

MICHIGAN TRADESMAN

Twenty-^{THIRD} Year

GRAND RAPIDS, WEDNESDAY, AUGUST 30, 1905

Number 1145

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advices, and Collections

OFFICES

Widdicomb Building, Grand Rapids
42 W. Western Ave., Muskegon
Detroit Opera House Bldg., Detroit

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2221 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, ef-
ficient, responsible; direct demand system.
Collections made everywhere for every trader.
G. E. McORONE, Manager.

We Buy and Sell

Total Issues

of

State, County, City, School District,
Street Railway and Gas

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By-Mail

Resources Exceed 3 Million Dollars

ELECTROTYPES

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

SPECIAL FEATURES.

Page.

2. Window Trimming.
3. New York Market.
4. Around the State.
5. Grand Rapids Gossip.
6. Business Booming.
8. Editorial.
9. Cash With Orders.
10. Good Health.
12. Display Windows.
14. Poultry and Game.
16. Clothing.
21. The Whisky Habit.
22. Made More Business.
24. Woman's World.
26. Objects of Organization.
28. Clerks' Corner.
30. Fruits and Produce.
32. Shoes.
36. The Chronic Sitters.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

RURAL DELIVERY BLESSING.

There are a great many blessings attendant upon rural free delivery. The system has not been in force very long in this country, but so popular is it and so general is the demand for it that it has been extended very rapidly. Every rural district is asking for it. The congressman who does not see to it that all requests are promptly complied with is in great danger of losing his seat at the next election. The free delivery carrier brings the mail, including the daily papers, to every farm door within a very short time after its receipt at the central office. It gives the farmer all the postal facilities of the village and more, because the villager must go to the office, whereas the farmer has the mail brought to his dooryard. It is a great convenience and as such is thoroughly appreciated.

Its benefits and blessings are by no means confined to those above suggested. It is said that a rural free delivery is actually a great promoter of industry and temperance. Formerly some member of the farmer's family was tempted every day to go to the village and sometimes was tempted to stop at the tavern and take on board certain beverages that were pleasant while being imbibed, but were attended by befuddling, if not disastrous, results and occasionally followed by a headache the next morning and all the next day, which seriously interfered with the performance of work. With rural free delivery there is no excuse to go down to the village in the evening, and so the prayer, "Lead us not into temptation," answers itself. The evening is more profitably and pleasantly passed in reading over the papers and periodicals that have been delivered during the day. The worker rises with a clear head and a stout heart the next morning to accomplish the tasks before him. It does not hurt the village stores so much because the ladies of the household can drive to town to do the shop-

ping, or a man can come to make the necessary purchases. It is positively asserted by those who have looked into the question and made something of a study of it that the rural free delivery system is actually a great practical promoter of temperance in the country.

LYNCH LAW.

Lynch law and lynching are familiar terms, a great deal more familiar than they ought to be in this country. This form of meting out summary punishment is more generally indulged in down South than in any other section, a fact due to the strong race feeling and prejudice against negroes. It often happens that cases of this kind are reported and they never fail to call out adverse criticism. James E. Cutler, Professor of Economics in Wellesley College, has been making a study of lynch law and lynching and has gathered some interesting historical facts about them. The name is derived from Charles Lynch, of Bedford county, Va., who in the latter part of the eighteenth century held an impromptu court and dispensed summary justice without waiting for due and proper legal process. The custom he instituted unhappily was followed and his name is unfortunately perpetuated in that connection.

When the West was new and law officers few, far between, and hence often inaccessible, the rough communities in the camps and the mines often resorted to lynch law, but nowadays very few such cases are reported from that section. This general method of imposing summary, although illegal, penalty did not commence here and is not confined to this country. Prof. Cutler says that away back in the seventeenth century there was what was called the Lydford law, which was a law whereby a man was first hanged and then indicted. Germany at one time had a sort of regulators, not unlike the Western vigilantes. Scotland and Ireland long ago furnished a few instances. In the rural districts of Russia it was once a by no means uncommon occurrence for the peasants when they caught a horse thief to beat him to death, doing the business themselves without any assistance from any legal authority. Lynching is lawful in no state in this Union, but since the days of the Ku Klux Klan, there have been scores of instances where in Southern States mobs have taken it upon themselves to deal summarily with offenders or those they believed to be offenders. Legislation does not seem to have very much influence upon it. Education and public opinion must be relied upon to stamp it out thoroughly and successfully.

GENERAL TRADE OUTLOOK.

There is enough in the outcome of peace negotiations to prolong the upward movement of leading stocks indefinitely and, indeed, it would be difficult to find any possible excuse for what has been considered a long overdue reaction in any known adverse conditions. Even the final breaking of silence on the part of Lawson of "frenzied finance," in predictions of copper disasters would seem to fall flat—they are scarcely noted. Efforts on the part of speculators to hasten a reaction by the cry of "corner" in some properties is of little apparent influence, the factors of real support being found in the wide-spread—almost unbroken—condition of prosperity. It is hard to predict how long before the advance will end, but that a reaction of some kind must eventuate seems accepted by observers. It is a matter of interest that sixty leading railways have finally broken all records, rising to \$117.57 per share, as compared with \$116.27 in September, 1902, the highest previous record. This, of course, means that very many of the individual properties are making new high records and some of them far above the former levels. It is to be noted also that among others United States Steel preferred has again established a new record.

Harvests have so far advanced that the abundance so long promised is finally assured. While this, of course, results in a lowering of prices of products the universality of demand and ability to pay promises to keep the level high enough to assure profitable returns to the farmer. Current trade is sustained beyond expectations and preparations for the future are being pushed with utmost confidence. Reports of damage to cotton in some localities are not serious enough to do more than generally strengthen prices in that trade—there is little probability of enough injury to materially affect the crop. Money continues plentiful, and while the demand for interior crop moving is greater than at the same time last year as yet there is no hardening of rates and it would seem as though the preparation made would meet all requirements without strain.

There is nothing in manufacturing circles that would indicate a possibility of the interruption of the general forward movement. The most notable feature in the iron and steel trades is the continued and increasing demand for structural forms, showing that the volume of building demand is increasing. In textiles there is nothing to report of an unfavorable character. In boots and shoes the higher prices are being accepted freely for future business.

WINDOW TRIMMING

Firms Should Make the Most of Free Advertising.

This week fall goods are a little more in evidence than last week, and last week a trifle more than the one before. The showings are mostly in the way of the smaller belongings—hats, vests, cravats, gloves as to masculine wear; hats, light-weight jackets, opera flannel shirt waists, gloves, moneybags for the women. Before one season is fairly over its success—or begins to crowd it out.

In the millinery windows among exhibits of close shapes is the polo. If this was a little teacup of a chapeau in the summer, it is now more diminutive still. It has enjoyed quite a decided popularity and this bids fair to continue into the winter. The style is becoming to a face that is not too round or overly large; there is a piquancy about it that gives an added charm to the wearer. It is a hat of the sort to run itself into the ground, however, as does any mode which is taken up by the masses.

* * *

At the risk of causing history to repeat itself, I must again refer to the ingenuity of young Mr. Bush, of the Giant Clothing Co. A week or so ago he introduced into his suit window, by way of something to make people talk about the firm, an immense hornet's nest. It was placed on the floor, but would have shown off to better advantage if it had been resting on something about the height of a tabourette. The accompanying card referred to it as a "seven-story apartment house," which description wasn't half bad. Since last Wednesday Mr. Bush called at the Tradesman office with a copy of the Chicago Apparel Gazette which contained half tones of three of his recent windows and an interesting article concerning the same. I drew his attention to the fact that there were latent possibilities in the big hornet's nest, in that a closer acquaintance of Buster Brown and the occupants might lead to some lively developments, when he informed me, with an anticipatory smile, that he already had the same idea in mind. This week he has put it into execution; and next week will probably see the consequences of Buster's indiscretion, and his young chum and Mr. Gayboy likely will share in the results of his rashness.

A lattice separates the window into halves; this is the fence. On one side sits Mr. Gayboy, calmly occupied with a magazine on his knee. No thought of danger disturbs his serenity—time enough for that later! Above his head hangs the aforesaid hornets' nest on a branch from a tree, attached to the background. High on the fence, his toes stuck in the diamonds of the lattice, Buster is discovered, stick in hand, investigating as to what will happen if he pokes the nest. His companion in

mischievousness is boosting him. He also wants to "be shown." When he is there will be a sadder but wiser little pair of sinners—there will be "something doing" about the time they acquire the coveted knowledge!

There are a few minor faults to this exhibit which, if noticed, could have been corrected:

The boy standing on the ground should have had a firmer grasp of the precious little imp's clothing; more of the cloth should have been bunched in his hands. And, to make things more realistic, the stick that Buster holds should be a stout club such as a boy would pick up in the forest, instead of a brand new piece of wood from some building.

Also the bigger boy would naturally be looking up—either at Buster or the nest—or peeking through the fence at Herr Gayboy, instead of having his face turned toward the street.

I don't know very much about the community habits of wasps, but it seems to me as if any self-respecting colony of hornets would scarcely select such a little wisp of a branch from which to suspend their home! However, I may be wrong about this and am open to conviction.

In all likelihood next week will see Mr. Gayboy with the nest on top of his head and the boys on the other side of the fence fleeing from the wrath to come!

(I am wondering what Mr. Bush will do for a bunch of wasps. Perhaps, with his handy brush, he will paint a lot and stick them on with a drop of mucilage where they will be most effective.)

* * *

Peck Bros. are anticipating—but only very slightly—the arrival, during Fair time, of the twenty-mule team which will draw the product of the Pacific Coast Borax Co. through the business streets of the biggest city for its size on earth. This crystalline salt is said to be controlled by a trust. The immense mule team is supposed to be one of those used to haul merchandise out of the Death Valley—those terrible barren plains of California (where no animal less tough than the reviled, the downtrodden mule could exist) but whose desolation is to bloom like the rose, as steps are being taken by the Government (if not already accomplished) to reclaim this solitary waste by irrigation.

As a forerunner of the appearance of this long mule-team during the next month, which will excite the interest of all who see it, so that Twenty-Mule-Team Borax will be on everybody's tongue, Peck Bros. should devote the whole of their big east window, round corner and all, to a mammoth exhibit—indeed, the borax display might, with propriety, take in the opposite window space as well. This firm are not living up to their opportunities in this case. They should take advantage of the free advertising to be got out of the coming twenty-mule procession and build up a big business on borax.

Dwarflike sins often have gigantic children.

Not Forced to Shut Down.

Corunna, Aug. 29—The furniture factories of Fox & Mason and the Corunna Furniture Co., both located here, have done an unusually good business this summer, not being forced to shut down because of lack of orders—a condition that does not prevail every year. At the Grand Rapids and Chicago exhibitions both these firms booked a generous amount of orders, and there is plenty of work ahead.

Tod Kincaid, for twenty years a coal operator near this place, heavy stockholder in the Union Telephone Co., in banks and other concerns in Owosso and here, has closed out nearly all of his interests and in the near future will move to Cleveland.

New Factory at Union City.

Union City, Aug. 28—Union City people are elated over the location here of a new hoop factory which Hollowpeter & Johnston, of Lagrange, Ind., are erecting that will employ about fifty men, besides making an excellent market for native timber. A new process will be used in cutting the hoops.

Portland Elevator Sold.

Portland, Aug. 28—F. S. Lockwood, for the past five years in the elevator

and coal business at Laingsburg, has bought the elevator and other interests of E. C. Astley & Co., at this place. The Astleys have been in business here for about two years, coming from Grand Ledge.



Finest Toast in the World

A Health Food sold at moderate prices

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

Ask for prices

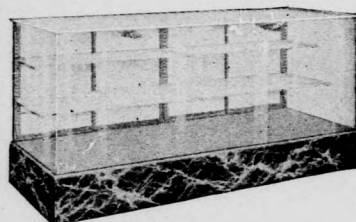
Special price in large quantities

Manufactured only by

DUTCH RUSK COMPANY
HOLLAND, MICH.

For sale in Grand Rapids by
Judson Grocer Co.

Sold by the Foot---Made by the Mile



"American Beauty" Floor Case No. 400

This cut illustrates one of our latest productions. A fixture absolutely indispensable in a Clothing and Department Store. Send for our catalogues "A" and "C."



"Twentieth Century" Clothing Cabinet No. 183

Grand Rapids Show Case Company

Grand Rapids, Mich.

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

The Largest Show Case Plant in the World

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 26—Eight months of the year gone and the outlook for the remaining four is about all that could be desired, so far as the grocery trade is concerned. Prices generally are well sustained on almost every article and this is especially true of food products. The holiday trade will, perhaps, be larger than ever before. Buyers are here in force and the weather is very favorable for business generally. The cut in the price of salmon has upset some calculations, but if an improved demand be created the condition of the trade at the end of the year will, perhaps, be better than it has been for some time past.

The coffee market is steady for spot stock and speculators have been quite busy. Actual sales do not appear to be large in any particular instance, but there have been transactions enough to make a very respectable total. In store and afloat there are 3,852,797 bags, against 3,214,020 bags at the same time last year. At the close Rio No. 7 is held at 87½@9c. For mild coffees there has been a fair trade and prices are steady, with good Cucuta in an invoice way quotable at 9¾@10c and good average Bogotas, 11½c. East India growths show no material change, but are firmly sustained.

As the season advances there seems to be a better feeling in the tea market and holders are showing more confidence. This confidence has not as yet materialized in higher prices, nor is there much visible evidence of an increased demand, but there are a few straws which show that the wind is blowing in a direction favorable to the seller.

New business in sugar is light and there has not been a great movement in previous contracts. Still the market is steady and refiners are badly behind in the deliveries, except in case of the American, which is fairly well caught up.

There is something doing every day in rice and, while business is not as active as dealers would like to have it, matters might be, and often have been, in much worse condition. Prices are well sustained and this is a reflection of the condition in the South. Prime to choice, 4@4¾c.

The market for spices is decidedly firm. While there has been little, if any, invoice business, the trade has been quite satisfactory, and this is especially true of pepper, which article is bound to attract more and more attention from now until the holidays. Supplies are smaller than for a long time and, statistically, the position is strongly in favor of the seller.

The supply of grocery grades of New Orleans molasses is not large and sellers are seemingly not anxious

to part with holdings on the present basis. The market closes strong and the outlook is in favor of the holder as soon as cooler weather sets in. Buyers are seemingly pretty well sold up, so far as stocks are concerned, and will take hold freely later on. Good to prime centrifugal, 16@26c. Low grades are in good demand and fetching full price. Stocks of desirable syrups are comparatively light and the market is strong, with good to prime at 18@24c.

Canned goods are growing more and more interesting. Tomatoes especially are attracting attention and futures show a steady advance, owing to reports of bad weather which will reduce to still more limited proportions the output for 1906. Indeed, some packers will not entertain an

offer of less than 87½c; others will take 85c and some are willing to let go for 82½c. Spot Jerseys can be bought for 85c and meet with steady call at about that figure. Early June peas are steady at about 50@55c in Baltimore. Corn is quiet. Fruits generally are well held and tending upward. Salmon are being cut and at the lower price there is likely to be, as stated, a good run of fall business.

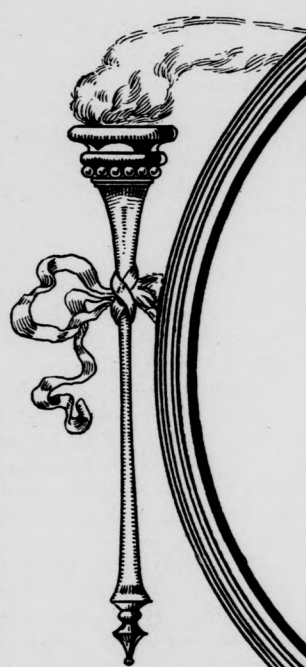
There is a slightly less active movement in butter and, rather than store the goods which are arriving more freely than last week, holders are disposed to make some concession. At the close best Western creamery is held at 21½@22c; seconds to firsts, 19@21¼c; imitation creamery, 18@19½c; factory, 16½@17¾c; renovated, 16½@20c; packing stock, 15@

17½c, although the latter is, perhaps, extreme.

There is a turn for the better in the cheese market and, as supplies have not been excessive, holders feel encouraged to hope that the change has "come to stay." Full cream New York State stock is worth 11c for small sizes and ¼c less for large, which are in rather light supply, although there seems to be enough.

Eggs are quite plenty and the quality from the West is averaging pretty good. The demand is sufficiently active to keep the market well cleaned up and best Western are now held at 22@23c; firsts, 21c; seconds, 18@19½c.

Starve the soul and the conscience is sure to stutter.



The Torch of Progress Lit the Ben-Hur Cigar

And after many turns and transient changes the arrow of distinction points unerringly to-day to this brand as the epitome of cigar goodness. Mere luck is eliminated from the story, for the "reason why" is the sequel of nearly 40 years' constant study and search of the best tobacco, in pursuit of the "Blend of Satisfaction." When once we found it, it proved a distinct discovery in cigar quality, and while others have searched for its peculiar unvarying value, the secret still remains rolled up in every BEN-HUR CIGAR.

There's not a poor one in a million.

WORDEN GROCER CO., Distributors
Grand Rapids, Mich.

10¢ QUALITY

5¢ PRICE

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

AROUND THE STATE

Movements of Merchants.

Hastings—Charles Dubois has purchased F. W. Clifford's meat market.

Saginaw—Robert H. Rice is succeeded in the furniture business by Rice Bros.

Albion—Frank E. Nowlin succeeds Nowlin & Miller in the shipping of hay and grain.

Holland—Henry W. VanDerLei is succeeded in the grocery business by Rooks & Boonstra.

St. Joseph—The Baitinger & Church Co. has changed its name to the Baitinger & Kingsley Co.

Cheboygan—W. H. Craig has opened a meat market and general store in G. C. Dodd & Co.'s block.

Lake Linden—Herman Theil will continue the meat business formerly conducted by Thos. E. Burgen.

Marshall—John Heyser, Jr., will continue the grocery business formerly conducted by A. V. Watson.

Lowell—The Spencer-Welsh Co., which formerly conducted a dry goods business at this place, has removed to Belding.

Lakeview—Lauron I. Myers has engaged in the shoe and men's furnishing goods business under the style of the Model Store.

Marine City—Peter Sicher, who formerly conducted a grocery, crockery and notion business, is succeeded in the same by M. P. Lester.

Pontiac—Wm. C. Alward has retired from the Pontiac Cigar Co. The business will be continued by Chas. H. Siple under the same style.

Port Huron—H. L. Nelson, who has been manager of the Empire Produce Co. since the business was established, has tendered his resignation.

Jackson—Martin Conway, who has for some years been employed at the White drug store, will shortly embark in the drug business for himself at this place.

Alma—B. F. McNall, who for the past few years has been connected with the Nelson Grain Co., has sold his interest to Mr. Nelson, who will continue the business.

Rochester—O'Brien Bros. will continue the lumber, coal and wood business formerly conducted by Fred Dahlman and also the wholesale and retail business conducted in the past by the Rochester Lumber & Fuel Co.

Charlotte—F. J. Brooks, a Vicksburg druggist, has purchased Miss Griffin's interest in the cigar and confectionery stock of Griffin & McCormick. The new firm plans to dispose of their soda water outfit and open an up-to-date cigar store.

Tekonsha—The Frank H. Darrow hardware store, one of the leading business concerns of this locality, has been purchased by B. G. Doolittle, recently of the Randall Milling Co. Mr. Darrow also sold his handsome residence to Mr. Doolittle and has removed with his family to Albion.

Detroit—A corporation has been formed under the style of E. A. Osborne & Co. for the purpose of conducting a grocery business. The new corporation has an authorized capital stock of \$5,000, of which \$2,510 has been subscribed and \$1,000 paid in in cash.

Decatur—A corporation has been formed to conduct a commercial and savings banking business under the style of the Citizens State Bank of Decatur. This company was incorporated with an authorized capital stock of \$20,000, all of which is subscribed.

East Jordan—The East Jordan Creamery Co. has been incorporated for the purpose of manufacturing butter and cheese. The company has an authorized capital stock of \$24,000, all of which is subscribed and \$600 paid in in cash and \$1,800 in property.

Escanaba—A new company has been incorporated under the style of the Delta Land Co., which will deal in real estate. The new corporation has an authorized capital stock of \$16,000, of which \$10,000 has been subscribed and \$500 paid in cash and \$5,000 in property.

Alpena—E. E. Wilcox has sold his grocery store to Hickey & Hagle. The firm is composed of Chas. H. Hickey, who has successfully conducted a grocery business on First street, and F. Edward Hagle, who for several years has been employed by the Holmes & Kelsey Co.

Owosso—The retail lumber, wood and coal business operated by L. E. Woodard & Sons for nearly forty years has been sold to O. N. Michaelson and James Mulhall, of Grayling. These gentlemen will both move to this place. The new firm has been incorporated under the name of the Michaelson & Mulhall Co.

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

Sterling—Fire swept the business portion of Sterling last Wednesday and completely destroyed Jay Ames' store building and grocery and implement stock, Peter Sheer's blacksmith shop, two residences and Dr. Abbott's barn filled with hay and grain. Sterling has no fire protection and a call for the Standish fire brigade was made and responded to. The loss is estimated at \$10,000, partially covered by insurance.

Lansing—No trace has been obtained of J. W. Landau, the erstwhile dry goods and notion jobber, who established a store here, bought goods of Eastern manufacturers on credit, had them shipped from this city to Detroit, leaving only the empty boxes to his creditors. When the situation was first discovered about a week ago claims for about \$2,500 were placed in the hands of officers here. Claims

aggregating about \$6,000 have since accumulated. Landau could not be found in Detroit, and he appears to have disappeared as completely as did the goods.

Lansing—G. E. Lawrence & Son have removed their bakery from Michigan avenue west to new quarters at 207 to 213 Grand street south. The new bakery is constructed of brick, two stories high, and is one of the most complete in the State, outside of Detroit or Grand Rapids. The new building is divided into a dough room, mixing room, bread room, storage room, loading room and several others, all of good size.

Manufacturing Matters.

Scotts—The Scotts Creamery Co., Ltd., has been organized to erect and equip a factory creamery.

Albion—The Albion Malleable Iron Co. has increased its capital stock from \$32,000 to \$160,000.

East Jordan—Richard F. Steffes is succeeded by Ernest O. Coy in the manufacture and sale of cigars.

Trent—Geo. Carrington has sold his grist mill to G. A. Armitage, of Casnovia, who will continue the business.

Sebewaing—The Huron County Brewing Co. will continue the brewing business formerly conducted by Fred Kroll.

Millington—Fred Richards and C. Sheller, of Perrinton, have purchased the grist mill at this place and will take possession soon.

Hillman—Andrew Hanson has leased his flouring mill to W. E. Jones, of Alpena, who will continue the business in his own name.

Adrian—The Michigan Wire Fence Co. has been organized here with a capital of \$125,000, adding another to Adrian's long list of fence companies.

Lansing—The Cero-Root Herbal Co. has contracted with the National Grocer Co. as brokers to handle the entire product of the company in the United States.

Kingsley—J. J. Brownson and N. Sorenson have formed a copartnership for the purpose of conducting the roller process mills now under construction at this place.

Detroit—A new corporation has been formed under the style of the Sorensen Chemical Co., which has an authorized capital stock of \$10,000, of which \$7,800 has been subscribed, \$1,800 being paid in in cash and \$6,000 in property.

Dundee—The Wolverine Automobile & Commercial Vehicle Co. has been incorporated to manufacture and sell automobiles. The new corporation has an authorized capital stock of \$28,000, of which \$14,000 has been subscribed and \$1,400 paid in in cash.

Cadillac—The Cummer Manufacturing Co. has decided to establish a branch in Texas, the large demand for its crates in that State making such a move imperative. John K. Warren, a member of the firm, will establish the branch and be its general manager.

Adrian—A corporation has been formed under the style of the Imperial Piano Co. for the purpose of

manufacturing and selling pianos. The new company has an authorized capital stock of \$9,000, being all subscribed and \$900 paid in in cash and \$3,600 in property.

Detroit—The Light-O Manufacturing Co. has been incorporated for the purpose of manufacturing match vending machines. The corporation has an authorized capital stock of \$25,000, all of which has been subscribed and \$2,200 paid in in cash and \$22,800 in property.

Monroe—Admendt & Co., flour manufacturers, have purchased 110 feet of land fronting on Front street, 26 feet on Hubbel street and 136 feet on the Lake Shore right of way. The company was recently incorporated for \$150,000 and will erect a new building plant, double the capacity of the present one.

Detroit—The English Purity Preserving Co. has merged its business into a stock company and will continue to manufacture and sell preserves and extracts. The company has an authorized capital stock of \$10,000, of which amount \$6,100 has been subscribed and \$100 paid in in cash and \$6,000 in property.

Standish—The Gray Milling Co., which was established here about fifteen years ago by L. Nerriter, has sold its flour, feed and shingle mills to L. C. Gilbert and C. F. Ball, of Greenville, who will conduct the business in the future. A. Nerriter, who was principal owner of the mill, will retire and establish another business.

Leslie—The Leslie Co-Operative Creamery Co. recently closed its doors, owing to a financial loss incurred by the failing of a commission house and other adverse causes. Charles Variell has purchased the buildings and machinery and will start the plant in motion. His plan is to put teams on the road to buy cream, butter and eggs.

Fremont—The Darling Milling Co. is building an addition on the east side of the mill in the way of a 20 foot story, which will increase the capacity of the mill about one-quarter. Most of the new addition will be given to storage room and the parts heretofore used for that purpose will be given over to machinery and other conveniences.

Holland—The Holland Rusk Co. is arranging to double its capacity. An addition to the present structure is being erected, the addition being of brick, one story high and 70x50 feet. It will contain the new ovens which the company intends to install. The company at present is manufacturing on an average 35,000 rusks per day and with its new machinery installed it will place on the market between 70,000 and 75,000 rusks daily.

South Boardman—S. A. Wellman & Co. have purchased from J. C. Gray, of Kalkaska, the lighting plant in this village. The company has been negotiating for the property for some little time, but matters were not brought to a focus until a few days ago. They will make some material changes for the betterment of the plant and have already begun the work of improvement in the way of more power and better lights.



The Grocery Market.

Sugar—The market on raw sugar in Europe is very much depressed, because of oversupply and the suicide of one of the largest operators. The break in the market was sharp, on account of the stampede to unload. Raw sugars are 3-16c lower in this country and, while the consumptive demand of refined is heavy, the market is weak and some refiners are shading their quotations 10 points for immediate shipment. Unless there is an upward turn in the market, there will, in all probability, be a decline in the course of a few days.

Tea—Although quiet the tea market has lost none of its strength, and counting from the opening figures of the crop year, May pickings of Japans have advanced about 2c. Government Standard is fully 2½c above the quotations of a year ago and at any lower figures the growers would not pick it. Owing to the fluctuation of the currency in China, Ping Suey, Oolongs and Gunpowders are high and may advance still further. Jobbers report a moderate movement in teas, but the trade lacks life.

Coffee—Arbuckle Bros. have advanced another ½c during the week, making a total of 1c since the middle of July. This about represents the rise in the Brazil coffee market during that period. The outlook is for a good trade from now on. In fact, even now the demand is reported good from all sections. Prospects point to a gradual advance as the fall approaches. Mild coffees are firm and unchanged. Javas and Mochas are steady.

Canned Goods—Apples will probably be a short crop and there is but a small carry-over. The Southern dried apples that are coming on the market now are of poor quality and will be slow sellers. New York and other Eastern States do not promise anything large in the way of dried apples this fall. Even prunes, which are commonly supposed to be always plenty, are short. Advances amounting to perhaps 2c have taken place in this line, and the end is not yet. It is expected that the opening prices on seeded raisins will be high. Spot stocks have advanced about 1½c within the past few months. Currants are very firm. The legislation noted in this paper before is in operation in Greece and the consensus of opinion is that still higher figures will be asked for the currants in consequence. Thus it will be seen that cured fruits are likely to be a high priced line all the coming year. The demand just now is good. The farmer trade is usually very heavy at this season—especially in apples, apricots and prunes. This year it is good but the high prices have cut it down somewhat.

Dried Fruits—Currants are firm and unchanged, both as to spot goods

and futures. The demand is light. Seeded raisins are gradually working up to the coast basis and the situation is very strong. Loose muscatels are keeping pace. Apricots are firm at ½c advance on the coast for the week. Secondary markets show no such advance. The demand is quiet. Spot prunes are scarce, especially the large sizes, and the demand is light. On the coast the situation as to futures is very firm, and some packers are claiming to have made sales of Santa Claras on a 3¾c basis. This seems surprising, when Philadelphia has seen no sales even as high as a 3½c basis. Nevertheless it is well vouched for. The market for prunes outside of Santa Claras is also higher. Peaches are slow and unchanged in price. The market is firmly held.

Rice—All advices indicate a higher range of price in this commodity. Such low figures have prevailed for the past year, however, that the advanced prices which will probably be asked from now on will not be high as compared with the prices of a few years ago. The demand is increasing.

Molasses and Syrups—Since the advance noted last week the corn syrup market has been very firm. It is generally thought that the understanding between the different interests has been re-established very firmly and that care will be taken to see that prices are well maintained from now on. The call for syrups is normal. Molasses is in moderate demand at unchanged prices.

Fish—Salmon shows no change, except the fact that the Alaska Packers' Association has withdrawn prices on red Alaska salmon, although its price was \$1, which was 10c above the price certain independents were offering goods for. A good demand is reported for Sockeye salmon. Whitefish and lake fish are quiet and unchanged. The mackerel situation is firm. Down East the price of shore mackerel has advanced \$3 per barrel within the last ten days. Secondary markets, however, show no change for the week and, while they will advance somewhat if prices at primary points keep up, it is unlikely that buyers will take the fish at anything like the Gloucester basis. The total catch of shore mackerel for this season bids fair to be considerably behind last year. The scarcity of shore mackerel has caused an unusual demand for Norways for future delivery, which are now being offered at prices about like last year's. Irish mackerel are quoted high on the other side. Sardines are unchanged and in fair demand. New prices have opened on cod, hake and haddock during the week, the values set on the first two being much above last year and above expectations for this year. The new price of cod is 6½c, as against 6c last year; 3½c for hake, as against 3¼c last year, and 4¾c for haddock, which is the same as last year.

Bouma & Jenison will shortly engage in general trade at Jenison. The Musselman Grocer Co. has the order for the grocery stock.

The Produce Market.

Apples—Duchess fetch 75c per bu. Maiden Blush and Pound Royal command 90c or \$2.75 per bbl.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The impending famine has been averted.

Beets—18c per doz. bunches.

Butter—Creamery is weak at 21c for choice and 22c for fancy. Dairy grades are faltering at 19c for No. 1 and 14c for packing stock. Renovated is in moderate demand at 20c. The market is not particularly active, but the large buyers are still willing to take all packing stock offered at the right price. Supply and demand for creameries run about even, although the demand is getting a little the better of the supply just at present.

Cabbage—Home grown is in good demand at 60c per doz.

Carrots—15c per doz.

Celery—18c per bunch.

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

Eggs—Local dealers pay 17c on track for case count shipments, holding candled stock at 19c. The higher price is chiefly due to the lighter receipts on account of the harvest, which has prevented the farmers from marketing the eggs promptly. The shrinkage on the current receipts is large, showing that the eggs have been held. According to recent statistics the number of eggs stored this year in the United States exceeds all previous seasons. The country, as a whole, is credited with 3,371,130 cases, as against 2,773,987 last year.

Green Corn—10c per doz.

Green Onions—15c per doz bunches for Silverskins.

Lemons—Californias are strong at \$8 per box, Messinas at \$8.50@8.75 and Verdillas at \$8.50@9. The demand is first-class and supplies are short, as they have been all summer. No relief is in sight until the cooler weather cuts down the call.

Honey—14c per lb. for white clover.

Lettuce—75c per bu.

Onions—Home grown are in large supply at 65c. Spanish are in small demand at \$1.25 per crate.

Oranges—Late Valencias are steady at \$5.25@6 per box. Stocks are moving well, being aided by the high prices of the deciduous fruits. Small sizes of late Valencias are a quarter higher on the increased demand.

Musk Melons—Bay Views and home grown Osage fetch 75c per doz. Fancy Osage from the Benton Harbor district command \$1.25 per doz.

Peaches—Early Michigans fetch 60@75c. Barnards command about \$1 and Early Crawford \$1.10@1.25. The crop of both early and late peaches will be enormous.

Pears—Bartletts and Flemish Beauties command about \$1 per bu.

Plums—Lombards fetch \$1, while Bradshaws command \$1.25.

Potatoes—40c per bu.

Pieplant—50c for 40 lb. box.

Pop Corn—90c for rice.

Poultry—The market is strong on

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

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

Spinach—50c per bu.

Summer Squash—75c per bu.

Tomatoes—Home grown fetch 75c per bu.

Turnips—40c per bu.

Water Melons—18@20c apiece for Illinois or Indiana Sweethearts.

Wax Beans—\$1 per bu.

Change in Ownership of Candy Factory.

Muskegon, Aug. 29—Walker, Richards & Thayer is the new firm which has succeeded that of Snyder, Thayer & Walker, candy manufacturers. Wright W. Richards is the incoming partner. Changes in the firm began last week when John A. Snyder sold his interest to A. R. Walker and Edgar W. Thayer. The concern is on the eve of being much enlarged. In the last year its business has doubled in size. The limit of its present quarters at 15-19 E. Clay avenue, has been reached. There is no room to install additional machinery, which is needed, and a new building must soon be erected. Five traveling salesmen cover the State. The firm also receives some mail-order business from places outside the State.

Mr. Richards has been in the candy business for sixteen years. He started in 1888 with Andrew Wiegel, who had the first candy factory in Muskegon. The latter was the predecessor of the old Snyder & Straub factory. In 1890 he began working for Snyder & Straub. Since then he has been continuously with the firm and its successors. Since 1900, when the firm became Snyder & Thayer, to be followed four years later by Snyder, Thayer & Walker, he has had charge of the city trade and immediate outlying territory.

The Heyman Company has been paying the Grand Rapids Edison Co. at the rate of \$3,000 per year for electric light, each "reduction in price" having resulted in a larger net bill. Efforts have been made to secure rates more in keeping with the character of the service, without result, and the manager has therefore entered into a contract to erect and equip an independent lighting plant on the guarantee of the contractor that the same service accorded by the Edison Co. can be duplicated for \$750 per year—a saving of \$2,250, which is equivalent to 300 per cent. The cost of the new plant will be about \$7,500.

The last half holiday of the season will be celebrated by the grocers and butchers to-morrow at Fruitport. Special cars will be provided, starting at 2 p. m. Tickets will include a boat ride, a ball game and a picnic dinner—if you take the latter along with you.

BUSINESS BOOMING.**New Enterprises in Prospect and Old Ones Busy.**

Bay City, Aug. 29—An automobile factory is the latest institution to be considered for this city. Representatives of an Ohio firm were in this city during the past week conferring with members of the Board of Trade. Nothing definite has been announced, but it is said a plant of fair proportions can be secured provided a site is furnished. The matter is under consideration by the Board of Trade. Attempts are also being made to locate here another boat building company, manufacturing exclusively power launches up to 80 feet in length. The company now has a plant in Indiana, but removed some distance from Lake Michigan. Better water facilities are wanted, therefore the proposition to move the institution.

No noticeable features in local industrial lines developed during the past week, all lines of manufacture showing the same old grind of full or over-time running. The National Bicycle plant, closed down for overhauling and repairs, has resumed with orders ahead to keep the plant busy the entire ensuing year. The W. D. Young Co., maple flooring manufacturer, has received an order from the company owning the collapsed Myers building, Albany, N. Y., the wrecking of which cost a dozen lives, for flooring for the entire new building to be erected. The plant had an order for flooring for the portion of the building undergoing repairs and was preparing to ship when the collapse came. The order was countermanded, together with notice that flooring for an entire new building would be required later.

The coal mining industry is developing increased activity and every mine in the county has been running more hours per week than during the past four months. Within thirty days every mine will be running full handed. The general stiffening of the market with the approach of winter is responsible.

It's a Way We Have.

There are few human characteristics more reliable and yet more careless and elusive than is the quality of loyalty.

Away from home the average citizen of Grand Rapids instantly represents any reflection against the resources and values of our city and defends her energy, patriotism and all 'round merit to the limit.

