the State Association until this requirement in the School of Pharmacy was abandoned. I believe I am right in saying that he was one of the charter members of this organization. He continued to attend its meetings quite regularly up to the year of his demise and the older members will recall that he took an equal interest in discussions pertaining to educational matters, pharmaceutical jurisprudence, practical pharmacy and trade interests in general.

He was one of the framers of the first pharmacy bill. Little did we think last year at Grand Rapids that our beloved Doctor, who assisted in drafting the measure which, with some modifications, has recently become law would not be with us today to rejoice in its passage. Would that he could have been spared to see the realization of his hopes, for he was as enthusiastic over the prospects of rigid enforcement of its provisions as he was for the higher educational requirement which he advocated for so many years. I dare say no one will deny that the clause in the new act requiring of all candidates for examination a general education equivalent to two years in a high school stands as a monument to his persistent efforts for more than forty years in behalf of a higher standard of culture among pharmacists. What a world of satisfaction it would be to him, were he living, to know that Michigan, laggard for a time, has forged to the front as a shining example to her sister states.

I can not close this very brief and imperfect sketch of Dr. Prescott in a more fitting way than to quote the beautiful tribute of President Angell at the close of the baccalaureate sermon given to the graduating classes of 1905:

"I can not drop this subject, I can not part with you without reminding you that in the life and character of one, who to our great sorrow has been taken from us this year, we had a most beautiful example of the union in one mind of the passion for learning and the passion for research. In him was the most harmonious combination of love for the great fundamental beliefs of Christianity with the spirit of welcome for every revelation of new truth, whether by scientific investigation or by sound biblical scholarship. Dr. Prescott, the Senior Professor in this University, was an ideal illustration of the Christian scientific scholar. No child was more modest and humble in the estimate of his own worth. No saint was more firm in his loyalty to his Lord and Master. No scientist was more ardent in research after new scientific truth. No disciple was more convinced that his research was sacred work, and that every discovery he made of chemical facts or chemical laws was a revelation of the Divine mode of operation. But antecedent to all research no student was more assiduous in learning all that the wisdom of other investigators

had to communicate to him as the groundwork for his own quest. Nor was his respect for learning narrow and confined to his own branch of work. Long will his influence abide with us. The memory of his many years of conspicuous service and still more of his pure and beautiful character will remain as one of our most precious treasures. May it inspire each one of us to combine in due proportion as he did the old and the new, culture and research, the most genuine scientific spirit with the sincerest piety, devotion to God and love for his fellow-man."

Doctor Prescott has very appropriately been called the Grand Old Man of Pharmacy. He has left us; we shall never look into his kindly face again nor shall we ever have the privilege of grasping his friendly hand, but he has left us a rich treasure, an everlasting heritage that will grow stronger and stronger as time passes, an inspiring example that must redound to the good of mankind.

The Drug Market.

Opium—Has again advanced 5c per pound. On account of crop conditions it will undoubtedly be higher.

Morphine—Is as yet unchanged. It will no doubt be advanced shortly by manufacturers.

Quinine—Is dull and unchanged.

Grain Alcohol—Is very firm.

Cantharides, Russian — Continue high on account of scarcity.

Norwegian Cod Liver Oil—Has advanced \$1 per barrel, and is tending higher.

Ergot—Has been advanced 10c per pound. Higher prices will rule for its preparations.

Menthol—Is less firm and is lower.

Santonine—On account of small supply of raw material has been again advanced 35c per pound.

Bayberry Bark—Continues to advance on account of small stocks.

Oil Peppermint—The distilling season is at hand, and as the crop is very large lower prices are looked for.

Oil Cloves—Are quite firm on account of higher prices for the spice.

Oil Cassia—Is tending higher.

Oil Anise—Has advanced.

Dutch Caraway Seed—Continues to advance on account of small crop.

Canary Seed—Is tending lower.

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.

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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—