On the other hand, that same average citizen, when at home, when our splendid street railway system, our beautiful homes and abundantly shaded avenues, our glorious parks and all the rest are at his elbow, forgets and takes things for granted. Big achievements by his neighbors, the advent of new enterprises, the planting of a thousand new dwelling houses here and there within the corporate limits of the city, the successful carrying out of important aesthetic, educational or financial problems, are merely glanced at and forgotten simply because the record is

a natural consequence of the existence of such a city as Grand Rapids.

And Grand Rapids is not unique in this respect. Every large city abides, more or less, by the spirit of the old proverb: "Familiarity breeds contempt." There are people living in Buffalo who have never seen Niagara Falls and who have never known that "The Village Farm" is only twenty miles away; there are thousands of people in Grand Rapids who have never seen the plaster quarry caves just below John Ball Park. And yet it is commonplace to have people from Buffalo, visiting in Grand Rapids, seek out those plaster caves as a most interesting and novel attraction. It is another commonplace for Grand Rapids people to make the 400-mile trip to see Niagara Falls and The Village Farm.

It is the things we can see, the things we can do, the things we can have through a mere effort that we least appreciate, no matter how patriotic and how loyal we may be.

Because of this characteristic, which is absolutely a natural one, it is a fact beyond all question that the attention given by the citizens of Grand Rapids to the exhibits, the racing and the other attractions at the West Michigan State Fair, is by no means commensurate to the merit of the enterprise.

It is entirely safe to say that the average citizen of Grand Rapids does everything in his power when away from home to support, by word of mouth and enthusiastic argument, the merits of the West Michigan State Fair. Now isn't it about time that we demonstrate the courage of our convictions by helping to swell the local attendance at that exhibition?

Industrial Conditions at the Pure Food City.

Battle Creek, Aug. 29—The Michigan Preserving & Canning Co. has canned up to date this season 2,000 bushels of strawberries, 500 bushels of cherries, 1,000 bushels of red and black raspberries and is now working on plums, and will put up 5,000 bushels. This will be followed by tomatoes, peaches and apples. Over fifty people are now being employed by the company.

The campaign of education being carried on by the Business Men's Association is now bringing results. The Association, through every means possible, has been endeavoring to call the attention of investors and manufacturing institutions throughout the country to the advantages that are offered in this city for commercial and business enterprises. Every day Secretary Gibson is in receipt of numerous letters and many telegrams from the officers of manufacturing institutions desiring to change locations for various reasons, asking for information about Battle Creek.

The Ceresco water power, six miles east of here on the Kalamazoo River, is to be developed by the Commonwealth Power Co., which furnishes power for the Kalamazoo, Battle Creek & Jackson street car lines and the connecting interurbans. It is ex-

pected that 900 horse power will be developed, the work of which will give employment to about fifty men for months to come. The Commonwealth Co. owns all of the water power privileges along the Kalamazoo River. The first plant was the big one built at Allegan, then one at Plainwell and one at Otsego.

A novel method has been suggested and adopted for the advertising of manufacturing institutions. At the present time there are stopping at the sanitarium 960 guests. While many of these are invalids, and unable to leave the building, probably half of them are here to take advantage of the institution as a summer resort, such guests being from the South. Many gentlemen are also here accompanying invalid wives. To this class of guests the manufacturing institutions propose to open their doors and give a whole day reception.

C. L. Ward, of this city, has perfected a machine, after eight years of experimenting, to make buttons. This machine, which is now in operation, will cut, make and polish 1,500 gross, or 216,000 buttons, in a day, whereas the capacity of the best machine in use to-day is but thirty-five gross. He has a machine in perfect working order at his workshop on Kalamazoo street. It takes seventeen persons to operate each machine and to put on cards the finished buttons as they come from the machine. It is claimed that this machine will revolutionize the button industry. A company to be known as the United States

Button Co. will be organized and a factory established in this city.

Short Sayings of Great Men.

Wm. H. Anderson: Always put off until to-morrow what you could borrow to-day.

J. Herman Randall: The further a man gets away from himself the closer he gets to heaven.

A. B. Tozer: The man who goes to bed after a lark will never get up with the lark.

Warren Swetland: The man who enjoys the dinner isn't always the one who pays the caterer.

Chas. W. Garfield: It is a clever man who can make two blades grow where one blade grew before.

George Morse: The man who knows nothing but his own business knows about all there is any need to know.

Harvey Carr: Nobody ever complains that the wages of sin are too low.

L. E. Hawkins: Necessity is the mother of prevarications.

The Result of Absent-Mindedness.

An absent-minded professor was one day observed walking down the street with one foot continually in the gutter, the other on the pavement. A pupil, meeting him, saluted him with: "Good evening, Professor. How are you?" "I was very well, I thought," answered the professor; "but now I don't know what's the matter. For the last ten minutes I've been limping."

Our Stock of

Trimmed Dress Hats, Street, Tailor Made and Ready to Wear Hats

is now complete

Special Fall Opening

commencing

August 28 and continuing until September 25

If you are interested in any branch of the millinery line send for our fall and winter catalog or arrange to make us a personal visit.

CORL, KNOTT & CO., LTD.

Nos. 20, 22, 24, and 26 N. Division St.

GRAND RAPIDS, MICHIGAN

MRS. HACKLEY'S WILL.

The Michigan Trust Company Named as Trustee and Co-Executor.

Muskegon, Mich., Aug. 25, 1905—The will of Mrs. Charles H. Hackley was filed in the Probate Court this morning by the Michigan Trust Company of Grand Rapids, Mich. In the disposition of the vast estate left her by Mr. Hackley, the will indicates that Mrs. Hackley followed the same plan as her husband in the disposition of the property; \$60,000 is given to the churches of Muskegon; \$300,000 to Hackley Hospital; \$100,000 to Muskegon Humane Union and \$300,000 to the poor. To the relatives was given \$108,000; to friends \$60,000.

A large fund is given in trust to The Michigan Trust Company and Thomas Hume, the income to go to her adopted son, Charles Moore Hackley, and at his death to be divided among his children. If he leaves no children it is to be given to the Board of Education of the city of Muskegon in addition to a large fund created by will.

The Michigan Trust Company of Grand Rapids, Michigan, is trustee under the several funds and The Michigan Trust Company and Thomas Hume, of Muskegon, are made executors of the will.

Great Activity in Fall and General Hardware.

While some jobbers and retailers are still buying small supplementary lots of general hardware, the bulk of the business is now being transacted in fall goods. The satisfactory condition of the crops and industrial enterprises in all parts of the country leads jobbers and small dealers to believe that business will be prosperous during the coming fall and winter. These buyers are therefore inclined to make more liberal purchases for forward delivery, as well as to place orders for large amounts of goods from stock.

There is less weakness in the market for nails and wire products, and it is generally believed that prices will soon be advanced slightly. The demand for wire products is increasing materially, and as available supplies are being curtailed every day, a gradual stiffening of the market is expected. A similar advance in the prices of galvanized and black sheets is also predicted owing to the increased cost of the raw materials. For a similar reason it is likely that prices of steel pipe will move upward within the near future.

Builders' hardware continues very active, especially the medium and less expensive grades. Few, if any, jobbers are now offering any so-called bargains which are usual during the summer months. The absence of concessions in the prices of staple articles is naturally attributable to the fact that merchants are not overstocked, while the demand from consumers continues excellent.

In view of the increased demand for all lines of fall goods, manufacturers are endeavoring to prepare themselves for the large volume of

business with which they will be flooded within the next few weeks. Some of the smaller manufacturers fear that they will be unable to take care of all the orders for immediate shipment, as they are finding it difficult to obtain the raw material fast enough to meet requirements.

Improvements in Stores at Saginaw.

Saginaw, Aug. 29—About the middle of September the Saginaw Dry Goods & Carpet Co. will take possession of a spacious and handsome four-story building on North Franklin street, which has been converted into one of the best appointed stores in the State. Its exterior is imposing and in interior arrangement it is expected to fully meet the requirements of the large and increasing trade of the company.

Extensive improvements are also under way at the Barie Dry Goods Co.'s store, already one of the finest in the State, which will be finished the present week. The changes give better light to the first floor, and also vastly improve the matter of entrance and exit. In these two dry goods emporiums Saginaw has business enterprises that compare favorably with any in the West.

Clarence A. Pennell, of Chicago, will put a full line of crockery into a portion of the premises in the Bearinger building vacated by the Dry Goods & Carpet Co., which will be made into two fine stores by the Bearinger estate.

The United States Horse Radish Co. is erecting a fine plant on South Tilden street. The walls are of the finest grade of white sand brick, and its interior will be constructed on a scientific plan necessary for the manufacture of its special product and the rapid handling of the stock. A freezing plant, the contract for which was given to a large New York firm, will soon be installed.

Propose To Push Business.

Owosso, August 28—Dr. Price's Cereal Food Co., which has leased the Vigoro Health Food Co.'s factory in this city, intends to do a big business and has already engaged six freight cars per week indefinitely from the Grand Trunk road and will probably do some other shipping each week over the other three lines entering this city. It is expected forty hands will be employed in the factory.

The Laverock Screen Door & Window Co.'s factory, which was partially destroyed by fire last week, will be put in complete repair in time to begin the fall and winter campaign at the usual time.

Change in Lumber Firms.

Romeo, Aug. 28—Eber L. Kennedy, for many years in the retail lumber business here, has closed a contract with the Parr Lumber Co. for the purchase of its yard at St. Johns. W. W. Parr, Secretary, was here a few days ago and consummated the deal for his company. Mr. Kennedy recently sold his lumber interest here to Messrs. Dewey & Robertson, of Armada. He expects to move his family to St. Johns soon.

"A substitute shines brightly as a king until a king be by."—SHAKESPEARE.

**Gillett's
The King**

Since 1852

Gillett's
Flavoring Extracts

Gillett's
Washing Crystal

Gillett's
Cream Tartar
Baking Powder

Gillett's
Spanish Saffron

Gillett's
Mammoth Blue

Sherer-Gillett Co.

1707-09 South Clark St.

Chicago

Toronto

London

C. L.
Yost
& CO.

577 FOREST AVE. WEST
DETROIT, MICH.

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 at auction.

We clean out all old dead stickers and make you a profit. Write for information.

**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.

45 Highest Awards
in Europe & America

**Walter Baker & Co.'s
COCOA
—AND—
CHOCOLATE**



Registered,
U. S. Pat. Off.

are Absolutely Pure therefore in conformity to the Pure Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are of uniform quality and always give satisfaction.

GRAND PRIZE

World's Fair, St. Louis. Highest Award ever given in this Country

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

Established 1780

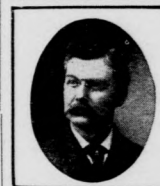
Use Tradesman Coupons



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.



**Cash For Your
Business, Patent or
Real Estate,**

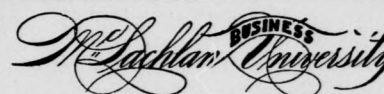
no matter where located or what it is worth. If you want to sell I can find a buyer for you quick. Send me full description and price today
F. A. MERCHANT,
2372 115th St.
CHICAGO, ILL.

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.

Young Men
and
Women



Young Men
and
Women

The prizes of life are yours if you command them. The opportunity is before you. Grasp it by preparing for business. The successful service we render hundreds of students each year is our best warrant for what we can do for you. \$140,000 represents the salaries being paid to our students who accepted steady positions last year. We place more students than any other two business schools combined in Western Michigan. Send for list of students in positions. "The Best" is always the cheapest. Eight States represented in our school last year. For information send for handsome free catalog.

D. McLACHLAN & CO., Grand Rapids, Mich.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, August 30, 1905

ATTENTION TO DETAILS.

The country is indulging in considerable righteous indignation in regard to the yellow fever at New Orleans. Here it had been congratulating itself over its victory over the yellow devil in Cuba, had been saying to the world that the only thing needed was a little expenditure of that practical common sense which only the United States of America seems to have in sufficient quantities, and the plague that had devastated as fair a portion of the earth as the sun shines on was conquered and that same portion was made habitable once more to the people of the world. "You see"—it is this rubbing-in process that smarts to-day—"the minute our Government took the thing in hand they sent down a physician with brains, who soon found out that the mosquito was the cause of all the trouble, and then, the mosquito killed, the cause was removed and the thing was done. Now Havana is as healthy a city as there is anywhere—a fact that has not been true before for centuries—and our own Gulf States, which Cuba, as a pest-hole, made yearly a dangerous place of residence, have again become habitable the year round—a fact with its consequences which in itself more than pays for the Spanish war! Of course, it's going to be an everlasting bother to kerosene every bit of stagnant moisture within 600 yards of you; but life itself is a tremendous bother and those people live it best who take just that in their every day affairs; but that is America all over. Another peculiarity of hers is, when she does anything of this sort she does it "for keeps." And yet the total number of yellow fever cases up to date in New Orleans is something over a thousand. What a great pity it is that a little of the bragged of common sense should not make itself manifest in illustrating the truth that the same infinite pains employed in stamping out the yellow fever must be made use of to keep it stamped out.

At the risk of harping upon the same old string it is pertinent to say that a pest deadlier than the yellow fever makes its daily presence felt in the death roll of the traveler. We build the best railroads on the face

of the earth. The best means rails, cars, engines, not one of which can be beat anywhere. A baby can be sent from Florida to Alaska properly labeled and he will reach his destination safe and sound, if he is not killed somewhere on his journey. For comfort, care and convenience he will be the most fortunate baby on earth, and with that one drawback his journey is the result of one of the most stupendous enterprises the world knows. We indulge in railroads at the rate of something like thirteen and one-quarter billion dollars. We earn thereby yearly more than nineteen hundred million dollars gross; but we can not do this without injuring 94,201 persons, 10,046 of whom we kill. Nobody questions or wants to question the superiority of railroading in the United States—the roadbed and the first-class stock run on it—but the opinion is largely obtaining that the same brain power that has made these nineteen hundred millions a possibility ought by a little livelier agitation of the gray matter to devise some way of making the attainment of the journey more of a certainty.

This much the traveling public strenuously call for; but the people on the line of the road are as strenuously insisting that they have rights which the railroads are bound to respect. There is a curve near the crossing at Pike's Crossing, near Bennington, Vt., and the chauffeur did not see the train until it was upon them. Two of the automobile party were killed. That is not the only railroad curve in the United States where just such an accident—if such curves and the resultant deaths can be called accidents—has taken place. How many such curves are there in Michigan to-day and how many of them are furnished with a flagman to make such killing impossible? It is found that curves are not necessary for an affair of this character. The country roads are constantly crossing the railroad tracks. Sometimes in towns and in the vicinity of towns a guard is stationed to prevent accidents; often in suburban towns—always at country crossings—there is no guard at all and the result is that accident after accident happens, many of them fatal, without any attempt on the part of public or railroad to prevent their recurrence. Why not here make use of that ounce of prevention—that everlasting bother—whose worth is a pound of cure?

In such instances when reform is called for it is easy to retort that anybody can sit in a private office and play Solomon over something he knows nothing about; but such a retort is wholly irrelevant here. It is simply insisted on that the same brain which makes great enterprises a success shall—the word should be printed in capitals—as a part of that success, make prominent the protection of human life and limb. It is a matter of some concern to know that we pay \$64,265 per mile in order to have the best railroad property constructed and that we pay yearly our railroad men \$817,598,810 in wages and salaries, but it is a matter of

much greater concern to be able to assert that in the United States if one fact is more prominent than another it is that here, if anywhere, the same wisdom that creates great undertakings is made use of in the efficient management of the same. That assertion, it is submitted, can not now be truthfully made. We know enough to trace the yellow fever to the mosquito and rescue Cuba; but we do not have common sense enough to use our knowledge and so keep the disease out of the country. We contend with might and main that we lead the world in the construction of the railroad, but while we boast of the amount of our income therefrom we do not quite see what the killing of ten thousand more or less has to do with the management or why the public should insist on complicating matters by calling upon directors to direct and by a careful, costly and strict attention to business see that the death rate is lessened in the communities through which the railroads pass. The same fact lies at the bottom of the assurance trouble. Anybody can take care of the details. What is everybody's business is nobody's and the details go uncared for. A bank goes under—Denver furnished an example but a little while ago. The bank examiner reported everything all right and one fine morning shortly after the doors were closed to be opened only after a deal of difficulty, because the duty paid for was not done, and it was not done for the same reason that New Orleans did not consider it worth while to indulge in that painstaking detail which changed Havana from a pest-hole to a paradise. It is an old-fashioned idea, but modern life and living has got to go back to it, and that is that the same energy which has created a success must sustain it if a success it remains.

OLD TIME TAINTED MONEY.

Talk about tainted money is getting so common these days it is interesting to note that it has taken to historical research. It sometimes happens that research if rigid enough may be disquieting. For years Bostonians and Americans generally have looked with veneration upon Fanueil Hall and they have called it the "cradle of liberty." Now Prof. Shepardson of the University of Chicago, whence come so many startling theories and revelations, has declared that this venerated relic of colonial days is nothing more nor less than a big and long standing monument to tainted money. This is a severe blow and staggers New Englanders. The edifice was erected by Peter Fanueil of Huguenot descent as a market. Being a patriotic and generously minded man, he presented it as a gift, and at a special town meeting held in the Brattle Square meeting house July 14, 1740, he received the hearty and sincere thanks of the recipients. It was just what they wanted. They called him a great man in those days and from then until recently he has enjoyed that distinction. The name is familiar wherever American history is read and tourists visit Fanueil Hall

and view it with admiration, but apparently nothing in this country is free from the devastating hands of the iconoclasts.

Prof. Shepardson declares that there is a letter on record acknowledging that Peter Fanueil, whose money built the hall and who generously donated it to public uses, was nothing more nor less than a liquor smuggler. It is said of him that, through his agents, Santa Cruz rum and French brandy touched American shores and tickled American palates without having paid duty to any government. Further research along other lines reveals the sad fact that John Hancock, whose fine signature has been so much admired on the Declaration of Independence, used to drive some sharp bargains as a ship and as an insurance broker, and had he lived nowadays the newspapers might have classed his business methods along with those of John D. Rockefeller and Russell Sage. He did not have as much money as they, but he had all he could get. Samuel Adams was a lawyer and it is said of him that had he lived in 1900 he would have been employed by some of the big corporations; the advice he gave to his old time clients was after the same style as the counsel given by the modern corporation attorneys. Those who attack the name and fame of Peter Fanueil because he was a smuggler may be reminded that the evasion of taxes was the principal and, indeed, very popular business of a good many people in those days. He did only what his neighbors did, except that, perhaps, being brighter and bolder he did more of it. There was something about a tax on tea that at one time created quite a commotion in Boston Harbor and led to very important results which have been highly praised ever since. Peter Fanueil is long since dead and his memory will not suffer very much from the attacks via Chicago University. The building he donated still stands and will continue to be referred to as the "cradle of liberty."

Massachusetts has expended thousands of dollars and years of effort in vain attempts to exterminate the gypsy moth, which has inflicted severe damage in the rural regions of that State. Its latest venture is the importation from Italy of a parasite known as trachina flies, described as a greedy and strenuous insect whose natural prey is the gypsy moth. It lays eggs on the moth's back, and when the grubs hatch out they begin to dig and eat, making a total wreck of the moth. These parasites are to be kept in comfortable quarters until next spring, when they will be turned loose in the hope they will perform as advertised. There is always some apprehension that the cure may prove worse than the disease.

Protests against the practice of sticking filthy labels on loaves of bread are being made in many cities. It is unsanitary and unnecessary. If bread must be stamped for any purpose, it can be done without offense during the process of baking.

CASH WITH ORDER.

New Plan Inaugurated by the Puritan Corset Co.

Years ago we had as business neighbors, one on either side of us, two men who were engaged in the same line of business. They were both honest, hard workers and held to a marked degree the confidence of their patrons and the public in general. One of these men was more than ordinarily successful in business and the other represented a class of whom we still have a few left, whose bump of caution was so phenomenally developed that it not only made him lop-sided, but obscured his vision and dwarfed his business perception. When telephones were first introduced his neighbor and competitor was one of the first to avail himself of the opportunity to save steps for himself and his customers and thereby popularize his store. Our friend with the enlarged bump of caution allowed it was a new wrinkle that would soon play out, and anyway if the people wanted his goods they could walk down and give their orders as they always had done or go without—he'd be blamed if he was going to adopt any new-fangled notions. He was a good man, a kind and honest man, but he always lived in terror of tax time and rent day, simply because he was, unfortunately for himself and his family, so constituted that he could not realize that conditions change, and in order to keep up with the ever-moving business procession he must adapt himself to those changed conditions as they arose or content himself as he did, by standing on the curb and watching the procession go by.

The Puritan Corset Co., of Kalamazoo, Michigan, is the pioneer in a plan for placing its goods in the hands of the retail dry goods dealers of the country at greatly reduced prices. It claims that the plan of selling corsets through salesmen on time and at long prices is not only unnecessarily expensive for the merchant, but in many and, in fact, the majority of cases, absolutely unfair to him. For instance, one man pays \$9 a dozen for corsets he retails at \$1 a pair, another \$8.50 and another perhaps \$8. When the salesman sends in the order at a cut price he states that the merchant is a close buyer and, in order to land the order, he was obliged to make the cut on prices, etc.; consequently, unless the merchant is a fighter, gaining a reputation "among the boys" as being a kicker and a hard man to handle, he pays for his gentlemanly ways from one dollar to one dollar and fifty cents a dozen more for his corsets than his competitor. The Puritan Corset Co. claims that one merchant's dollar should have as great purchasing power as the dollar of his competitor and that, when it comes to a business proposition where dollars and cents are involved, no favoritism should be shown. They sell their goods entirely by mail from catalogue, sending samples where merchants wish to inspect them and ac-

company cash with their orders. This company claims—and after looking their proposition over very carefully we believe them to be right in the position they take—that the man who has paid cash for his purchases, i. e., discounted his bills within ten days after receipt of goods, has never received the full benefit of his cash payments. He has been allowed a small discount for cash in ten days, but a price per dozen has been placed on his purchases so that he has been obliged to help pay for goods bought by irresponsible merchants, merchants with whom he was obliged to enter into competition and who paid fifty cents on the dollar, while he paid one hundred. By cutting out the enormous selling expense and receiving cash with their orders the Puritan plan saves the retail merchant 25 per cent. on his corset purchases and no favoritism is shown. One merchant pays exactly the same price for corsets as does his neighbor and both buy them at only a trifle above actual cost to manufacture.

For the past twenty years we have been personally acquainted with W. L. Brownell, President of the Puritan Corset Co., and have no hesitancy in saying that so long as he remains at the head of this company there will be no representations or promises made that will not be faithfully and conscientiously fulfilled. This company has for its directors and stockholders a number of men who represent a large amount of capital and who hold positions of honor and trust in the State as well as Nation. United States Senator Burrows is a heavy stockholder in this company and it is safe to assume that men of such responsibility and reputation are not entering lightly or unadvisedly into any proposition.

This company was organized in the year 1900 and from the first its goods have been popular and in demand with the best retailers of the country. It is only recently, however, that it inaugurated the plan of selling its product by mail, cash with the order. We predict the plan will be successful, as it is right in principle and is certainly of great benefit to the retail merchant.

The Law of It.

The old buck in the story, who dropped a sovereign in the plate at church, mistaking it for a penny, could get no great satisfaction out of the sexton, as will be recalled, but he was not the old buck to give up easily.

Accordingly he sought legal advice, with a view to instituting a suit at law.

But the lawyer whom he consulted was one of those rare and gifted souls who would rather be witty than rich, or almost anything else, for that matter.

"Sir," said he, at once, "you have no case. You were guilty of contributory negligence."

When a man affects to despise the forms of goodness it is usually because he has no facts with which to fill the forms.

Breaking Faith With the Public Never Wins Success.

The world is slowly learning that "Honesty is the best policy," from whatever point it may be viewed.

The storekeeper whose instincts are good is, of course, consistently honest and truthful, and the substantial trade that comes to him is not a reward, but an inevitable result.

The greatest business in a certain great city is done by a store that, in length of existence as compared to the other large stores, is an infant. One of its proprietors had for many years kept a small store in an outlying section, and had earned a reputation for truthfulness and reliability. The other members of the firm had been in the wholesale business and were very favorably known.

When these men joined forces and opened a new retail store a little outside the accepted "shopping district" there were wisecracks who wagged their heads dolefully. "On the wrong side of the street," said one. "Too little to pay any attention to," said another. "Don't understand retail conditions," said someone else.

But careful thought had been given to the project, and retail conditions were understood clearly enough to be considered susceptible of much improvement. There was not a merchant who gave money back, except under strong pressure. It was hard to get goods exchanged. Advertisements were filled with untruths and exaggerations. Salespeople were encouraged to misrepresent. The general idea seemed to be, "Get all the money possible to-day, and let tomorrow look out for itself."

The new firm started out to be different. A very broad general policy was inaugurated. The exchange of goods, or return for refund of money, was invited. The advertisements were facts—never an untruth or an exaggeration.

That was only a few years ago. To-day the small store on the wrong side of the street is the retail giant of the community.

Recently, there has been a tidal wave of "Sales" in this city—Improvement Sales, Clearance Sales, Remodeling Sales, Post-Inventory Sales, and so on. Was this store in line? No. Quietly it announced "Summer Merchandise at a Saving of an Average Third," and drew most people. A few days ago when the papers contained an unusual large number of shrieking announcements, its advertisement, under the heading, "Very Good Reasons for Coming to the Store To-day," was introduced as follows—and it was the only really crowded store that day:

"There is eminence of satisfaction in knowing that people 'take your word for it.'"

"It means—in addition to the belief that others have in you—that you believe in yourself, and have held fast to self-respect."

"Our advertising is true at all times—our printed word bears the same relation to our fund of reliability that our signed check does to our account in the bank."

"Bargain advertising is a severe test of any store. When something under price is told of a throng of buyers is anticipated. So, if a 75 cent something is to be sold at 25 cents, there is often strong inclination to tempt more people by boosting value a little—to say \$1 so-and-so for 25 cents (an equivocal extenuation being found in the fact that it is a real bargain at 25 cents).

"If one or the other had to be done we would rather under-rate than over-rate."

The whole tone of local storekeeping has improved during the life of this institution. Liberal methods now prevail. There is more honesty everywhere. But the lead of the newest store will never be reduced. The people know of nothing but honesty and candor in connection with it, while no matter how well they are doing or may do in the future the taint of the past clings to the others.

It does not pay to exaggerate. It does not pay to be narrow. And there are few positions in the mercantile world so exalted that they can not be overtopped. The "little fellow" who is believed because he deserves to be is a much more dangerous rival than the "big chap" who handles the truth carelessly.—C. A. Peake in Drygoodsman.

Recent Business Changes in the Hoosier State.

Decatur—J. J. LaPrel, tailor, is removing to Dunkirk.

Evansville—The Chandler Co., which conducts a mining business, has increased its capital stock to \$50,000.

Fort Wayne—The capital stock of the Haberkorn Engine Co., which does a manufacturing business, has been increased to \$100,000.

Grass Creek—John Bair & Co. are succeeded in the general merchandise business by Melville Marsh.

Indianapolis—The Hadley Derrick Co., which has formerly conducted a manufacturing business, has been dissolved. A. M. Hadley will continue the business.

Indianapolis—Frank H. Harmening will continue the retail grocery business formerly conducted by Harmening Bros.

Indianapolis—Wm. T. McHugh, druggist, is succeeded by Mrs. Hoffman.

Indianapolis—W. A. Stout will continue the drug business formerly conducted by Jas. J. Moroney.

Indianapolis—W. F. Walker is succeeded in the retail grocery business by B. M. Garrison.

Ligonier—The incubator business formerly conducted by the Banta Manufacturing Co. is to be continued by the Banta-Bander Manufacturing Co.

Noblesville—Albert & Lydes will continue the boot and shoe business formerly conducted by C. E. Albert.

Redkey—Miss Bertha Gray will continue the millinery business formerly conducted by Gray & Clayton.

Matthews—A receiver has been appointed for the LaRuche Window Glass Co.

GOOD HEALTH.**The Part It Plays as a Business Asset.**

Next to good morals and strengthening the life of God in the soul of man, good health is life's first consideration. Those forms of capital named gold, bonds and lands bring in 4 per cent. interest. But good health is an investment that brings forth a hundred fold.

Health lends a delicious flavor to the simplest food; health makes work a joy; health turns exercise into ecstasy; health makes the cup of life to brim with happiness. Given two young men of equal gifts and education and the question which will go the farthest is simply a question of superiority in health. Ideas and ambitions are bullets and balls, but a vigorous body is the gun carriage that sends the weapons home.

For that reason the care of the body and the maintenance of health should be studied as a fine art. It is a disgrace to an engineer to burn out the boiler of his locomotive or wreck and ruin the delicate parts of the splendid passenger engine, and every young man ought to consider it a personal disgrace to waken in the morning and find a fur on his tongue or a black ring under his eyes.

The great German tenor, Herr Heinrich Knote, once showed me his mirrors for examining his vocal chords. The first thing he does after waking is to see whether the vocal chords have the fine pink hue that indicates perfect health. And a red and inflamed vein means that something is wrong. His whole art is so to carry on the functions of digestion, exercise, sleep, work and play as to keep his body at the point of absolute perfection.

The time was when men talked about despising the body. People wanted the moral teacher to have the student's pallor and to show the signs of exhaustion that betoken the midnight oil. We have finally discovered that sickness is not saintliness; we are all sure that a bad liver is from the devil. Holiness is wholeness or healthiness—to use the Hebrew expression. God made the body to be a fearful and wonderful instrument, and a man who injures the body and by carelessness and sin in appears on the street with a bad cold or indigestion or shows signs of gluttony ought to be as humiliated as if he had been caught stealing chickens, forging a note or telling a lie. Sickness that comes from disobedience to the laws of God represents a form of personal degradation.

Good health is an investment that brings large returns in usefulness. This is pre-eminently true of men who are leaders in politics. Our Congress is controlled by men from 50 to 70 years of age. Most of these leaders have their control through experience, and past friendships, handled and invested by perfect health. They have known in the past every man worth knowing. The political ministers of to-day have their roots in yesterday's events and political battles, and of these battles these

leaders can say: "All of these events I knew, and in most of them I had a part."

Mr. Gladstone outlived all his competitors, and this itself was a great thing. After a dinner in a country house in England James Russell Lowell commented upon the exuberant happiness and brilliancy of Mr. Gladstone and the moodiness of Tennyson. He concluded that the difference was one of good health. Tennyson had spent every night smoking twenty clay pipes full of tobacco, breaking each pipe as fast as he emptied it, neglected exercise, overate and the result was moody Lord Tennyson. Gladstone gave two hours every day to muscular exercise, spent eight hours in bed, gave two hours each day to eating; at the first sign of a cold went to bed and slept unceasingly until he was again in perfect condition.

Gladstone banked on his body. He had a man rub that body, pound it and oil it one or two hours every day. No engineer polishing a locomotive, no boy rubbing the coat of his favorite horse ever gave either a thousandth part of the attention that Mr. Gladstone gave his body. He counted health his greatest asset.

Good health brings large returns also in wealth and honors. Business is a seed; it begins at nothing. Commercial success is a spring that widens slowly into the river. History shows the greatest financiers have generally begun the real career about 50. By this time the man understands the facts and has the field before him. But only about one man in a hundred at 50 years of age has kept his nervous health unimpaired. Happy is the banker or manufacturer or merchant who at 50 can do two days' work in one under stress.

When Cecil Rhodes was dying he told a friend that he had just laid the foundation for his career. He had collected his raw material and was ready to build the structure. He wanted to build a railroad from Good Hope to Cairo and build a South African empire. He had the ground cleared and the materials ready. But, unfortunately, one little episode interfered. He died. He had wasted his nervous capacity between 20 and 30, and when the great opportunity arrived nature punished him. Exercise and sleep would have kept him in perfect health to 70. But he worked on four hours' sleep, denied himself all exercise and lost the great opportunity. Health is capital for the business man. Good health is an interest-bearing investment for the scholar. Good health has its religious relations. Good health is prerequisite for marriage for boy and girl alike. Therefore get wisdom and get gold; but, above all, and first of all, get health.

"Whom the gods love die old; whom the gods hate die young," through their ignorance or folly or the want of a little common sense. When the minister at the funeral speaks of a "mysterious Providence" the doctor sitting with the family thinks of rich graves and want of

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

TEN REASONS WHY YOU
SHOULD BUY

Golden Horn Flour

- No. 1—A Brand-new Mill.
- No. 2—The Best of Wheat.
- No. 3—Scientific Milling.
- No. 4—Right Management.
- No. 5—Highest Bread Producing Qualities.
- No. 6—Profit Producing to the Dealer.
- No. 7—Mixed Carload Shipments.
- No. 8—Prompt Shipments.
- No. 9—Our Positive Guarantee.
- No. 10—The Right Price Always.

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

We Sell the Following Goods Advertised in the Tradesman:

Baker's Chocolate
Eagle Brand
Condensed Milk
Quaker Oats
Jennings' Extracts
Dutch Rusks
Karo Corn Syrup
S. C. W. Cigars
Tradesman Coupons
Jackson
Baking Powder

Royal Baking Powder
Ballou Baskets
Sapolio
Grandpa's
Wonder Soap
Yeast Foam
Lion Coffee
Ben-Hur Cigars
Beech-Nut
Sliced Bacon
Baker's
Brazil Cocoanut

WORDEN GROCER COMPANY

Grand Rapids, Michigan

perspiration through exercise. When the preacher has worn out the Ten Commandments as subjects for sermons there will be one text for him to preach on for a thousand years in the hope of uplifting the race by proper heredity, and it will be this text: "Take Heed Unto Thy Body."—Rev. Newel Dwight Hillis in Chicago Record-Herald.

Tender Tribute to the Memory of Dr. Prescott.*

I regret very much that circumstances over which I have no control render it impossible for me to be in Kalamazoo to-morrow. I would have esteemed it a great privilege to add my word of tribute to the expression which I know will be general and heartfelt from the whole membership of the Michigan Pharmaceutical Association to the memory of our loved and lamented Dr. Prescott.

It would not have been needful for me to dwell on the very active part taken by Dr. Prescott in the organizing of our Association, nor on the warm interest he always showed in its welfare. Others will bear testimony to his faithful attendance upon its meetings and to the value of his wise counsels throughout the years past.

It would rather have been my part to tell of my personal acquaintance with the Doctor, which dates from the year when the first class in pharmacy in the University of Michigan, of which I was a member, received its certificates. From this class, which could find no better quarters than the boiler room in the basement of the old chemical laboratory, sprang the School of Pharmacy of the University, which from the beginning, under the Doctor's energetic direction, took high rank among the pharmaceutical schools of America, whose lead the others have since been compelled to follow on penalty of being outclassed.

As a lecturer Dr. Prescott impressed me, as I sat on those uncomfortable benches in the amphitheater of the old medical building, as a man whose every word was weighed. There was a suggestion of hesitation in his speech as though he could not be satisfied until he found exactly the right word. He had not the fluency or the grace of utterance of his colleague in the medical faculty, Dr. Armor, yet his lectures left a deeper and more lasting impression, fixing on the mind the leading facts and principles of organic chemistry as it was then known.

It was in the laboratory rather than in the lecture room that we came really in touch with Dr. Prescott, and there we found him not so much the faithful and earnest instructor as the personal friend, which he inevitably became to every one of his students. He never talked about himself or about the particular work he was engaged in. His whole interest seemed to be in what the student was doing. Contact with Dr. Prescott impressed one always with the

conviction that only real values are of consequence. One may pass off the fictitious and possibly make himself rich in doing so, but in such wealth there can be no pride or real satisfaction. If any of Dr. Prescott's students have adopted any get-rich-quick methods, it is because they failed to imbibe any of his spirit. Many have learned the lesson of his life and hold to-day places of eminence and influence, with a competence incidentally of the things that money can buy.

An active, judicial mind, a large, warm heart, a soul above discontent and knowing no such thing as dishonor—these made up the man whose memory will be forever green in the heart of everyone who was privileged to know him.

I am sure that the hour devoted by the Association to reminiscences of the departed leader, counselor and friend will be the most profitable in the present session.

The Question of Insurance.