| | | | | | |
|---------------------|---------------|-----------------------|-----------|----------------------------|--------------|
| Acidum | | Copaiba | 15@25 | Scilla Co | @ 50 |
| Aceticum | 6@ 8 | Cubebae | 20@1 30 | Tolutan | @ 50 |
| Benzoleum, Ger. | 70@ 75 | Evchthitos | 1 00@1 10 | Prunus virg | @ 50 |
| Boracic | @ 17 | Erigeron | 1 00@1 10 | | |
| Carbolicum | 26@ 29 | Gaultheria | 2 25@2 35 | Tinctures | |
| Citricum | 42@ 45 | Geranium | 50@ 60 | Anconitum Nap's R | 60 |
| Hydrochlor | 8@ 10 | Potassa Sem gal | 60@1 70 | Anconitum Nap's F | 60 |
| Nitrosum | 10@ 12 | Juniper | 40@1 20 | Aloes | 50 |
| Phosphorium, dil. | @ 15 | Lavendula | 30@2 75 | Arnica | 50 |
| Salicylicum | 42@ 45 | Limonis | 30@1 10 | Aloes & Myrrh | 50 |
| Sulphuricum | 13@ 15 | Mentha Piper | 3 00@3 25 | Asafoetida | 50 |
| Tannicum | 75@ 80 | Mentha Verid | 5 00@5 50 | Atrope Belladonna | 50 |
| Tartaricum | 38@ 40 | Morrhuae gal | 1 25@1 50 | Aurant Cortex | 50 |
| | | Myrica | 3 00@3 50 | Benzoin Co | 50 |
| Ammonia | | Olive | 75@3 00 | Barosma | 50 |
| Aqua, 18 deg. | 4@ 6 | Pisces Liquida | 10@ 12 | Cantharides | 50 |
| Aqua, 20 deg. | 6@ 8 | Pisces Liquida gal | @ 35 | Capsicum | 50 |
| Carbonas | 13@ 15 | Ricina | 92@ 96 | Cardamon | 50 |
| Chloridum | 12@ 14 | Rosmarini | @1 00 | Cardamon Co | 50 |
| | | Rosae oz | 5 00@6 00 | Castor | 1 00 |
| Aniline | | Succini | 40@ 45 | Catechu | 50 |
| Black | 2 00@2 25 | Sabina | 90@ 1 00 | Cinchona | 50 |
| Brown | 80@1 00 | Santal | 25@ 40 | Cinchona Co | 50 |
| Red | 45@ 50 | Sassafras | 75@ 80 | Columbia | 50 |
| Yellow | 2 50@3 00 | Sinapis, ess. oz. | @ 65 | Cubebae | 50 |
| | | Tigil | 1 10@1 20 | Cassia Acutifol | 50 |
| Baccae | | Thyme | 40@ 50 | Cassia Acutifol Co | 50 |
| Cubebae | 15@ 18 | Thyme, opt | @1 60 | Digitalis | 50 |
| Juniperus | 5@ 6 | Theobromas | 15@ 20 | Ergot | 50 |
| Xanthoxylum | 30@ 35 | | | Ferri Chloridum | 35 |
| | | Potassium | | Gentian | 50 |
| Balsamum | | Bi-Carb | 15@ 18 | Gentian Co | 50 |
| Copaiba | 45@ 50 | Bichromate | 13@ 15 | Guaiaca | 50 |
| Peru | @1 50 | Bromide | 25@ 30 | Guaiaca ammon | 50 |
| Terabin, Canada | 60@ 65 | Carb | 12@ 15 | Hyoscyamus | 50 |
| Tolutan | 35@ 40 | Chlorate | 12@ 14 | Iodine | 75 |
| | | Cyanide | 34@ 38 | Iodine, colorless | 75 |
| Cortex | | Iodide | 60@3 65 | Kino | 50 |
| Abies, Canadian | 18 | Potassa, Bitart pr | 30@ 32 | Lobelia | 50 |
| Cassia | 20 | Potass Nitras opt | 7@ 10 | Myrrh | 50 |
| Cinchona Flava | 18 | Potass Nitras | 6@ 8 | Nux Vomica | 50 |
| Buonymus atro. | 20 | Prussiate | 23@ 26 | Opil | 50 |
| Myrica Cerifera | 20 | Sulphate po | 15@ 18 | Opil, camphorated | 50 |
| Prunus Virgin. | 12 | | | Opil, deodorized | 1 50 |
| Quillaja, gr'd | 12 | Radix | | Quassia | 50 |
| Sassafras | 24 | Aconitum | 20@ 25 | Rhatany | 50 |
| Ulmus | 40 | Althae | 30@ 33 | Rhei | 50 |
| | | Anchusa | 10@ 12 | Sanguinaria | 50 |
| Extractum | | Arum po | @ 25 | Serpentaria | 50 |
| Glycerhiza Gla. | 24@ 30 | Calamus | 20@ 40 | Stromonium | 60 |
| Glycerhiza, po. | 28@ 30 | Gentiana po 15 | 16@ 18 | Tolutan | 60 |
| Haematox | 11@ 12 | Glycerhiza pv 15 | 16@ 18 | Valerian | 50 |
| Haematox, 1s | 13@ 14 | Hydrastis, Canada | 1 90 | Veratrum Veride. | 50 |
| Haematox, 1/2s | 14@ 15 | Hydrastis, Can. po | @2 00 | Zingiber | 20 |
| Haematox, 1/4s | 16@ 17 | Hellebore, Alba. | 12@ 15 | | |
| | | Inula, po | 18@ 22 | Miscellaneous | |
| Ferru | | Ipecac, po | 2 00@2 10 | Aether, Spts Nit 3f 30@ 35 | |
| Carbonate Precip. | 15 | Iris plox | 35@ 40 | Aether, Spts Nit 4f 34@ 38 | |
| Citrate and Quina | 2 00 | Jalapa, pr | 25@ 30 | Alumen, gr'd po 7 | 3@ 4 |
| Citrate Soluble | 55 | Mavanta, 1/4s | 15@ 18 | Annatto | 40@ 50 |
| Ferrocyanidum S | 15 | Pedophyllum po. | 75@1 00 | Antimoni, po | 40@ 50 |
| Solut. Chloride | 40 | Rhei | 75@1 00 | Antimoni et po T | 40@ 50 |
| Sulphate, com'l | 70 | Rhei, cut | 1 00@1 25 | Antipyrin | @ 25 |
| Sulphate, com'l by | 7 | Rhei, pv | 75@1 00 | Antifebrin | @ 20 |
| Sulphate, pure | 7 | Spigella | 30@ 35 | Argenti Nitras oz | @ 48 |
| | | Sanuginari, po 18 | @ 15 | Arsenicum | 10@ 12 |
| Flora | | Serpentaria | 50@ 55 | Balm Gilead buds | 60@ 65 |
| Arnica | 15@ 18 | Senega | 85@ 90 | Bismuth S N...2 | 80@2 85 |
| Anthemis | 22@ 25 | Smilax, off's H. | @ 40 | Calcium Chlor. 1s | @ 9 |
| Matricaria | 30@ 35 | Smilax, M. | @ 25 | Calcium Chlor. 1/2s | @ 10 |
| | | Scilla po 35 | 10@ 12 | Calcium Chlor. 1/4s | @ 12 |
| Folia | | Symplocarpus | @ 25 | Cantharides, Rus | @1 75 |
| Barosma | 25@ 30 | Valeriana Eng | 15@ 20 | Capsici Fruct's po | @ 20 |
| Cassia Acutifol. | 15@ 20 | Zingiber a | 12@ 14 | Capsici Fruct's B po | @ 15 |
| Cassia, Acutifol. | 25@ 30 | Zingiber j | 16@ 20 | Carophyllus | 20@ 22 |
| Salvia officinalis. | 18@ 20 | | | Carmin, No. 40. | @4 25 |
| 1/4s and 1/2s | 8@ 10 | Semen | | Cera Alba | 50@ 55 |
| Uva Ursi | 8@ 10 | Anisum po 20 | @ 16 | Cera Flava | 40@ 42 |
| | | Anium (gravel's) | 13@ 15 | Crocus | 75@1 80 |
| Gummi | | Bird 1s | 4@ 6 | Cassia Fructus | @ 35 |
| Acacia, 1st pkd. | @ 65 | Carul po 15 | 10@ 11 | Centraria | @ 10 |
| Acacia, 2nd pkd. | @ 45 | Cardamon | 70@ 90 | Cataceum | @ 35 |
| Acacia, 3rd pkd. | @ 35 | Coriandrum | 12@ 14 | Chloroform | 32@ 52 |
| Acacia, sifted sts. | @ 28 | Cannabis Sativa. | 5@ 7 | Chloroform Squibb | @ 90 |
| Acacia, po. | 45@ 65 | Cydonium | 75@1 00 | Chloral Hyd Crs1 | 35@1 60 |
| Aloe, Barb | 12@ 14 | Chenopodium | 25@ 30 | Chondrus | 20@ 25 |
| Aloe, Cape | @ 25 | Dipterix Odorate. | 80@1 00 | Cinchonidine P-W | 38@ 48 |
| Aloe, Socotri | @ 45 | Foeniculum | @ 18 | Cinchonide Germ | 38@ 48 |
| Ammoniac | 55@ 60 | Poenugreek, po. | 7@ 9 | Cocaine | 4 05@4 25 |
| Asafoetida | 35@ 40 | Linl. gr'd. bbl 2 1/2 | 3@ 6 | Corks list D P Ct. | 75 |
| Benzoinum | 50@ 55 | Lobelia | 75@ 80 | Creosotum | @ 45 |
| Catechu, 1s | @ 13 | Pharlaris Cana'n | 9@ 10 | Creta | bbl 75 @ 2 |
| Catechu, 1/2s | @ 14 | Rapa | 5@ 6 | Creta, prep | @ 5 |
| Catechu, 1/4s | @ 16 | Sinapis Alba | 7@ 9 | Creta, precip | 9@ 11 |
| Camphorae | 81@ 85 | Sinapis Nigra | 9@ 10 | Creta, Rubra | @ 8 |
| Euphorbium | @ 40 | | | Crocus | 35@1 40 |
| Galbanum | @1 00 | Spiritus | | Cudbear | @ 24 |
| Gamboge | 25@1 35 | Frument W D. 2 | 00@2 50 | Cupri Sulph | 6@ 8 |
| Gualacum | po. 1 25@1 35 | Frumentis | 1 25@1 50 | Dextrine | 7@ 10 |
| Kino | po. 45c @ 45 | Juniperis Co O T | 1 65@2 00 | Emery, ail Nos. | @ 8 |
| Mastic | po. 45c @ 45 | Juniperis Co | 1 75@3 50 | Emery po | @ 6 |
| Myrrh | po. 50c @ 50 | Saccharum N E | 1 90@2 10 | Ergota | po 65 60@ 65 |
| Opil | 3 40@3 50 | Spt Vinl Galli | 1 75@5 50 | Ether Sulph | 70@ 80 |
| Shellac | 40@ 50 | Vini Oporto | 1 25@2 00 | Flake White | 12@ 15 |
| Shellac, bleached | 45@ 50 | Vina Alba | 1 25@2 00 | Galla | @ 23 |
| Tragacanth | 70@1 00 | | | Gambler | 8@ 9 |
| | | Sponges | | Gelatin, Cooper. | @ 60 |
| Herba | | Florida Sheeps' wool | 3 00@3 50 | Gelatin, French | 35@ 60 |
| Absinthium | 4 50@4 60 | Nassau sheeps' wool | 3 50@3 75 | Glassware, fit box | 70 |
| Eupatorium oz pk | 20 | Velvet extra sheeps' | @ 2 00 | Glue, brown | 11@ 13 |
| Lobelia | oz pk 25 | wool, carriage. | @ 2 00 | Glue white | 15@ 25 |
| Majorum | oz pk 28 | Extra yellow sheeps' | @ 1 25 | Glycerina | 15@ 20 |
| Mentra Pip. oz pk | 23 | wool, carriage. | @ 1 25 | Grana Paradisi. | @ 25 |
| Mentra Ver. oz pk | 25 | Grass sheeps' wool, | @ 1 25 | Humulus | 35@ 60 |
| Rue | oz pk 39 | carriage | @ 1 00 | Hydrarg Ch Mt | @ 95 |
| Tanacetum V. | 22 | Hard, slate use. | @ 1 40 | Hydrarg Ch Cor | @ 90 |
| Thymus V. oz pk | 25 | Yellow Reef, for | @ 1 40 | Hydrarg Ox Ru'm | @1 05 |
| | | slate use | @ 1 40 | Hydrarg Ammo'm | 50@ 60 |
| Magnesia | | | | Hydrarg Ungue'm | @ 75 |
| Calcined, Pat. | 55@ 60 | Syrups | | Hydrargyrum | 90@1 00 |
| Carbonate, Pat. | 18@ 20 | Acacia | @ 50 | Ichthyobolia, Am. | 90@1 00 |
| Carbonate, K-M. | 18@ 20 | Aurant Cortex | @ 50 | Indigo | 75@1 00 |
| Carbonate | 18@ 20 | Zingiber | @ 50 | Iodine, Resubi | 4 85@4 90 |
| | | Ipecac | @ 50 | Iodoform | 4 90@ 5 00 |
| Oleum | | Ferri Iod | @ 50 | Lupulin | @ 40 |
| Absinthium | 4 90@5 00 | Rhei Arom | @ 50 | Lycopodium | 1 15@1 20 |
| Amygdalae, Dulc. | 50@ 60 | Smilax Offi | 50@ 60 | Macis | 65@ 75 |
| Amygdalae, Ama | 8 00@8 25 | Scilla | @ 50 | | |
| Anisi | 1 45@1 50 | | | | |
| Aurant Cortex | 2 20@2 40 | | | | |
| Bergamili | 2 50@2 60 | | | | |
| Cajuputi | 85@ 90 | | | | |
| Caryophylli | 1 10@1 15 | | | | |
| Cedar | 75@ 80 | | | | |
| Chenopadii | 3 1 00@1 10 | | | | |
| Cinnamoni | 60@ 65 | | | | |
| Citronella | 80@ 90 | | | | |
| Citronum Mac | 80@ 90 | | | | |