To the true business man the discussion of the advisability of carrying a good insurance is like arguing on the truth of an axiom. Insurance is now as vital a part of business management as the keeping of books or the paying of accounts. Not one shoe dealer in a thousand doubts its importance, and yet every day there are reports of fires which mean a great loss to the merchant. It is discovered afterwards that the policy expired just a few days before the fire or that since the new stock had come in no one had remembered to put on some extra insurance or that the policy had been carelessly or badly worded.

Insufficient insurance is extremely bad business. The necessity of dealers being properly covered against loss by fire can not be too strongly urged. What is a premium compared to the value of your stock, when the unfortunate day comes for a fire. Nowadays a full insurance, properly drawn up in a good company, is as much an asset of the business man as his paid-up stock-in-trade. Wholesale houses are examining into this, in placing accounts, almost as closely as into the promptness with which the purchaser pays his accounts. For however honest and well-meaning he may be, a fire that catches him uninsured has to be paid for by the house that supplies his stock. This is a case where delay is most dangerous, where a single day's carelessness in examining the policy may result in a loss of everything. Insurance, sufficient insurance, a properly worded policy, and all in a good company, are the points to be considered in modern business protection.

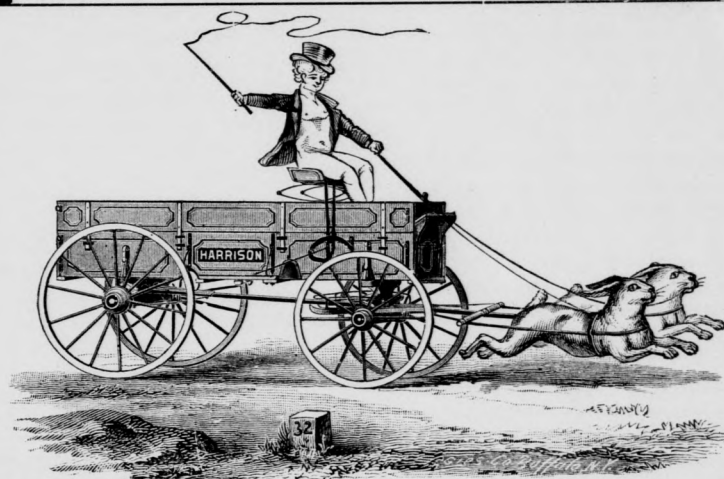
Feminine Experiments.

Madge—You're surely not going to send George that letter after making those horrid blots on the paper?

Marjorie—Of course, you little goose! I'll just draw circles around them and tell him they are kisses.

Prayer turns the heart toward the sun of happiness.

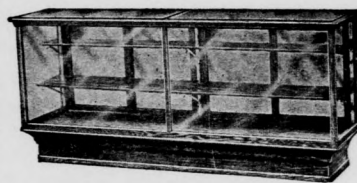
The Old Reliable Harrison Wagons



They have many points of superiority and excellence. A catalogue will explain these and a postal card request will get you the very closest prices. Write us.

Harrison Wagon Co.

Grand Rapids, Mich.



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.

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

New York Office 724 Broadway

Boston Office 125 Summer Street

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

Fire and Burglar Proof Safes

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

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

Tradesman Company, Grand Rapids

*Paper read at annual convention Michigan State Pharmaceutical Association from Dr. A. B. Lyons, of Detroit.

DISPLAY WINDOWS.

Merchant Criticises Making Places of Business Too Dark.

Written for the Tradesman.

"This window display matter has kept me guessing for a long time," said a city merchant to me not long ago. "I never know just how high to build my display."

"The modern style appears to be to build a little house at the front of the store and stock it with goods," said a salesman.

"That's just it," continued the merchant. "For my part, I do not like the notion of doing this, but I want to make my windows effective, and so follow along lines declared by others to be productive of good results."

"The street window is not a window any more, in the sense that we understand the word," said the salesman. "It is just a cage set aside for display. It seems to me that a showing of stock may be made without the use of quite so much wood."

"That is the way it strikes me," said the merchant. "Why, some of the dealers just build their windows in, leaving only a little door for the use of the trimmer. And some of them trim up only a couple of feet. Now, why not build a low back to the display and have some daylight in the store?"

"I notice that a few firms are doing just that thing," I said.

"Only a few," said the merchant. "The fashion is to cut the display out from the store, and I do not believe it pays."

"It costs money," said the salesman, "for artificial light must be turned on earlier."

"I have an idea that it costs more than that," declared the merchant. "There are people who do not like to trade in such a shut-in place. They want to see the goods by daylight. How often do you see customers carrying articles out to the door to get a look at them? This dim light is not conducive to wise selections. Then there is a notion that windows are sometimes darkened to prevent the discovery of defects in the merchandise offered for sale."

"Oh, there are plenty of reliable and responsible firms who have dim stores for reasons of display," continued the merchant, "but this only

gives the cheap Johns a chance to follow their example for entirely different reasons."

"There are clothing stores on Chatham street, New York," said the salesman, "which never know the light of day. They look like stalls in a stable or caves. And there is where you get an eighty dollar suit, made for President Roosevelt, marked down to six seventy-nine because it didn't fit. Some of the stories you hear there are peaches."

"I think the windows ought to be built up just far enough to give a backing to the display," said the merchant. "Where is the sense in shutting out light when the show goods are only two feet high? Then here is another point: I asked a friend not long ago why a certain show window was so built in, and he answered that he supposed it was for the purpose of shutting out a view of the interior of the store. Now, what do you think of that? How many people have the same idea?"

"When a dealer advertises a rush," remarked the salesman, "and no one comes to buy, it is a good thing to have high display fronts."

"To my mind," continued the dealer, "it is much better to keep the store attractive and let the public look in. A display running up two feet with a full view of the goods in the store above it should be more attractive than the wardrobe style of window. A man can make his counters and shelves draw trade if he figures right. Why, when you walk down street now, you see only boxes with plate glass fronts filled with goods. Some of the goods do not even have price tags on them, which makes the display valueless nine times out of ten. I am for the open window, and I think I'll give it a trial in my own place of business. Of course, one can not display ladies' suits and such articles in a window without effective backgrounds, but all dealers do not have such articles to show."

"Perhaps the salesmen in the stores do not care to be on exhibition all day," said the salesman, with a smile. "Shut in from the street, they can visit and gossip to their hearts' content when not busy with customers, but with the windows

open they might feel as if they were on dress parade."

"Stores are not operated exclusively for the convenience of clerks and cash girls," said the merchant. "I guess they could endure the open

store, and I am not sure that the system would not lead to better discipline in the stores."

"They would have to keep their stocks and counters in better shape, for one thing," remarked the sales-

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.

MICHIGAN STORE & OFFICE FIXTURES CO.

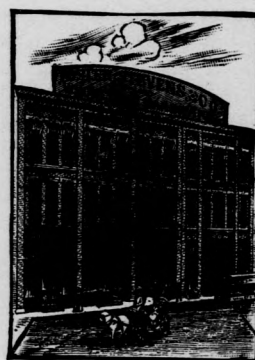
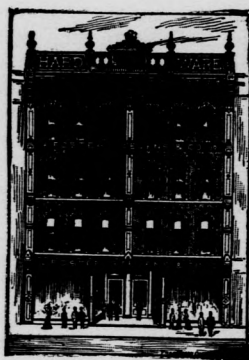
JOHN SCHMIDT, Prop.

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.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

WE TOLD YOU SO

Glass Did Advance July 17th

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

BUY NOW

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

Most Complete Stock of Glass in Western Michigan

Bent Glass Factory Kent and Newberry Sts.

Office and Warehouse 199, 201, 203 Canal St.

man, "and that would be an advantage in making hurry-up sales."

"The clerks are not up for consideration here," said the merchant. "It is the buyers we want to interest in our stocks. I wouldn't reduce my window displays on any account, for they draw. I was only wondering whether better results might not be attained by keeping the stores lighter and more open to the public eye from the street. It is a proposition I should like to hear discussed."

Alfred B. Tozer.

America the Best Place in Which Man Works.

America is the best place in which to work. This is so partly because it is as natural for true Americans to work as to eat or sleep, and partly because, by reason of this fact, working conditions are more comfortable and favorable in America than in any other land.

Work is the all important, the first thing in life to most Americans. Foreigners accuse us of making a religion, a god, of it. Because of this tendency Americans, so far from assuming the half apologetic attitude toward work so common in other countries, exalt and glorify it. Give a good American his work, and he can happily dispense with many things that a European, under similar circumstances, would consider absolutely necessary. Separate a good American from his work and he finds life scarcely worth living. It is a truism, a proverb, that when an American business man lays work aside and retires from the arena, he frequently loses his health and spirits, breaks down, slips into the sanitarium or the grave. The workless man in America is pitied when he is not despised.

Add to these facts the American capacity for attaining personal comfort, and the fact that America may be called a paradise for workers is explained. There is no other country where work is so easily, so luxuriously performed as in the United States.

The European housewife, or household worker, transplanted to America, feels as a rule that her household duties have miraculously dwindled; the European hospital nurse, stenographer, seamstress, designer, and writer are lost in admiration of American working surroundings and conditions. In other countries work is almost universally regarded rather in the light of a misfortune than as the "only unmixed blessing of existence;" the prevailing attitude toward work seems to at least tacitly admit the wisdom of making it as hard as possible. Working hours are longer in other lands, even although the so-called "superior workers," who toil least and least heavily, apparently are able to stop work at any moment and on the slightest provocation; salaries are smaller, the other visible rewards of good work but little in evidence. Worst of all, the social position of the worker of other lands is wretchedly uncertain—when and where it may be said to exist at all. In America, where work is regarded

as the natural and desirable privilege of all healthy and reasonable beings, the social position depends rather upon the worker than the work.

"I should like to live in Europe if I had plenty of money, but give me America every time, so long as I must earn my own living," is a saying frequently heard from the lips of those who know something of non-American working conditions and methods. It is based on a profound truth.

Work in America is regarded as one of the simple, inevitable joys of life—to be classed with breathing or walking; even the rich American, who does not naturally inherit this joy, works hard at the semblance of pleasure. The poor man who does not work knows himself of no social value or importance, while all things are possible to the man who really knows how to work, and work well. The worker, therefore, is at once the foundation stone and crown of the entire social structure, the real king of the earth.

Work, in other lands, is regarded as a trying necessity, to be avoided or evaded whenever possible, concealed, or stoically performed, when inescapable, according to temperament. The element of joy in the work itself usually would seem to be left out.

Work in other lands, therefore, usually is decidedly trying and unpleasant. The worker has little to please or refresh him. But in America, the worker's paradise, the unhappy worker usually has himself to blame for the unfortunate conditions or state of dejection. As a rule he might be comfortable, happy if he would.

The worker who can not be happy in America should try working in other countries for a little time. This experience would effect remedial wonders among the dissatisfied working contingent could it be judiciously applied. John Coleman.

Loose Business Morals.

An Arctic explorer was praising the late William Ziegler, whose great wealth went in the past to fit out so many expeditions of discovery in the White North.

"He was a man of the alertest wit," the explorer said. "I never saw his equal in hitting off a person's character with an appropriate story. Once, I remember, he was describing a flour manufacturer of loose business morals.

"Mr. Ziegler said this manufacturer was like a certain grocer who called his clerk up before him one day and said:

"That lady who just went out—didn't I hear her ask you for fresh laid eggs?"

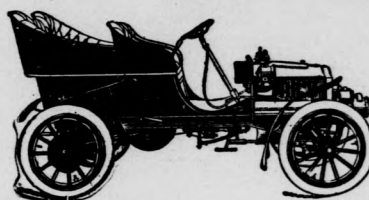
"Yes, sir," the clerk answered.

"And you said we hadn't any?"

"Yes, sir; that is correct."

"The grocer, purple with rage, yelled: 'Didn't you see me lay those eggs myself on the counter not ten minutes ago? You are discharged, you mendacious scoundrel, and see that you don't look to me for reference, either.'"—San Antonio Express.

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

W. F. Wurzburg Jewelry Co.

Manufacturers and Jobbers of

Jewelry and Novelties

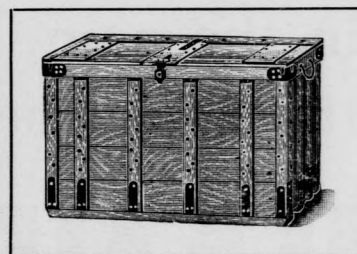
Our representative will call on you soon, showing our elegant new lines of jewelry, the largest and most complete ever shown. The season's latest styles. All the newest things at right prices. Goods guaranteed.

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.

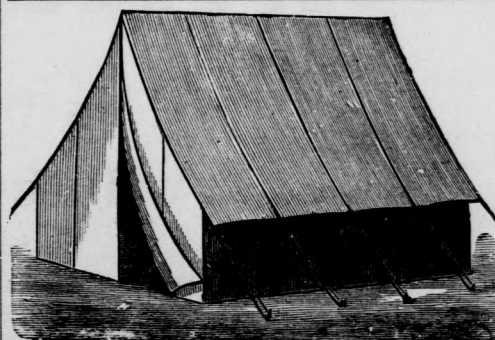
Are You Going Camping?

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.





Up-to-Date Poultry "Hotel."

A modern hotel for chickens. Such is the great chicken house at the National stock yards, East St. Louis, where milk fed poultry are fattened for the market after having been selected from the ordinary run of birds and placed on the scientifically prepared foods for a period of three weeks. Here are all of the conveniences of the modern hotel—electric lights, steam heat, elevators, white robed attendants and valets, who are personally responsible for the well being of the poultry intrusted to their care. Even in the matter of sleep, provision is made so that the entire chicken house can be made as dark as a photographer's dark room, so as to induce the birds to take their after dinner naps and thus assist in the putting on of fat.

During each hour in the 21 days every chicken has the individual care and attention of the attendants. Should any one of the chickens show the slightest sign of illness, it is immediately separated from the others.

The process of turning out milk fed poultry is purely scientific and really perfectly humane. It is patterned somewhat after the old French idea of fattening geese for pate de foie gras. In the case of the poultry, however, only the amount of food which it can readily digest is given at a meal. Two meals are given to the chickens daily, and after each meal the poultry feeding house is darkened, and the chickens take their after dinner naps while the food is digested.

The milk feeding plant at the packing house is pronounced one of the biggest successes. It has a capacity of 12,000 birds at one time and it is expected that the industry can be operated successfully from May until January of each year.

The chicken killing department has a dressing capacity of 6,000 chickens a day. It is out of the regular receipts to this department that experts select the stock to be sent to the milk feeding station. This stock must stand up well and be of the sort known as yellow legged chickens. The chickens must be young. Each bird in every lot is tested, numbered and weighed when it is received at the milk feeding station before it is placed on the milk feed diet. Here the chickens are given in charge of the foreman of the plant, whose white robed assistants place the chickens in the coops, which fill the top floor of the station. After another inspection, the birds get their first feeding.

The food is a scientific combination of buttermilk, ground cereals and ground parched meats. Great tubs of the food are prepared at a time, so as to insure uniformity. Expert feeders then take charge of the birds. The feeding is done almost automatically. The feeding stand, containing a 5 gal. food holder, at the bottom of which are

attached a series of valves and a rubber tube, is pushed from coop to coop. Chicken after chicken is taken out of the coops, and in the case of new birds the mouth is opened by the expert feeder and the rubber tube is pushed into its craw. To each bird is allotted a certain percentage of food, which has been decided to be the amount which can best be assimilated, and after feeding the bird is placed in the coop. The poultry house is then darkened, and the chickens imagine it is night, and they take naps of from two to three hours. After the second or third day the chickens become accustomed to the rubber hose, which becomes to them a nursing bottle, and open their mouths anxiously as the feeder passes from one to the other.

In addition to the feeding, which is done twice daily, the chickens are weighed and inspected daily. Those which do not show a gain in weight according to the rules which have been established are sorted out and rejected.

At the end of the fattening period the chickens are again sorted. Those which will weigh from two to three pounds are known as broilers, and those from three to five or six pounds are classified as roasters. The chickens are then taken down an electric elevator to the killing department. Here they are suspended by their feet. Little cups are attached to their heads and a sharp knife is stuck into their throats. In the next instant another knife is stuck into their brains, and the men pickers then begin their work. From the pickers the chickens pass on to women, termed "tippers," who dexterously pull out the fine pinfeathers which housewives usually singe off.

After the picking process the chickens pass under the scrutiny of the man

in charge of the selling department. They are then rolled separately in parchment paper and packed in boxes containing a dozen birds each. They are then placed in cold storage houses until sold.—Butchers' Advocate.

Produce Shippers and Hay Dealers
correspond with me. I can handle anything in the produce line—fruit, poultry, potatoes, hay, etc.

W. C. Townsend, Buffalo, N. Y.
Elk St. Market

Ship Your Peaches, Plums, Apples, Etc.

to the old and reliable house.

Sales and returns daily. Write us for information.

LICHTENBERG & SONS, Detroit, Michigan

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.



Make Your Own Gas

FROM GASOLINE

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

Brilliant Gas Lamps

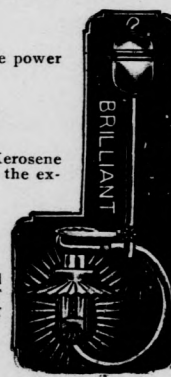
Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

15 Cents a Month

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



600 Candle Power
Diamond Headlight
Out Door Lamp



100 Candle Power

Brilliant Gas Lamp Co.
42 State Street, Chicago.

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

HAND SAPOLIO

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

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

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

Something New in Poultry Industry.

A new fad with the poultry raisers is the marketing of day-old chickens and the demand for them far exceeds the supply. These young chickens are not bought for consumption but are wanted by poultry raisers and shippers who claim it is more profitable to let the other fellow hatch them out after which they bring them up to an age marketable for consumption or otherwise. Mrs. S. B. Titterington, of Cairo, Neb., says in the Reliable Poultry Journal:

"This new business is only in its infancy, and there is no predicting where it will end. I have a letter from a gentleman who has taken it up in true business fashion, beginning with a single machine and selling chicks to his neighbors, and who found it grow upon his hands until with fully double the equipment of last year, he is 10,000 chicks behind his orders. He even ships in the dead of winter, and is successful in sending chicks more than a thousand miles. Others are doing equally well, but such a business must grow gradually. There are chances for those beginning on a small scale to supply established firms or companies.

"In packing the chicks for shipment shallow boxes, as light as consistent with strength, should be used, about 7 or 8 inches deep, 12 inches wide and 2½ feet long to hold 100 to 150 chicks. A partition about 3½ inches high should be put in the middle. I have found that a burlap lining is capital. The only covering the chicks need is coarsely woven burlap, tacked closely across the inside of the box at the height of the partition. Two corners, one on each side, must be left through which to put the chicks, then tacked close like the rest. In cool weather use two thicknesses of burlap, in hot weather a single thickness will suffice. Across the top of the box nail a strip of board strong enough to withstand quite a heavy weight should one be set on the box. This should be wide enough for the address tag, also the card of instructions. I have found it necessary to attach a notice to the box forbidding feeding in transit, for I have had consignments injured by attention of this sort. Neither food nor water should be given the little travelers before shipping."

Get Close To the Farmer.

Business is pretty much the same the world over, and the energetic man is the one to go ahead whether he be in the city or country; yet there is a difference between the country and the city store. The country merchant is at all times in closer contact with his customers. He is in closer touch with their daily life and they often come to him for counsel and advice in the management of their farms and orchards. The book-keeper for the country merchant has, if anything, greater opportunities than his city brother to make himself useful to his employer, and I consider his position a more responsible one than that of a mere book-keeper. He ought to be a manager and an able lieutenant. There are

some things that the up-to-date country merchant should know as well as the city man. These things you are all familiar with. They are the statistical comparisons of the weekly, monthly and yearly business done, worked out in detail.

Although the proprietor of a country business may know all these details by heart it appears to me more businesslike to have them on record in the office for use of others who may desire this information. Furthermore, he should put himself in a position to know as much as possible of a customer's affairs that he may be able to intelligently engage him in conversation in other matters besides mere "shop talk." Farmers as a rule are clannish, and it takes time to inspire confidence in them for a new man. Therefore, do all you can to put yourself in close touch with them and their family affairs.

To make yourself "solid" with a farmer it is first necessary to gain his confidence and give him yours in return. Having his confidence means his friendship, and, likewise, his family's custom. Keep in constant touch with him. Keep him advised of any new goods arriving or any specials offering, and of every other feature of your business that is for publicity. In that way you please customers and, unperceived by them, you influence them to recommend you to their friends and acquaintances, which assures new trade and makes the old more permanent.

Direct personal correspondence should be maintained at intervals with every recognized customer. A personal letter sent three or four times a year will be found an excellent investment.

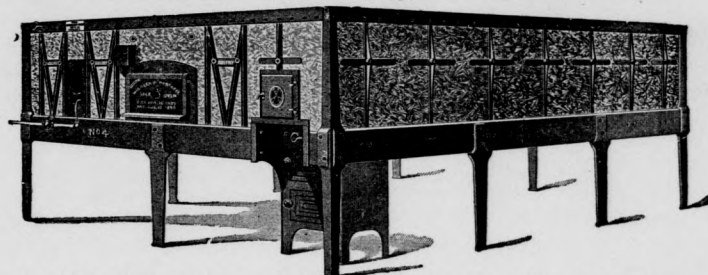
If one hundred customers are written to the first time, in the right way, you will be so elated with the results as to make you write to at least two hundred the next time. Compared with the results usually attained letter writing costs very little. The postage costs the most—two cents per letter. The stationery, writing, addressing, etc., etc., will amount to about another cent per letter. The letter, complete, costs about three cents per customer.

In this way it will be found possible to keep in close touch with your customers and make them feel you are doing everything in your power to aid them in purchasing their families' footwear to the very best advantage. These are methods that will win against mail order houses.

Hoods for Insulators.

Experience with the long distance high tension transmission lines in the West has demonstrated that the best protection for the insulators carrying the lines is to cover them with a small wooden hood, or shed. It has been found that the moisture and dust settling on the insulators gives rise to considerable trouble from leakage and short circuits, and the protecting hood has been developed accordingly.

The keen eye for blemishes often misses the blessings.

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.

**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.



Modern Man's Great Craving for Gaudy Finery.

Man is much given to finding food for thought and a target for ridicule in contemplation of the doings of that mysterious entity which decides upon the changes in feminine fashions. And so busy has he been in piling up a stern indictment of the freaks of fashion as applied to women's dress that he has conveniently managed to overlook the fact that the worst vagary of which fashion has yet been found guilty affects the clothes of his own sex.

So far as the clothes of man are concerned, fashion has remained practically stationary for nearly a quarter of a century. Or at best the swing of the pendulum has been so slight that man, deprived of new sartorial ideas, has sought to satisfy his natural craving for change by attaching an altogether exaggerated importance to the crease in his trousers or the addition of an extra half inch to the length of his waistcoat. At the relentless bidding of the fashion which refuses to rotate, man has had for many seasons to stifle his natural taste for color and finery and heroically consecrate himself to a perpetual round of uninspiring cloth and prosaic tweed. He pines for color—crude reds and greens and yellows; and he is given endless drab, undeterminable blues and aesthetic mauves for ties, neutral grays and dingy browns for vests.

But ever he yearns in secret for the golden days of masculine dress when fortunate man basked in the sunshine of velvet and fine lace. History tells him that in brighter and happier days mankind made a brave show in breeches and Hessian boots, coats glistening with gold lace and cloaks of plush, embroidered waistcoats and ruffled shirts, and flowing curls with Cavalier hats and drooping plumes. Attired in sober, solemn gray, he reads of old, romantic days, when gallant knights in gorgeous garments earned undying fame by spreading their fine mantles for a queen to walk over; of times when color ran riot, and fair estates were recklessly squandered that man might pursue his passion for magnificence.

This is no new-born craving. Masculine love for finery is as old as created man. Who has not pondered over that tragedy of the ancient world, and handed down as a moral lesson to our own generation, in which eleven brothers jeopardized their chance of eternal salvation through the invidious selection of a twelfth brother for the wearing of a garment described by eminent translators of Hebrew narrative as a "coat of many colors?"

At a very early stage in his career man's love for personal decoration manifested itself in the painting and tattooing of his skin; and to this very day in those sunny lands where there

is a popular prejudice against the wearing of any clothes, natural man still executes frescoes on his person, and strings the molars of his defunct enemies round his neck in place of the starched collar of civilization.

But now, alas! monotonous black and dingy gray are the badge of all his tribe, and modern civilized man is compelled by force of circumstances to stifle his natural inclinations, and become an unwilling victim at the altar of utility. Humbly he bows his head and bends his knee to the stern dictates of despotic fashion.

To say that man has taken his sentence lying down would not, however, be strictly fair. Quite recently, indeed, there have been unmistakable signs of a growing restiveness under the enforced monotony of drab cloth and tweed. Long dormant forms of foppery such as the wearing of hand-painted waistcoat buttons are recovering something of their old strength, and valiant efforts to popularize the ruffled shirt and silk knickerbocker as articles of modern evening dress have been followed by a well-organized and public-spirited attempt to rescue unhappy man from his bondage by the introduction of green clothes.

But even now, few although his opportunities may be, ingenious man does find an occasional outlet for his pent-up longing for finery. All forms of physical exercise have come to be considered by him as so many legitimate excuses for a debauch of color, and it is astonishing with what facility the quiet chrysalis can on occasion become the gorgeous butterfly. When he golfs he wears a jacket of that fine rich shade of red used for danger signals, and a scarlet coat when he rides to hounds. When he plays cricket or tennis he is apt to revel in gaudily striped flannels, while a jersey, also elegantly striped in blue and red, black and yellow, or some such pleasing combination of color, is reserved for the polo, the foot-ball and the hockey field.

At night, when the eyes of a critical world are no longer turned upon him, he dons pajamas warranted to rival the rainbow in the number and variety of hues, and in the morning when comparatively safe from observation he affects a dressing gown in the colors of which the full chromatic scale is most generously represented.

With an eagerness that would be pathetic were it not ludicrous, man grasps at any and every excuse for wearing finery, and the attainment of worldly success is always more or less associated in his mind with clothes. A full-buttoned wig and an unlimited supply of ermine are the reward that awaits the man who reaches the top of the judicial ladder, and a bishop's stole and apron are the symbol of ecclesiastical preferment. A soldier's uniform increases in magnificence with each step in promotion, and thoughtful statesmen earn the gratitude of their fellows by the creation of offices with unknown duties and handsome uniforms. A band of blue ribbon is the highest honor a sovereign can bestow on a faithful servant of the state.

Emilie H. Marshall.

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.

Style Tendencies in Little Folks' Wearables.

With clothing manufacturers chokeful of business for fall, it is easy to understand why they refer to the season as the most prosperous one they have ever had. It is not only a very big fall and winter, but also a very profitable one for the manufacturers. They have all made more money and there is less complaint than formerly about small profits.

Retailers have been fairly liberal in their orders and order-taking has been easier, compared with the hard sledging of former seasons; naturally, now there is hardly a manufacturing organization that does not report having cut up a larger yardage than for any previous fall, of having gained more customers and a gratifying increase in business.

Yet in the face of the tensy of things in the clothing situation of to-day it seems rather difficult to bring buyers to a realizing sense of the true state of the market. There are many who still cling to the belief that clothing will be plentiful through the fall and winter. They seem to think it augurs well for their viewpoint that from day to day salesmen are calling with offers and ready to do business.

There is no good reason why the clothier should not see the conditions as they confront the clothing manufacturers. The latter have had no easy time getting desirable cloths. If the salesman would but explain to the clothing buyer the worries and difficulties encountered by his house before the goods that he so urgently presses upon the buyer were finally secured from the mills, the buyer would, perhaps, understand better that the scantiness the manufacturers talk about, while not yet discernible to the buyer, is likely to confront him much earlier this fall than it did during the present season. The buyer who has strong faith in his ability to secure timely supplies of stock goods in November should consider that the manufacturers are chock-a-block with orders, that although manufacturing was begun early this season, the clothing plants are very busy, that a much greater amount of cloth has already been cut up than formerly, and that for future supplies of piece goods more money will be asked by the manufacturers, thus making the prices higher for duplicate orders of clothing. There are quantity buyers finding blissful repose of mind in the belief that "their manufacturers" will "take care of them" on duplicate supplies at opening prices. Prices, however, are likely to be regulated by what manufacturers own their piece goods at.

Though market buying was fairly active during the fortnight, the visitors have now dropped to the straggling few late-comers, mostly small operators from nearby places.

The heads of big retail outlets inform us that they have bought more worsteds than ever before for a fall and winter season. All have included a sprinkling of cheviots, but speak of them as most desirable for the small sizes. Worsteds are wanted because

of giving more satisfaction for hard wear, though woollens are necessary to diversify the line. Some of these big retail operators were in the piece goods market with their manufacturers when the latter were placing orders for lightweights, and the buyers speak enthusiastically of the gray worsted lines. There is hardly a retailer, among those who have seen the new spring weights, who does not say grays and blue serges will lead for spring. Asked how they will gauge their spring orders, they reply, "Three worsteds to one woolen suit, with mercerized worsteds predominating in the popular ranges."

Retailers have put considerable confidence in Norfolks for the coming season. Those catering to the better class trade have included in their purchases all styles of yoked and non-yoked Norfolks, and say the Norfolk will undoubtedly be the best seller. The "Buddy Tucker" style has also been a favorite in fall buying. It is a double-breasted coat with a belt, the style for juniors buttoning to the neck and finished with self collar, Eton style, and is to be worn with a linen Eton and bow tie. The older sizes are finished with a coat lapel and collar.

Three-quarter length reefers in buttoning-to-the-neck and lapel-fold styles, finished with velvet collars, also with leather ones, have proven favorites with buyers, and, according to the popularity of the reefer last year, increased sales are predicted for this season.

In general, buyers continue partial to quite extended shoulders in body coats and overcoats for youths, and have ordered their garments so made because of the continued popularity of the broad, square shoulders with young men.

A style of Russian blouse suit that has become a popular favorite with buyers is designated as the vest effect style, buttoning in the center to the neck, with a knife pleat on each side, the row of buttons and pleats giving the so-called vest effect to the garment. The neck dress is linen Eton collar and bow tie.

Retail departments lacked activity during the fortnight.

Night work is under way at some of the manufacturing plants, as without the overtime just now orders would not be forwarded as promptly as wanted by retailers. Shipments have been going forward this month to destinations and shipping departments are now very active.—Apparel Gazette.

Just as He Thought.

A small boy was reciting in a geography class. The teacher was trying to teach him the points of the compass. She explained: "On your right is the south, your left the north and in front of you is the east. Now, what is behind you?" The boy studied for a moment, then puckered up his face and bawled: "I knew it! I told ma you'd see that patch on my pants."

It makes many a man blush to look an honest horse in the face.

The right is never found by the assertion of your own rights alone.

UNION



MADE

The Best Medium-Price Clothing in the United States

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

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

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

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

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

Write for samples.

HERMAN WILE & CO.

BUFFALO, N. Y.

NEW YORK
817-819 Broadway

CHICAGO
Great Northern Hotel

MINNEAPOLIS
512 Boston Block

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

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

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

The Unanimous Verdict

That the Long Distance Service of this Company is

Beyond Comparison

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

One System all the Way

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

Call Local Manager or address

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids

Diverging Opinions on the Neglige Shirt.

Salesmen who were on the road for fall orders have all returned to headquarters, and are awaiting the calls of their customers who are visiting New York from various sections. "Things are looking all right," they say, and they will be on their journeys again, for spring business, before September closes.

A hot July! Yes; a scorcher, the greater portion of it, a maintained period of high temperature that had no counterpart since 1901. It does not seem to be three years since the man's shirt waist made its entry and its fight for adoption into popular favor. Such is the fact, however, for it appeared early in July, 1901, and simmered along through August, falling dead in September—a seasonable time for it, of course, but the endeavors to resurrect it in 1902 failed for want of hot air, and the made-up garments were slaughtered and many thousands of dollars lost to manufacturers. That ended the life of the man's shirt waist, a garment that in all probability would have become a portion of man's summer costume—an institution, so to speak—had the summers succeeding 1901 remained true to the old orders of temperature.

The July warm spell put an end to the slaughter sales of neglige shirts that began in June,—which is to say that the "immense reductions" advertised in June came to a successful selling issue in July, and there was no necessity for repetitions. Scattered lots, of course, remain here and there at inducing figures; but this is a matter of yearly occurrence, and is hardly worth noticing. There is some little discussion over the question as to whether dark grounds will remain in favor. A question of this nature is best disposed of by quoting the answer of a Broadway dealer to a newspaper man who wanted to know, don't you know,—which was to the effect that choice of color or designs in the matter of shirt wear is as whimsical as that of a woman over a dress pattern, so the manufacturer must make and keep all sorts that have a rating in the estimation of consumers. Dark grounds with woven effects surely have the call in New York city this summer, stripes and checks on white or colored grounds coming next, and then the plain whites.

An old shirt manufacturer disagrees with the general trade newspaper opinion in relation to the passing of the fancy stiff bosom as a spring and fall garment, claiming that in the East and Middle-west—not to mention some of our Southern cities—the old favorite is winning back to its former place by slow degrees.

The remarks of a leading shirt manufacturer in reference to the coat model, as applied to the neglige garment, are of interest: "My experience with the coat neglige has led me to the belief that it is not as popular as has been reported,—not in the "popular" grades, anyhow, and dealers who carry it have to carry the regular garment as well. That makes, as you

might say, duplicate lines and extra stock. It has its discomforts in wear, as everybody knows, and I think it would have been better had the model been confined to where it started and to where it properly belongs—the full dress garment. As an article to manufacture I rather fancy it, for it is made with a closed back in the bosomed goods, and saves some expense in cutting, stitching and button-holing; but I fear it will not succeed." —Clothier and Furnisher.

Africa as Invalids' Resort.

Africa's sunny fountains are recommended for the invalid by the British Association for the Advancement of Science meeting in South Africa. Perhaps in no other country, they report, is outdoor life as practicable, winter and summer, or can the traveler find more varied and more majestic scenery, while strikingly distinct from that in other lands. Luxurious Pullman trains with sleeping, dining, and buffet cars, fitted up with library, writing room, baths, observation platforms, and other conveniences, run from Cape Town to the glorious Victoria falls on the Zambesi river in three and one-half days. Long before reaching the falls columns of spray are seen rising like clouds far into the air and when the train pauses at intermediate stations a dull, distant roar is heard. A chief beauty of the falls is the wealth of color not only in the river foliage of the tropical vegetation or in the dazzling white masses of tumbling foam but in the prismatic bows sparkling in the mist. Between the forest and the chasm a small bow may be seen almost within touch of the land, and faithfully following, while the more ordinary type spans the gorge or irradiates the gloomy depths below, particularly beautiful in the moonlight.

The Cash Value of Optimism.

Did you ever know a pessimist to be a success? "I can't," is the war cry of the misanthrope. That cry never surmounted an obstacle; it never lifted a man out of the slough of despond; it never urged a man on to success. Optimism paints the pathway of life with the golden hues of possibility; it paves the way with stepping-stones; it tempts us to climb the ladder of hope to the temple of achievement. It may be unsubstantial, impractical, visionary, but you notice it is generally the man who thoroughly believes in himself, in his fellow men and in the opportunities of life, who wears the epaulets, enjoys the public's esteem, and draws the check that never goes to protest.

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

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

GRAND RAPIDS CLOTHING CO.

31 North Ionia Street

Six doors from Monroe on the way to the Union Depot

Men's, Youths', Boys' Clothing At Retail Wholesale Prices

Having decided to discontinue jobbing clothing we will sell our large line at wholesale prices to the trade at retail.

Men's Blue Serge Suits \$5.00

Sold regular at retail for 10.00

Men's Choice all Worsted

Suits, perfectly tailored,

Venetian lined 7.50

Choice values in Young Men's Suits, ages 16 to 20, at \$4, \$6, \$8, \$9.

100 Men's Tweed Trousers, sold retail at \$2, our price just \$1.

Grand Rapids Clothing Co.

31 North Ionia St.

PANTS

Jeans
Cottonades
Worsted
Serges
Cassimeres
Cheviots
Kersey

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

Optimism as a Lodestone To Draw Trade.

Written for the Tradesman.