| | | | | | |
|---------------------|-----------|-----------------------|--------------|--------------------|-----------|
| Liquor Arsen et | | 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 | | |
| Magnesia, Sulph. | 2@ 3 | Sanguis Drac's | 40@ 50 | Oils | |
| Magnesia, Sulph bbl | @ 15 | Sapo, W | 12@ 14 | Whale, winter | bbl. gal. |
| Mannia, S F | 45@ 50 | Sapo, M | 10@ 12 | Lard, extra | 70@ 80 |
| Menthol | 2 80@3 00 | Sapo, G | @ 15 | Lard, No. 1 | 60@ 65 |
| Morphia, S P & W2 | 35@2 60 | Seidlitz Mixture | 20@ 22 | Linseed, pure raw | 52@ 57 |
| Morphia, S N Y Q2 | 35@2 60 | Sinapis | @ 18 | Linseed, boiled | 53@ 58 |
| Morphia, Mal. | 2 35@2 60 | Sinapis, opt | @ 30 | Neat's-foot, w str | 65@ 70 |
| Moschus Canton. | @ 40 | Snuff, Maccaboy, | @ 51 | Spts. Turpentine | Market |
| Myristica, No. 1 | 28@ 30 | DeVoes | @ 51 | Paints | bbl. L. |
| Nux Vomica po 15 | @ 10 | Snuff, S'h DeVoes | @ 51 | Red Venetian | 13@ 15 |
| Os Sepia | 25@ 28 | Soda, Boras | 9@ 11 | Ochre, yel Mars | 13@ 14 |
| Pepsin Saac, H & | @1 00 | Soda, Boras, po. | 9@ 11 | Ocre, yel Ber | 13@ 14 |
| P D Co | @1 00 | Soda et Pot's Tart | 25@ 28 | Putty, commer'l | 2 1/2@ 3 |
| Picis Liq N N 1/2 | @2 00 | Soda, Carb | 1 1/2@ 2 | Putty, strictly pr | 2 1/2@ 3 |
| Picis Liq qts | @1 00 | Soda, Bi-Carb | 3 1/2@ 4 | Vermillion, Prime | |
| Picis Liq, pints. | @ 60 | Soda, Ash | 3 1/2@ 4 | American | 13@ 15 |
| Pil Hydrarg po 80 | @ 50 | Soda, Sulphas | @ 2 | Vermillion, Eng. | 75@ 80 |
| Piper Nigra po 22 | @ 18 | Spts, Cologne | @2 60 | Green, Paris | 14@ 18 |
| Piper Alba po 35 | @ 30 | Spts, Ether Co. | 50@ 55 | Green, Peninsular | 13@ 16 |
| Pix Burgum | @ 7 | Spts, Myrcia Dom | @2 00 | Lead, red | 6 1/2@ 7 |
| Plumbi Acet | 12@ 15 | Spts, Vini Rect bbl | @ | Lead, white | 6 1/2@ 7 |
| Pulvis Ip'c et Opil | 1 30@1 50 | Spts, Vi'i Rect 1/2 b | @ | Whiting, white S'n | @ 90 |
| Pyrethrum, bxs H | 50 | Spts, Vi'i R't 10 gl | @ | Whiting, Gilders | @ 95 |
| & P D Co. doz | @ 75 | Spts, Vi'i R't 5 gal | @1 25 | White, Paris Am'r | @1 25 |
| Pyrethrum, pv | 20@ 25 | Strychnia, Crystl | 1 05@1 25 | Whit'g Paris Eng | @1 40 |
| Quassia | 8@ 10 | Sulphur Subl | 2 1/2@ 3 1/4 | cliff | @1 40 |
| Quina, S P & W | 22@ 32 | Sulphur, Roll | 2 1/2@ 3 1/4 | Universal Prep'd | 1 10@1 20 |
| Quina, S Ger. | 22@ 32 | Tamarinds | 8@ 10 | Varnishes | |
| Quina, N. Y. | 22@ 32 | Terebenth Venice | 23@ 30 | No. 1 Turp Coachl | 10@1 20 |
| | | Theriacemae | 45@ 50 | Extra Turp | 1 60@1 70 |

The Hazeltine & Perkins Drug Company Holiday Line

is now complete and the most complete we have ever shown. Our Mr. Dudley will notify you when to inspect it. We give below a partial list of the goods we are showing this season:

| | |
|---|--|
| Albums | Manicure Sets in Stag, Ebony, Cellu- |
| Ash Trays | old, 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 | |
| Brooms | | Brushes | |
| Butter Color | | C | |
| Confections | | Candles | |
| Canned Goods | | Carbon Oils | |
| Catsup | | Cheese | |
| Chewing Gum | | Chicory | |
| Chocolate | | Clothes Lines | |
| Cocoa | | Cocoanut | |
| Cocoa Shells | | Coffee | |
| Crackers | | D | |
| Dried Fruits | | F | |
| Farinaceous Goods | | Fish and Oysters | |
| Flavoring Extracts | | Fly Paper | |
| Fresh Meats | | G | |
| Gelatin | | Grain Bags | |
| Grains and Flour | | H | |
| Herbs | | Hides and Pelts | |
| Indigo | | J | |
| Jelly | | L | |
| Licorice | | M | |
| Lye | | Meat Extracts | |
| Mustard | | Molasses | |
| N | | Nuts | |
| O | | P | |
| Pipes | | Pickles | |
| Playing Cards | | Potash | |
| Provisions | | R | |
| S | | S | |
| Salad Dressing | | Saleratus | |
| Soda | | Salt | |
| Salt Fish | | Seeds | |
| Shoe Blacking | | Snuff | |
| Soap | | Soda | |
| Sour | | Spices | |
| Starch | | Sugar | |
| Syrups | | T | |
| Tea | | Tobacco | |
| Twine | | V | |
| Vinegar | | W | |
| Washing Powder | | Wicking | |
| Woodenware | | Wrapping Paper | |
| Yeast Cake | | Y | |

3

| | |
|----------------------|------|
| 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 | 5 |
| Red | 7 |
| Eagle | 4 |
| Frank's | 7 |
| Schener's | 6 |
| CHOCOLAT | |
| Walter Baker & Co.'s | |
| German Sweet | 22 |
| Premium | 28 |
| Vanilla | 41 |
| Caracas | 35 |
| Eagle | 28 |

COCOA

| | |
|------------------|----|
| Baker's | 35 |
| Cleveland | 41 |
| Colonial, 1/4s | 35 |
| Colonial, 1/2s | 33 |
| Epps | 42 |
| Huyler | 45 |
| Van Houten, 1/4s | 20 |
| Van Houten, 1/2s | 20 |
| Van Houten, 1s | 72 |
| 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 | 28 |
| Dunham's 1/4s | 13 |

COCOA SHELLS

| | |
|----------------|-------|
| 20lb. bags | 2 1/2 |
| Less quantity | 3 |
| Pound packages | 4 |

COFFEE

| | |
|--------|--------|
| Common | 13 |
| Fair | 14 1/2 |
| Choice | 16 1/2 |
| Fancy | 20 |

Santos

| | |
|----------|--------|
| Common | 13 |
| Fair | 14 1/2 |
| Choice | 16 1/2 |
| Fancy | 19 |
| Peaberry | 19 |

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 50 |
| Dillworth | 14 00 |
| Jersey | 14 50 |
| Lion | 14 50 |

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, 1/4 gross | 1 15 |
| Hummel's foil, 1/4 gro. | 85 |
| Hummel's tin, 1/4 gro. | 1 43 |

CRACKERS

| | |
|----------------------------|-------|
| National Biscuit Company's | |
| Brands | |
| Butter | |
| 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 1/2 |
| Extra Farina | 7 1/2 |

Sweet Goods

| | |
|-----------------------|-------|
| Animals | 10 |
| Assorted Cake | 11 |
| Assorted Novelty | 8 |
| Current 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 | 8 |
| Ginger Gems | 9 |
| Ginger Snaps, N B C | 7 1/2 |
| Grandma Sandwich | 11 |
| Graham Crackers | 9 |

4

| | |
|------------------------|--------|
| Honey Fingers, Iced | 12 |
| Honey Jumbles | 12 |
| Iced Honey Crumpet | 12 |
| Imperial | 9 |
| Jersey Lunch | 8 |
| Lady Fingers | 12 |
| Lady Fingers, hand md | 25 |
| 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 Red honey | 12 |
| Milk Biscuit | 8 |
| Mich. Frosted Honey | 12 |
| Mich. Picnic | 11 1/2 |
| Molasses Cakes, Scol'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 | 15 |
| Pineapple Honey | 15 |
| Pretzels, hand made | 8 1/2 |
| Pretzettes, hand m'd | 8 1/2 |
| Pretzettes, 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 |

Jennings

| | |
|----------------------|------|
| Terpeness Lemon | Doz. |
| No. 2 Panel D C | 75 |
| No. 4 Panel D C | 1 50 |
| 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 1/2 |
| Amoskeag, less than bl 19 1/2 | |

GRAINS AND FLOUR

| | |
|-------------|----|
| Wheat | |
| Old Wheat | |
| No. 1 White | 75 |
| No. 2 Red | 76 |

Winter Wheat Flour

| | |
|-----------------|------|
| Local Brands | |
| Patents | 5 05 |
| Second Patents | 4 80 |
| Straight | 4 40 |
| Second Straight | 4 40 |
| Clear | 3 75 |
| Graham | 4 10 |
| Buckwheat | 4 75 |
| Rye | 4 10 |

Subject to usual cash discount.

| | |
|--|------|
| Flour in barrels, 25c per barrel additional. | |
| Warden Grocer Co.'s Brand | |
| Quaker paper | 4 50 |
| Quaker cloth | 4 70 |

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 | 5 75 |
| Gold Mine, 1/2s cloth | 5 65 |
| Gold Mine, 3/4s cloth | 5 55 |
| Gold Mine, 1/4s paper | 5 60 |
| Gold Mine, 1/2s paper | 5 55 |
| Gold Mine, 3/4s paper | 5 50 |

Judson Grocer Co.'s Brand

| | |
|-------------------------|------|
| Ceresota, 1/4s | 6 10 |
| Ceresota, 1/2s | 6 00 |
| Ceresota, 3/4s | 5 90 |
| Lemon & Wheeler's Brand | |
| Wingold, 1/4s | 5 75 |
| Wingold, 1/2s | 5 65 |
| Wingold, 3/4s | 5 55 |

Pillsbury's Brand

| | |
|------------------|------|
| Best, 1/4s cloth | 6 45 |
| Best, 1/2s cloth | 6 35 |
| Best, 3/4s cloth | 6 25 |
| Best, 1/4s paper | 6 30 |
| Best, 1/2s paper | 6 20 |
| Best, 3/4s paper | 6 10 |

Wardens Grocer Co.'s Brand

| | |
|--------------------|------|
| Laurel, 1/4s cloth | 6 30 |
| Laurel, 1/2s cloth | 6 20 |
| Laurel, 3/4s cloth | 6 10 |
| Laurel, 1/4s paper | 6 10 |
| Laurel, 1/2s paper | 6 10 |
| Laurel, 3/4s paper | 6 10 |

Wykes-Schroeder Co.

| | |
|------------------------|------|
| Sleepy Eye, 1/4s cloth | 6 10 |
| Sleepy Eye, 1/2s cloth | 6 00 |
| Sleepy Eye, 3/4s cloth | 5 90 |
| Sleepy Eye, 1/4s paper | 5 90 |
| Sleepy Eye, 1/2s paper | 5 80 |
| Sleepy Eye, 3/4s paper | 5 70 |

Meal

| | |
|----------------------|-------|
| Bolton | 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'g | 18 00 |
| Cow Feed | 17 50 |

Oats

| | |
|-----------|--------|
| Car lots | 30 |
| Corn | |
| Corn, new | 59 1/2 |

Hay

| | |
|------------------------|-------|
| No. 1 timothy car lots | 10 50 |
| No. 1 timothy ton lots | 12 50 |

HERBS

| | |
|---------------|----|
| Sage | 15 |
| Hops | 15 |
| Laurel Leaves | 15 |
| Senna Leaves | 25 |

JELLY

| | |
|--------------------|------|
| 5lb pails, per doz | 1 70 |
| 75lb pails | 85 |
| 30lb pails | 85 |

LICORICE

| | |
|----------|----|
| Pure | 30 |
| Calabria | 22 |
| Sticky | 14 |
| Root | 11 |

LVE

| | |
|------------------|------|
| Condensed, 2 doz | 1 60 |
| Condensed, 4 doz | 3 00 |

MEAT EXTRACTS

| | |
|--------------------------|------|
| Armour's, 2 oz | 4 45 |
| Armour's, 4 oz | 8 20 |
| Liebig's, Chicago, 2 oz | 2 75 |
| Liebig's, Chicago, 4 oz | 5 50 |
| Liebig's, Imported, 2 oz | 4 55 |
| Liebig's, Imported, 4 oz | 8 50 |

Foots & Jenks

| | |
|---------------------|------|
| Coleman's Van. Lem. | |
| 2oz. Panel | 1 20 |
| 3oz. Taper | 1 00 |
| No. 4 Rich. Blake | 3 00 |

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MOLASSES
New Orleans
Fancy Open Kettle .. 40
Choice .. 40
Fair .. 40
Good .. 40
Half barrels 2c extra

MINCE MEAT
Columbus .. 40

MUSTARD
Horse Radish, 1 dz .. 1.75
Horse Radish, 2 dz .. 3.50
Bayle's Celery, 1 dz ..