I have often wondered what it is in the individuality of one person that will attract customers to her counter, while another salesgirl, equally pleasing as to features, equally neat in appearance and equally painstaking in efforts to fill the wants of patrons, will still fail in her endeavors to so bind people to her that, if strangers, they will enquire for her the next time they have occasion to shop in her section and, if habitual traders at the store, they will insist on being served by no other saleswoman, preferring to wait their turn rather than have some one else attend their needs if the favorite is busy with a predecessor.

I have in mind two clerks in a certain store in a city in Eastern Michigan. This store has an immense trade. It is one of the six leading establishments of the place in which they are located and it carries large and varied stocks in its numerous departments.

The principal clerk in the lingerie section is a midget of a girl. While small of stature she does not look undersized, for she is nicely proportioned. She has a round little face with bronze-brown eyes that sparkle prettily when she is animated, which is most of the time. She has small even teeth that gleam when she laughs. Her hair is just wavy enough never to be out of curl in dry weather and, when the clouds hang low, little tendrils clasp her neck and brow; and as to its color it is that wondrous shade of brownish red that singles her from among her sex as one once seen never to be forgotten. Her skin is of a creamy tint that would make "complexion specialists" rave. She has a shapely Cinderella foot to go with her petite figure, and her hands are white and the nails carefully kept. She has a little alert bird-like way with her. The girl is fond of good clothes and is always modishly clad. I never saw her when she didn't look charming, whether in her plain neat-fitting work-dress or out of the store in her prettiest "fixin's." She is so every-way captivating that she always commands a second glance—"and then some," as they say. For my own part, I can't, for the life of me, keep my eyes off her when I am in her vicinity—of course, without letting her observe my admiration.

So much for this girl and her personality.

As to selling methods, she is most assiduous. Her stock is always in the spick-spanist of apple-pie order—boxes arranged with mathematical precision and everything foldable carefully fixed in its place. Her counter could have the daintiest of perishable fabrics laid on it or swept its entire length with no contamination from dust or other soil, and the plate-glass floor case is polished until it shines like a mirror, and displays to most excellent advantage its contents of ladies' underwear of the filmy, lace-trimmed, convent-embroidered description so dear to the lux-

ury-loving feminine heart—and so extremely dear to the check book of the one who has to pay for the extravagance.

The girl with the Titian hair is solicitude itself in waiting on those who purchase of her merchandise, going oftentimes out of her way to be accommodating. Her manner is cordial without being obsequious, and, although so "fair to see," she seems utterly unconscious of her extreme prettiness—is not a particle conceited. Not the shadow of fault-finding could touch her; and yet, and yet—well, I don't know what it is, but there is a something—a sort of subtle antagonism—about this defectless clerk that urges me to seek some other employe to supply my wants.

And I am not the only one so affected. I have asked a dozen or more other people if they liked this seemingly admirable young lady and they all said "No" very decidedly. When appealed to as to the reason for their aversion each answered that she couldn't give any reason—she simply didn't like her. I questioned old women and young women about her, poor and rich—every kind—and nobody appeared to enjoy trading with her. Jealousy couldn't have been the contributory cause, else the old ladies would have found her agreeable. I can't fathom the peculiar situation. It must be due to some occult psychological principle.

Then, as to the other girl I mentioned in the same breath with this one, at the beginning of this disquisition:

In looks she is everything that the sunset-haired one is not. Her complexion is muddy, her hair is on the drabby-mouse-color order and, moreover, is as straight as an Ojibway's, hanging ever in ugly little wisps out from her head, around her homely face and down her scrawny neck onto her collar, which could not be called immaculate by the widest stretch of the imagination. Her figure is ungainly and her clothes are unstylish; her feet are big, so are her hands, and she is awkwardness epitomized.

Her counter is near the open door, which allows the dust to drift in, and it can not be said that it is never allowed to remain where it falls in this clerk's locality. If she knows where her goods are it is by intuition, for her laces—that is her department—are just as likely to be put in one place as another. And yet, and yet—well, in the face of what I have said of her, with all these drawbacks—and although there are three or four other girls at her counter who are model clerks, orderly to a degree, this slipshod one receives more calls to wait on patrons than all the other four put together.

The untidy one might be called another Mrs. Wiggs of the Cabbage Patch, and that would perhaps explain her popularity: Her face fairly shines with good nature. She is born to bless wherever she goes. Grouchiness is an unknown attribute in her make-up. She is an optimist through and through, and, as the disposition that takes the hopeful view is the one that draws others to it, this is the secret of the paradoxical success of this imperfect perfect salesgirl.

E. Clarke.

Every time conceit is punctured character is strengthened.

Forest City Paint

gives the dealer more profit with less trouble than any other brand of paint.

Dealers not carrying paint at the present time or who think of changing should write us.

Our PAINT PROPOSITION should be in the hands of every dealer.

It's an eye-opener.

Forest City Paint & Varnish Co.

Cleveland, Ohio

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.

Michigan Fire and Marine Insurance Company

Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

OFFICERS

D. M. FERRY, Pres. F. H. WHITNEY, Vice Pres. M. W. O'BRIEN, Treas.
GEO. E. LAWSON, Ass't Treas. E. J. BOOTH, Sec'y E. P. WEBB, Ass't Sec'y

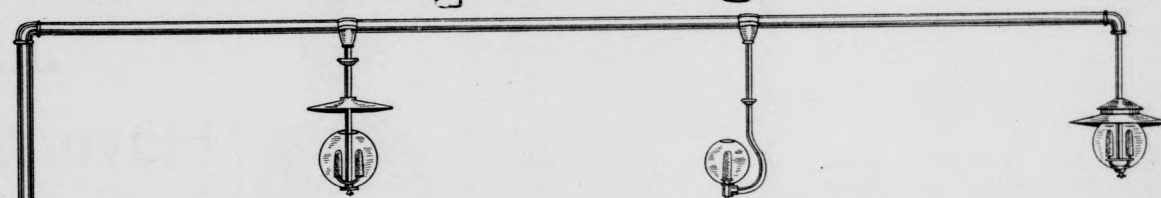
DIRECTORS

D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Walter C. Mack, Allan Shelden, R. P. Joy, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Charles B. Calvert, F. A. Schulte, Wm. V. Brace, W. Thompson, Philip H. McMillan, F. E. Driggs, Geo. H. Hopkins, Wm. R. Hees, James D. Standish, Theodore D. Buhl, Lem W. Bowen, Chas. C. Jenks, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Caskey, Chas. Stinchfield, Francis F. Palms, Carl A. Henry, David C. Whitney, Dr. J. B. Book, Chas. F. Peltier, F. H. Whitney.

Agents wanted in towns where not now represented. Apply to

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

The Vincent Gas Light Machine



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

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

Individual Gas Light Co., Petoskey, Mich.

THE WHISKY HABIT.

Every Man Must Make His Own Fight Against It.

Written for the Tradesman.

A representative citizen who sells dry goods for a livelihood and sits in the Common Council for the fun of the thing sat one day on a rear counter at his store and to him came an enthusiastic constituent who wanted to paralyze the rum power by taxation methods.

"I notice that you fellows in the Council are considering a proposition to raise the city saloon license from \$100 to \$200," he said to the alderman.

"Is that so?" asked the official, listlessly.

"Why, there was such a talk in the Council," replied the other. "I thought sure you would be in with it."

"I think I remember something of the sort," said the alderman.

"I should think you'd know all about it," stormed the constituent. "I didn't suppose the rum power had you bought up, body and soul."

"Are they buying up aldermen?" asked the official, innocently.

"You ought to know," replied the other, hotly.

"Well, I don't know."

"You wouldn't admit it if you did know," said the other, out for an argument. "What I want to find out is whether you are in favor of such an ordinance."

"I am not," replied the alderman, frankly. "It would be a piece of folly to pass such a law."

"I heard the whisky men had been up here talking to you," said the constituent, "but I had no idea they had fixed you so soon."

The merchant smiled and motioned the other to a chair.

"Yes, two saloon men who trade here came in to talk the matter over with me," he said, "but I guess they got little satisfaction. I hardly think they will come again."

"Perhaps it will not be necessary," broke in the other. "These whisky people have a way of doing things."

"Yes, they have," said the alderman, not in the least angry at the insinuation. "They told me, up and up, that they were in favor of the proposition and threatened me with the loss of their trade if I didn't vote for it."

"They did?"

The enthusiastic citizen was plainly astonished.

"That's what they did," was the reply. "What do you think of that?"

"I guess they were only testing you."

"No," said the alderman, "these fellows do business down town and can afford to pay a big license if the saloons in the outside districts are closed, which they might be under such a tax, although that is not so certain."

"Well, why don't you favor the proposition if it might close the drinking places in the residence districts? They are the ones that do the most harm."

"Because," replied the merchant,

"you can't legislate away a man's thirst. People whose chief object in life is to make beer and whisky tanks of themselves will get their fill in some way. You may reduce the number of saloons by the legislation proposed, but you can't cut down the consumption of intoxicants."

"I don't know about that," said the other. "People who will walk around a block to get a drink will not take a car and go down town for a nip."

"But when they do go down town for a drink they will hoist in enough to make up for a few dry nights," replied the alderman. "You can't keep men sober by changing the location of the bars."

"Well, what would you suggest?"

"Every man must fight his own battle against whisky," was the reply. "He can't be kept sober by making a baby of him. He must be shown that it does not pay to drink whisky and then he may take a tumble to himself, as the boys say. Of course, there is a moral side to the question, but with most men it is a plain business proposition. You show young men that all the good positions are closed to them so long as they sit around saloons and you preach temperance in a way that counts."

"But there should be some way to help the ones who have got started wrong."

"Of course, but how can you do it by ordinance or by making them walk a little farther for their drinks? Besides, these liquor men are not in business for their health. Raise the tax as you suggest and they'll get it out of the toper in some way. They will either draw smaller glasses or raise the price. The people will pay the extra tax in the end."

"There would be fewer saloon men for the public to support, anyway."

"Well, the remaining ones will make more money and have larger corruption funds. Just remember this, my friend: Every tax on business is paid by the consumer. The Government put a big tax, for rev-

enue only, on whisky, and what was the result? Why, the stuff which formerly sold for three cents a glass went up to ten cents a glass. There you are. Every man must fight his own battles in this world, especially when the thing he is fighting is a thirst. Tax the saloon men and they will get the money out of their business, but show a man that he is making a fool of himself by drinking whisky and you've done something. Business men are doing this every day. Don't coddle a man if he drinks. Make him understand that he can not win unless he cuts it out. Put it up to him and he will win if he is worth saving."

Alfred B. Tozer.

Report of the Adulteration Committee of the M. S. P. A.

Owing to the unusual and unlooked for circumstances during the past year the Committee has not been able to take up the study of drugs, spice and food adulterations in the accustomed systematic manner and therefore presents a few disconnected fragments that were picked up in regular college and business routine.

Ammoniated Glycyrrhizin: According to the U. S. Ph. this article should be completely soluble in alcohol. Several samples purchased in the market were practically insoluble in this solvent. The actual cause of this condition will be thoroughly studied at a later time.

Extract of Lemon: Two samples were found in the market, sold by grocers, that contained wood alcohol as the solvent. One sample was made from the terpenes of oil of lemon from which the flavoring aldehydes were largely removed by shaking out with dilute alcohol.

Pepper: Samples of pepper hull are here exhibited to show what very often enters into so-called pure black pepper. As is well known, pepper hulls constitute the outer part of the fruit coat of ripe black pepper and which are removed in the preparation of white pepper. An adulterant, consisting largely of powdered olive

I Must Have It

Refuse Substitutes and Imitations

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

Alabastine
THE SANITARY WALL COATING

Mix with cold water, any one can brush it on;

A Rock Cement in white and tints.

Kills vermin and disease germs; does not rub or scale. No washing of walls after once applied. Other wall finishes must be washed off every year—expensive, filthy work. They rub and scale, and the glue or other animal matter in them rots and feeds disease germs. Buy Alabastine only in five pound packages, properly labeled. Tint card, pretty wall and ceiling design, "Hints on Decorating" and our artists' services in making color plans, free.

ALABASTINE CO.,

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

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



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

Jennings Manufacturing Co.

Owners
Jennings Flavoring Extract Co.,

Grand Rapids, Mich.

Established 1872

Jennings' Flavoring Extracts

Terpeness 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

pits, for both white and black peppers, is also shown here.

Annatto: One sample purchased in the open market from a druggist contained 51.5 per cent. common salt. It was suggested by the dealer after his attention was called to the matter that it might have been added as a preservative.

Lycopodium: All samples examined were found to be free from admixture.

Chlorinated Lime: Only one sample was examined and it was found to contain but 12.6 per cent. available chlorine, instead of the required 35 per cent.

Hydrogen Peroxide: Six samples of solution of hydrogen peroxide were examined and showed the following percentages of H_2O_2 : 2.61, 2.96, 2.91, 4.41, 3.45, 3.00.

Maple Syrup: One sample of maple syrup sent in for analysis was found to be an artificial product made from cane sugar, colored with caramel and flavored with a tincture or decoction of green coffee.

Potassium Bromide: Of six samples examined three answered the U. S. Ph. for purity, one was quite dirty, one contained potassium sulphate and two an excess of potassium chloride.

Potassium Iodide: Eight samples were examined, of which only two answered all the requirements of the U. S. Ph., two had a small amount of iodate, three had sulphates and chlorides and one had an excess of alkali.

Precipitated Sulphur: The condition of this article does not seem to improve, as every sample examined, with the exception of one, contained over 50 per cent. of calcium sulphate.

Calomel: Of two samples, one was pure and the other contained traces of corrosive sublimate.

Sodium Salicylate: Of many samples examined none conformed strictly to the requirements of the U. S. Ph. Most of them contained chlorides, some contained sulphates and one contained a metallic impurity. Only a few gave a clear solution in water.

Sugar of Milk: One sample was found to contain cane sugar.

Zinc Oxide: Quite often was found to contain chlorides and sulphates, and occasionally iron.

Powdered Tragacanth: One sample contained powdered dextrin.

Balsam Copaiba: Not at all unusual to detect considerable quantities of gurgun oil, although conditions seem to be improving.

Aloin: None yet found that conforms strictly with official requirements as to solubility.

Pepsins: Almost always up to the claims made.

Podophyllum: Found frequently low in podophyllin content.

Chocolate: There has been in the grocery market in Michigan for some time, although not near so much now as formerly, an imitation of the Walter Baker brand that was found to contain considerable quantities of wheat middlings, and the ground shells of the cacao seed. The same can be said of the cocoa made by the same pirates,

Extract of Hydrastis: A sample of this product examined with the compound microscope showed that for a diluent and absorbent infusorial or siliceous earth had been used in place of the customary starch or spent drug from which the extract had been made. This is mentioned here not at all as an adulterant, but merely for information.

Molded Coffee: In the Outlook of July 29, page 826, it states that "Coffee offers a good field for the fraudulent operations of the manipulator. Coffee berry is imitated not only in the green state, but also in the roasted condition. There are more than six firms in this country regularly engaged in the manufacture of coffee-bean-making machinery. Bogus berries are ground out by the ton and they are better looking than those that grow on the bush. A paste is made of chicory, starch, pea meal, caramel and molasses, molded into proper shape and dried." A sample of molded roasted coffee, which must be admitted appears and smells like an excellent genuine coffee, is here shown. In our enquiries in Ann Arbor we could gain no evidence that such an article was being used, although it was claimed by grocers that agents for the article at one time visited the city regularly.

Three samples of oil of turpentine obtained by the steam distillation of pine wood were sent in by Prof. W. H. Allen, of Detroit. They differ from the ordinary oil of turpentine in that the ydo not give the haemoglobin test.

In the examination of samples from different sources in the city of Detroit Mr. Allen states that Tincture of Iodine, Lime Water, Sweet Spirits of Nitre, Sulphurous Acid, Ammonia Water, Quinine Capsules, Oil of Bitter Almond, Tincture of Opium and Ammoniated Mercury, some of each, have not been found up to the official standard.

Respectfully submitted,

J. O. Schlotterbeck, Chairman,
Walter H. Blome,
Willard H. Ohliger.

Mr. Schlotterbeck—In handing in this report I wish to take this opportunity to extend to Mr. Walter H. Blome, who has been a faithful member of this Committee for several years, and who leaves this State to accept an important position in the Alabama Polytechnic Institute Department of Pharmacy, my sincere thanks for the large amount of conscientious work he has done to make these reports interesting and serviceable.

Largest Safe in World Made.

A safe now being made for the Premier Diamond Mine Co. is intended to hold \$10,000,000 worth of diamonds. It will be the strongest safe ever constructed. Seven feet high, six feet wide, and weighing twenty-one tons, it will cost \$10,000. The steel door alone will weigh five tons.

Don't look for a smaller load, but more muscle to carry the one you have.

It is

Absolutely Pure

Yeast Foam

You can Guarantee It

We Do

Northwestern Yeast Co.
Chicago

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically

PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

MADE MORE BUSINESS.

The Story of an Ambitious Grocery Clerk.

Written for the Tradesman.

Thompson was only a country clerk, but he possessed a business tact. He had worked in a country grocery store for several years. He had endeavored to develop the business of his employer and had succeeded in doing so to the limit of the possible trade of the small country place. Thompson had advertised. He had trimmed the show



window and done a number of other things out of the ordinary, that appeared foolish to many, but which had served to increase the business of the country store.

But Thompson craved for larger opportunities. So he quit the country store and went to a large enterprising manufacturing city of the South. For some weeks he wandered about looking for the right sort of a position. He found it difficult to secure the kind he wanted. Finally, when his money was nearly gone,



he accepted a position in the grocery department of a large store. It is not necessary to go into details as to locations and names. It is enough to know that Thompson had commenced work in the store with his future before him. At first Thompson was rather downhearted. He saw no way by which he could introduce his business-making ideas, as he called them. He had had better opportunities at the country store, but Thompson gradually fitted himself to the conditions of the low-salaried position. Thompson had used the sketching pen a great deal at the country store and had become quite expert in producing illustrations that fitted the existing conditions of the day. In fact, Thompson was quite a crude artist. He had not been at work long before

he sketched a sign like that in figure 1. and exhibited it to the manager of the department. This sketch, Thompson proposed to run in the press, with the words, "If you are looking for good groceries for little money, you will never find them. Be wise! See our stock! Blank and Company, Grocers, Main St.," etc.

But the manager refused to let the odd advertisement be published. "We have our regular line of advertising," he said. "It has all been placed for the quarter." But Thompson was not entirely discouraged. Before another week had passed he had reproduced the effect upon a frame work of cotton fabric which he had made. The size was three feet high and two feet wide. He constructed the wood frame from some pieces of old boxing. He used common cotton texture for the ground. This he first covered with a coating of white paint. Then with black paint he proceeded to produce



the illustration as shown in figure 1. Then when the manager appeared the next morning, Thompson asked for permission to place the sign in the show window. The manager hesitated for a few minutes, then said "No! But you can stand the thing up against the front of your counter of you want to." And so Thompson did this. That day Thompson kept his eye on events. Many people who passed through the store were attracted by the sign. Some of them simply glanced at it and passed on. A few stopped and made a purchase. By night time, although Thompson could not have sworn that any additional trade was secured through the agency of the sign, he felt encouraged. For a week the sign remained in place and Thompson was sure business had looked up a little at his counter because of it. But Thompson was thinking all the time. The egg market was slack. There had been complaints about bad eggs. Supplies were disappointing. Quite a little hotel and cake trade was done at Thompson's counter. He thought he could improve upon it with a card such as shown in figure 2.

But again the manager refused to have this printed. Once more he permitted the sign to be made full size, from the press copy, and exhibited at the counter. The sign read, "The hotel chef was mad when the eggs were bad. Our eggs are fresh daily." And when the buyers of hotels and cafes came in that day they appeared to be highly amused. In fact,

their good humor was illustrated in their increased buying. Thompson worked on the plan of making the customer pleased. He knew that a patron in good humor is the best buyer. To make a long story short, at the end of the week Thompson was able to show the manager a decided gain in the egg business, and he claimed that the gain was due to the sign. The manager said the gain was due to natural business causes.

It was Easter time and the papers were quite filled in the social columns with Easter marriages. Thompson thought that some of these new brides ought to come to his counter to purchase the house supplies. So he drew up a newspaper advertisement which read as shown in figure 3 and followed at the bottom with the title of the firm, with street number, telephone number, etc. Thompson explained to the manager about this, and as the manager was beginning to smile upon Thompson's unusually strenuous efforts to secure custom, he said, "Go ahead. Turn it in to the advertising department. Here, give it to me and I will O. K. it for a week's run in the locals." So the advertisement went in. Thompson had argued that the brides would notice this announcement, that they would appreciate being called the lady of the house and as they were new in the business they would undoubtedly patronize a store that catered specially to them, with a large stock to select from. During the next few weeks a number of people still bearing the signs of newness in wedded life appeared at the store to make a selection of groceries. In several instances these people had the newspaper clipping with them. Some very substantial customers were obtained. Thompson was never able



to prove to the satisfaction of the manager that these patrons were secured on the direct influence of the advertisement, but some of these people had never purchased goods at the store before and the manager gave Thompson the benefit of the doubt. Thompson always made his counter sign on the cloth framework to correspond with his press advertisement. His next one is shown in figure 4. To this the manager flatly objected, stating that this indicated a weakness in the flour barrels carried by the firm. But Thompson said, "Try it, sir." And so the notice was printed a week and was exhibited a week on the canvas view in the customary place in front of the flour counter. And this advertisement brought in some very good country orders. The farmers could see the humor of the thing. A farmer wants strong barrels, because he

can use them to good advantage about the farm for apples, etc. A very substantial response was secured by means of this advertisement and the manager could no longer doubt Thompson's ability in this direction. He gave Thompson a freer hand. He increased Thompson's pay. According to last accounts Thompson is quite an important man in the store.

George Rice.

The Broad, Safe Road.

It is a patient and deserving study to go back occasionally among the old masters of success and see what they say about it. They have been "through the mill," as it were, and know whereof they speak. Some men have especial adaptation for some things, they may be safely guided into specialties, but for the general run—the great majority made up of the average men—there are certain general rules that must apply and the mass must work along according to them. A good while ago Andrew Carnegie said to the students at Union College, "The highest standard of all is your own approval, flowing from a faithful discharge of duty as you see it, fearing no consequences, seeking no reward."

There is a standard that all can elevate, that all may work under. The performance of duty is the highest form of success. It is not the mere making of dollars, the achievement of a fame more or less ephemeral, nor the deliberate effort to wrench happiness from a restless world. Each and all of these things come in the wake of duty well and honorably done, some to one, some to another and content to all. As Emerson says, "No young man can be cheated out of an honorable career in life unless he cheat himself."

Aluminium Paper Keeps Food.

Instead of tin foil Germany begins to use aluminium paper. It is not the so-called leaf aluminium, but real paper coated with powdered aluminium, and is said to possess favorable qualities for preserving articles of food for which it is used as a covering. Chemical analysis proves that this paper contains but few foreign substances and never any arsenic or other poisonous metals. A sort of artificial parchment is obtained through the action of sulphuric acid upon ordinary paper. The sheets are spread out and covered upon one side with a thin coating of a solution of resin in alcohol or ether. Evaporation is precipitated through a current of air and the paper is then warmed until the resin has again become soft. Then powdered aluminium is sprinkled upon it and the paper subjected to strong pressure to fasten the powder thereon. The metallic covering thus obtained is not affected by the air nor by fatty materials. The aluminium paper is far cheaper than tin foil.

Present virtues may do more for a people than past victories.

The perfume of life comes from the flowers of affection.

IF YOU'RE LOOKING ROUND



FOR NEW CUSTOMERS

Offer Them

Quaker Oats

Why Take Chances?

Buy

**Lion
Brand
Spices**

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

Woolson Spice Company
Toledo, Ohio

NEW YORK CHICAGO ST. LOUIS DENVER SAN FRANCISCO
CABLE ADDRESS - GOLD LOCAL & LONG DISTANCE TELEPHONES

**NEW YORK AND ST. LOUIS
CONSOLIDATED
SALVAGE CO.**

INCORPORATED UNDER THE LAWS OF THE STATE OF MISSOURI
CAPITAL STOCK \$10,000 FULLY PAID

ORIGINAL SPECIAL SALES SYSTEM
ADAM GOLDMAN, President & Genl. Manager
HOME OFFICE GENERAL CONTRACTING AND
ADVERTISING DEPARTMENTS
Century Building,
ST. LOUIS, U.S.A.

SHOWING UNSATISFACTORY SALE CONDUCTED BY
LOCAL SALESMEN WHOSE WORK
REVEALS THE FACTS REGARDING BLACKER
YOUR REPUTATION

SALES UNDER OUR HOUSE OF
ADVERTISING AND ESTIMATE
MANAGEMENT
GIVE SATISFACTION TO BOTH
MERCHANTS AND GROWERS

DO YOU KNOW, MR. MERCHANT?

Who Conducted the greatest sale ever known in the city of Memphis and advertised under the name of the Manufacturers Clothing Assn.?

Ask Adam Goldman, President and General Manager of the New York and St. Louis Consolidated Salvage Co., Century Bldg., St. Louis, Mo.

Ask him how much business was turned in at this sale he conducted for the Manufacturers Clothing Assn. at Memphis on their surplus stock of manufactured clothing.

Ask him how many people were turned away during the progress of this sale.

Ask Adam Goldman, President and General Manager of the New York and St. Louis Consolidated Salvage Co., who conducted the greatest sale ever known in Southern Texas.

Ask him how much business was turned in during the sale his company conducted for Litchenstein & Son, Corpus Christi, Tex.

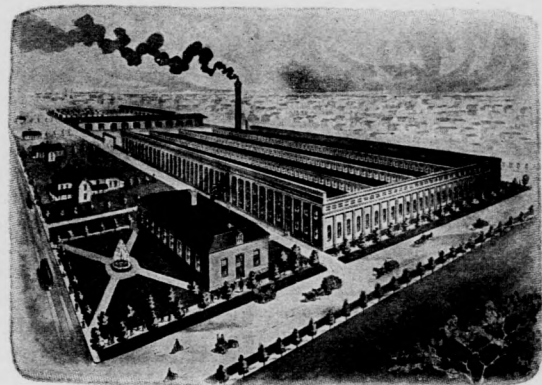
Ask Mr. Goldman these questions and don't listen to people who claim they are kings and monarchs of the sale business, but get the people who can show you the records of results produced.

Get that concern who has an established reputation, whose modern mode, and methods of advertising, are endorsed by over 25 trade journals, all the wholesale houses in the United States, and thousands upon thousands of retail merchant princes.

Get the services of a concern whose entire business dealings are open for investigation. If you will do this you will write today to the New York and St. Louis Consolidated Salvage Company.

New York & St. Louis Consolidated Salvage Co.
INCORPORATED

HOME OFFICE, Contracting and Advertising Dept., Century Bldg., St. Louis, U. S. A.
ADAM GOLDMAN, Pres. and Genl. Mgr.



PLANT OF S. F. BOWSER & CO. INC.

ALL
BOWSER SELF MEASURING OIL TANKS

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to.

You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that we are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "M"—it will cost you nothing.

S. F. BOWSER & CO. Fort Wayne, Ind.



Individuality a Sin in Married Women.

In the old Persian fairy tale, the beautiful princess who climbed the steep black rocks of the desert, seeking the well of living water (a cupful of which waters, poured into a basin, becomes forthwith a perennial fountain), was assailed by many voices calling unto her to desist; voices beseeching, threatening, pleading, reviling, alluring, or terrifying. Even so is it with us all on the journey through life, and the straight path of duty is often beset with fear and temptation; while voices, tender or terrible, are forever calling upon us to stop and stay.

Among such voices none is more alluring, to the man or woman with a purpose, than that of Individualism, the cult which maintains that each and every human being has the inalienable right, God given, to lead his or her own life, irrespective of all others, men, women and children; that one's first duty is to one's self, ignoring the fact that no one can be true to one's self while false to any other.

It is not a new doctrine, despite its comparatively recent access of favor with press and rostrum. Although done over, so to speak, and freshly decorated, it is neither more nor less than the question of Cain: "Am I my brother's keeper?" the disregard of responsibility, the "seeking one's own," careless of the needs, even of the rights, of others. Or perhaps it may assume another guise, that of genuine enthusiasm for all humanity, a zeal, "not according to knowledge," in that it suffers the fire to go out on one's own hearthstone, while aspiring to the unattainable.

There is an old story of a man who traveled far and long, seeking Happiness, returning after many years, worn and weary, to find her dead of cold and hunger at his long closed door. There are women nowadays, as well as men, who make the same mistake.

There is something infinitely attractive, as well as persuasively plausible, in the theory that any talent, however small, is a divine gift to be cultivated and made the most of, that most being always chiefly, if not altogether, the aggrandizement of the individual, the exaltation and exploitation of self. To women especially it appears even as an angel unlocking the gates of Paradise, the herald of a gospel so sweet and entrancing that they yield gladly to its fascinations, until they find themselves sailing out of smooth waters (which, although narrow and land locked, were safe) into a troubled sea, full of difficulties and dangers, with unsounded depth of darkness underneath its treacherous surface.

To married women it is most dangerous, since it sets itself from the beginning in opposition to all unity

and harmony between husband and wife, to all submission of individual desires to the more important interests of the family. It says to the wife who feels herself to be a person of some power, not to say talent, "Why should you be the mere echo of your husband? Why should your intellect be merely tributary to his? Why should all the gifts and graces which fit you so well to shine in a wider sphere be absorbed in domestic drudgery and the care of children? Anybody can wash faces, sew on buttons, and the like. Your first duty is to yourself, and no other has the right to interfere with it. If you are content to be a household slave, if you feel that this is the highest, and truest, and best representative work of which you are capable, by all means do it; but if you are conscious in your secret soul of a talent, perhaps five talents, hidden in a napkin, in the name of the power which intrusted them to you, be up and doing, go forth and use them."

Is it strange that an ill-advised and inexperienced woman, feeling what she imagines to be genius stirring in her breast, hearkening to this New Thought, should consider herself justified in seeking personal fame, personal recognition, personal honor? What wonder that she should justify herself in her own eyes for sacrificing to them, if it be necessary, family affections, family ties, the claims of husband and children? Perhaps she reasons that she can gain most for them by so doing; a grave error, since nothing whatever can atone to a home for the loss of its mistress, can compensate a child, especially a girl child, for the want of a mother's tender care.

No man, much less any woman, can serve two masters; they must inevitably love the one and hate the other. She who feels that she has a vocation above the household had best not marry. Marriage, from its nature, exacts the subordination of self, or rather the absorption of self in love and thought for others. The vocation of wife and mother is fully sufficient to occupy the whole energy, all the talent, of any woman who makes it her lifework and does it well. The mothers of all the great men of history, so far as we know, have been superior women, with strong personality and ability, which have been impressed upon their sons. The work accounted of most importance with builders is that of those who work out of sight, who lay the foundations and see that the drains are sure. The strength of a nation is in its homes; the citizens of the future, upon whom depends its weal or woe, are in the nurseries of to-day, and it is the women of those homes who

Mold the future as mothers;
Govern the present as wives.

"The prophet who hath a dream, let him tell a dream." If any woman feels herself to be called to a special work let her do that work, in God's name, but let her devote all her energies thereto, nor attempt at the same time to rear a family, lest in the struggle to hold both, with

the one hand and with the other, she be buffeted and beaten, if not broken or torn apart. The woman who is not willing to lay herself, with all that she has and is, a sacrifice upon the marriage altar had best keep away from it altogether, nor trick any man with vows which she can not and will not fulfill.

Marriage is neither the sole, nor the chief end of woman. All are not miserable who "sit by solitary fires and hear the nations praising them, far off." There is work to be done, work which has been done by women, whom no children, but the whole world, rise up and call blessed; women who heard the Master's call and went forth to obey. Florence Nightingale, Frances Willard, Clara Barton, Jane Addams, and a host of others—what happy wife, what joyful mother of children can claim richer reward than they? Neither may any say that these, and such as these, have "lived their own lives" in the new thought meaning of the phrase. Rather have they been lives of noble self-sacrifice, lives given to the highest service of their kind. The highest moral conception of which humanity is capable is that of the subordination of the individual to the general good.

"Whosoever will be chief among you, let him be your servant," is the teaching of Christ, who we are told "pleased not himself." Honor and duty have the first claim upon the individual, each and all, and the duty which lies nearest to our hand is that which we are required to do with all our might.

All humanity from the inherent nature of things is interdependent. Every man and woman enters upon the earthly life as a helpless infant, perishing without the tender care of others, and, dying, must be carried by others to "the last long home." To love and to care for others is the one and only true life; selfishness, the worm at the root which blights the fairest flower, which withers the sweetest, most perfect fruit. The Gentiles, whom St. Paul commended as "a law unto themselves," did by nature the things contained in the law. And that law was far from being liberty, still less was it akin to license. They walked in the straight path from moral rectitude, and thus were blameless when judged by the law. It is only strictest probity or dazzling genius which can be a law until itself.

Dorothy Dix.

Don't Find Fault With Employees Before People.

Written for the Tradesman.

Don't be afraid to speak to clerks about their shortcomings. It is your money that is invested in the mercantile enterprise, not theirs—unless they have purchased an interest in the business—and it is up to you to do everything that makes for the good of your own affairs.

Let me respectfully utter, however, a word of protest:

Under no circumstances reprove an employe before customers or others, whether the outsiders who hear are his superiors or inferiors. He has

feelings—and may be very sensitive ones, too—and by such a course of embarrassment you lower his self-respect, and at the same time detract from the regard in which you yourself are held. You may think that the listeners will get a big estimate of your importance if you show your authority in a fierce manner; but, while they may be impressed with your power, much more will they be impressed with your meanness to subordinates in taking advantage of the fact that they are just that.

No benefit will accrue from "scolding them before folks."

One clerk, especially, do I recollect who was brought to task before myself and a number of other customers.

Beginning with a simple reproof, the storekeeper worked himself into a perfect fury, as if he could tear the poor clerk limb from limb.

The clerk's face waxed fiery red and he was evidently greatly distressed over the matter.

Naturally he wasn't anxious to prolong the unpleasant scene, and slipped away as soon as he could without incivility to the one who was indulging in the tirade.

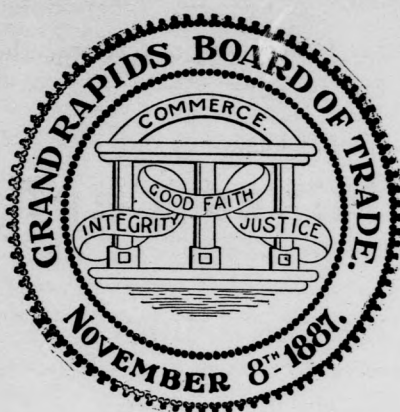
The clerk had only been derelict in a trifling duty in regard to the preparation of some data—not altogether his fault, but he received the full blame for the error—and the man had no need to pile on the abuse in the way he did. His partner afterwards stated—perhaps rather indiscreetly—that the punishment was altogether too severe; that the beratement was "on a plane with the snarlings of any old fishwife, in point of fact."

Of course, the young man making the mistake would be more apt not to repeat it if the calling down were done in public; but it is the wrong way of doing, I can't help but feel, in any case, however aggravating.

That young man, who has always given the best of satisfaction wherever he has worked, was so humiliated by the circumstance that he sought and found employment with a big rival concern, who were only too glad to get this particular clerk away, and hired him at a considerable raise of salary over what he had been getting. The young fellow is exceedingly popular and carried his large clientele over to the new house.

Scold, if you must, Mr. Merchant, your employes, when you think they deserve it, but don't perform the castigation in public. J. Thurber.