OLIVES
Bulk, 1 gal. kegs .. 1.00
Bulk, 2 gal. kegs .. 95
Bulk, 5 gal. kegs .. 90
Manzanilla, 8 oz. .. 90
Queen, pints .. 2.35
Queen, 19 oz. .. 4.50
Queen, 28 oz. .. 7.00
Stuffed, 5 oz. .. 90
Stuffed, 8 oz. .. 1.45
Stuffed, 10 oz. .. 2.30

PIPES
Clay, No. 216 .. 1.79
Clay, T. D., full count .. 65
Cob, No. 3 .. 85

PICKLES
Medium
Barrels, 1,200 count .. 4.75
Half bbls., 600 count .. 2.88
Small
Barrels, 2,400 count .. 7.00
Half bbls., 1,200 count .. 4.00

PLAYING CARDS
No. 90 Steamboat .. 85
No. 15, Rival, assorted .. 20
No. 20, Rover enameled .. 60
No. 572, Special .. 1.75
No. 98, Golf, satin finish .. 2.00
No. 808 Bicycle .. 2.00
No. 622 Tour'n't whist .. 2.25

POTASH
48 cans in case .. 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 .. 10.15
Bellies .. 10.15
Extra Shorts .. 8.15

Smoked Meats
Hams, 12lb. average .. 11.15
Hams, 14lb. average .. 11.15
Hams, 16lb. average .. 11.15
Hams, 18lb. average .. 11.15
Skinned Hams .. 12.15
Ham, dried beef sets .. 12.15
Shoulders, (N. Y. cut) .. 11.15
Bacon, clear .. 10.15
California Hams .. 8
Picnic Boiled Ham .. 13
Boiled Ham .. 17.15
Berlin Ham pr's'd .. 8
Mince Ham .. 16

Lard
Compound .. 5.75
Pure .. 8.15
60lb. tubs .. advance
80lb. tubs .. advance
50lb. tins .. advance
20lb. pails .. advance
10lb. pails .. advance
5lb. pails .. advance
3lb. pails .. advance

Sausages
Bologna .. 5
Liver .. 6.15
Frankfort .. 7
Pork .. 6.15
Veal .. 8
Tongue .. 9.15
Headcheese .. 6.15

Beef
Extra Mess .. 9.50
Boneless .. 10.50
Rump, new .. 10.50

Pig's Feet
1/4 bbls. .. 1.10
1/2 bbls., 40lbs. .. 1.85
1/4 bbls., 80lbs. .. 3.75
1 bbl. .. 7.75

Tripe
Kits, 15 lbs. .. 70
1/4 bbls., 40 1/2 .. 1.50
1/4 bbls., 80lbs. .. 3.00

Casings
Hogs, per lb. .. 28
Beef rounds, set .. 18
Beef middles, set .. 45
Sheep, per bundle .. 70

Uncolored Butter
Solid, dairy .. 10
Rolls, dairy .. 10.15

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

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RICE
Screenings .. 2 1/2 @ 2 1/2
Fair Japan .. 3 1/2 @ 4
Choice Japan .. 4 1/2 @ 5
Imported Japan .. 4
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. .. 2.25
Snider's large, 1 doz. .. 2.35
Snider's small, 2 doz. .. 1.35

SALARATUS
Packed 60lbs. in box .. 1.00
Dand's .. 3.00
Dwight's Cow .. 3.15
Emblem .. 2.10
L. P. .. 3.00
Wyandotte, 100 1/2 .. 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 1b. sacks .. 30
28 lb sacks .. 15

Warsaw
56 lb. dairy in drill bags .. 40
28 lb. dairy in drill bags .. 20

Solar Rock
56lb. sacks .. 20

Common
Granulated, fine .. 80
Medium fine .. 85

SALT FISH
Cod
Large whole .. @ 6 1/2
Small whole .. @ 5 1/2
Strips or bricks, 7 1/2 @ 10
Pollock .. @ 3 1/2

Hallbut
Strips .. 14
Chunks .. 14 1/2

Herring
Holland
White Hoop, bbls .. 70
White Hoop, 1/2 bbls. .. 80
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 .. 75

Mackerel
Mess, 100lbs. .. 13.50
Mess, 40lbs. .. 5.85
Mess, 10lbs. .. 1.85
Mess, 5lbs. .. 1.35

No. 1, 100lbs. .. 12.00
No. 1, 40lbs. .. 5.20
No. 1, 10lbs. .. 1.55
No. 1, 5lbs. .. 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 .. 1
Cardamom, Malabar .. 1.00
Celery .. 12
Hemp, Russian .. 4
Mixed Bird .. 8
Mustard, white .. 8
Poppy .. 8
Rape .. 4 1/2
Cuttie Bone .. 25

SHOE BLACKING
Handy Box, large, 3 dz. .. 2.50
Handy Box, small .. 1.25
Bixby's Royal Polish .. 85
Miller's Crown Polish .. 85

SNUFF
Scotch, in bladders .. 37
Macaboy, in jars .. 35
French Rapple, in jars .. 43

SOAP
Central City Soap Co.
Jaxon .. 2.85
Boro Naphtha .. 4.00
J. S. Kirk & Co.
American Family .. 4.05
Dusky Diamond, 50 soz .. 2.80
Dusky D'nd, 100 soz. .. 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
Nantha soap, 100 cakes .. 4.00
Big Master, 100 bars .. 4.00
Marcellus White soap .. 4.00
Snow Boy Wash P'w'r .. 4.00
Proctor & Gamble Co.
Lenox .. 2.85
Ivory, 6 oz. .. 4.00
Ivory, 10 oz. .. 6.75
Star .. 3.10

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A. B. Wrisley
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 1lb. .. 3.80
Pearline .. 3.75
Soapine .. 4.10
Babbitt's 1776 .. 3.75
Roseine .. 3.50
Armour's .. 3.70
Wisdom .. 3.80

Soap Compounds
Johnson's Fine .. 5.10
Johnson's XXX .. 4.25
Nine O'clock .. 3.35
Rub-No-More .. 3.75

Scouring
Enoch Morgan's Sons.
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, Amboyina .. 22
Cloves, Zanzibar .. 16
Mace .. 55
Nutmegs, 75-80 .. 45
Nutmegs, 105-10 .. 35
Nutmegs, 115-20 .. 30
Pepper, Singapore, blk. .. 15
Pepper, Singap. white .. 25
Pepper, shot .. 17

Pure Ground in Bulk
Allspice .. 16
Cassia, Batavia .. 28
Cassia, Canton .. 48
Cloves, Zanzibar .. 18
Ginger, African .. 15
Ginger, Cochon .. 18
Ginger, Jamaica .. 25
Mustard .. 65
Pepper, Singapore, blk. .. 18
Pepper, Singap. white .. 28
Pepper, Cayenne .. 20
Sage .. 20

STARCH
Common Gloss
1lb packages .. 4.05
3lb packages .. 4.15
6lb packages .. 5.15
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
20lb cans 1/4 dz in case .. 1.4
10lb cans 1/4 dz in case .. 1.50
5lb cans 2 dz in case .. 1.65
2 1/2 lb cans 2 dz in case .. 1.70

Pure Cane
Fair .. 16
Good .. 20
Choice .. 25

TEA
Japan
Sundried, medium .. 24
Sundried, choice .. 32
Sundried, fancy .. 36
Regular, medium .. 24
Regular, choice .. 32
Regular, fancy .. 36
Basket-fired, medium .. 31
Basket-fired, choice .. 38
Basket-fired, fancy .. 43
Nibs .. 22 @ 24
Siftings .. 9 @ 11
Fannings .. 12 @ 14

Gunpowder
Moyune, medium .. 30
Moyune, choice .. 32
Moyune, fancy .. 40
Pingsuey, medium .. 30
Pingsuey, choice .. 30
Pingsuey, fancy .. 40

Young Hyson
Choice .. 30
Fancy .. 36

Oolong
Formosa, fancy .. 42
Amoy, medium .. 25
Amoy, choice .. 32

English Breakfast
Medium .. 20
Choice .. 30
Fancy .. 40

India
Ceylon, choice .. 32
Fancy .. 43

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TOBACCO
Fine Cut
Cadillac .. 54
Sweet Loma .. 34
Hiawatha, 5lb pails .. 56
Hiawatha, 10lb pails .. 54
Telegram .. 30
Pay Car .. 33
Prairie Rose .. 49
Protection .. 40
Sweet Burley .. 44
Tiger .. 40