Paris fire fighters race to the scene of disaster at a rate of 21¾ miles per hour on a twenty-four horse power automobile, which, including the eight firemen and full salvage equipment, weighs three to seven tons. Its four cylinder oil engine, instead of working directly on to the axles, drives a generating dynamo, the current of which is received by an electro-motor, and the latter drives the axles through differential and secondary gear, four combinations affording various speeds. It climbs the steepest streets and leaves all horse-drawn cars of its kind far in the rear.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the **Grand Rapids Board of Trade**, have established permanent **Every Day Trade Excursions** to Grand Rapids and will reimburse **Merchants** visiting this city and making purchases aggregating the amount hereinafter stated **one-half** the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the **Secretary of the Grand Rapids Board of Trade, 89 Pearl St., will pay back in cash to such person one-half actual railroad fare.**

Amount of Purchases Required

If living within 50 miles	purchases made from any member of the following firms aggregate at least	\$100 00
If living within 75 miles and over 50,	purchases made from any of the following firms aggregate	150 00
If living within 100 miles and over 75,	purchases made from any of the following firms aggregate	200 00
If living within 125 miles and over 100,	purchases made from any of the following firms aggregate	250 00
If living within 150 miles and over 125,	purchases made from any of the following firms aggregate	300 00
If living within 175 miles and over 150,	purchases made from any of the following firms aggregate	350 00
If living within 200 miles and over 175,	purchases made from any of the following firms aggregate	400 00
If living within 225 miles and over 200,	purchases made from any of the following firms aggregate	450 00
If living within 250 miles and over 225,	purchases made from any of the following firms aggregate	500 00

Read Carefully the Names as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

Automobiles	Cement, Lime and Coal	Hardware	Safes
Adams & Hart	S. P. Bennett & Co. (Coal only)	Clark-Rutka-Weaver Co.	Tradesman Company
Richmond-Jarvis Co.	Century Fuel Co. (Coal only)	Foster, Stevens & Co.	Seeds and Poultry Supplies
Bakers	A. Himes	Jewelry	A. J. Brown Seed Co.
National Biscuit Co.	A. B. Knowlson	W. F. Wurzburg Co.	Shoes, Rubbers and Findings
Belting and Mill Supplies	S. A. Morman & Co.	Liquor Dealers and Brewers	Herold-Bertsch Shoe Co.
F. Ranville Co.	Wykes-Schroeder Co.	D. M. Amberg & Bro.	Hirth, Krause & Co.
Studley & Barclay	Cigar Manufacturers	Grand Rapids Brewing Co.	Geo. H. Reeder & Co.
Bicycles and Sporting Goods	G. J. Johnson Cigar Co.	Kortlander Co.	Rindge, Kalm'h, Logle & Co. Ltd
W. B. Jarvis Co., Ltd.	Geo. H. Seymour & Co.	Alexander Kennedy	Show Cases and Store Fixtures
Billiard and Pool Tables and Bar Fixtures	Crockery, House Furnishings	Music and Musical Instruments	Grand Rapids Fixture Co.
Brunswick-Balke-Collander Co.	H. Leonard & Sons.	Julius A. J. Friedrich	Tinners' and Roofers' Supplies
Books, Stationery and Paper	Drugs and Drug Sundries	Oils	Wm. Brummeler & Sons
Grand Rapids Stationery Co.	Hazeltine & Perkins Drug Co.	Republic Oil Co.	W. C. Hopson & Co.
Grand Rapids Paper Co.	Dry Goods	Standard Oil Co.	Undertakers' Supplies
M. B. W. Paper Co.	Grand Rapids Dry Goods Co.	Paints, Oils and Glass	Durfee Embalming Fluid Co.
Mills Paper Co.	P. Steketee & Sons.	G. R. Glass & Bending Co.	Powers & Walker Casket Co.
Confectioners	Electrical Supplies	Harvey & Seymour Co.	Wagon Makers
A. E. Brooks & Co.	Grand Rapids Electric Co.	Heystek & Canfield Co.	Belknap Wagon Co.
Putnam Factory, Nat'l Candy Co	M. B. Wheeler Co.	Wm. Reid	Harrison Wagon Co.
Clothing and Knit Goods	Flavoring Extracts and Perfumes	Pipe, Pumps, Heating and Mill Supplies	Wall Finish
Clapp Clothing Co.	Jennings Manufacturing Co.	Grand Rapids Supply Co.	Alabastine Co.
Wm. Connor Co.	Grain, Flour and Feed	Saddlery Hardware	Anti-Kalsomine Co.
Ideal Clothing Co.	Valley City Milling Co.	Brown & Sehler Co.	Wall Paper
Clothing, Woolens and Trimmings.	Volgt Milling Co.	Sherwood Hall Co., Ltd.	Harvey & Seymour Co.
Grand Rapids Clothing Co.	Grocers	Plumbing and Heating Supplies	Heystek & Canfield Co.
Commission—Fruits, Butter, Eggs Etc.	Clark-Jewell-Wells Co.	Ferguson Supply Co., Ltd.	Ready Roofing and Roofing Material
C. D. Crittenden	Judson Grocer Co.	H. M. Reynolds Roofing Co.	
J. G. Doan & Co.	Lemon & Wheeler Co.		
Gardella Bros.	Musselman Grocer Co.		
E. E. Hewitt	Worden Grocer Co.		
Vinkemulder Co.			

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.

OBJECTS OF ORGANIZATION.

Some Things the Retail Grocers Expect To Accomplish by Means of United Action.*

It is not very often that I have the extreme pleasure of talking to what we term our superiors—and yet I can hardly say that; for while your interests are so much larger than ours, yet our interests are just as vital to us as yours. I realize the fact—and you must realize the fact, too—that your interests and ours are so closely allied as to be almost inseparable.

There is nothing as dear and near to us at the present time as the passage of a pure food law in the next session of the Congress of United States. We are using every effort, we are taking it up in every state convention, we are doing everything in our power, bringing all the forces we can to bear on the passage of that law; and yet, I do not know why it is that there should be some opposition to the passage of that law, even by the wholesale grocers of the United States.

I was in Minnesota only a couple of days ago and the merchants of Minneapolis told me that several of the merchants there were arrested without any warning, because there was something on their shelves that seemed to be not up to standard according to the opinion of the Deputy Food Commissioner and fined \$25, \$50 and \$100.

Now I do not want to take up your valuable time because I know it is valuable; but I know that your interest is centered in this matter just as much as our interests are, and I want you to know, too, that we are just as earnest for the passage of that law as you are. Even though the parties who sold those goods to the retailer should pay the fines, it does not remove the stigma of arrest and fine from the man who has been thus treated.

I went to see the Food Commissioner in the Capitol at St. Paul and, while I did not see him, I saw his Deputy, and he said this to me: "Our appropriation is only \$35,000, and it takes \$40,000 or \$45,000, or even more, to pay the running expenses of this department. Now, we have got to have some money from somewhere, and if we should give each man a chance, tell him that a certain article, for instance, is bad, and give him a chance to take it off his shelves, we would have to go twice, and we cannot do it with the money we have, so we go in and arrest the man at once and make it strong to him that he must not do it." I said to him, "So then because you cannot get the money out of the State to run your institution during the year, you levy for the deficit upon the retail grocer?" Now, that is a miserable condition, and if I had followed my first impulse, I would have taken the fellow by the ear and rapped his head against a stone wall.

There are many other important things that are coming up. We are trying to extend our organization, for a great many reasons. One reason is this: By organization we claim we make better merchants. In organization we bring together our men. By touching elbows and exchanging ideas we make better men, we can do better business, we drive away the price cutter; and the consequence is, it makes a better lot of men for you to do business with. Do not understand for a moment that I am looking after your interest, because I am not. I am looking after the interest of the retail grocer, and when I look after the interest of the retail grocer and place him on a higher and better plane, and make him a better man to do business with, I am making him a safer man for you to do business with, too. I believe that you recognize that.

Now, those are the things we are doing. I believe in bringing the retail grocer just as close to the jobber as we can, and I try to cultivate the greatest friendship between the jobber and retailer that can exist. Those are the lines that we work on—that is, to bring the jobber and grocer into the closest relationship, so that we can do the best and safest business and with the most profit to ourselves. It takes a great deal of money; we put up considerable; the manufacturers have given us some; but at the same time, when we are doing that, we do not object to assistance, providing it is given for the express purpose of advancing organization. I personally object to any assistance that will come in the way of advertisement from anybody. That is just the stand that I take and we are trying to bring ourselves up to the standard where we can push our organization just as far as possible. We think to-day that we control or influence at least 90,000 grocers in the United States through our organization. We believe that it is to your interest to see that we are organized. If you can help any local organization in your way along the lines that I have suggested, I think it is to your interest to do it. We are doing all we can.

I want to say to you gentlemen that I am not out for salary, but I am out for principle. Mr. Van Hoose said he had been away about two years out of five. I can almost safely say that I have been away almost four months out of five. I have been home just one day since a week ago last Tuesday—and all for the good of the organization. I believe, gentlemen, that the day is coming when we shall be better organized than ever before, and we will be able to accomplish better results. The better we are organized and the better results achieved, the better profits we can make, and the closer the retailers can come together, the better it is for all interests, whether those of the manufacturer, jobber, retailer or consumer.

I do not know that I ought to take up your time. I am very glad to have listened to you for even a short time. As I said before, those are the lines

*Address by John A. Green, of Cleveland, before the National Wholesale Grocers' Association

We Make Goods to Suit the Trade.

And, Judging by the Trade we are Getting, the Goods Suit.

Try a 60 pound basket of our

Special Mixed Candy

Best on the market for the price—7½ cents.

STRAUB BROS. & AMIOTTE

Traverse City, Mich.

Will Soon Move Into Our New Factory

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.

We Still Set the Pace

On all kinds of hand made candies.

OUR

HAND MADE CREAMS

are conceded by all dealers to be the best sellers they have in stock. They are made of the best material obtainable. Our travelers will call and show you their line if you say so.

HANSELMAN CANDY CO.

Kalamazoo, 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

that we work on. We want to extend our organization along the very best lines that will bring our business up to the highest possible commercial and moral standard; so that we shall all of us make from our business the very best legitimate profit that we can, making it easier for you to collect your bills and making it better for us to do business.

I cannot go away without just one word on the premium question. I do not believe there is anything in the business to-day so demoralizing as the premium question. I received a letter only a few days ago, and I believe it is of the utmost importance to you that I should state it at this time, saying that unless the grocer stops being the medium of distributing furniture from the manufacturer to the consumer, through the medium of exchanging these coupons in several packages that go out from one place to another, the retail furniture association must take some steps to protect themselves, and I said to a man by the name of J. Newton Nind, Secretary of the Furniture Manufacturers' Association of the United States, "Mr. Nind, we are doing everything we can to eradicate the evil." And he said, "There is nothing left for us to do, unless this evil is checked, except to retaliate by giving groceries with furniture!" This is a serious problem. It does not matter to me personally or to you personally, but from a business standpoint it matters to us all. And I want you to take some stand or adopt some means whereby we shall be able at least to eradicate, to a certain extent, if not altogether, this premium evil. We do not want it.

And there is another thing: As retailers, we do not want you to cut prices; we do not want you to go to this store and say I will sell you 10 cents a box less than to another man. It is demoralizing the trade worse than the premium business ever did. (Great applause.)

Gentlemen, let us do business from a business standpoint; let us do business from a conscientious standpoint. As I told one of you this morning, it seems to me that you have no more confidence in one another than we have. (Great laughter and applause.) But we are getting to the place where we have confidence. I live in a certain section of the city of Cleveland known as the South End. There are 60,000 or 70,000 people in the South End. And every Wednesday at 12 every store in the South End is closed for half a day. There is not a price cutter in the whole End. Everybody opens his store at 6:30 a. m. and closes at 6:30 in the evening; and there are not two stores in the whole district open on Sunday. That is organization. That is the highest point of morality in this line.

And what is going to bring about similar results elsewhere? Organization. You make one man a price 10 cents less than you do another man and the consequence is, as I say, price cutting. Somewhere the other day I saw advertised three pounds of starch for a dime. That grocer might as well be selling his starch for 5 cents a pound, and pay you his bill when it becomes due. (Applause.) It is through our organization that we hope to eradicate these evils. We have a fine organization in the Northeast. There is not a jobber in Cleveland who is not welcome in the retail association, and there is not a retailer but what can take the hand of every jobber in the city of Cleveland and say, you are my friend. And with that, gentlemen, we do not want extended credit. No, sir. The very worst thing that can happen to the retail grocer is extended credit. Of course, there are times of adversity when it is a necessity, but when it is not a necessity you ought not to extend credit. We want good, fair business methods, and the closest figure that you can give us. We want a fair profit on everything; and above all we want to look you in the face and say we don't owe you a dollar. As I say, we want goods at the lowest possible figure, so that we can both live, and everybody be happy. Now, gentlemen, I thank you from the bottom of my heart.

A Very Sick Boy.

Mark Twain on his last visit to his birthplace—Hannibal, Mo.—told to the school children a true story about a schoolboy.

"This boy," he said, "awoke one morning very ill. His groans alarmed the household. The doctor was sent for and came post haste.

"Well," said the doctor as he entered the sickroom, 'what is the trouble?'

"A pain in my side," said the boy.

"Any pain in the head?'

"Yes, sir."

"Is the right hand stiff?'

"A little."

"How about the right foot?'

"That's stiff, too."

"The doctor winked at the boy's mother.

"Well," he said, 'you're pretty sick. But you'll be able to go to school on Monday. Let me see, to-day is Saturday and—'

"Is to-day Saturday?" said the boy

in a vexed tone. 'I thought it was Friday.'

"Half an hour later the boy declared himself healed and got up. Then they packed him off to school, for it was Friday, after all."

Incendiary Friction.

An insurance adjuster was sent to Kalamazoo to adjust a loss on a building that had been burned.

"How did the fire start?" asked a friend who met him on his homeward trip.

"I couldn't say certainly, and nobody seemed able to tell," said the adjuster, "but it struck me that it was the result of friction."

"What do you mean by that?" asked his friend.

"Well," said the insurance man, "friction sometimes comes from rubbing a \$10,000 policy on a \$5,000 house."

You can not measure the holiness of others by your own habits.

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.



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.



Ignorance of Business the Clerk's Greatest Fault.

It has been said that the greatest fault of the clerk is lack of consideration. From the viewpoint of the customer this may be a just criticism, though years of experience as a professional shopper have not shown that clerks are so different from other human beings in matters of politeness, consideration, attention and kindred traits. Gather a thousand people of any class together and you will find about nine hundred who have little consideration for other people under any circumstances. Placing the thousand people behind the counter of a great department store cannot change these figures. Often it is the fault of the customer if she receives rude treatment at the hands of a clerk, for even customers are trying sometimes.

There is another side to this question of the deficiencies of clerks which is important from the employer's standpoint at least, and one which even he fails to realize in many cases.

The average clerk knows little about the goods he sells over the counter. It is this lack of knowledge of the goods he handles and the stock carried in the department which most frequently allows trade to slip through his fingers.

The sale of a bit of merchandise seems on its face a simple thing. It is summed up in a request from the customer, the filling out of a check by the clerk, wrapping and delivery of the parcel. Instead, however, of this being a complete transaction in itself it is really the consummation of a transaction which has been pending for months and for which much time and many dollars have been spent.

These are days of large business and keen competition. The first thing which has to be considered is the buying of the stock of merchandise, and this means heavy expense, not only on account of the money invested but because competent buyers are scarce and demand good salaries. The goods must be well bought.

There is an old saying that "goods well bought are half sold." Twenty-five years ago this was true beyond a doubt. To-day every merchant exploits his goods by advertising. In addition to being well bought, they must be well advertised. No matter how well advertised they may be, they must be displayed in a manner suited to the advertisement. Each one of these branches requires competent, high salaried men to direct and carry out the work.

We will assume that each has done his work thoroughly up to this point—the merchandise has been carefully chosen, bought at a figure to insure good profit to the merchant and reasonable price to the customer; it has been advertised in a strong, interest holding style, and displayed in a manner to support the advertisement. At

this critical point the clerk steps in and meets the customer to finish the transaction. If he is competent, knows his business, and, above all, knows his stock, everything will work out as planned, but let an incompetent clerk come in at this moment and he can destroy every possibility of a sale that has been worked up by weeks of preparation. In five minutes he can do more harm to his employer's interests than can be remedied in as many years. And, according to one of the largest employers in this city, it is more often ignorance of the goods he handles than any other thing that spoils the trade at this point.

First of all he does not know his stock thoroughly. There is usually one person in a department who knows the stock, and the rest have to ask him if he is there, and, if not, let it go. If a customer asks for something not in plain sight she is told that "we never have much call for that and so we don't keep it." The customer goes where they do keep it.

Less than a week ago I went into a department store to get a certain kind of a cereal cooker which has given satisfaction in our household for several years. Three clerks told me that they had nothing in stock by the name I mentioned and nothing even answering the description I gave. The head of the department was called, and he said they had nothing by that name, and did not know where it could be obtained.

On a chair was a girl dusting the tinware on a high shelf. She had caught snatches of our conversation and got down to hear more. Turning to the young woman who was waiting upon me she said, "Isn't that what she wants over there on that shelf under the counter?" It was exactly what I wanted, and she was the only one who even knew they had it, although the name was stamped plainly on the top. I lost half an hour's time, no end of patience, and almost left the store in disgust—the girl who knew the stock saved the customer.

Incidents of this character could be given without number, but every one has had similar experiences and can draw from his own memory.

The clerk who wants to succeed—who wants to make himself conspicuously indispensable to his department—and who is ambitious to become a buyer—should train himself to know by sight and touch each grade of goods he handles. He should look everywhere for information in regard to his line, not only in the advertising columns of his and other firms, but also in whatever printed matter comes to hand. Almost every manufacturer does more or less advertising nowadays, giving much information as to methods in manufacture, reasons why his product is superior, and suggestions for its use. As to the superiority of the article it is well to form an opinion independent of all statements made therein, but as to information along other lines much can be gained in this way. It makes no difference where the information is obtained if it be accurate.

It is a point worthy of note that

while only high class men are employed to take all preliminary steps leading up to the sale of merchandise, when it comes to the actual transaction over the counter it is most often turned over to those who are not even fairly well informed in regard to the goods they have in hand.

Employers are helpless to a great extent in this regard. Some try to hold to certain standards, but most of them are obliged to take such help as is offered.

G. L. Martin.

What Class of Prescriptions Are Physicians Writing?*

A paper read last year at the Ohio Pharmaceutical Association by Mr. Kaemar, pertaining to the classes of medicine ordered by physicians, as disclosed by 500 consecutive prescriptions from his files, came to my notice late in the year and, incidentally turning to my own files and looking over 100, I found such a variation from his report that it occurred to me to get reports from various parts of the State for presentation here, but having only a limited time at my disposal and that more than taken up by consideration of our new pharmacy law, action was deferred until three weeks ago, when, owing to the nearness of the State meeting, I could not carry out the idea on the lines originally conceived, but endeavored to get partial reports from a limited number, most of whom responded very promptly.

The pharmacist was asked to separate the last 500 prescriptions on his files into five classes, as follows:

Class 1—Prescriptions consisting mainly of a proprietary medicine.

Class 2—Prescriptions calling for ready-made pills or tablets.

Class 3—Prescriptions calling for a single pharmaceutical.

Class 4—Prescriptions calling for two or more pharmaceuticals, but requiring no greater skill than simple weighing or measuring.

Class 5—Prescriptions other than the above and calling for a greater or less degree of skill in compounding.

Here are the results in percentages:

	I	II	III	IV	V
No. 1 Gd. Rapids,	15.	14.4	17.6	35.4	17.6
No. 2 Cadillac,	22.8	6.8	26.4	42.6	1.4
No. 3 Unionville	12.	4.	7.	36.	41.
No. 4 Detroit	10.	10.2	14.2	14.6	51.
No. 5 Owosso	21.	14.	21.	33.	11.
No. 6 Ann Arbor	9.	6.	36.	44.	5.
No. 7 Detroit	26.4	4.8	10.8	33.6	24.2
No. 8 "	21.6	6.	12.4	12.6	46.4
No. 9 "	22.6	7.	28.8	27.	14.6
No. 10 "	19.8	10.4	9.6	34.	26.2
No. 11 "	3.8	10.4	14.2	17.2	54.4
No. 12 Ste. Claire	11.	14.	14.	50.	11.
No. 13 Detroit	22.	8.6	20.2	27.8	21.4
No. 14 "	24.2	8.8	9.2	35.8	22.
No. 15 Marquette	36.	11.	20.	30.	3.
Average Outside					
Detroit & G. R.	13.2	9.3	20.7	39.3	12.1
Average Detroit &					
Grand Rapids	18.4	9.	15.2	26.4	30.9
Total Average	16.3	9.1	17.4	31.6	23.2
Col'mb's (Kaemar)	25.	8.	15.	32.	20.

No. 11 said articles like Thymoseptine, Glycothymoline, Borolyptol and Haemotonic, estimated at 10 per cent., he did not include in Class 1. If included in Class 1 it would make 13.8 per cent. and deduct from Class 3 and 4.

No. 4 included those items in Class 1; without them the percentage was 5.6 per cent.

No. 10 included prescriptions of

*Paper read at the annual meeting of the Michigan State Pharmaceutical Association by Wm. A. Hall, of Detroit.

Hydrochloric acid with Elix Lactopeptine in Class 1.

No. 12 said a large proportion (50 per cent.) of his prescriptions are from one physician.

No. 11 includes in Class 5 capsules, powders, collyria, suppositories, etc., also all mixtures containing poisonous drugs.

No. 1 includes in Class 4 all simple ointments and powders, as well as liquid—nothing, however, except what an inexperienced person could handle with slight instructions.

In 1895 an investigation conducted by Prof. Patch for the American Pharmaceutical Association and covering 31,000 prescriptions showed of proprietaries:

Chicago	14.9	per cent.
San Francisco	13.00	per cent.
Philadelphia	4.78	per cent.
St. Louis	14.00	per cent.
St. Louis	11.8	per cent.
Boston	12.5	per cent.
Washington	5.25	per cent.

Total average 11.25 per cent.

Hilton (Washington) of 2,000 prescriptions classified, 742 mixtures, 124 pills, 15 plasters, 376 powders, 50 ointments, 17 suppositories, 304 capsules, 27 tab. trit., 19 comp. tablets and 105 proprietary.

No. 4, Detroit (Hall), also examined 100 prescriptions in October, 1904, and 100 prescriptions in January, 1905.

Comparisons	I	II	III	IV	V
Oct. 1904					
(100 Pres'ns)	6%	8%	15%	17%	54%
Jan. 1905					
(100 Pres'ns)	6	6	17	24	47
July 1905					
(500 Pres'ns)	10	10.2	14.2	14.6	51

He put into Class 5 prescriptions calling for single pharmaceuticals, but requiring technical skill in division, such as Ung Hydrarg, divided in portions dispensed in oiled paper and division into capsules or powders of others.

No. 11 further divided Class 5, expressed in percentages, as follows:

Suppositories	00.0	per cent.
Pills	00.8	per cent.
Powders	5.2	per cent.
Collyria	10.6	per cent.
Emulsions	00.0	per cent.
Cap. and Knoseals	9.8	per cent.
Mixtures	22.8	per cent.
Ointments	5.6	per cent.
Infusions	00.0	per cent.
Plasters	00.6	per cent.

Total 55.4 per cent.

The percentages of proprietaries seems to be more than the 1895 analysis by 4 per cent. Detroit and Grand Rapids combined have a little larger percentage than the smaller places, owing, probably, to the physicians being visited oftener by representatives of proprietary or pharmaceutical houses. The increased percentage of Class 5 in the city is what might be expected, as more specialists are in the larger places and a much greater variety of prescriptions from other cities are met with.

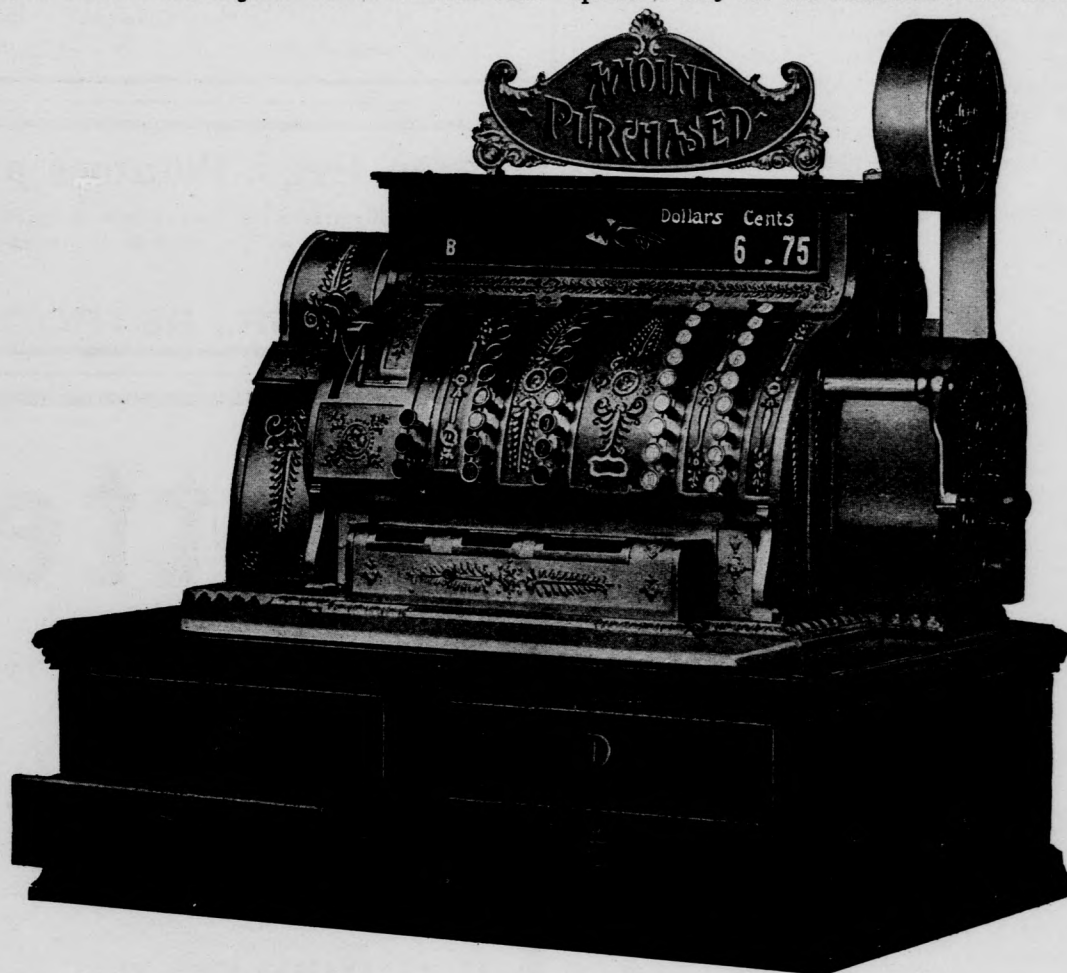
A further investigation along these lines another year, with more time, a broader field, limitations more exactly defined and, if possible, a tabulation of the articles prescribed and frequency, will add a good deal to this interesting subject.

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



Suggestions from an Apple Grower and Shipper.*

In view of the fact that apple growing has been almost a failure in the Southwest, particularly in what is known as the Ozark region, during the past few years, and that, consequently, no money has been made, it may seem a little out of order for an apple grower who hails from that section to attempt to offer suggestions to the apple shippers.

But it is always so. Men who do not succeed in making money themselves are ever ready to offer suggestions and advice to others how to do it. And this inherent weakness in human nature is my apology for taking up your valuable time a few minutes, at the request of your genial secretary.

But before I proceed I will say that if any of you apple shippers have any advice or suggestions to offer to the apple growers in my part of the country how to prevent the crazy notions of the weather and grow paying crops of apples, I will be glad to hear from you now or any time hereafter.

I assure you, Mr. President, it is no fault of ours that we have failed to produce paying crops. We have cultivated and mulched our orchards, pruned and sprayed our trees, and our conduct in other respects as patriotic and law-abiding citizens has been above reproach.

Yea, we have done all this, and in old Missouri even went so far as to elect a Democratic governor in a Republican state, who forbids horse racing on week days and keeps the saloons closed on Sundays. And in spite of all this, large apple crops fail to materialize.

Some of you apple shippers, who have gone to New York State and other favored points during the past two or three years to buy your supply of apples, and there beheld the trees in the orchards loaded down with fine fruit, will tell me that the Southwest isn't the right section for growing apples. Perhaps that would be true if the climatic conditions in this section of the past few years were to continue.

But we can only judge the future by the past. Apple crops, like history, repeat themselves; and what has been will be again. Old settlers in Missouri and Arkansas, who have grown gray in the civilizing cause of fruit growing, have often told me that prior to 1899 there had not been a complete failure of the apple crop in the Ozarks for fifty years.

I myself have bought apples in Missouri and Arkansas for many years and better fruit for more of it per acre I never saw in my life.

It was this knowledge of large regular crops of fine apples that induced

*Paper read at the annual convention of the International Apple Shippers' Association by Louis Erb, of Memphis, Tenn.

me to embark in the business on the Ozarks.

I saw visions of wealth, comfort and happiness in the enterprise. Well, I have reaped some comfort, considerable happiness, and I have no doubt the wealth will come in the sweet by-and-bye.

Some scientists to whom I have spoken claim that the planets are largely responsible for the unusual climatic conditions that have prevailed during the last few years and which caused the several failures of the apple crop in the Ozarks. In their travel through the universe they are supposed to have run against each other in a way to cause much trouble and confusion. Venus, the goddess of love and beauty; Jupiter, the son of Saturn; Mars, the god of war, the sun and the moon are all held responsible.

Now whether any one or all of these and other planets had anything to do with the failures of the apple crop on the Ozarks, I am not prepared to say. One doubting Thomas to whom I mentioned the matter intimated that the devil had a hand in it. And he may be correct. But at the same time it is hard to comprehend why the "old boy" should interest himself in the apple growers when there are so many apple shippers and commission merchants abroad. It is my opinion that if it is the fault of any particular one of the heavenly bodies, it must have been the moon, as nothing but a lunatic could have brought about such perverse conditions.

The moon is capable of playing all sorts of tricks on the affairs of this world. Even so great an observer as Lord Bacon recorded in his time that eggs laid in full of the moon breed better birds and that you can make swallows white by putting ointment on the eggs before they are hatched. Lord Bacon failed to say, however, whether to apply the ointment during the light or the dark of the moon.

And even to this good day no successful farmer of the Ozarks will think of planting potatoes and corn, nor of cutting sassafras sprouts, except in the dark of the moon.

On the other hand, some of the good wives of these farmers seriously object to having the hair of their boys cut in the dark of the moon, but claim that the first Friday in the light of the moon is the proper time.

One old fellow, a native of the enlightened state of Ohio, but now a Missourian with the wool on, told me about the middle of last April when my trees were getting into good blossom that I would be sure to have a big crop of apples this year, because fruit was never killed in blossom during the light of the moon. When, two days later, a cold blast from the hoary North killing 50 to 75 per cent. of the blossoms, I asked him how now about the moon, he replied: "Oh, well, the moon is changeable, and you must make some allowances for that."

But no matter what the scientists may say, no matter what the planets may do, or the vagaries of the moon may be, as sure as Phoenix arose from the ashes and bleeding Kansas freed herself from the thralldom of mort-

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

Why Not Handle

Butterine and Process Butter?

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

3 North Ionia St.

Both Phones 1300

GRAND RAPIDS, MICH.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Butter

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

E. F. DUDLEY, Owosso, Mich.

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.

Send Us Your Orders For Clover and Timothy Seeds

Will have prompt attention.

PEACHES—Can now fill orders for choice peaches and plums. Car lots or less. Choice canning fruit will be in market next week. Send us your daily orders.

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 12-7

gages, old Missouri will come to her own again. She will again raise bounteous crops of apples, which will tempt every apple shipper in the country to pay us a visit.

And, my friends, when you buy Missouri apples, and especially Missouri Ben Davis, like you saw in St. Louis last summer in those glass jars, you will cease to lose money on the apple deal.

But as every cloud has a silver lining, so our misfortunes have brought us in sympathy with the apple shippers, who, in a financial way, have fared no better than the Western apple growers.

As the misfortunes of the apple shippers, however, as a rule, are not the result of climatic conditions, but rather of their own acts, it has occurred to me that they can be prevented. I assume that the International Apple Shippers' Association was organized mainly for the purpose of the mutual protection of the interests of its members. If so, why don't you co-operate in some way to prevent losses on the apple deal? Many years' experience, both as an apple buyer and an apple grower, have convinced me that the surest way to avoid losses on the apple deal is by proper distribution; that is for each dealer in the different markets to buy no more apples than his trade demands.

Whenever an apple dealer buys what he can reasonably dispose of to his customers there is little danger of losses. But when he buys double or three times the quantity his trade justifies him in doing and allows himself to become deeply obligated to banks and cold storage companies, he takes chances, like any other speculator, with the disadvantage that apples are perishable and that therefore he can't sell "futures" against his purchases to protect himself like the dealer in grain or cotton.

On an advancing market, which is the exception in these times of large production, it is an easy matter to make sales and take up outstanding notes, but on a stationary or declining market, a surplus supply of apples in warehouses and maturing notes in banks are like undigested dough on a man's stomach. It gives him moral dyspepsia. It creates a tired, bilious feeling all over and he can't think and act with clearness; his judgment becomes warped, and he will either sell too soon or hold too long—wind up with a balance on the wrong side of his books.

It is a well known fact that more men go broke from overtrading than undertrading. In no business is conservatism more important than in the apple business. Plunging may sometimes win, but as a rule it results in

loss to those who attempt it and in injury to the general trade.

No man can make money on apples in a market where some other fellow is unloading a surplus at a loss.

Many years ago, when apples used to come down to Memphis in flat boats, I sometimes bought the whole load of several thousand bushels to keep the other fellows from getting any, but the other fellows got apples all the same, and in that way our market became overstocked, so that none of us made much, if any, profit. When, after several of these experiences, I found that cornering the market on apples didn't work, I let the other fellows in on the deal. Each man got out of the boat what his trade wanted, and the result was much more satisfactory. I had less invested, took less risk and made more money. In the fruit business, more than in any other, it is a wise maxim not to begrudge your competitor the same degree of success that you like for yourself, especially if from his prosperity no injury results to you. In other words, the best policy in the fruit business, or, in fact, any other business, is "Do unto others as you would have them do unto you." It will make life pleasanter for you here and if there is a heaven where apple shippers go you will stand a better chance of going there.

Viewing this matter of proper distribution from the standpoint of an apple grower, I contend that in the long run it is better for the producers if the apple dealers make money than if they lose. The interests of the apple dealers and the apple growers are largely mutual in their character and if the business of the one is unprofitable for any length of time it is necessarily detrimental to the other.

The apple growers need the apple dealers or apple shippers, as they are called here, and the more prosperous the latter are the better it is for the former.

By nature and instinct the average apple shipper is broad gauged, altruistic and liberal; he has nothing of the skinflint about him; and when he makes money he is generous and wants to divide it with somebody. Next to his family, the apple grower is his best friend and will therefore come in for a share of it. I say this not in jest, for it is a fact that whenever apple dealers make good profits they are inclined to pay good prices. The good Lord made them that way and they can't help it. Hence I make the assertion that if the International Apple Shippers' Association, by co-operation and by a policy of live and let live between its members, will bring about a more equal or proper distribution of the apple crop among

its several members, so that they will all make profits instead of losses, every right kind of apple grower in the country will say amen to it.

It is a well known maxim that the best customers a man can have in any line of business are those who make money on their purchases, not those who lose. Every sensible and fair-minded apple grower realizes this and would prefer to hear the apple shippers talk about the profits they made, instead of listening to tales of woe concerning their losses.

As I have stated on a former occasion, there is no overproduction of apples in the United States and probably never will be, no matter what some croakers may say to the contrary.

It is my opinion, and the opinion of observing men generally, that with the proper distribution, which can largely be brought about by such organizations as this, the business of the grower and the dealer can and should be one of profit and not of losses. With the increase of population in this country and the constantly growing demand for American apples in foreign countries, I predict a great future for the apple shippers and the apple growers.

All that is required to meet modern conditions in this progressive age is organization and co-operation. As an illustration of what organization and co-operation will do in the fruit business, I deem it proper to mention that the strawberry growers of Missouri and Arkansas, by reason of operating through the Ozark Fruit Growers' Association, during the past season got about 25 per cent. more for their crop than they did last year, and crop and weather conditions were about the same. And this was all due to proper distribution. No markets nor any particular houses in the several markets were at any time overstocked, as was formerly the case.

By this arrangement the commission men and dealers fared better than usual and financial results to them were more satisfactory.

What organization has done in securing railroad and refrigerating regulations is too well known to require reiteration. But, I repeat, the most important thing to accomplish by organizations, be they composed of dealers or growers, is a more even disposition of the apple and all other fruit crops to insure more profitable results to the parties interested.

If this object will be accomplished, as far as it is possible, through the International Apple Shippers' Association, its existence will be a great benefit and a lasting blessing not only to the men engaged in the fruit business but to all who follow the noble calling of horticulture.

We want competent
Apple and Potato Buyers
to correspond with us.
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

Gasoline Mantles
Our high pressure Arc Mantle for lighting systems is the best that money can buy. Send us an order for sample dozen.
NOEL & BACON
345 S. Division St. Grand Rapids, Mich.

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

Poultry Poultry Poultry Poultry
Batterson & Co. Poultry
Poultry Buffalo Poultry
No Better Market. Write or Wire Us.

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

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

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

Established 1883
WYKES-SCHROEDER CO. FEEDS Write for Prices and Samples
GRAND RAPIDS, MICH.
Fine Feed Corn Meal Cracked Corn STREET CAR FEED Mill Feeds Oil Meal Sugar Beet Feed
MOLASSES FEED GLUTEN MEAL COTTON SEED MEAL KILN DRIED MALT
LOCAL SHIPMENTS STRAIGHT CARS MIXED CARS



The Man in Power in the Shoe Store.

During the Spanish-American war we heard much about the man behind the gun, in explanation of the uniform success of our land and naval forces, the inference being, of course, that he was an intelligent thinker instead of a mere machine. The Frenchman calls it the "character of initiative," or ready adaptation to circumstances, and the ability to grapple with difficulties successfully. And this, it seems to me, affords a central idea.

In another article I have dealt, in a general way, with the relations of the salesman to the public and his responsibilities in the several departments of shoe retailing. It is my purpose here to speak of another functionary—one whose influence upon the character of business is possibly even more far-reaching than that of the individual salesman. I mean the man who directs affairs in the shoe store, superintends the clerks, and in a hundred and one ways controls the machinery of the business.

One of the rarest powers in the catalogue of practical human endowments is that of initiative, so insistently dilated upon by Elbert Hubbard, of "The Philistine." In fact, it is the key that unlocks the door of every executive position.

Whether in an exclusive shoe store, or in the shoe department of a big metropolitan house, the initiative man is a producer of results. Possessing the qualifications of a natural leader, he is necessarily distinguished from his fellows. And here I can not resist quoting from Charles Wagner's "Simple Life."

"I see no means of preventing the existence in the world of men of unequal authority. Every organism supposes a hierarchy of powers—we shall never escape from that law. But I fear that if the love of power is so widespread, the spirit of power is almost impossible to find. From wrong understanding and misuse of it, those who keep even a fraction of authority almost everywhere succeed in compromising it.

"Power exercises a great influence over him who holds it. A head must be very well balanced not to be disturbed by it. In every man there sleeps a tyrant, awaiting only a favorable occasion for waking. Now the tyrant is the worst enemy of authority, because he furnishes us its intolerable caricature, whence come a multitude of social complications, collisions and hatreds. Every man who says to those dependent on him: 'Do this because it is my will and pleasure,' does ill.

"One must have lived in schools, in workshops, in the army, in Government offices, he must have closely followed the relations between masters and servants, have observed

a little everywhere where the supremacy of man exercises itself over man, to form any idea of the injury done by those who use power arrogantly.

"We forget that the first duty of him who exercises power is humility. Haughtiness is not authority. It is not we who are the law; the law is over our heads. We only interpret it, but to make it valid in the eyes of others we must first be subject to it ourselves. To command and to obey in the society of men, are, after all, but the two forms of the same virtue—voluntary servitude. If you are not obeyed it is generally because you have not yourself obeyed first.

"In all the provinces of human activity," he adds, "there are chiefs who inspire, strengthen, magnetize their soldiers; under their direction the troops do prodigies. With them one feels himself capable of any effort, ready to go through fire, as the saying has it; and if he goes, it is with enthusiasm."

If space permitted I should like to go farther with Mr. Wagner, but suffice it if we catch the spirit of his teachings and infuse it into our daily dealings with the men under our supervision.

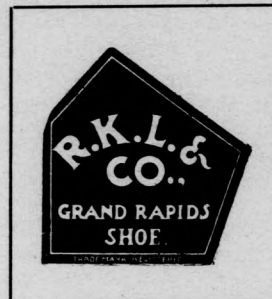
To get down to our subject, the successful manager of a force of salespeople, stock boys, etc., must be argus-eyed; nothing should escape his notice—not even the smallest detail. And yet he must be broad enough to overlook certain things. A chalk line in the shoe store is impossible; the spirit and not the letter is the ideal policy.

Any violation of good taste, or of good manners, on the part of a shoe force, invariably reflects on the management. For people say, "Why are those persons not better trained for their duties?" And the common proprieties are grossly ignored in some shoe stores. The writer was once criticised by a customer who chanced to see a clerk across the room manicuring his finger nails. Another time, a young lady was noticed to tilt the mirror in the aisle for the purpose of arranging her hair, and eyes of a nearby customer instinctively turned on me. I was expected to make reproof. Particular people like to trade with a firm where strict propriety reigns. And it is, therefore, the first duty of those in authority to see to it that everything is well ordered and thoroughly disciplined. Good sense forbids undue familiarity with customers; many persons resent the freedom of employees, such as boisterous actions, loud talking and jesting.

A man in power in a shoe store should endeavor to make everything bow to trade, zealously and jealously guarding any infringement on the rights of all visitors.—Shoe Retailer.

The secret of happiness consists of looking away from our own troubles at those of our neighbors, and learning by the comparison how much we have to be thankful for.—Beecher.

RELIABLE



To hold trade you must gain the confidence of your patrons.

The only way you can do this in the shoe business is to sell goods that are absolutely reliable.

You will find the shoes we make thoroughly dependable.

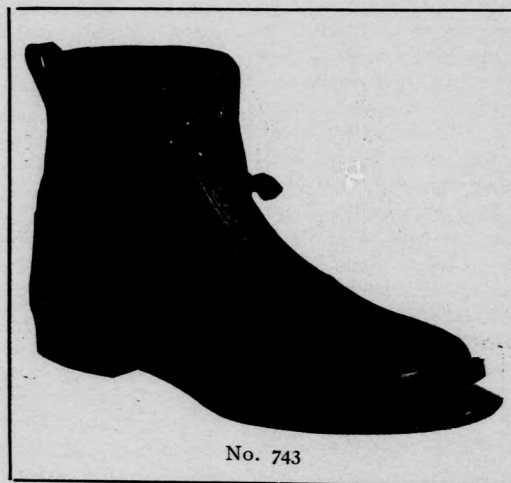
Our trademark on the sole always guarantees first-class workmanship as well as leather of the most durable kind.

We go everywhere for business.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Shoes of Merit



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.

Precautions That Repay the Trouble They Cause.

"She's the best shod girl in the place."

"When a man says that of a girl he is paying her one of his highest compliments, for there is nothing in women's dress that appeals to a man more than tasteful, suitable footwear," says a woman who thinks she understands men and whose reputation for popularity backs up her assertion.

"I have not much money to spend on my wardrobe, either," she says, "but I make my little allowance cover a good many pairs of shoes—many more than some women I know cover with their allowances, although they have five or six times as much to spend."

"When I travel about I take a regular shoe box trunk. It is a small trunk, but it is a big shoe box. Inside it is hung about with pockets and straps for slippers and shoes."

"In the shallow, compartmented tray I keep all the cloths, oils, blackings, cleaning ointments, brushes, etc., also a supply of extra buttons and laces. In fact, you will find in that tray or fastened to the inside of the trunk cover every possible thing that is needed to keep my shoes clean and in perfect repair."

"In my trunk I always carry two empty shoe boxes, such as shoes come in from the shop. With the boxes is some stout wrapping paper, also some strong twine. Why? Because it is one of my pet hobbies in the care of my shoes to send them back to the shop for repair the instant they show the need of it."

"But, why go to all the trouble of sending them back to the special maker?" is a question I am asked again and again. I do this because I think it is natural that a merchant should understand the repairing of his own wares better than any one else. He has just the right material on hand in his repairing department."

"This trotting off of shoes to 'the little man around the corner' for re-heeling, resoling or patching fills a lover of good shoeing with horror. Once in a blue moon some 'little man' may, of course, be an excellent repairer of fine shoes. As a rule, his kind only know how to deal with heavy, coarser footgear. Nothing can mar the beauty of a finely made shoe more effectively than a clumsily adjusted heel or sole."

"One reason why I have such a large supply of shoes is because I take such good care of them, letting wear make but little inroads upon my stock. You can not wear out shoes if you are as careful of them as I am. I get tired of my shoes and give them away, or I give them away because they are out of style. But I never have a pair of 'worn out' shoes to give or throw away."

"The very instant that I see a heel beginning to wear down at the side, that instant away go the shoes by express for repair. Foolish? Not at all. Quite apart from the bad looks of a heel worn down ever so little, to let the fault go unattended to is to run the risk of sending the whole shoe out of plumb."

"Shoe trees, shoe trees and again shoe trees—not a pair of slippers or shoes without the trees. They come so cheap now there is no excuse for not having them, and yet women will hesitate to spend the additional little sum they cost."

"I never take off shoes without slipping in the little trees. It has come to be second nature to me to do it. Oh, how it pays! Some women will put in trees only when shoes are wet with rain or snow. They should be put in after every wearing, for the shoe is always somewhat moist with perspiration. Anyway, the tree guards against the cracks and stiffness that come with dryness as they stand unused."

"I find out from shoe clerks exactly how to take care of each kind of leather. Each kind demands a different care. Some leathers should never stand without being oiled and wrapped up. There is a right way to clean and polish each kind of leather, and that way and that alone I follow. Any good clerk who understands his business will give the needed directions."

"Some women are so crazy over the boot tree fad—for it is a fad to them—that they stretch the shoe away from the sole, and pull it all out of shape. The tree is not intended to stretch the shoe—only to hold it smooth. It should be fitted in snugly, but without any strain,' one clerk told me as I was buying trees."

"In the center of my tray I have a footrest fastened so that I may black my own shoes if I have no one to do it for me. About the footrest I lay a dark piece of muslin. It protects the tray from being spattered with blacking. I know that most people prefer to have their shoes blacked for them, but I really prefer to black mine myself, unless an expert does the job, for I can get a much more satisfactory result."

"What is the result of my care? A collection of shoes which even my wealthy friends envy me."

"My very best shoes and slippers I am able to keep through an entire season in perfect freshness because I have so many other good looking shoes ready to save them any but the daintiest wear."

"I have the reputation of never having any old looking shoes—and I haven't, because I am just as particular about the repair and care of my older shoes as I am of my newer ones."

"I make such a fad of many pretty shoes that my family and friends become interested, and I often get presents of shoes. I get from three to four pairs every year this way. Present shoes are apt to be the finest kinds that come, you know."

"My shoe collection is a delight to me. And when I think of the countless compliments that I have received from men on the subject of my footwear I can not see for the life of me why more women are not fussy to a degree about theirs."

"It is almost instinctive for a man to be fussy about his shoes. It is the exceptional woman who has an

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.

A Good Many Men



want a shoe with stuff in it—something they can wade through mud with and tramp over frozen ground with.

Hard-Pan Shoes

for men are the shoes that meet the demand. Every season the demand for them increases the limit in value. Every pair sold means a friend made. Lots of orders are now in. Don't remember seeing yours yet.

Made in fifteen styles and for boys as well as men. It's a mistake if you don't order a case right now. Our name is on the strap of every pair.

The Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

instinctive interest in her shoes beyond a delight over new ones, which passes away when the first bloom vanishes from them. And this first bloom, as a rule, goes quickly just for the lack of proper care."—New York Sun.

The Bucking Bronco and a Round-up Dinner.

Written for the Tradesman.

Whoever has been entertained at the Wild West shows as presented by Buffalo Bill will not find Pioneer Day much of a novelty. There is the same bringing out of the vicious horse, the same violent bridling and saddling and the same inward conviction that after all it is something gotten up for the occasion—the cut and dried affair that we have come to expect—so that when breakfast was over and the men were getting ready for the round-up, I sauntered out into the yard in time to get sight of the genuine thing—all the more surprising and interesting from the very fact that it was a bit of ranch life not considered of sufficient importance to put down on the daily bill of fare.

Each man takes care of his own beast, as a matter of course, and at that particular moment, the Michigander's animal had made up his mind that he was going to have a day off. He didn't propose to submit to the restraints of civilization and as his rider approached, bridle in hand, he proceeded to lose himself among the "bunch" coralled in the yard. It was of no use. In spite of ears laying back, protruding head and protesting teeth, bridle and bit were soon in place and thus "cut out" the bronco was led to the stable door and the detested saddle in spite of the liveliest remonstrance was put on and firmly fastened into place. By this time the others were in the saddle and by this time, too, the laid-back ears proclaimed to the still unmounted rider that his "Italy was still beyond the Alps." There was now no time to waste and with lines and one hand on the saddle the rider found that mounting "was but the part of one stupendous whole." After one or two attempts it was time to hear something, but instead there was a flash from ground to saddle with the surprised bronco wondering how the man got there. Then the circus, the real home-made article, began. Teeth and heels, fore and aft, came violently into play; but a Centaur was no more a part of the animal than that rider as he sat and waited for the beast to "get over his foolishness." The first attempt was to kick up and throw the rider over his head. Vain. The action was suddenly reversed, the hind feet becoming the pedestal of the equestrian statue. No go. Instantly the four feet were grouped, the back became a Gothic arch, the whole sprang into the air and came down with a crash with the evident design of clearing the rider to the chaps or stunning him with the shock of a bad fall. Might as well have tried to jar a peak of the Rockies. Then followed in quick succession a series of

kicks and rears, of jumps and shies, of bites and shakes, and the rider at last, to help the thing along, took off his hat, a broad-brimmed felt with the conventional peak, and belabored that bronco about the head and ears till the beast, discouraged, stopped "his foolin'" and rode off on a gallop after the rest of the party.—"Is that a part of the daily programme?"—"It is if the bronco feels like it, and you never can tell when he does until he starts in."

A disease had broken out among the cattle and a general "round up" had been ordered for the purpose of "dipping" the stock. To hasten the work and lessen the expense a number of stock-raisers had combined, built a large tank and at the most convenient place had rounded-up the cattle. The tank was a long narrow structure, built of boards and sunk into the ground so as to make a steep descent at one end and a gradual slope upward for an exit. This tank was filled with the dipping fluid, a concoction of greenish yellow, and the process was forcing two abreast some six animals at once into the liquid. The plunge almost of necessity insured complete immersion and the length of the tank was sufficient guaranty that the dipping had been complete by the time the animal emerged dripping and discouraged at the large exit opening upon the plains. The passage was not always a success. A certain per cent., not large, failed to reach the other shore and the dead animals were hooked up so as not to impede the continual stream of cattle that was constantly passing through the tank.

I do not confess to any lively anticipations of enjoyment when dinner was announced. I certainly had not witnessed anything after my arrival at the tank that inclined towards food. The sight of thousands of cattle, grazing upon the plains, had given me an idea of number that I had never had before, but the dipping had come afterward and—I wasn't hungry. Then, too, I had wandered about the encampment, if it can be called that, had strolled around the kitchen on wheels—a wagon with a canvas top and containing the culinary requirements. I had to confess that everything was spic and span; but—I wasn't hungry and said so to my "pard" when he came to hunt me up. He looked and laughed and taking me by the arm remarked, "Come right along, old man. They know you've got an appetite like an ostrich and have killed an extra so's to have enough!" There was something assertive about the pressure on my arm and I went! I found the cowboys in groups, the served, the serving and the to be served.

The etiquette of dinner was simplicity itself. Each guest provided himself with a tin plate, a knife, fork, spoon and a tin cup from a collection near at hand. With these he approached the kitchen, where a generous piece of beef was given him with potatoes and baked beans and a square of hot white bread. His

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.



You Know

as well as we do that a reputation for good quality is the most valuable asset a business can have.

Do you know that

Walkabout Shoes

enjoy such a reputation in the highest degree?

Do you know that they are so good that they are popularly known as the "\$3 shoe with the \$5 look?" We want to make a proposition to one dealer in each town. Will you be that merchant?

MICHIGAN SHOE CO., Distributors
DETROIT, MICH.

tin cup was then filled with hot—mark that—coffee and he was expected to help himself to the sugar and the butter. My pard took care of my plate and it was heaping full when he gave it to me. Our immediate party consisted of three—Wyoming, Michigan and me—and finding a bit of tent-shade we took possession of it. The grass was our table and our chairs and we did not wait for grace. Then was the time I was ashamed of what I had thought about the dinner and I should now be ashamed of myself had I been an odd one. We all had a second helping of everything and the second plateful tasted better, if anything, than the first. The beef was tender as chicken and it was cooked by a cook who knew how and who did his best. The beans could not have been cooked better in a New England oven. The Parker House roll has nothing to brag of over that bread—I learned afterwards that it was baked in a kettle—and the coffee was so good that—the other two fellows of my party took each three cups! My pard relieved me of my empty plate and tin cup and grateful—I was too full for utterance—to my friends for one of the best dinners I ever disposed of, I leaned back against the shade-protecting tent and went to sleep.

The drive home, a distance of a dozen miles, perhaps, was relieved of its monotony by a visit to "Castle Rock," a huge pile of red sandstone, not at all uncommon in the shadow of the Rocky Mountains, although in this instance the mountain shadow must be a long one to reach it. At some time there must have been a great upheaval and the crumbling stone yielding to the action of wind and rain took the bold outline of the old feudal castle, lifting its towers and turrets against the blue of the Wyoming sky.

Richard Malcolm Strong.

Hope for the Small Man.

I called on a small merchant last week and found him sitting sad and lonely. He complained about keenness of competition, lack of profits and the lessened attractiveness of the world as a whole, for living in. His general attitude was one of despair and surrender and I felt sorry for him.

A little later I met another small business man and he was busy as a bee. He was cheery-faced, and could be depended upon to make a living anywhere. He admitted that it was not easy to get a new dollar for an old one, but he used so much force and energy in his work that he was getting ahead and there was no sign of sadness in his views.

I mention these two men because they represent distinct types, and possibly what I say may be helpful to those who lag in the race for success. The average man is what he makes of himself. There is plenty of room for small merchants and manufacturers in the world to-day if they will cultivate their territory as industriously and hopefully as the farmer, who forces a living from his little plot of ground. Success is usually a contest of brains

with propulsive force behind them. Money means much, but it does not mean everything. In these days of printers' ink and cheap postage the small man has much in his favor. The world loves a fighter, and there is a strong undercurrent of sympathy for the small concern that is pitted against the big concern. There is not much sentiment, but there is a certain unspoken form of admiration in the world at large for persistent display of resolution and perseverance.

The small man should never forget the advantages he enjoys. He is his own manager, well posted at all times on his own affairs, and he can put into his work a personal snap and ginger which is stimulated by pride and a strong desire to maintain independence. A small manufacturer usually sells his own goods and can prosper on a smaller margin of profit than big competitors. Over and above all other considerations, there is the personal equation. The ordinary traveling salesman can seldom be depended upon to work as pertinaciously and economically as the man who is his own employer. Then again, there are a certain number of persons who recognize and appreciate the peculiar value which is often put into goods made under personal supervision of the owner of a small factory. The world has the reputation of being harder than it really is. The right kind of a man can and will work out his own salvation, even though he may sometimes be at his wits' end to find the right way.

A man doing a small hide business not long ago was tempted to abandon the struggle, and consulted a friend. The latter replied: "You know the value of many minor articles connected with the hide and skin business and why not make a specialty of them and push hard for success?" The advice was taken and results proved satisfactory.

While the power and influence of big concerns are great, there are distinct limitations to what may be accomplished by proprietors and managers. They can not give their personal attention to every little detail, whereas the small man who is the top and bottom of his own affairs can be alert and nimble as required and take advantage of little chances here and there for turning an honest penny.

Above all, the salvation of the small merchant or manufacturer lies largely in keeping down expenses, living carefully and being content to forego, if necessary, needless luxuries. A man who is forced to live cheaply often finds compensation in this by better preservation of health and the ability to think clearer than those who have greater opportunity for purchasing and enjoying whatever may be desired or fancied. From time to time, small business men start for themselves in various ways, and surprise their neighbors by results accomplished. The work of some men, large and small, has the knack of proving irresistible. They seem to prosper where others would starve. Nerve, courage, force and brain work are the requirements of success. There is a great deal of

money in this world which may be obtained if the right kind of scheme or efforts be used. No use sitting down with folded hands. While it is true that success does not come to all, there is compensation in knowing that we do all in our power to prosper we shall be free from self-reproach if defeated in the end. Defeat, however, is usually accompanied by a broadening and deepening of our natures. Disappointed hopes, if not taken too seriously, often prove to be the shadow that precedes the sunlight of victory. —Traveler in Shoe Trade Journal.

Many preachers are trying to prove their love to God by their hatred of men.

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.

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.



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.

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.

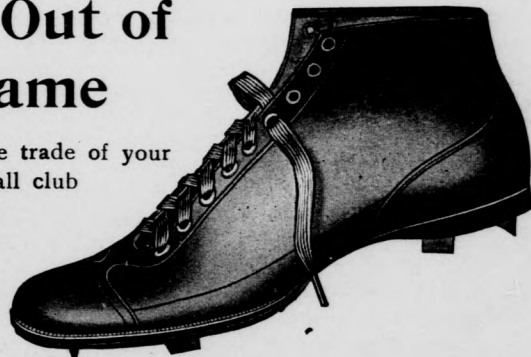
SAGINAW, MICH.

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

THE "CHRONIC SITTERS."

An Evening Session of a Select Company.

Written for the Tradesman.

George Crandall Lee seems to have pre-empted the place of honor as a narrator of events at the village grocery. For one to read his sketches is to enjoy anew like scenes in his own experience, provided he has ever enjoyed the distinction of being a country merchant or postmaster. Having long been desirous of introducing to Tradesman readers a select company who have beguiled many a lonely hour, I have been deterred mainly by the fear that my descriptions might pall beside those of the above-named writer which appear from time to time in this journal. However, I have decided that my humiliation, if I suffer by comparison, ought not longer to keep me from embracing an opportunity which, if not improved, might leave forever in rustic seclusion those whose sayings and doings are worthy to be recorded on the pages of history.

It is now more than five years since I have had the pleasure of being at times the entire audience at an evening entertainment the price of which was a good fire, the use of a few chairs and boxes, light and space. Having been blessed with a good memory, I can recall much that was said and done.

It was a winter evening. About the worst storm of the season was upon us. Michigan people need no further description. The last mail was distributed; a few farmers had come and gone; a few customers had been served, and the village folk had hied them home to supper. The storekeeper began to have inclinations in the same direction. Promptly at 6 o'clock the rear door opened and the wife stepped down from the house, with a shawl over her head, to say: "Your supper is waiting."

"So am I," was the response.

"Well, then, eat and come back as soon as you can. I'm glad there are no customers to wait on," and she sat down behind the post-office case in the coldest corner of the room to read the daily paper.

"Better sit by the fire," was the husband's parting injunction.

Supper was soon ended. A little toddler drops his cup and spoon and puts up his chubby hands, saying: "Go 'tore," and he is wrapped in an overcoat and carried down.

Almost simultaneously with their entrance the front door opens and the "Little Vet," with an overcoat thrown over his shoulders, marches in, stamping his feet and scattering the glistening snow in all directions. "Present! Number one!" was his salutation.

"Come, baby, let's go," said the merchant's wife.

"Let him stay awhile; I'll bring him up."

"He's not eaten half a supper, I know. Come; let's go."

"Ees! mamma; ees!"

"Oh, you little cheese boy. Glad you reminded me of it. We will all

have cheese to-night. Now, don't you wish you could have supper with us?" This to her husband as she opened the cheese case.

"Just as though I could not help myself to cheese any time I liked."

"Tell papa good-night. You'll be in the land of Nod when he comes to the house."

With his mouth full of the beloved edible, some in one hand and the other arm around his mamma's neck, he shakes his clenched fist as a good-night salute.

Click! The frosty door latch sounds; through the opened doorway comes a blast of snow and frost, and a sturdy veteran enters.

"Just in time for roll call," says Little Vet. "Has the Returned Wanderer had his name inscribed?"

"You bet," says Dakota. "Nice little snow flurry to-night."

"Don't remind you of Dakota blizzards, then?" said Little Vet.

"Only that I'm in such a balmy clime instead of there."

"Three, four, five, six and still they come," counted Little Vet, as some of the Warble Boys, the Mayor and some others filed in.

"And the more they come the worse they look," piped up the Insect, as he brought up the rear.

"Where are the rest of the Warblers?" says Dakota.

"Isn't three enough to carry one gallon of oil? Don't suppose we come so far in this weather to spend the evening with the 'Chronic Sitters,' do you?" spoke up the Insect.

"Jocks! If you wasn't so little I'd try to hit you," says Dakota, with assumed fierceness.

"Strikes me his voice is big enough to hit," says Chucky, the witty little fiddler, who had slipped in as noiselessly as a cat and was just ready to spring onto some one when he perceived an opportunity for a speech.

"Speaking of the West," says Dakota, "Michigan is good enough for me."

"And speaking of a balmy clime, I would just like to spend my winters down in the Shenandoah Valley. That is the loveliest place on earth," says Little Vet.

"Don't remind you of Winchester, does it?" says Dakota, with a chuckle.

"Didn't we make the Johnnies run though!" retorted Little Vet.

"You're just awwhoopin', you did; but if you hadn't run the fastest you'd seen the inside of the Libby apartments, I'm thinking."

"What else could a fellow do after his horse was shot? He couldn't ride. I obeyed orders."

"Good thing the Sergeant's stirrup was strong enough to pull you out of that scrimmage," says Dakota.

"Say," says Little Vet, "I don't believe that my feet touched the ground once in a rod. There's where we beat the Johnnies again."

Just then in scooted Borns, the horse dentist, followed by the Juvenile Tramp, and both slid to a warm place on a long box by the stove.

"What have you got here; another new resident?" enquired Dakota.

"Just a pilgrim and a stranger; he will tarry until the spring—won't you, Kid?" replied Borns.

The little tramp only grinned and nestled closer to his big new friend.

Then the Insect spoke: "I thought you were going to tell us about the Black Hills, Uncle Dakota."

"Uncle," real respectful, now, isn't he. Only going to say that the thermometer was way down below zero, almost out of sight, for six weeks steady one winter, and the sun never shone in the south window for the frost during that time, and a big fire within six feet of the window all the time."

"And it niver shined in the north windy at all, at all, all winter," chimed in Chucky.

"No; and it couldn't if it had risen in the north, either," responded Dakota.

"Say, Little Billy Brother," said Chucky, "run along home now. Your ma wants to put you to bed so you can go fishing early in the morning."

"Go on, yourself; I'm not fishing this weather."

"No; it's too hard work. Be careful not to overdo, especially at studying."

"I have ben to school two days this week," said Billy.

"Two days, and got home before dinner. I am so glad you have decided to secure an education. For such a good record you may sit up until 10 o'clock—in the morning."

A jingle of sleigh bells outside caused various remarks as to who could be out with a team on such a night, but no one ventured from their seats, evidently fearing that some occupant of a barrel or counter would seek a more desirable change of base.

"Another old veteran," said Dakota, as the newcomer entered. "No one else brave enough to face a little flurry."

"Good evening, boys. I see you are all here as usual. Any mail for the Squire? Oh, yes. Thank you. And I want a few groceries."

"Don't say you hitched up and came all this way just for the mail and a few groceries. Something else in the wind, I'll warrant," said Little Vet.

"Wife's been spending the day with her sister, and I had to come after her."

"And you didn't eat supper at home before you came, either?" said Little Vet. "Oh, say, remember the day we got out of the hospital in St. Louis and went down town for a dish of ice cream?"

"Nothing funny about that to remember," said the Squire. "I know you will not tell on an old comrade."

"Right you are, Squire. Going to the camp-fire next week?"

"Not going anywhere else. Everybody come down. We'll have something better than hard tack and raw salt pork to eat. My groceries are ready and paid for. Mr. Storekeeper, do you ever get anything out of this crowd?"

"Quite a lot of fun, some cents and more nonsense."

"Good for you, good-bye, the folks are waiting."

"Come again when you can't stay so long," was the chorus that rang in the Squire's ears as he closed the door.

"Let's go up and see Old Cordyvan," suggested one.

"Wait until he comes down; then we'll all see the fun."

"How's that?"

"Just wait and see."

Sure enough, it was but a short time before the stubby old shoemaker stepped in. "Good evenin', gentlemen. It's a bit rough the night. 'Alf a dozen hegg, please, and some tea."

"Where did he get that hat?" said a voice.

"Hush! not so loud. Have a little respect for a deaf man."

"What kind of fur have you there, Mr. Shoemaker? I thought I knew as much about skins as the next one, but that seems strange to me," said the Old Hunter.

"Jinnywine 'orse'ide," suggested the Insect.

"No, it's not cordovan; this is Galloway stock," said the shoemaker.

"Sure enough; but did you make the cap yourself?" enquired the Old Hunter.

"Hit's nothing to me discredit to say Hi did," replied Cordyvan.

"Aren't you afraid you'll fall down and break those eggs in a paper sack?" solicitously enquired Chucky.

"'Tis but once Hi 'ad the haccident; Hi bean't afear'd this time."

"Perhaps that was because you shoe yourself. Anyone that travels so much up and down this hill ought to patronize the blacksmith; he'd sharpen your shoes so you could climb. Hey, Iron Whacker?"

"Got all the work in that line I want now. It's killing business holding up horses all day."

"Better try holding up men; might be more money in it," said another.

"Hold on! hold up!" says Chucky. "You are infringing upon my domain. I have a copyright on this business."

"Who is going to make a break for home?" said the Insect.

"There are a few more numbers on the programme," said the Fiddler, "and then we'll pass the hat."

"Last but not least," was the remark as the tall, straight old sexton entered silently and tapped with a long bony finger on one of the boxes in the postoffice case.

"How's the weather up there, Uncle?"

"Somewhat colder than down below," was the reply.

"Isn't that scandalous talk for the sexton of the meeting house?"

"Boys, you misinterpret my words. I referred to below the surface of the ground, where I have been working to-day."

"Come and sit by the fire and warm yourself."

"No, I am too stiff and cold to sit down."

"You will be stiffer and colder some day."

"Not very much, and it may not be very long either before some of

you will have to dig a place for me."
"We shall be glad to render the service," said several at once.

"Well, boys, if you do so, remember I can not return the compliment, but I have always been ready and willing."

"Shall we adjourn, sine die?" said the Mayor.

"Oh, no," said Chucky, side-stepping to the door, "I would rather go before I die."

"Better go along to school with Billy and study Latin," was suggested.

"Latin, is it?" said Chucky. "Why, that was a dead language when my grandfather went to school. I am conversant only with the living."

"Yes," said Little Vet, "adjourn. This crowd don't buy enough to pay for oil and wood."

"When did you begin to practice economy?" said Dakota.

"When I took twenty feet to a jump to save shoe leather," was the reply.

"Fall in! Fall in, boys!"

"Yes," says Chucky, holding open the door, "fall in; file out; fall down; parse away; sine die; finished. How's that for dead language?"

Only one beside the storekeeper remained. He stood by the fire buttoning his overcoat.

"I would like to get a few things," and he hemmed to clear his throat as though about to speak further.

"Same old story, I suppose," said the storekeeper.

"Well, yes; I was certain I would have some money for you this week, but I have been disappointed. I shall surely have it in a few days."

"Well, say when, and how much."

"Next Tuesday—no, Thursday—I can pay you some, and perhaps the whole account."

"You will certainly pay me five dollars on or before next Thursday?"

"Yes, if I live."

"I will give you one more chance, but if you fail remember that finishes the credit business between you and I."

"Disappointments are the lot of man," mused the proprietor as he gathered up his books and prepared to lock up. "But for this customer I should have forgotten all my business cares until the morrow. However, I trust out no more than I can afford to give away. Good night, old store; keep your worries until I come back."

E. E. Whitney.

A customer neglected is a customer lost. When you see a man with his hands in his pockets, leaning on something, recommend him to your competitor. He moves not forward but backward. If a pup is no good you can drown it; but it's different with people. Don't wait for your ship to come in; but row out and meet it. Laugh and the world laughs with you; snore and you sleep alone. The elevator to success is generally stuck; try the stairs. If drink interferes with your business, quit your business. To wiggle your gray matter and think thoughts is one thing; to wiggle physically and execute them is quite another thing.—The Digit.

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	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/4	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/4	1 1/4	5	12	2 70
264	3 1/4	1 1/4	4	12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded

No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder

Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot

In sacks containing 25 lbs	
Drop, all sizes smaller than B.	1 85

Augurs and Bits

Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes

First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. 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

Common.	7 c. 5-16 in. 1/2 in. 1/4 in.
BB.	8 c. 5-16 in. 1/2 in. 1/4 in.
BBB.	8 c. 5-16 in. 1/2 in. 1/4 in.

Crowbars

Cast Steel, per lb.	5
---------------------	---

Chisels

Socket Firmer.	65
Socket Framing.	65
Socket Corner.	65
Socket Slicks.	65

Elbows

Com. 4 piece, 6 in., per doz.	net. 75
Corrugated, per doz.	1 25
Adjustable	dis. 40&10

Expansive Bits

Clark's small, \$18; large, \$26.	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

New American	70&10
Nicholson's	70
Heller's Horse Rasps.	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

Gauges

Stanley Rule and Level Co.'s	60&10
------------------------------	-------

Glass

Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

Hammers

Maydole & Co.'s new list.	dis. 32 1/2
Verkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

Hinges

Gate, Clark's 1, 2, 3.	dis 60&10
------------------------	-----------

Hollow Ware

Pots.	50&10
Kettles.	50&10
Spiders.	50&10

Horse Nails

Au Sable.	dis. 40&10
House Furnishing Goods	
Stamped Tinware, new list.	70
Japanned Tinware.	50&10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List

Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

Levels

Stanley Rule and Level Co.'s	dis.
------------------------------	------

Metals—Zinc

600 pound casks	8
Per pound	8 1/4

Miscellaneous

Bird Cages	40
Pumps, Cistern.	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American.	50

Molasses Gates

Stebbins' Pattern	60&10
Enterprise, self-measuring.	30

Pans

Fry, Acme	60&10&10
Common, polished	70&10

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages	1/2 c per lb. extra.

Planes

Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality.	45

Nails

Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance.	Base
10 to 16 advance.	5

8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets

Iron and tinned	60
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
--------------------	--------

Shack Weights

Solid Eyes, per ton	23 00
---------------------	-------

Sheet Iron

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades

First Grade, Doz	5 50
Second Grade, Doz.	5 00

Solder

1/4 @ 1/2	21
-----------	----

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	60-10-5
----------------	---------

Tin—Melyn Grade

10x14 IC, Charcoal.	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	

Tin—Allaway Grade

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate

14x56 IX, for Nos. 8 & 9 boilers, per lb	13
--	----

Traps

Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's.	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

Wire Goods

Bright.	50-10
Screw Eyes.	50-10
Hooks.	50-10
Gate Hooks and Eyes.	50-10

Wrenches

Baxter's Adjustable, Nickle.	30
Coe's Genuine.	40
Coe's Patent Agricultural, Wrought, 70lb	10

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns

2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84

Milkpans

1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans

1/2 gal. fireproof, ball, per doz	85
1 gal. fireproof ball, per doz	1 10

Jugs

1/2 gal. per doz.	60
1/4 gal. per doz.	4
1 to 5 gal., per gal.	7 1/2

Sealing Wax

5 lbs. in package, per lb.	3
----------------------------	---

LAMP BURNERS

DRY GOODS

Weekly Market Review of the Principal Staples.

Heavy and Colored Goods—Ducks and drills of all weights and grades continue to be bought in large quantities or where any offerings are made. Consumers continue to complain of the inconvenience felt in not being able to procure their full needs, or not obtaining satisfactory deliveries on old orders. That the duck business is in a good sound position is vouched for in the recent report of the largest makers of duck in this country, and that present prices are profitable is believed, when it is considered that many additional looms will be started by this same concern as soon as machinery builders can furnish the equipment. Drills are on the same basis as heavy sheetings and mills are sold well ahead. Ticks and coarse southern stripes, as well as osnaburgs, are in such strong position that new business is taken only at a premium over prices of a few weeks ago. Denims are quoted on a basis of 14 cents for nine-ounce indigo-dyed goods and there is not a mill in the country that is very anxious to take on much further business at present prices.