Plug
Red Cross .. 31
Palo .. 35
Hiawatha .. 41
Kyo .. 35
Battle Ax .. 37
American Eagle .. 33
Standard Navy .. 37
Spear Head 7 oz. .. 47
Spear Head, 14 1/2 oz. .. 44
Nobby Twist .. 55
Joily Tar .. 39
Old Honesty .. 43
Toddy .. 34
Piper Hedsick .. 56
Boot Jack .. 30
Honey Dip Twist .. 40
Black Standard .. 40
Cadillac .. 40
Forge .. 34
Nickel Twist .. 52
Mill .. 32
Great Navy .. 36

Smoking
Sweet Core .. 34
Flat Car .. 32
Warpath .. 25
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 .. 30
Country Club .. 32-34
Forex-XXXX .. 30
Good Indian .. 25
Self Binder, 16oz, 8oz 20-22
Silver Foam .. 32
Sweet Marie .. 32
Royal Smoke .. 32

TWINE
Cotton, 3 ply .. 22
Cotton, 4 ply .. 22
Jute, 2 ply .. 14
Hemp, 6 ply .. 13
Flax, medium .. 20
Wool, 1lb. balls .. 6

VINEGAR
Malt White Wine, 40gr .. 8
Malt White Wine, 80 gr .. 11
Pure Cider, B & B .. 11
Pure Cider, Red Star .. 11
Pure Cider, Robinson, 12 .. 12
Pure Cider, Silver .. 12

WICKING
No. 0 per gross .. 30
No. 1 per gross .. 40
No. 2 per gross .. 50
No. 3 per gross .. 75

WOODENWARE
Baskets
Bushels .. 1.10
Bushels, wide band .. 1.60
Market .. 35
Splint, large .. 6.00
Splint, medium .. 5.00
Splint, small .. 4.00
Willow, Clothes, large .. 7.00
Willow Clothes, med'm .. 6.00
Willow Clothes, small .. 5.50

Bradley Butter Boxes
2lb size, 24 in case .. 72
3lb size, 16 in case .. 68
5lb size, 12 in case .. 63
10lb size, 6 in case .. 60

Butter Plates
No. 1 Oval, 250 in crate .. 40
No. 2 Oval, 250 in crate .. 45
No. 3 Oval, 250 in crate .. 50
No. 5 Oval, 250 in crate .. 60

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, 2 in. .. 55

Mop Sticks
Trojan spring .. 90
Eclipse patent spring .. 85
No. 1 common .. 8
No. 2 pat. brush holder .. 85
12lb. cotton mop heads .. 40
Ideal No. 7 .. 90

10

Pails
2-hoop Standard .. 1.50
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 .. 1.70
18-in., Standard, No. 2 .. 2.60
16-in., Standard, No. 3 .. 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 cut .. 23
Wax Butter, full count .. 20
Wax Butter, rolls .. 15

YEAST CAKE
Magic, 3 doz. .. 1.15
Sunlight, 3 doz. .. 1.00
Sunlight, 1 1/2 doz. .. 50
Yeast Foam, 3 doz. .. 1.15
Yeast Cream, 3 doz. .. 1.00
Yeast Foam, 1 1/2 doz. .. 58

FRESH FISH
Jumbo Whitefish .. 12 1/2
No. 1 Whitefish .. 10 @ 11
Trout .. 10
Halibut .. 10
Clisoes or Herring .. 5
Bluefish .. 10 @ 11
Live Lobster .. 25
Boiled Lobster .. 25
Cod .. 10
Haddock .. 8
Pike .. 9
Perc'h dressed .. 8
Smoked White .. 12 1/2
Red Snapper .. 8
Col. River Salmon .. 12 1/2
Mackerel .. 15 @ 16

OYSTERS
Cans
F. H. Counts .. Per can 40
Bulk Oysters .. 2.25
F. H. Counts .. 2.25

Shell Goods
Per 100
Clams .. 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 .. 11 1/2
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
Shearings .. 5 @ 50

Tallow
No. 1 .. 4 1/2
No. 2 .. 4 3/2

Wool
Unwashed, med .. 28 @ 30
Unwashed, fine .. 23 @ 24

CONFECTIONS
Stick Candy Pails
Standard .. 8
Standard H. H. .. 8
Standard Twist .. 8 1/2
Cut Leaf .. 9

11

Jumbo, 32lb. .. cases 8
Extra H. H. .. 9
Boston Cream .. 10
Olde Time Sugar stick
30lb case .. 12

Mixed Candy
Grocers .. 6
Competition .. 7
Special .. 7 1/2
Conserve .. 7 1/2
Royal .. 8 1/2
Ribbon .. 10
Broken .. 8
Cut Leaf .. 9
Leader .. 8 1/2
Kindergarten .. 10
Bon Ton Cream .. 9
French Cream .. 10
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
Fudge Squares .. 12 1/2
Peanut Squares .. 9
Sugared Peanuts .. 11
Salted Peanuts .. 11
Starlight Kisses .. 11
San Blas Goodies .. 12
Lozenges, plain .. 10
Lozenges, printed .. 10
Champion Chocolate .. 11
Eclipse Chocolate .. 13
Eureka Chocolate .. 13
Quintette Chocolate .. 12
Champion Gum Drops 8 1/2
Moss Drops .. 10
Lemon Sours .. 10
Imperial .. 11
Ital. Cream Opera .. 12
Ital. Cream Bon Bons .. 12
20lb pails .. 12
Molasses Chew .. 15lb.

cases
Golden Waffles .. 12
Topazolas .. 12
Fancy-In 5lb. Boxes
Lemon Sours .. 55
Peppermint Drops .. 60
Chocolate Drops .. 61
H. M. Choc. Drops .. 61
H. M. Choc. Lt. and .. 61

Dark No. 12 .. 1.00
Bitter Sweets, ass'd .. 1.25
Brilliant Gums, Crysto .. 60
A. A. Licorice Drops .. 90
Lozenges, plain .. 55
Lozenges, printed .. 55
Imperial .. 60
Mottos .. 60
Cream Bar .. 55
G. M. Peanut Bar .. 55
Hand Made Cr's .. 80 @ 90
Cream Buttons, Pep .. 65
and Wintergreen .. 65
String Rock .. 60
Wintergreen Berries .. 60
Old Time Assorted .. 25
lb. case .. 2.75
Buster Brown Goodies .. 30lb. case .. 3.50
Up-to-Date Assmt .. 32
lb. case .. 3.75

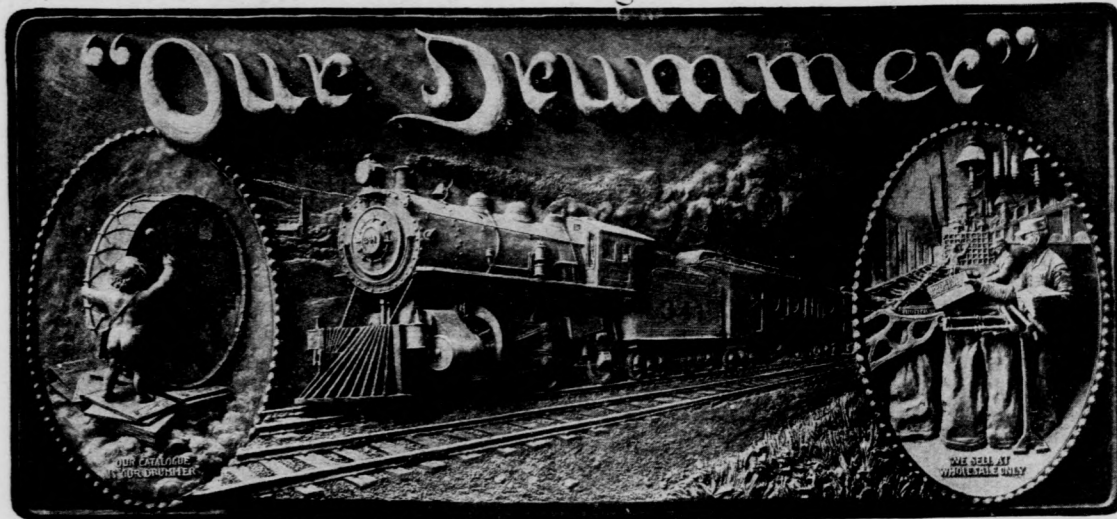
Ten Strike Assort-
ment No. 1 .. 6.50
Ten Strike No. 2 .. 6.00
Ten Strike No. 3 .. 8.00
Ten Strike, Summer as-

sortment .. 6.75
Kalamazoo Specialties
Hanselman Candy Co.
Chocolate Maize .. 18
Gold Medal Chocolate
Almonds .. 18
Chocolate Nugatines .. 18
Quadruple Chocolate .. 15
Violet Cream Cakes, bx90
Gold Medal Creams,
pails .. 13 1/2