Bleached Goods—Coarse count bleached goods continue to harden in price and few lines are now available below a basis of 5½ cents for 64 square 4-4s. Stocks of goods are unusually small and bleacheries are very much behind in deliveries and congested with business. Deliveries on old orders, it is believed, will be backward for some time to come. It would seem that jobbers have not obtained their full quota of goods, in spite of the heavy business booked, for they are anxious to buy anything available. Fine bleached goods are in a very strong position, notably fine, soft-finished cambrics and nainsooks. Spring demands run to soft and very sheer goods, as a rule, but there will be a good deal of hard-finished goods moved as well.

Wash Goods—The spring wash goods buying is well under way and a very large business is being done in printed goods. Printed lawns and organdies in small and medium sized floral designs are wanted and it is predicted that when full wants are taken the season will have been unusually heavy from a business standpoint. Dotted and embroidered muslins are well thought of and good orders are reported. Fancy woven goods, or goods of the gingham order, are improving each week and much business has already been done for spring account. Small checks and neat stripes are sought for very largely by jobbers in fine as well as medium and coarse counts. Such goods as the Parkhill, Lorraine, Barnaby, Amoskeag and the Lancaster are in excellent position. Shirting interests are buying freely of fine striped madras, as well as floating warp goods. Fine percale shirtings are also in good shape.

Prints—Prints of all staple grades have been advanced from a quarter to a half cent since a week ago, and these goods are now somewhere near the point they should be in comparison with the price of gray goods. Jobbers have pretty well covered their immediate needs at old prices, but now that advances have been made, it is readily seen that the market is well cleaned up of accumulated goods. A fairly good business continues with Central and South America on prints and the West Indies are fairly good buyers as well.

Flannels—Canton flannels or domets are difficult to obtain for delivery a few months hence as most mills are sold far ahead. Printed flannels or flannelettes are very active and most lines are in a well-sold-up condition. Wrapper and pajama makers have been buying large quantities for some time.

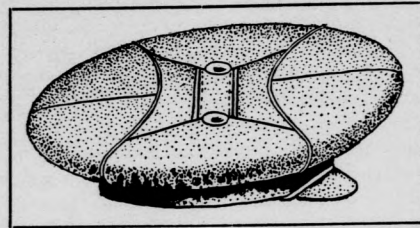
Dress Goods—In narrow novelty goods little or no business has been done in spring goods, although everything indicates that much will be done the coming week, when it is expected that the majority of spring lines will be shown. On wide staple goods, such as broadcloths and coverts, the average stock trade continues with no new developments. Prominent dress goods authorities look for an excellent spring business in broadcloths, and mills capable of turning out these goods are making preparations for a handsome business. Demands for broadcloths last season centred mostly in the large cities, but for spring of 1906 it is thought that buyers, both large and small, will take hold very freely.

Cotton Underwear—Light-weight underwear has yet to experience a much greater demand in order that it may be said that the average season's business has been obtained. Cotton hosiery has been much more active than underwear, despite the fact that buyers of the former are buyers of the latter. The spring underwear business is deferred on account of the time jobbers must give now to their fall season and only pressing needs are attended to. Heavy-weight deliveries are slow and this matter makes conditions worse. Present needs tend towards balbriggans and lisles in men's goods and gauzes and light ribs in women's goods. Prices hold well, but no advances are looked for until trading is heavier than it is now.

Cotton Hosiery—A good business is being done in staple blacks in full and half lengths for spring delivery and a fairly good call is made in embroidered half and lace full hose. Heavy fleeces are sought for by jobbers who are short of goods. Goods novel in effects and colorings are slow just now, but it is anticipated that some big business will be done a little later on in certain styles. Tans and whites, it is believed, will be good for next spring and makers are preparing for some good orders.

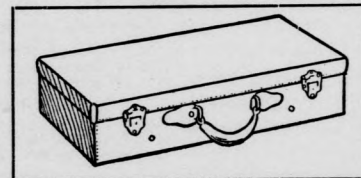
Carpets—Manufacturers of all kinds of three-quarter goods are behind in their deliveries, owing to the short supply of jute yarns. Some mills have been stopped from one to three weeks awaiting jute yarns. In most cases

Men's and Boys' Caps



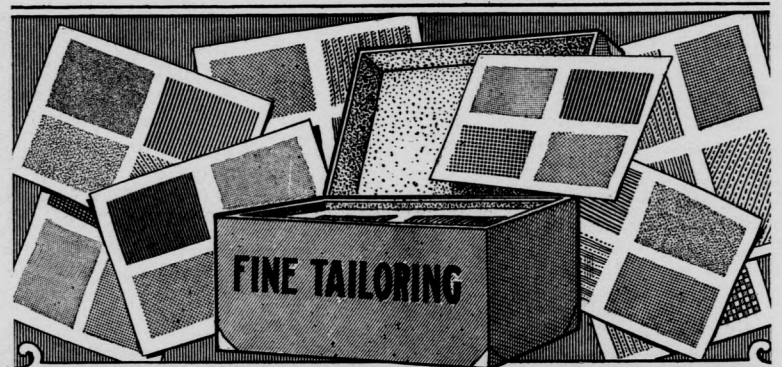
We carry a large assortment of Men's and Boys' Fall and Winter caps in all the newest effects, made up of the following materials: Cloth, Plush and Leather. Also a nice assortment of Tam O'Shanter, made up of the following materials: Imitation Bear, Eiderdown and Worsted, in square and round effects. Prices ranging from \$2.25 to \$15.00.

Special



We now carry a line of Suit Cases. Fibre, cloth lined, 22 in., \$1.15. Fibre, cloth lined, 24 in., \$1.50. Sole Leather, double tipped corners, safety straps, brass trimmed, \$4.25.

P. STEKETEE & SONS, Grand Rapids, Mich.
Wholesale Dry Goods



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

It would pay you to write to us to-day for our tailoring outfit of samples, representing a line of fine woolens 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 woolens 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.

the jute spinners have caught up in their deliveries sufficiently to keep the carpet weavers fairly well supplied. The principal cause of the yarn shortage was the inability of the operatives in the jute mills to work during the excessively hot weather that prevailed during the latter part of July and early August. It is not expected that any further trouble will be experienced this season on account of deliveries on old contracts, but it is hard for manufacturers to secure spot yarn to piece out orders for goods not completed or fully covered by expiring contracts. The situation in the woolen ingrain trade shows no improvement over last week. Close students of the situation freely say they do not expect and do not see how it is possible for any improvement in trade affairs to be brought about until the manufacturer asserts himself and refuses to longer be a puppet in the hands of the buyers. When the manufacturer will put fairly decent stock in his fabrics, so that standard ingrains will mean a certain quality of stock as well as a certain number of ends per inch, and insist on a fair price, then there will be hopes of restoring standard ingrains to their old-time place in public favor.

Has Himself To Blame for Being "Held Down."

A middle-aged man was recently discharged by a large firm in New York because he asked for an increase in salary of \$200 a year. He writes me that he had been with the house twenty-two years, had worked very hard and faithfully, and had tried in every way to advance the interests of the concern, and yet at the end of all these years he was getting only a thousand dollars a year. This man complains that the firm had kept him down, and that he had been very unjustly treated. He is now working for the municipal government of New York at a salary of \$12 a week.

On the face of it, the action of the firm in discharging an employe after twenty-two years of faithful service seems harsh even to cruelty. But the charge that he was "kept down" is a very different matter. In the first place, it would be extremely foolish for the firm to part with him if he had made his services invaluable. They could not afford it.

We find that during these twenty-two years scores and scores of employes were advanced all around him. While he was rising to a \$1,000 a year others had risen to \$5,000, \$10,000, or more; and some of those who began far below him had in the meantime become superintendents, managers or partners.

Will any sane person say that these promotions were all due to favoritism rather than to merit? asks Success in narrating the incident. Do employers knowingly work against their own interest? Are they not usually very sharp to see where any advantage to themselves lies? The chances are that this man was kept down by himself, that the cause of his failure to rise was to be found in himself, not in the firm. It may be

soothing to his self-love to think that he was kept back while others were pushed on ahead of him, but that is not the truth.

Most people feel that they are held back by some outward circumstances, that there is some influence that is keeping them from accomplishing all that they might do if they were free. I often receive letters from young men and young women who complain bitterly that they are kept back by jealous competitors above them.

Do not hypnotize yourself with the idea that you are being kept down. Do not talk such nonsense. Nobody of any sense would believe it. People will only laugh at you. Only one thing is keeping you down, and that is yourself. There is probably some trouble somewhere with you. Of course, there are employers who are unjust to their help; there are instances in which employes are kept back when they should be advanced, but, as a rule, this is only temporary, and they usually find their level somewhere.

Progressive employers are always looking for the exceptional man or woman; the one who can step out from the crowd and do things in an original way, who can economize in process, who can facilitate business. They are always looking for the earmarks of leadership, of superior ability. They are looking for the progressive employe with new ideas who can help them to be more of a success. They know very well that they can get any number of automations—multitudes who will do a thing just well enough to keep their places—but they are looking for originality, individuality, for up-to-date methods. They want employes who can put things through with vigor and determination, without lagging, whining, apologizing, or asking questions. Nothing can bar the advancement of employes of this kind. Nobody can keep them down. Frank Stowell.

Recent Business Changes in the Buckeye State.

Bellefontaine—Carter Bros. have purchased the grocery stock of D. W. Askren and will continue the business.

Blanchester—L. S. Lorish is succeeded in the grocery and hardware business by G. E. Hunter.

Cincinnati—The motor manufacturing business formerly conducted by the Barriett Electric Co. will be continued under the style of the Barriett Electric Manufacturing Co. in the future.

Cincinnati—Bloom, Cohn & Co. have sold their wholesale clothing business to Cohn Bros. & Co.

Lima—The Newson Bond Co. is succeeded in the house furnishing business by Geo. L. Newson.

North Baltimore—E. G. Sites & Co. have discontinued their jewelry business at this place.

Sciotoville—W. E. Eakins & Sons are succeeded in the general merchandise business by Eakins Bros. & Hyland.

Springfield—T. D. Bendure has removed his dry goods business to Portsmouth.

South Charleston—Geo. H. Slaughter will continue the furniture and undertaking business formerly conducted by Adams & Slaughter.

Swanton—N. D. Berry is closing out his stock of groceries and meats and will discontinue business at this place.

Toledo—The Given-Berger Co., which deals in cloaks, will move to Buffalo, N. Y.

Toledo—A trustee has been appointed for Chas. T. Scheuerman, grocer.

Wellington—W. H. Tissot & Co. have discontinued their drug business at this place.

Springfield—W. F. Foos has been appointed receiver for the Springfield Malleable Iron Co.

Willskire—Hurless & Brown, hardware dealers, are succeeded by Slove & Brown.

Sandusky—A receiver has been appointed for the Diamond Wine Co.

Springfield—A receiver for the Majestic Bed & Manufacturing Co. has been appointed.

THE MICHIGAN TRUST CO.

Capital	\$200,000.00
Additional Liability of Stockholders.....	200,000.00
Surplus and Undivided Profits	140,000.00
Deposited with State Treasurer	100,000.00

Acts as Executor, Administrator, Guardian, Trustee, Receiver and Assignee, Transfer Agent. Loans Money on First-Class Real Estate and Collateral Security. Takes Entire Charge of Property, Audits Books. Has High Grade Bonds and Other Securities For Sale. Has Thoroughly Modern Safe Deposit Vaults.

OFFICERS

LEWIS H. WITHEY, Pres. WILLARD BARNHART, 1st Vice Pres.
HENRY IDEMA, 2nd Vice Pres. F. A. GORHAM, 3rd Vice Pres.
GEORGE HEFFERAN, Secy. CLAUDE HAMILTON, Asst. Secy.

DIRECTORS

Willard Barnhart, J. Boyd Pantlind, James M. Barnett, Edward Lowe, Darwin D. Cody, S. B. Jenks, Wm. G. Robinson, Harvey J. Hollister, Samuel Sears, Wm. Alden Smith, Wm. Judson, Henry Idema, Dudley E. Waters, F. A. Gorham, Thomas Hefferan, T. Stewart White, Lewis H. Withey, W. W. Cummer, Cadillac, E. Golden Filer, Manistee, Thomas Hume, Muskegon.

Send for copy of our pamphlet entitled "Laws of Michigan Relating to the Descent and Distribution of Property."

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.



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.

Selling Pointers Prepared by Leading Jobbing House.

Before attempting the sale of any goods, intelligent preparation is essential. We ask you, then, to study carefully the instructions contained in this Manual until you have mastered every idea. You are not asked to experiment on untested theories. Our agents bear daily testimony to the value of these instructions. Please preserve this Manual, then, and take time to study it faithfully as the key to your success.

Now that you have engaged with us, fellow-worker, in the sale of our goods, our interests are henceforth mutual. We believe you to be energetic, conscientious and determined to succeed, and we desire to direct you along lines that experience has taught us are the most fruitful.

1. No great thing was ever accomplished, no great cause ever won, without deep conviction. First of all, then, you must thoroughly understand and appreciate the uses and the value of the product you are to sell. You must be convinced at the outset of the superior merit of our goods over any and all articles that are sold to-day. You must realize that the product is worth more than its cost.

You must feel that you are really an ambassador of truth, education and enlightenment. You carry more of the truth of the world's great, noble, and sublime scenes than it is possible to get in any other form.

Oliver Wendell Holmes bears testimony to the value of the views of the world as follows: "Oh infinite volumes of poems that I treasure in this small library of glass and pasteboard! I creep over the vast features of Rameses, on the face of his rock-hewn Nubian temple; I scale the huge mountain-crystal that calls itself the Pyramid of Cheops."

You must be inspired with the conviction that you have the most valuable thing that was ever presented to the people. You cannot otherwise hope to inspire others, or cause them to believe it. Without fire you can not kindle fire.

2. After you are thoroughly convinced of the value of your goods, you must have the courage and the confidence in yourself necessary to overcome all obstacles that stand in the way of sales. You must believe in yourself and your own ability to bring success out of failure, victory out of defeat every time. Of course you will have discouragements and difficulties to overcome. No business

is free from these. But be cheerful and courageous, and if you grow disheartened and things go wrong for a day or two, be firm in purpose and work all the harder.

Summon all the energy of your mind and body. Never entertain a thought of failure. Make difficulties stepping stones to greater heights of achievement. No doubt you will hear about "hard times." There are people who will say, "O, you can't sell those! You have struck a mighty poor town. People have all of those things they want." Just here conviction and courage must raise you above the influence of all such remarks. Remember that many of our men are making big successes in spite of all obstacles. We believe you can do it. "What men want is not talent, it is courage, and purpose; not power to achieve, but the will to do, regardless."

3. Bring to your work an energy and enthusiasm born of conviction. Push your business vigorously and work for large profits. Believe in your goods and throw your whole heart into your work and others will catch your spirit. "Enthusiasm rules the world," said the great Napoleon. Enthusiasm is that something in your nature that carries everything before you. Nothing was ever accomplished without it. Fire all your faculties to a white heat and you can not but carry everything before you. Your customer will be influenced more by your earnestness than by your logic. Your enthusiasm will create in him an eager desire for what you have. You will thus have fewer difficulties to overcome because you will carry your customer over all objections which he otherwise would raise. "The world belongs to the energetic."

4. Your permanent success with us, as well as your permanent success in life, depends more upon your character than any other one thing. The person who stoops to petty acts of trickery and deceit, however small, may for a time gain thereby, but later these little mean things will become the germ that will eat all that is good and noble, not only from his business, but from his life.

The importance of a good character and correct conduct before the people you meet can not be overestimated. The average man or woman will form opinions and reach conclusions relative to the reliability of yourself and your company by your general character and bearing. People's eyes are upon you. Your habits, your associations, and your general demeanor while in a place will be carefully watched by those whose orders you seek to get. Hence the necessity of a dignified, courteous and kindly bearing and a manner of life that wins the confidence and respect of all you meet.

Canvassing is too important we feel to pass by without mention at least. We believe we are right when we say to all, and especially to the students who are engaged with us, that your success in life depends almost entirely upon what you know about men and business. Whether you are looking forward to the ministry, to medicine,

to law, or to a commercial life, your success will depend largely upon your ability to "size up" and to win men so that you can successfully deal with them.

"Nothing conduces more to breadth of intellect than intercourse with various minds." In representing us as salesmen, you meet from ten to twenty-five people in a day—people of a wide range of temperament and intellect and in all circumstances and conditions of life. You meet them in their homes—you meet them to induce them, to sway them, to control them—you meet them to lead, to convince, to win over, and in some cases, to discomfit or to conquer. Each person won gives you new strength, not only to win the next, but the strength absolutely necessary to win in your profession or business in after years.

A young man of one of our leading universities, whom we know well and who had paid his entire way by selling different subscription articles during vacations, in addressing a class of young men during the spring term of his graduating year said: "Fellows, I owe more to the experience that I have had in canvassing during vacations than I do to what I have learned in college." This young man was elected to the legislature of his state at the age of twenty-two, and at the time he made this statement he had for several vacations been representing a company upon a salary of \$150 per month and expenses. The president of a prominent educational institution once said, in speaking to his students, "Before you permanently enter your life's work, get at least a summer's experience in canvassing." This work will not only give you power to win and control men's minds and a knowledge of human nature, but it will develop your character and make you strong. "To-morrow some jurist, merchant, statesman will die. The youth who is ready for the place will find the mantle falling upon his shoulders. Success is readiness for occasion."

Some Things About the Victims of Success.

"I have read with great interest the various clever stories that appear in your editorial column called 'Points for Subordinates,' " said a world-wise traveling man the other day, "and I never have seen anything about 'victims of success.'"

"Sounds funny, doesn't it?" he asked, lighting anew his half-smoked cigar. "But let me tell you, young man, the world is full of them. I've been out to the Pacific Coast and back more times than I have fingers and toes and I've seen the favorite sons when ambition first began to bloom and later when it was a full-grown flower. The victims of success are those who lack the balance wheel. Some of them imagine that money is made to acquire and hoard, others that it is to make and spend fast. The first class are a foe to society, the others enemies of themselves only. The first class will sacrifice their friends to augment their bank account. Before they became rich they had time for the

poets and philosophers, companions and friends. One I know who has no real friends since he made money, for few will trust him, as they feel he is looking for theirs, and the men who surround him are looking for his. The class of makers and spenders usually acquire the habits that go with the pace, and the sanitarium incloses their finish.

"I recall one man in particular who was esteemed a great success. He was prominent in the railroad world. He made a great deal of money and rose to high place and power but in the doing of it he had no time to devote to his family. He wasn't stingy with money and they got along. One day he decided to cultivate their acquaintance, but discovered to his sorrow that other men had been doing that, and then he knew that he had made a bad bargain—home for money.

"It's the hardest matter in the world for the winner to keep the brakes on. And yet it is possible to do well without becoming a victim of success. Keep in touch with old friends, even if they are poor—give them a lift as the occasion arises. Make new friends, even if they are poor; there are lots of cultivated, fine brains in the world that have no rasping money-making faculty, but a great store of sweet content and pleasurable knowledge. They are successes, too, but there are no 'victims of success' in that class. If a man is a money maker and a steady money spender for others the good that he gets out of life is unbounded and there will be no severe incarnations for him to pass through before he gets to that isle of safety the Christians call Heaven and the Musselman's Nirvana. He is there as he goes along in this life." And the old traveling man smoked thoughtfully.

Many men are blaming their luck who ought to lay it on their lying lives.

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.

Another Failure in Co-Operative Delivery.

South Haven, May 25—The merchants' delivery, which was started during the spring by Wm. Young, has been abandoned, and the local grocermen have returned to the old plan of individual deliveries. The move has been impending for about two weeks, and for the past two or three days the end has been imminent at any moment, but it was averted until yesterday, when Mr. Young notified his customers that he would have to raise his charges or go out of business. The latter course was finally decided upon, and the last trip of the wagons was made at 4 o'clock yesterday.

Most of the grocermen have begun deliveries with their own wagons, which they have had in readiness since it became known that the combination might go to pieces. The firms of M. Hale & Co., Burge & Burge and Merson Bros. have formed a pool similar to the defunct general delivery system. Each firm bought one of Mr. Young's specially built wagons, which they will own, man and keep in repair individually, but they combine on deliveries, one each going north, south and east. They will keep to the old schedule of deliveries at 8 and 10 a. m. and 2 and 4 p. m. By this plan they expect to be able to give as good service as they could with three wagons.

The cause of the abandonment of the system was lack of support by men who promised to go into it and too cheap rates for the service. At the time Mr. Young made his arrangements, every grocerman in the city signed the contract to use the service. When he came to begin it, however, two of them refused to use it and continued to run their own wagons. This has been a handicap on the whole service, as it deprived Mr. Young of about \$18 per week that he had counted on and lost some trade to the merchants who stuck to the regular schedule for deliveries, as they naturally lost some orders to the men who would deliver at any time.

About two weeks ago another firm pulled out, and recently Mr. Young learned that another would close up its grocery business on October 1, and with these withdrawals he could not afford to continue the service at the rates then in force. He accordingly sounded his customers as to an advance in the rates, and all agreed to the new rate except one man, but as he could not afford to lose even this one, he decided to abandon the whole thing. Accordingly he served notice of his intention to quit and his patrons immediately made their arrangements to do their own delivering.

In the main the plan seems to have given satisfaction to the merchants and many of them regret that it is to be dropped. There were, of course, many complaints, especially from the people who order their dinner supplies at 11:45 and want them "sent right up," but there were plenty of these under the old system. Instead of each merchant having one or two

wagons which he sent over the whole town, each vehicle thus duplicating the route of every other one, under the combination the wagons took regular routes on regular schedules, thus avoiding duplication. Housekeepers were learning to get in their orders in time for the regular trips, doing away largely with the annoyance of running around with small orders.

Some Results of the State Organization.

Ann Arbor, Aug. 29—The Ann Arbor shoe dealers who attended the retail shoemen's convention in Detroit this week, returned home yesterday enthusiastic over the plans formulated at the convention for the closer union of retail shoemen's interests in this State. One of the first endeavors will be to form an organization of the retail dealers in this city which will co-operate with the State Association just perfected.

A prominent shoe dealer in this city while speaking of the new organization to-day said: "The manufacturers have been playing horse with us and we have adopted means of protecting ourselves. We propose to discourage manufacturers from catering to both retail and wholesale trade at the same time. They establish a store of their own in Detroit, for instance, and then make a contract with a man in this city forbidding him to cut a certain schedule of prices on their line. While he is trying to sell their \$3 and \$3.50 goods here, they may perhaps cut that price in two at their own store in Detroit on a special sale. That is playing both ends against the middle and we do not propose to stand for it.

"Then, again, the rubber manufacturers are giving us the short end of the bargain just now. Rubber prices are soaring; this year there is a decided boost. Now, what do they do but compel us to pay for our winter stock by November 1, when our season does not begin until after that. They demand time prices on what is essentially a cash basis.

"The retailers in Detroit called the convention together to talk over these matters and the result is a good State organization, which we hope will in time be backed by active organizations in every city of considerable size in Michigan. The retailers in Wisconsin have organized and at the convention we met representatives from cities in Ohio who are about to perfect an organization. The object of all this is not to raise the price of shoes to the consumer, but merely to protect ourselves from the steady encroachments of manufacturers into our field. They want to have their cake and eat it, too, and they are attempting it at our expense."

A Port Huron correspondent writes: Fay Busby has resigned his position with the Benjamin Dixon Co. to take a position as traveling salesman for the Queen City Paper Co., of Cincinnati.

Simple men are like postal cards—anybody can read them that cares to take the trouble.

How the Traveling Man Turned the Tables.

Probably no furniture house in the United States has more stringent rules about terms and collections than the Murphy Chair Co. Mr. M. J. Murphy would rather not have a customer on his books than to have one who is always trying to get concessions on terms or taking longer time than the terms specify. The latter is something he will not stand for at all. A polite letter is written, that while the business of the customer is appreciated it must be done on the company's terms or not at all. One day a salesman for the company went into a retail store and sold a customer a nice bill of chairs. The terms we will say were 2 off 10 days, thirty days net. The customer wanted sixty days. The salesman told him it was impossible. The order would not be accepted. "Well, try it," said the merchant. "No use," said the salesman; "I know it will do no good."

"Then I do not want to deal with such an arbitrary house—tear up the order," said the dealer.

Promptly the order was torn out of the book and thrown in the waste basket. As the salesman was packing his photograph case, he asked casually what the merchant's terms were. He knew perfectly well, but professed ignorance.

"Strictly cash," was the answer. "No charging or installment plan?" asked the salesman.

"Not on your life," was the answer; "strictly cash."

"What would you do with a clerk that sold a piece and charged it?" was the next question.

Off his guard, the merchant replied: "Fire him and charge him with the piece."

"Wouldn't that be being arbitrary?" next innocently asked the salesman.

"By George, that's right, and you're all right, too. Write that order over again and I will sign it."—Furniture Journal.

The Grain Market.

Wheat prices have been dragging rather heavily the past week, September wheat in Chicago selling to about 79c and May wheat to about 84c, the lowest point yet reached on the new crop. The reports from the spring wheat country, where the harvest is now in full blast, have been very bearish. With perfect harvest weather and large prospective yield and free movement of spring wheat the outlook seems to be for still lower prices. The visible supply the past week shows a decrease of 810,000 bushels, compared with 177,000 bushels last week and a loss of 336,000 bushels a year ago. The wheat market is stimulated to a certain extent by the milling trade. The millers have been buying quite freely and exporters have also been taking on considerable new wheat.

The corn trade has been quite brisk of late, but the exceptionally good crop outlook has had a very bearish tendency on prices, making a loss of about 2c per bushel this

week. The visible supply shows an increase of 684,000 bushels compared with a loss last week of 653,000 bushels and a loss one year ago of 746,000 bushels. Corn is in fairly good demand locally. Carlots are now quoted from the Southwest at about 58c per bushel Grand Rapids points.

Oats are quiet, with a heavy movement from the country. The quality in Michigan is rather disappointing as to color. As a rule they are very dark and grade about No. 3 whites. The weight is good, however, so that the feeding quality is fully up to the average.

L. Fred Peabody.

Cider Vinegar Without Apple Juice.

Cincinnati, Aug. 28—I beg to advise you that you are in error in thinking that I read a paper at the recent meeting of the International Apple Shippers' Association at Put-in-Bay. I merely started a discussion on grading barreled apples and shipping in bulk, in order to make a better grade of fruit in the barrels. This discussion brought out the fact that a large percentage of the vinegar sold as cider vinegar contains very little apple juice; hence I introduced a resolution, which was unanimously adopted, asking our Congressmen to incorporate in the pure food law which they are attempting to pass a clause to regulate the manufacture and sale of cider vinegar.

I believe the subject will be of interest to your readers and think you could well afford to give it some space. Should you publish anything on the subject, would be glad to have marked copy. In a short time we expect to have printed a large quantity of copies of the original resolution and will be glad to mail you one for publication.

Carl A. Albrecht.

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

Buffalo, Aug. 30—Creamery, 20@22c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, candled, 20½@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@3.25; 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.

No fool is so fatuous that he can not find another fool to admire his folly.

Pure Horse Radish

Packed in attractive bottles, always uniform, absolutely pure, holds strength and color, except in hottest weather, because sealed with air-tight, wood-pulp lined Phoenix cap. Packed 2 doz. 8 oz. in compartment cases. Buy a winner, sell a winner, win a buyer.

U. S. Horse Radish Co.

Saginaw, Mich.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings for 1905—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.

Formulas for Several Varieties of Fly Poison.

Liquids.

- 1.—Quassia Chips..... 20 parts
 Molasses 3 parts
 Alcohol 1 part
 Water 115 parts

Macerate the quassia in 100 parts of water for 24 hours, boil for half an hour, set aside for 24 hours, then press out the liquid. Mix this with the molasses and evaporate to 4 parts. Add the alcohol and the remaining 15 parts of water, and without filtering, saturate absorbent paper with it. This being set out on a plate with a little water attracts the flies, which are killed by partaking of the liquid.

- 2.—Infusion Quassia..... 1 pint
 Brown Sugar..... 4 oz.
 Ground Pepper..... 2 oz.
 Mix well and place in small shallow dishes.

- 3.—Ground Pepper..... 1 dr.
 Brown Sugar..... 1 dr.
 Milk or Cream..... 2 fl. dr.
 As above.

- 4.—Quassia Chips..... 75 parts
 Cobalt Chloride..... 5 parts
 Tartar Emetic..... 1 part
 Tinct. Long Pepper (5:16
 dil. alc.)..... 40 parts

Water 200 parts
 Boil the quassia in the water until the liquid is reduced to one-half, strain, add the other ingredients and saturate blotting paper with the solution.—Poisonous!

- 5.—Potassium Arsenate.... 1 part
 Sugar 4 parts
 Distilled Water..... 45 parts
 Use like the preceding.

Powders.

- 6.—Powd. Long Pepper.... 5 parts
 Powdered Quassia..... 5 parts
 Powdered Sugar..... 10 parts
 Alcohol (68-per cent.)... 4 parts
 Mix the powders, moisten with the alcohol, dry, and powder again. Keep well stoppered. For use, a little is placed in a saucer and set where the flies are most abundant.

- 7.—Eucalyptol 1 part
 Powd. Orris Root..... 4 parts
 Powdered Starch 15 parts
 Dispense in sprinkler-top tin boxes.
Pastilles.

- 8.—Powdered Saltpeter.... 14 parts
 Mucilage Tragacanth.... 20 parts
 Insect Powder 20 parts
 Powdered Althaea..... 3 parts
 Powdered Tragacanth... 3 parts

Triturate the saltpeter intimately with the mucilage, mix the remaining three powders, incorporate with the mucilage and make into cones weighing about 2 grammes (30 grains). Paint the finished pastilles with dry bronze powder (red or yellow), and dry at 20 to 25 degrees C. (say, 70 deg. F.). Ignited, these pastilles constitute a good prophylactic against and exterminator of flies.

Pencils.

- 9.—Eucalyptol 4 parts
 Oil Anise..... 1 part
 Liquid Paraffin..... 45 parts
 Paraffin 50 parts
 Melt the paraffin, add the other ingredients, and pour into suitable molds. Apply to the parts of the body to be protected.

Matches in Good Demand This Year.

Chicago, Aug. 28—Matches are in great demand this year and the Diamond Match Co., as well as some of the independents, is reported to be running at full capacity. The Union Match Co., the principal competitor of the Diamond, is constantly increasing its machinery and output, and it now manufactures about one carload of matches per day. But the business is so good that the competition is not effective so far as the Diamond is concerned. The latter for three years has been fighting the Union Match Co. for patent infringements. This litigation has about run its course, and the Union is left in possession of all its devices with a few minor exceptions.

The machine used by the Union was invented by the former head machinist of the Diamond Co., which entered into a contract with him covering a period of ninety-nine years, by which he was bound to offer first to the Diamond Co. any new invention. He was retained at a specified salary. Something over three years ago he perfected plans for a machine which he presented to the Diamond Co. It was regarded by the latter's officials as too complicated, and was not desired. The matter was brought to the attention of two Chicagoans, who had a machine perfected and began making matches here in a small way. But the Diamond Co. immediately began vigorous prosecution for infringement, and the Chicagoans did not feel like carrying the load. Some Duluth capitalists, who had made a failure of match manufacturing in Duluth, sent a commission to Europe to study machinery made there. The patents owned by the two Chicagoans were subsequently brought to the attention of the commission, resulting in the purchase of their rights for an amount equal to what had been expended. The Chicagoans were paid in stock in the Union Match Co., which is capitalized at \$1,500,000.

Manufacturing was discontinued here and a plant opened in West Duluth, where atmospheric conditions are more favorable than here. This plant, with its improved machinery, is

constantly being enlarged, and the company will probably erect a plant at Rochester, N. Y., in order to take care of eastern trade. Evidently it has been the purpose of the Diamond Co. to exhaust the resources of the Union Co. through litigation. But in this it has been unsuccessful. The Union match sells below competitive grades put out by the Diamond Co. The Union machine is said to be capable of turning out 225 cases a day, as against 175 cases by the Diamond machine. The efficiency of the former appears to be 28 per cent. in excess of the machine of the latter.

The Diamond Match Co. has at Barberton, Ohio, what is declared to be the finest match plant in the world. It is said the Mannheim plant of the company in Germany has not proven profitable, and that the same is true of the plant in South America. The Union Co. interests assert that with improved machines they are able to make matches at a lower figure than the Diamond Co. in similar grades. The Diamond Co. is bringing over German machinery for manufacturing safety matches on a large scale, and the Union Co. is planning to do the same thing.

Manufacturing Outlook Good at Jackson.

Jackson, Aug. 29—The Jackson Automobile Co. will increase its business to 600 men power next season. It is now installing the plant of the Clark Motor Co., which, during the past season, it operated in Detroit, and is making preparations for an output of 500 cars next season. This company is developing into one of the conspicuous business successes of Jackson. The principal owners are G. A. Matthews and Charles Lewis, respective heads of the Fuller Buggy Co. and the Lewis Spring & Axle Co., and the automobile concern is rapidly taking a foremost rank in the business. It was the winner of a cup at the Detroit automobile races.

Indications are that the big Buick factory here will be running heavier than ever next season. The talk of the factory being moved to Flint is subsiding, and the company seems to be making arrangements for an indefinite stay in Jackson. One explanation is that the automobile business is so good that the company can not afford to put itself to the inconvenience of moving.

The American Oil Co., of which Robert C. Campbell is President and A. J. Callaghan General Manager, has purchased ground on Water street for a new plant, and as soon as possible will enlarge the business.

The Field-Brundage Co., maker of gas engines, is now occupying a new factory building, and announces that it will largely increase the output during the coming season. Generally speaking, the prospects are for the most prosperous manufacturing season next year in the history of this city.

Man is not a tenement house in which the floor of the heart may be clean while that of the intellect is corrupt.

The Drug Market.

Opium—Continues firm under advances of small crop from the primary market.

Morphine—Is unchanged.

Quinine—Is dull and weak.

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

Ergot—Continues to advance on account of reports of short crop.

Lycopodium—Is weak and tending higher on account of an easier market abroad.

Menthol—Is weak and lower prices are looked for.

Salol—On account of another manufacturer entering the market, is likely to be lower.

Oil Lavender Flowers—Is tending higher.

Oil Peppermint—A large crop is now assured and prices will be lower this year than last.

Linseed Oil—Is dull and weak and tending lower.

Business Needs Undivided Attention.

The successful dealer is the one who gives his business his undivided attention. After success has been attained he may delegate a large part of his work to others, but at the beginning he must give personal attention to details.

If he be fitted to build up a successful business he will have the faculty of selecting reliable assistants, but the general supervision of affairs will still occupy all his time.

When his business has expanded to large proportions and each department receives the undivided attention of a competent head, he may turn his attention to other matters if he will, but he can not do so safely until success is achieved.

Equal To the Occasion.

Employer—Well, look here, Jimmie, this is the third time you have asked to go to your grandmother's funeral. How does it happen that you have three grandmothers?

Office Boy—Well, yer see, one uv me grandmudders wuz twins.

Holiday Display

Now Ready

See our line
 before placing orders.

Grand Rapids Stationery Co.
 29 N. Ionia St.
 GRAND RAPIDS, MICH.

SCHOOL SUPPLIES

Tablets, Pencils, Inks,
 Papeteries

Our Travelers are now out with a complete line of samples. You will make no mistake by holding your order until you see our line.