Pop Corn
Dandy Smack, 24s .. 65
Dandy Smack, 100s .. 2.75
Pop Corn Fritters, 100s .. 50
Pop Corn Toast, 100s .. 50
Cracker Jack .. 3.00
Pop Corn Balls, 200s .. 1.25
Cicero Corn Cakes .. 5
per box .. 60

NUTS-Whole
Almonds, Tarragona .. 15
Almonds, Avica .. 15
Almonds, California srt
shell, new .. 15 @ 16
Brazil .. 13 @ 14
Filberts .. 13
Cal. No. 1 .. 14 @ 15
Walnuts, soft shelled.
Walnuts, Chill .. 12
Table nuts, fancy .. 13
Pecans, Med. .. 11
Pecans, ex. large .. 12
Pecans, Jumbos .. 13
Hickory Nuts pr bu .. 10
Ohio new .. 1.75

SEPTEMBER 1905 THIS CATALOGUE IS BUTLER BROTHERS' ONLY SALESMAN.



A Book of Weight

This book lays before you in your own store the complete Fall and Holiday lines of the foremost jobbing house in America.

It is our entire selling force—quotes our only prices, net guaranteed and in print—and a copy is any merchant's free for the asking.

The Fall and Holiday buying of thousands of merchants will be governed by this September catalogue of ours. You, too, need pay no more than we quote.

The demand for our big Fall book is sometimes larger than the supply. To make sure of your copy better write for it now.

Ask for catalogue No. J550.

BUTLER BROTHERS NEW YORK CHICAGO
ST. LOUIS

BUTLER BROTHERS

NEW YORK CHICAGO
ST. LOUIS

Business-Wants Department

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Country store, \$5,000 stock. Doing big business. Want to retire. Address No. 879, care Michigan Tradesman. 879

Want to exchange 90 acre stock farm 1/2 mile from Muskegon Interurban Railroad, 14 miles from city, for stock of general merchandise. Address 27 Euclid Ave., Grand Rapids, Mich. 889

For Sale—500,000 acres of Western Canada lands. Large tracts; small tracts, wholesale and retail. Syndicates and intending settlers. Write for information. C. A. Bird, Regina, Sask., Canada. 888

Land Free—To advertise and encourage immigration, we are giving away land in one of the best sections of the United States; upon receipt of \$1 to cover expenses of deed, we will forward same to you. Poinsett Immigration Association, Harrisburg, Ark. 886

Bakery, store, living rooms combined, cheap. Elegant climate. Age, cause selling. Box 43, El Cajon, Calif. 885

For Sale—Cash only, best restaurant; best location; best business. Address J. G. Brickel, Waterloo, Ia. 884

For Sale—A jobber's stock of hosiery, underwear, knit gloves and mittens, blankets, sweaters, etc. All case lots and fall and winter goods to be offered at a liberal discount for cash. All medium priced goods. We will exchange this for some live retail stock in a town of 5,000 or over. Lock Box 42, Wabash, Ind. 882

Wanted—I buy retail stocks of all kinds. Jean Marks, Wabash, Ind. 883

For Sale—\$4,000 will buy store building 24x80, two stories and basement, with modern fixtures for conducting department store; warehouse 28x36; modern residence of seven rooms situated on 3 1/2 acres of land. Only store in the town worthy of the name, prosperous farming community. Doing \$18,000 cash business yearly; post office and telephone station located in store. This property is certainly worth double the price asked. Best of reasons for selling. Address Thorp's Dept. Store, Egg Harbor, Wis. 881

For Sale—Small hardware stock. A good proposition for immediate cash purchaser. Good reasons for selling. Address Hardware, care Michigan Tradesman. 880

A good opportunity for a party intending to go into a general merchandise business. Store running 15 years with success. Stock at last inventory, \$24,000, which can be reduced to any amount desired. Location one of the best corners in town. Wages paid, about \$1,000,000 every month. Population 38,000 last census. Address O. K., care Michigan Tradesman. 876

For sale—\$6,000 stock of general merchandise in hustling town of 1,500. Object in selling, poor health. A good bargain. Address Lock Box 6, Manton, Mich. 875

Great Bargain—Forced sale. Saw mill complete, dry kiln and river franchise. Address P. O. Box No. 458, Grant's Pass, Ore. 874

For Sale—A good clean stock of groceries and crockery in one of the best business towns of 1,400 population in the State. No trades but a bargain for anyone desiring a good established business. Address No. 872, care Michigan Tradesman. 872

For Sale—Shoe stock, cheap for cash. Address "Sales," care Tradesman. 873

For Sale—Entire stock boots and shoes, fixtures, etc., with lease of store, best location and established trade in growing manufacturing city of 10,000 inhabitants. G. M. Wesener, Ex., Owosso, Mich. 871

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

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

For Sale—A cigar store in a town of 15,000. Good proposition. Address B. W., care Michigan Tradesman. 835

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

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 480 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. Rolles, Aberdeen, S. D. 853

For Sale—General stock and store building located at country crossroads in center of good farming community. No other store within three miles. Good reasons for selling. Property is worth \$4,000. Will sell for \$3,000. Box 37, New Salem, Mich. 818

For Sale—Drug 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

Want Ads. continued on next page.

MAKE US PROVE IT



I. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

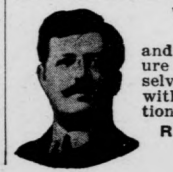
Taylor & Smith, 53 River St., Chicago

AUCTIONEERING



A. W. THOMAS

477 Wabash Ave., Chicago, Ill.



WE ARE EXPERT AUCTIONEERS and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day. R. H. B. MACRORIE AUCTION CO., Davenport, Ia.

Special Price Current

AXLE GREASE

Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

1 lb. cans, 4 doz. case.. 45
1 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, Flnas. 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT
Baker's Brazil Shredded

70 1/4 lb pkg, per case 2 60
35 1/4 lb pkg, per case 2 60
38 1/4 lb pkg, per case 2 60
16 1/4 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

CONDENSED MILK
4 doz. in case

Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 3/4 to 2 in 11
2 in 15
3 in 30

Pork.

Loins @ 11 1/2
Dressed @ 7 1/2
Boston Butts @ 10 1/2
Shoulders @ 9
Leaf Lard @ 7 1/2

Mutton

Carcass @ 7 1/2
Lamb @ 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
72ft. 6 thread, extra.. 1 50

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
72ft. 1 20
90ft. 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 90
No. 19, each 100ft. long 2 10

COFFEE
Roasted

Dwinell-Wright Co.'s B'ds.

WHITE HOUSE
MOCHA AND JAVA
WINELL-WRIGHT CO.
BOSTON, MASS.

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., Detroit
and Jackson; F. Saunders
& Co., Port Huron;
Symons Bros. & Co., Saginaw;
Messel & Goeschel, Bay City;
Godsmark, Durand & Co., Battle Creek;
Fielbach Co., Toledo.

CONDENSED MILK
4 doz. in case

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 3/4 to 2 in 11
2 in 15
3 in 30

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 11
No. 5, 15 feet 12
No. 6, 15 feet 13
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd, doz .. 1 20
Knox's Acidu'd, gro 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES

Full line of fire and 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

GRAND PAS WONDER SOAP

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 SOAP
FEEL THAT GRIT

Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place your business on a cash basis by using Tradesman Coupons

Manufacturing Matters.

Battle Creek—The Riverside Creamery Co. has been incorporated to engage in a general creamery business. The corporation has an authorized capital stock of \$2,000, of which \$1,020 has been subscribed and \$600 paid in in cash.

Battle Creek—A corporation has been formed to manufacture and sell gloves under the style of the Brotherhood Glove Co., Ltd. The company has an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Jackson—A corporation has been formed under the style of the La-Cura Co., which will manufacture and sell drugs. The company has an authorized capital stock of \$6,000, of which \$3,500 has been subscribed and \$500 paid in in cash and \$3,000 in property.

Menominee—The A. Dudley Manufacturing Co. has merged its business into a stock company under the style of the Dudley Tool Co. and will manufacture and sell mechanical appliances. This corporation has an authorized capital stock of \$15,000, all being subscribed and paid in in cash.

Ontonagon—One of the largest rafts of logs seen in this section was towed from this place to Baraga recently by two tugs. The raft was nearly half a mile long and contained 2,000,000 feet of pine belonging to the Nester estate. It is said that this is the last season that the Nesters will take logs to any extent from Ontonagon to Baraga.

Detroit—The Iola Portland Cement Co., which was organized by Detroiters about six years ago with mills at Iola, Kan., and Dallas, Tex., is about to spend from \$200,000 to \$300,000 in increasing the capacity of its Iola plant some 1,500 barrels per day. Bonds to cover this amount will probably be issued. This addition will increase the output of the plant one-third and add 100 to 150 men to the pay roll.

Detroit—The manufacture and sale of East India condiments, English delicacies, preserves, extracts, etc., is the purpose set forth in articles of incorporation filed by the English Purity Preserving Co., capitalized at \$10,000, of which \$6,000 is paid in the property of the Appert Preserving Co. and the English Purity Preserving Co., two co-partnerships. A part of this property comprises fifty-four formulas. The stockholders are Robert M. Lavery, Nellie F. Lavery and Thomas G. Dunbar.

Cheboygan—Rindskoff Brothers leave for Detroit next week, where they engage in business under the style of the Knitting Mills Co. The company has a fine factory on Jefferson avenue with imported German machinery of the latest models and will manufacture shawls, leggings, gloves and mittens. The Rindskoff brothers have been prominent in Cheboygan business and social circles for nearly a quarter of a century, and the good wishes of Cheboygan will follow them to Detroit, in the hope that they will do well in their new line of business.

Tower—D. A. Stratton has well advanced a new sawmill plant, which is expected to begin operations Sept. 1. Employment will be given to twenty-five hands at the outset and the force will be increased as the business shall require. The outfit consists of mill plant, office building, machine shop, blacksmith shop and dwellings for the hands. The outlay represents an investment of \$50,000 and the plant is to be lighted with electricity and supplied with modern conveniences. Dimension stuff, broom handles and turned work of all kinds will be manufactured.

Saginaw—Mershon, Schuette, Parker & Co. have purchased 3,500,000 feet of good white pine lumber of Charles Hebard & Son, of Pequaming, which is to come to their yards here, and this with nearly 15,000,000 feet purchased over in Canada puts the firm in good form to take care of its fall and winter trade. It is likely also that more purchases will be made. The firm is bringing Oregon spruce, fine nice lumber running heavily to the upper qualities, from the Pacific coast, to the extent of two cars or more a week, the stuff being worked up into its commodities.

Menominee—The United States Express Co. is negotiating with the Menominee Sand Brick Co. for a consignment of 6,000,000 brick to be used in the erection of an immense building in New York city. The proposed order is an enormous one and if the deal is closed it will require fully a year for the factory to turn out the product. The present capacity of the factory is 20,000 a day, but the officers state that if business warrants additional machinery will be installed, doubling the capacity of the plant. The addition of the new sand dryer enables the plant to work at all seasons without being hampered by the wetness of the sand, which proved an obstacle when the factory was first started.

Escanaba—Connected with Escanaba by electric railway is Wells, named after the late Daniel Wells, of Milwaukee, and the site of the largest lumber operations in Michigan. The institution conducting this enterprise is the I. Stephenson Co., and it produces a variety of forest products that probably is not duplicated in any other similar plant in the country. Its line of manufactured lumber includes white pine, Norway, white cedar, spruce, tamarack, balsam, maple, birch, elm, beech, basswood and hemlock. It is manufacturing 75,000,000 feet of lumber annually, 50,000,000 cedar shingles, 10,000,000 lath, 75,000 ties, 150,000 posts, 50,000 poles and 20,000,000 feet of maple flooring; it produces large quantities of tan bark; it conducts large merchandising establishments; it raises stock and agricultural products; it owns and conducts a complete village, a model in its way, which is electric lighted, has modern schools, churches and a hotel that would do credit to any city of 10,000 inhabitants. In timber area the company owns a principality of approximately 250,000 acres; it has built and operates a railroad of modern construction 110 miles

in length, to which twenty additional miles are being added the present year. Furthermore, an allied company of the I. Stephenson Co. has in process of construction at Wells an immense plant for the conversion of wood refuse into wood alcohol, acetates and charcoal. The company has a vast undeveloped water power on both the Escanaba and Ford rivers, which it expects soon to develop and utilize. The I. Stephenson Co., up to a recent date, was the owner of approximately 14,000 acres of timber land, but during the present year it has acquired the holdings of the Ford River Lumber Co., lying alongside and intermingled with the former company's old holdings, comprising 110,000 acres. From the Ford River lands has been exhausted the greater portion of the white pine timber, but the cedar, hemlock and hardwoods are of virgin growth. This gives the company the greater portion of a vast timber area about fifty miles in width and seventy miles in length, extending from southeast to northwest from Little Bay de Nocque well across the upper peninsula of Michigan, approximately 250,000 acres. It covers the Menominee iron range and runs up into the copper country. The company is paying great attention now to the settlement of its cut-over lands.

Houghton—E. J. Dube has been appointed trustee for the creditors of Frank Siller, the Houghton groceryman, who recently filed a petition in bankruptcy, and will sell the stock at public auction next Saturday.

Business Wants

BUSINESS CHANCES.

For Sale—Meat market; good trade, good location; near university; reason for selling, dissolution of partnership. Zachmann & Nickels, 607 East William, Ann Arbor, Mich. 890

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

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—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—Restaurant in first-class location and doing good business. For particulars address Box 2481, Battle Creek, Mich. 807

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

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. 821

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

For Sale—800 acres improved farm; two sets of farm buildings and an artesian well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4½ miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

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. J. Yost & Co., Detroit, Mich. 250

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. 876

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 Dor. Zeeland Cheese Co., Zeeland, Mich. 786

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—One of the nicest little drug stores in the best business city of 30,000 in Southern Michigan. Rent \$35. Have bought and paid for \$2,000 home off this store the past year. July sales \$936. Address No. 887, care Michigan Tradesman. 887

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—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich. 713

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

POSITIONS WANTED

Position Wanted—Practical, first-class shoe salesman of twelve years' experience wishes to make change. Thoroughly understands keeping stock and handling all classes of trade. If satisfactory, would purchase interest in stock. Permanent position desired. References. Address Box 237, Delhi, Ind. 877

Wanted—Position as engineer or oiler by thoroughly experienced man. Address Chester Wheatley, Fennville, Mich. 837

HELP WANTED.

Representative wanted to handle Michigan state rights of absolutely new business; no competition; steady income; rare chance to hustle; write to-day. National Advertisers' Protective Association, Box 247, Lansing, Mich. 891

Wanted—An experienced lady clerk for general store, also dry goods department. Address A., care Michigan Tradesman. 878

Wanted—Agent or salesman in every town to represent manufacturing company, on commission. Address C. L. Gladly, Three Rivers, Mich. 857

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