FRED BRUNDAGE

Wholesale Drugs and Stationery
 32 and 34 Western Ave.
 Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Copaiba	15@ 25	Scilla	15@ 25	Mannia	45@ 50	Sapo, M	10@ 12	Case, extra	70@ 75
Aceticum	6@ 8	Cubebae	20@ 30	Tolutan	40@ 50	Morphia, S P & W	25@ 30	Sapo, G	10@ 12	Lard, No. 1	60@ 65
Benzoicum, Ger.	70@ 75	Evechthitos	100@ 110	Prunus virg	40@ 50	Morphia, S N Y	25@ 30	Seidlitz Mixture	20@ 22	Linseed, pure raw	52@ 57
Boracic	17@ 17	Erigeron	100@ 110			Morphia, Mal.	25@ 30	Sinapis, opt	18@ 18	Linseed, boiled	53@ 58
Carbolicum	26@ 29	Gaultheria	25@ 35	Tinctures		Moschus, Canton.	40@ 40	Sinapis, opt	30@ 30	Neat's-foot, w str	65@ 70
Citricum	42@ 45	Geranium	75@ 75	Anconitum Nap'sR	40@ 50	Snuff, Maccaboy.	40@ 40			Spts. Turpentine	Market
Hydrochlor	3@ 5	Gossippi Sem gal	50@ 60	Anconitum Nap'sF	40@ 50	DeVoes	51@ 51	Paints		bbl. L.	
Nitricum	8@ 10	Hedeoma	60@ 70	Aloes	50@ 50	Myristica, No. 1	28@ 30	Red Venetian	13@ 2		
Oxalicum	10@ 12	Junipera	40@ 50	Arnica	60@ 60	Nux Vomica po 1s	10@ 10	Ochre, yel Mars	13@ 2		
Phosphoricum, dil.	15@ 15	Lavandula	90@ 120	Aloes & Myrrh	60@ 60	Os Sepia	25@ 28	Ocre, yel Ber	13@ 2		
Salicylicum	42@ 45	Limonia	90@ 110	Asafoetida	50@ 50	Pepsin Saac, H & P D Co	100@ 100	Putty, commer'l	21@ 21		
Sulphuricum	13@ 15	Mentha	90@ 110	Astro Belladonna	50@ 50	Picis Liq N N 1/2 gal doz	200@ 200	Putty, strictly pr	21@ 21		
Tannicum	75@ 80	Mentha Piper	300@ 325	Aurant Cortex.	50@ 50	Picis Liq qts	100@ 100	Soda, Bi-Carb	3@ 5		
Tartaricum	38@ 40	Mentha Verid	500@ 550	Benzoin Co	50@ 50	Piper Nigra po 80	18@ 18	Soda, Carb	1 1/2@ 2		
Ammonia		Morrhuae gal	125@ 150	Barosma	50@ 50	Piper Alba po 35	30@ 30	Soda, et Pot's Tart	25@ 28		
Aqua, 18 deg.	4@ 6	Myricia	300@ 350	Cantharides	75@ 75	Pix Burgum	7@ 7	Soda, Bi-Carb	3@ 5		
Aqua, 20 deg.	6@ 8	Olive	75@ 80	Cardamom	50@ 50	Plumbi Acet	12@ 15	Soda, Cologne	2@ 2		
Carbonas	13@ 15	Picis Liquida	10@ 12	Castor	100@ 100	Pulvis Ip'e et Opii	130@ 150	Spts, Myrcia Dom	200@ 200		
Chloridum	12@ 14	Picis Liquida gal	35@ 35	Catechu	50@ 50	Pyrethrum, bxs H & P D Co. doz	75@ 75	Spts, Vini Rect bbl	@		
Aniline		Ricina	92@ 96	Cinchona	50@ 50	Pyrethrum, pv	20@ 25	Spts, Vi'i Rect 1/2 b	@		
Black	200@ 25	Rosmarini	100@ 100	Cinchona Co	50@ 50	Quassia	8@ 10	Spts, Vi'i R't 10 gl	@		
Brown	80@ 100	Rosae oz	500@ 600	Columbia	50@ 50	Pyrethrum, pv	20@ 25	Spts, Vi'i R't 5 gal	@		
Red	45@ 50	Succini	40@ 45	Cubebae	50@ 50	Quassia	8@ 10	Strychnia, Cryst	105@ 125		
Yellow	250@ 300	Sabina	90@ 100	Cassia Acutifol Co	50@ 50	Quina, S P & W	22@ 32	Sulphur Subl	23@ 4		
Bacca		Santal	25@ 40	Digitalis	50@ 50	Quina, S Ger.	22@ 32	Sulphur, Roll	2 1/2@ 3 1/2		
Cubebae	15@ 18	Sassafras	75@ 80	Errot	50@ 50	Quina, N. Y.	22@ 32	Tamarinds	8@ 10		
Juniperus	5@ 6	Sinapis, ess. oz.	65@ 65	Ferri Chloridum.	35@ 35			Cerebenth Venice	28@ 30		
Xanthoxylum	30@ 35	Tigil	10@ 20	Gentian	50@ 50			Theobroma	45@ 50		
Balsamum		Thyme	40@ 50	Gentian Co	60@ 60						
Copaiba	45@ 50	Thyme, opt	100@ 100	Guaiac	60@ 60						
Peru	60@ 65	Theobromas	15@ 20	Guaiac ammon	60@ 60						
Terabin, Canada	60@ 65	Potassium		Hyoscymus	50@ 50						
Tolutan	35@ 40	Bi-Carb	15@ 18	Iodine	75@ 75						
Cortex		Bichromate	13@ 15	Iodine, colorless	75@ 75						
Abies, Canadian.	18	Bromide	25@ 30	Kino	50@ 50						
Cassiae	20	Carb	12@ 15	Lobelia	50@ 50						
Cinchona Flava.	18	Chlorate	12@ 14	Myrrh	50@ 50						
Buonymus atro.	30	Cyanide	34@ 38	Nux Vomica	50@ 50						
Myrica Cerifera.	20	Iodide	60@ 65	Opil	75@ 75						
Prunus Virginl.	15	Potassa, Bitart pr	30@ 32	Opil, camphorated	50@ 50						
Quillaja, gr'd	12	Potass Nitras opt	7@ 10	Opil, deodorized.	150@ 150						
Sassafras	20	Potass Nitras	6@ 8	Quassia	50@ 50						
Sassafras po 25	24	Prussiate	23@ 26	Rhatany	50@ 50						
Ulmus	40	Sulphate po	15@ 18	Rhei	50@ 50						
Extractum		Radix		Sanguinaria	50@ 50						
Glycyrrhiza Gla.	24@ 30	Aconitum	20@ 25	Serpentaria	50@ 50						
Glycyrrhiza, po.	28@ 30	Althae	30@ 33	Tolatan	60@ 60						
Haematox	11@ 12	Anchusa	10@ 12	Valerian	50@ 50						
Haematox, 1s	13@ 14	Arum po	10@ 12	Veratrum Veride.	20@ 20						
Haematox, 1/4s	14@ 15	Calamus	20@ 40	Zingiber	20@ 20						
Haematox, 1/4s	16@ 17	Gentiana po 15	12@ 15	Miscellaneous							
Ferru		Glycyrrhiza pv 15	16@ 18	Aether, Spts Nit 3f	30@ 35						
Carbonate Precip.	15	Hydrastis, Canada	190	Aether, Spts Nit 4f	34@ 38						
Citrate and Quina	200	Hydrastis, Can. po	200	Alumen, gr'd po 7	3@ 4						
Citrate Soluble	55	Hellebore, Alba.	12@ 15	Annatto	40@ 50						
Ferrocyanidum S	15	Inula, po	18@ 22	Antimoni, po	4@ 5						
Solut. Chloride	40	Ipecac, po	200@ 210	Antimoni et po T	40@ 50						
Sulphate, com'l	2	Iris plox	35@ 40	Antipyrin	20@ 25						
Sulphate, com'l. by	7	Jaapa, pr	25@ 30	Antifebrin	20@ 20						
Sulphate, pure	70	Maranta, 1/4s	35@ 35	Argent Nitras oz	48@ 48						
Flora		Podophyllum po.	15@ 18	Arsenicum	10@ 12						
Arnica	15@ 18	Rhei	75@ 100	Balm Gilead buds	60@ 65						
Anthemis	22@ 25	Rhei, cut	75@ 100	Bismuth S N.	280@ 285						
Matricaria	30@ 35	Rhei, pv	75@ 100	Calcium Chlor, 1s	40@ 40						
Folia		Spigella	30@ 35	Calcium Chlor, 1/4s	40@ 40						
Barosma	25@ 30	Sanugniari, po 18	15@ 15	Calcium Chlor, 1/2s	40@ 40						
Cassia Acutifol.	15@ 20	Serpentaria	50@ 55	Cantharides, Rus	17@ 17						
Tinnevely	25@ 30	Senega	85@ 90	Capsici Fruc's af	20@ 20						
Cassia, Acutifol.	25@ 30	Senega	85@ 90	Capsici Fruc's B po	20@ 22						
Salvia officinalis	18@ 20	Smillax, off's H.	40@ 40	Carophyllus	20@ 22						
1/4s and 1/2s	8@ 10	Smillax, M	25@ 25	Carminie, No. 40.	4@ 25						
Uva Ursi	8@ 10	Scilla po 35	10@ 12	Cera Alba	50@ 55						
Gummi		Symplocarpus	25@ 25	Cera Flava	40@ 42						
Acacia, 1st pkd.	45	Valeriana Eng	25@ 25	Crocus	175@ 180						
Acacia, 2nd pkd.	45	Valeriana, Ger.	15@ 20	Cassia Fructus	35@ 35						
Acacia, 3rd pkd.	45	Zingiber a	12@ 14	Centraria	10@ 10						
Acacia, sifted sts.	45	Zingiber j	16@ 20	Cataceum	35@ 35						
Acacia, po.	45@ 65	Semen		Chloroform	32@ 32						
Aloe, Barb.	12@ 14	Anisum po 20	16@ 16	Chloro'm Squibbs	90@ 90						
Aloe, Cape	12@ 14	Apium (gravel's)	13@ 15	Chloral Hyd Crssl	35@ 60						
Aloe, Socotri	45	Bird, 1s	4@ 6	Chondrus	20@ 25						
Ammoniac	55@ 60	Cardui po 15	10@ 11	Cinchonidine P-W	38@ 48						
Asafoetida	35@ 40	Cardamom	70@ 90	Cinchonid'e Germ	38@ 48						
Benzoinum	50@ 55	Coriandrum	12@ 14	Cocaine	405@ 425						
Catechu, 1s	13	Cannabis Sativa.	5@ 7	Corks list D P Ct.	75@ 75						
Catechu, 1/4s	14	Cynodonum	75@ 100	Crocosotum	45@ 45						
Catechu, 1/4s	15	Chenonodum	25@ 30	Creta	75@ 75						
Camphorae	81@ 85	Dipterix Odorate.	80@ 100	Creta, prep	2@ 2						
Euphorbium	40	Foeniculum	18@ 18	Creta, precip	9@ 11						
Galbanum	20	Foenugreek, po.	7@ 9	Creta, Rubra	8@ 8						
Gamboge	25@ 35	Linl	4@ 6	Crocus	135@ 140						
Gualacum	45	Linl, gr'd. bbl. 2 1/2	3@ 6	</							

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	
B		C	
C		D	
D		E	
E		F	
F		G	
G		H	
H		I	
I		J	
J		K	
K		L	
L		M	
M		N	
N		O	
O		P	
P		Q	
Q		R	
R		S	
S		T	
T		U	
U		V	
V		W	
W		X	
X		Y	
Y		Z	
Z		AA	
AA		AB	
AB		AC	
AC		AD	
AD		AE	
AE		AF	
AF		AG	
AG		AH	
AH		AI	
AI		AJ	
AJ		AK	
AK		AL	
AL		AM	
AM		AN	
AN		AO	
AO		AP	
AP		AQ	
AQ		AR	
AR		AS	
AS		AT	
AT		AU	
AU		AV	
AV		AW	
AW		AX	
AX		AY	
AY		AZ	
AZ		BA	
BA		BB	
BB		BC	
BC		BD	
BD		BE	
BE		BF	
BF		BG	
BG		BH	
BH		BI	
BI		BJ	
BJ		BK	
BK		BL	
BL		BM	
BM		BN	
BN		BO	
BO		BP	
BP		BQ	
BQ		BR	
BR		BS	
BS		BT	
BT		BU	
BU		BV	
BV		BW	
BW		BX	
BX		BY	
BY		BZ	
BZ		CA	
CA		CB	
CB		CC	
CC		CD	
CD		CE	
CE		CF	
CF		CG	
CG		CH	
CH		CI	
CI		CJ	
CJ		CK	
CK		CL	
CL		CM	
CM		CN	
CN		CO	
CO		CP	
CP		CQ	
CQ		CR	
CR		CS	
CS		CT	
CT		CU	
CU		CV	
CV		CW	
CW		CX	
CX		CY	
CY		CZ	
CZ		DA	
DA		DB	
DB		DC	
DC		DD	
DD		DE	
DE		DF	
DF		DG	
DG		DH	
DH		DI	
DI		DJ	
DJ		DK	
DK		DL	
DL		DM	
DM		DN	
DN		DO	
DO		DP	
DP		DQ	
DQ		DR	
DR		DS	
DS		DT	
DT		DU	
DU		DV	
DV		DW	
DW		DX	
DX		DY	
DY		DZ	
DZ		EA	
EA		EB	
EB		EC	
EC		ED	
ED		EE	
EE		EF	
EF		EG	
EG		EH	
EH		EI	
EI		EJ	
EJ		EK	
EK		EL	
EL		EM	
EM		EN	
EN		EO	
EO		EP	
EP		EQ	
EQ		ER	
ER		ES	
ES		ET	
ET		EU	
EU		EV	
EV		EW	
EW		EX	
EX		EY	
EY		EZ	
EZ		FA	
FA		FB	
FB		FC	
FC		FD	
FD		FE	
FE		FF	
FF		FG	
FG		FH	
FH		FI	
FI		FJ	
FJ		FK	
FK		FL	
FL		FM	
FM		FN	
FN		FO	
FO		FP	
FP		FQ	
FQ		FR	
FR		FS	
FS		FT	
FT		FU	
FU		FV	
FV		FW	
FW		FX	
FX		FY	
FY		FZ	
FZ		GA	
GA		GB	
GB		GC	
GC		GD	
GD		GE	
GE		GF	
GF		GG	
GG		GH	
GH		GI	
GI		GJ	
GJ		GK	
GK		GL	
GL		GM	
GM		GN	
GN		GO	
GO		GP	
GP		GQ	
GQ		GR	
GR		GS	
GS		GT	
GT		GU	
GU		GV	
GV		GW	
GW		GX	
GX		GY	
GY		GZ	
GZ		HA	
HA		HB	
HB		HC	
HC		HD	
HD		HE	
HE		HF	
HF		HG	
HG		HH	
HH		HI	
HI		HJ	
HJ		HK	
HK		HL	
HL		HM	
HM		HN	
HN		HO	
HO		HP	
HP		HQ	
HQ		HR	
HR		HS	
HS		HT	
HT		HU	
HU		HV	
HV		HW	
HW		HX	
HX		HY	
HY		HZ	
HZ		IA	
IA		IB	
IB		IC	
IC		ID	
ID		IE	
IE		IF	
IF		IG	
IG		IH	
IH		II	
II		IJ	
IJ		IK	
IK		IL	
IL		IM	
IM		IN	
IN		IO	
IO		IP	
IP		IQ	
IQ		IR	
IR		IS	
IS		IT	
IT		IU	
IU		IV	
IV		IW	
IW		IX	
IX		IY	
IY		IZ	
IZ		JA	
JA		JB	
JB		JC	
JC		JD	
JD		JE	
JE		JF	
JF		JG	
JG		JH	
JH		JI	
JI		JJ	
JJ		JK	
JK		JL	
JL		JM	
JM		JN	
JN		JO	
JO		JP	
JP		JQ	
JQ		JR	
JR		JS	
JS		JT	
JT		JU	
JU		JV	
JV		JW	
JW		JX	
JX		JY	
JY		JZ	
JZ		KA	
KA		KB	
KB		KC	
KC		KD	
KD		KE	
KE		KF	
KF		KG	
KG		KH	
KH		KI	
KI		KJ	
KJ		KK	
KK		KL	
KL		KM	
KM		KN	
KN		KO	
KO		KP	
KP		KQ	
KQ		KR	
KR		KS	
KS		KT	
KT		KU	
KU		KV	
KV		KW	
KW		KX	
KX		KY	
KY		KZ	
KZ		LA	
LA		LB	
LB		LC	
LC		LD	
LD		LE	
LE		LF	
LF		LG	
LG		LH	
LH		LI	
LI		LJ	
LJ		LK	
LK		LL	
LL		LM	
LM		LN	
LN		LO	
LO		LP	
LP		LQ	
LQ		LR	
LR		LS	
LS		LT	
LT		LU	
LU		LV	
LV		LW	
LW		LX	
LX		LY	
LY		LZ	
LZ		MA	
MA		MB	
MB		MC	
MC		MD	
MD		ME	
ME		MF	
MF		MG	
MG		MH	
MH		MI	
MI		MJ	
MJ		MK	
MK		ML	
ML		MM	
MM		MN	
MN		MO	
MO		MP	
MP		MQ	
MQ		MR	
MR		MS	
MS		MT	
MT		MU	
MU		MV	
MV		MW	
MW		MX	
MX		MY	
MY		MZ	
MZ		NA	
NA		NB	
NB		NC	
NC		ND	
ND		NE	
NE		NF	
NF		NG	
NG		NH	
NH		NI	
NI		NJ	
NJ		NK	
NK		NL	
NL		NM	
NM		NN	
NN		NO	
NO		NP	
NP		NQ	
NQ		NR	
NR		NS	
NS		NT	
NT		NU	
NU		NV	
NV		NW	
NW		NX	
NX		NY	
NY		NZ	
NZ		OA	
OA		OB	
OB		OC	
OC		OD	
OD		OE	
OE		OF	
OF		OG	
OG		OH	
OH		OI	
OI		OJ	
OJ		OK	
OK		OL	
OL		OM	
OM		ON	
ON		OO	
OO		OP	
OP		OQ	
OQ		OR	
OR		OS	
OS		OT	
OT		OU	
OU		OV	
OV		OW	
OW		OX	
OX		OY	
OY		OZ	
OZ		PA	
PA		PB	
PB		PC	
PC		PD	
PD		PE	
PE		PF	
PF		PG	
PG		PH	
PH		PI	
PI		PJ	
PJ		PK	
PK		PL	
PL		PM	
PM		PN	
PN		PO	
PO		PP	
PP		PQ	
PQ		PR	
PR		PS	
PS		PT	
PT		PU	
PU		PV	
PV		PW	
PW		PX	
PX		PY	
PY		PZ	
PZ		QA	
QA		QB	
QB		QC	
QC		QD	
QD		QE	
QE		QF	
QF		QG	
QG		QH	
QH		QI	
QI		QJ	
QJ		QK	
QK		QL	
QL		QM	
QM		QN	
QN		QO	
QO		QP	
QP		QQ	
QQ		QR	
QR		QS	
QS		QT	
QT		QU	
QU		QV	
QV		QW	
QW		QX	
QX		QY	
QY		QZ	
QZ		RA	
RA		RB	
RB		RC	
RC		RD	
RD		RE	
RE		RF	
RF		RG	
RG		RH	
RH		RI	
RI		RJ	
RJ		RK	
RK		RL	
RL		RM	
RM		RN	
RN		RO	
RO		RP	
RP		RQ	
RQ		RR	
RR		RS	
RS		RT	
RT		RU	
RU		RV	
RV		RW	
RW		RX	
RX		RY	
RY		RZ	
RZ		SA	
SA		SB	
SB		SC	
SC		SD	
SD		SE	
SE		SF	
SF		SG	
SG		SH	
SH		SI	
SI		SJ	
SJ		SK	
SK		SL	
SL		SM	
SM		SN	
SN		SO	
SO		SP	
SP		SQ	
SQ		SR	
SR		SS	
SS		ST	
ST		SU	
SU		SV	
SV		SW	
SW		SX	
SX		SY	
SY		SZ	
SZ		TA	
TA		TB	
TB		TC	
TC		TD	
TD		TE	
TE		TF	
TF		TG	
TG		TH	
TH		TI	
TI		TJ	
TJ		TK	
TK		TL	
TL		TM	
TM		TN	
TN		TO	
TO		TP	
TP		TQ	
TQ		TR	
TR		TS	
TS		TT	
TT		TU	
TU		TV	
TV		TW	
TW		TX	
TX		TY	
TY		TZ	
TZ		UA	
UA		UB	
UB		UC	
UC		UD	
UD		UE	
UE		UF	
UF		UG	
UG		UH	
UH		UI	

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle .. 40 Choice .. 35 Fair .. 26 Good .. 22 Half barrels 2c extra. MINCE MEAT Columbia, per case... 2 75 MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 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 90 No. 622 Tour'n't whist ... 2 25 POTASH 48 cans in case Sabbitt's ... 4 00 Penna Salt Co's ... 3 00 PROVISIONS Barreled Pork Mess ... 13 75 Fat Back ... 15 75 Back Fat ... 16 00 Short Cut ... 14 50 Bean ... 12 50 Pig ... 18 00 Brisket ... 14 50 Clear Family ... 12 75 Dry Salt Meats S P Bellies ... 10 1/2 Bellies ... 10 1/2 Extra Shorts ... 8 1/2 Smoked Meats Hams, 12lb. average ... 11 1/2 Hams, 14lb. average ... 11 1/2 Hams, 16lb. average ... 11 1/2 Hams, 18lb. average ... 11 1/2 Skinned Hams ... 12 1/2 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) Bacon, clear ... 12 California Hams ... 8 Picnic Boiled Ham ... 14 Boiled Ham ... 18 1/2 Berlin Ham, pressed ... 9 Mince Ham ... 10 Lard Compound ... 6 Pure ... 8 1/2 80 lb. tugs ... advance 3 1/2 60 lb. tubs ... advance 3 1/2 50 lb. tins ... advance 3 1/2 20 lb. pails ... advance 3 1/2 10 lb. pails ... advance 3 1/2 5 lb. pails ... advance 3 1/2 3 lb. pails ... advance 3 1/2 Sausages Bologna ... 5 Liver ... 6 1/2 Frankfort ... 7 Pork ... 6 1/2 Veal ... 8 Tongue ... 9 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 9 50 Boneless ... 10 50 Rump, new ... 10 50 Pig's Feet 1/4 bbls. ... 1 10 1/2 bbls., 40 lbs ... 1 85 1/2 bbls. ... 3 75 1 bbl. ... 7 75 Tripe Kits, 15 lbs. ... 70 1/4 bbls., 40 lbs. ... 1 50 1/2 bbls., 80 lbs. ... 3 00 Casings Hogs, per lb. ... 28 Beef rounds, set ... 16 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... @ 10 Rolls, dairy ... 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast beef ... 2 00 @ 2 50 Potted ham, 1/4s ... 45 Potted ham, 1/2s ... 85 Deviled ham, 1/4s ... 45 Deviled ham, 1/2s ... 85 Potted tongue, 1/4s ... 45 Potted tongue, 1/2s ... 85	RICE Screenings ... 2 1/2 @ 2 1/2 Fair Japan ... 3 1/2 @ 4 Choice Japan ... 4 1/2 @ 5 Imported Japan ... Fair Louisiana hd. ... 4 1/2 Choice La. hd. ... 5 1/2 Fancy La. hd. ... 6 1/2 Carolina ex. fancy ... 6 1/2 SALAD DRESSING Columbia, 1/2 pint ... 2 25 Columbia, 1 pint ... 4 00 Durkee's large, 1 doz. ... 4 50 Durkee's small, 2 doz. ... 5 25 Snider's large, 1 doz. ... 2 35 Snider's small, 2 doz. ... 1 35 SALARATUS Packed 60lbs. in box. and Hammer Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases ... 100 Lump, bbls ... 75 Lump, 145lb kegs ... 95 SALT Common Grades 100 3lb sacks ... 1 95 60 5lb sacks ... 1 85 28 10 1/2 sacks ... 1 75 56 lb. sacks ... 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 Halibut Strips ... 14 Chunks ... 14 1/2 Herring Holland White Hoop, bbls ... White Hoop, 1/2 bbls. ... @ 70 White Hoop, keg. ... @ 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, 8lbs ... 75 Mackerel Mess, 100lbs. ... 13 50 Mess, 40lbs. ... 5 80 Mess, 10lbs. ... 1 65 Mess, 8lbs. ... 1 36 No. 1, 100lbs. ... 12 00 No. 1, 40lbs. ... 5 20 No. 1, 10lbs. ... 1 55 No. 1, 8lbs. ... 1 28 Whitefish No. 1 No. 2 Fam 100lb. ... 5 50 3 50 50lb. ... 5 00 1 95 10lb. ... 1 10 52 8lb. ... 90 44 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 12 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. ... 50 Handy Box, small ... 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rappie, in jars ... 43 SOAP Central City Soap Co. Jaxon ... 2 85 Boro Naphtha ... 4 00 J. S. Kirk & Co. American Family ... 4 05 Dusky Diamond, 50 soz ... 2 80 Dusky D'nd, 100 6oz. ... 3 80 Jap Rose, 50 bars ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 2 85 Satinet, oval ... 2 15 Snowberry, 100 cakes ... 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes 2 85 Naphtha soap, 100 cakes 4 00 Big Master, 100 bars 4 00 Marselles White soap 4 00 Snow Boy Wash Pwr 4 00 Proctor & Gamble Co. Lenox ... 2 85 Ivory, 6 oz. ... 4 00 Ivory, 10 oz. ... 6 75 Star ... 3 10	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 4lb. ... 3 80 Pearline ... 3 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 50 Armour's ... 3 70 Wisdom ... 3 80 Soap Compounds Johnson's Fine ... 5 10 Johnson's XXX ... 4 25 Nine O'clock ... 3 35 Rub-No-More ... 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots ... 9 00 Sapallo, half gross lots ... 4 50 Sapallo, single boxes ... 2 25 Sapallo, hand ... 2 25 Scourine Manufacturing Co Scourine, 50 cakes ... 1 80 Scourine, 100 cakes ... 3 50 SODA Boxes ... 5 1/2 Kegs, English ... 4 1/2 SOUPS Columbia ... 3 00 Red Letter ... 90 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Canton ... 16 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken. ... 40 Cassia, Saigon, in rolls. ... 55 Cloves, Amboyna ... 22 Cloves, Zanzibar ... 55 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, Cochin ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 18 Pepper, Singap. white ... 32 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 11lb packages ... 4 @ 5 3lb. packages ... 4 1/2 6lb packages ... 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels ... @ 2 1/2 Common Corn 20lb packages ... 5 40lb packages ... 4 1/2 @ 7 SYRUPS Corn Barrels ... 22 Half Barrels ... 24 20lb cans 1/4 dz in case ... 55 10lb cans 1/4 dz in case ... 50 5lb cans 2 dz in case ... 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 ... 42	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 Kyro ... 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 J. T. ... 33 Piper Heidsick ... 66 Boot Jack ... 80 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 ... 26 Bamboo, 16 oz. ... 25 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 40 Duke's Cameo ... 43 Myrtle Navy ... 44 Yum Yum, 1 1/2 oz ... 39 Yum Yum, 1lb. pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 25 Corn Cake, 1lb. ... 22 Plow Boy, 1 1/2 oz. ... 39 Plow Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 1/2 oz. ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 30 Good Indian ... 25 Self Binder, 16oz, 8oz 20-22 Silver Foam ... 24 Sweet Marie ... 32 Royal Smoke ... 42 TWINE Cotton, 3 ply ... 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 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, wide band ... 1 10 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 00 Bradley Butter Boxes 2lb size, 24 in case ... 72 3lb size, 16 in case ... 68 5lb size, 12 in case ... 63 10lb size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx ... 55 Round head, cartons ... 75 Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in. ... 65 Cork lined, 9 in. ... 75 Cork lined, 10 in. ... 85 Cedar, 8 in. ... 85 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12 lb. cotton mop heads 1 40 Ideal No. 7 ... 90	Paris 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 Sweet Loma ... 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 ... 5 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 50 Single Peerless ... 2 75 Northern Queen ... 3 00 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 ... 2 1/2 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short cut ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz ... 1 15 Yeast Cream, 3 doz ... 1 00 Yeast Foam, 1 1/2 doz ... 5 1/2 FRESH FISH Per lb. Jumbo Whitefish ... @ 12 1/2 No. 1 Whitefish ... @ 10 1/2 Trout ... @ 10 Halibut ... @ 10 Clisoes or Herring ... @ 5 Bluefish ... 10 1/2 @ 11 Live Lobster ... @ 25 Boiled Lobster ... @ 25 Cod ... @ 10 Haddock ... @ 8 No. 1 Pickerel ... @ 9 Pike ... @ 7 Perch dressed ... @ 8 Smoked White ... @ 12 1/2 Red Snapper ... @ 12 Col. River Salmon ... @ 12 1/2 Mackerel ... 15 @ 16 OYSTERS Cans F. H. Counts ... 40 Bulk Oysters 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 @ 12 1/2 Cured No. 2 ... 11 1/2 @ 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 @ 100 Shearings ... 5 @ 50 Tallow No. 1 ... @ 4 1/2 No. 2 ... @ 3 1/2 Wool Unwashed, med. ... 26 @ 28 Unwashed, fine ... 21 @ 23 CONFECTIONS Stick Candy Pails Standard ... 8 Standard H H ... 8 Standard Twist ... 8 1/2 Cut Loaf ... 9 Jumbo, 32lb. cases ... 8 Extra H. H. ... 9 Boston Cream ... 10 Old Time Sugar stick ... 12 30lb case ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 10 Broken ... 10 Cut Loaf ... 8 Leader ... 8 1/2 Kindergarten ... 10 Bon Ton Cream ... 9 Fench 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 Chocolates ... 13 Eureka Chocolates ... 13 Quintette Chocolates ... 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 Chews, 15lb. cases ... 12 Golden Waffles ... 12 Topazolas ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 55 Peppermint Drops ... 55 Chocolate Drops ... 55 H. M. Choc. Drops ... 55 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Bitter Swasta, ass'd ... 1 21 Brilliant Gums ... 90 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'ms. 30 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 65 Wintergreen Berries ... 60 Old Time Assorted, 25 lb. case ... 2 75 Buster Brown Goodies ... 3 50 Up-to-Date Assmt. 32 lb. case ... 3 75 Ten Strike Assortment No. 1 ... 6 50 Ten Strike No. 2 ... 6 00 Ten Strike No. 3 ... 8 00 Ten Strike, Summer assortment ... 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Malze ... 18 Gold Medal Chocolate ... 18 Almonds ... 13 Chocolate Nugatines ... 13 Quadruple Chocolate ... 15 Violet Cream Cakes, box ... 15 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 Cleo Corn Cakes ... 5 per box ... 60 NUTS—Whole Almonds, Tarragona ... 15 Almonds, Avica ... 15 Almonds, California sft shell, new ... 15 @ 16 Brazil ... 13 @ 14 Filberts ... 13 Cal. No. 1 ... 14 Walnuts, soft shelled ... 12 Walnuts, Chili ... @ 12 Table nuts, fancy ... @ 13 Pecans, Med ... @ 12 Pecans, ex. larg. ... @ 13 Pecans, Jumbos ... @ 14 Hickory Nuts pr bu ... 15 Ohio new ... 15 Cocoanuts ... 4 Chestnuts, New York State, per bu ... Shelled Spanish Peanuts, 7 1/2 @ 8 1/2 Pecan Halves ... @ 48 Walnut Halves ... @ 28 Filbert Meats ... @ 25 Alicante Almonds ... @ 33 Jordan Almonds ... @ 47 Peanuts Fancy, H. P. Suns ... 6 Fancy, H. P. Suns, Roasted ... 7 Choice, H. P. Jbo. ... @ 7 1/2 Choice, H. P. Jumbo, Roasted ... @ 8 1/2	

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00

Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 32
500 or more 32
1,000 or more 31

Worden Grocer Co. brand.
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand. 35
Standard 35
Puritans 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
35 1/4 lb pkg. per case 2 60
28 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

Pork

Loins @ 11 1/4
Dressed @ 7 1/4
Boston Butts @ 10 1/4
Shoulders @ 9
Leaf Lard. @ 7 1/2

Mutton

Carcass @ 7 1/2
Lambs 10 @ 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..

Jute

40ft. 75
50ft. 90
60ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
40ft. 1 35
0ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb . .
Excelsior, M & J, 2lb . .
Tip Top, M & J, 1lb . .
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination . . .
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK
4 doz. in case

Gall Borden Eagle . . . 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 3 in 11
2 in 15
3 in 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz . 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place

your

business

on

a

cash

basis

by

using

Tradesman

Coupons

READY Our Fall Catalogue FREE

Come to market if you can. And then be sure you use Our Sample Rooms for all they can be made to mean to you.

But—here's a substitute for a trip to market and the cost to you is One Cent.

This catalogue shows our Fall and Holiday lines complete. That means truthful pictures, exact descriptions, and net guaranteed prices in PRINT for goods in more than fifty departments.

That's a wide range of choice and as for SNAPS—you could tramp the market for weeks and not begin to find them in number, kind and variety equal to the Yellow Page Items in this Fall book of ours.

Shall we send the market to you?
The number of this catalogue is J550.

BUTLER BROTHERS

Wholesalers of Everything
By Catalogue Only

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—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 Blk., Battle Creek, Mich. 870

Have wild and improved farms, timber or prairie, that we can trade for stocks of merchandise. E. H. Hobe Lumber Co., New York Life Bldg., St. Paul, Minn. 916

Snap for some one who wants to exchange a stock of merchandise for \$8,000 worth of income property. Clear title. Rented to good tenant. Pay about 10 per cent. on investment. Nothing but first-class stock considered. Address No. 915, care Michigan Tradesman. 915

Business For Sale—Real estate office in Buffalo, established in 1867, one of the largest in the United States, and \$60,000 fruit tree farm, also oil company for sale. E. Teal, Anderson, Ind. 914

Good Paying Business For Sale—The business has been established about 20 years in a very desirable location, stock consists of dry goods, groceries, boots and shoes. Will invoice about \$4,000. Located in Muir, one of the best small towns in Michigan, and a large farming community to draw trade from. Brick store building, 25x80 feet; will rent store building. Owner wishes to go to California on account of sickness in family. Address W. K. Pringle, Muir, Mich. 912

For Sale—A1 business chance. The general merchandise stock and fixtures of the Gamble-Lattin Co., Ltd., at Pentwater, Mich., are to be sold. For particulars address Harry L. Andrus, Shelby, Mich. 913

For Sale—Stock general merchandise, inventorying about \$2,000. Located on M. C. R. R. A genuine bargain if sold in the next 60 days. Cash trade. Best of reasons for selling. Address No. 908, care Michigan Tradesman. 908

For Sale—A good paying grocery store in one of the best towns in Western Michigan. Owner wishes to retire. Address No. 904, care Michigan Tradesman. 904

For Sale—Country store with postoffice and small stock of groceries and notions. Only store in place. W. J. Hill, Otterburn, Mich. 907

We have for sale a retail lumber business, including shed 44x80, office and piling ground, located in one of the most thriving and rapidly growing communities in the State. Sales for last month, \$800. No competition within 13 miles. Excellent farming country. Reason for selling, too much other business. Price low and terms easy. It will take less than \$2,000 to handle the business. Write to the McBain Lumber Co., McBain, Mich. 906

For Rent—3,000 square feet second floor, one of the best locations on Monroe St., Grand Rapids, Mich. Passenger and freight elevator; splendid light; will fit up to suit tenant on lease at reasonable price. A splendid location for the right sort of business. Investigate. Address No. 905, care Michigan Tradesman. 905

For Sale—Stock of hardware and implements, invoicing about \$2,000. Good trade and good territory. Will trade for desirable farm property. Address No. 903, care Michigan Tradesman. 903

For Rent—At Morris, Minn., brick store building, former stand of the late J. D. Good, for rent or for sale. Building is 50x90 ft. with two front entrances. Rooms upstairs 30x50 ft. with stairway leading from outside. Building is in choicest location in town, and is suitable for grocery, furniture, hardware, or other business. For terms and further particulars, apply to S. L. Good, St. Paul, Minn. 902

For Sale—A first-class jewelry stock, including fixtures. Will invoice about \$4,000, situated in a good location in city of about 5,000 population in Southern Michigan. Must be sold at once because of failing health of proprietor. Only one other jewelry store in the city. Address No. 900, care Michigan Tradesman. 900

For Sale—Only exclusive book, stationery and cigar stock in best agricultural town in Colorado. Stock and fixtures invoice \$2,000. Stock turned more than five times annually. Established five years. Kennedy's Book & Cigar Store, Rocky Ford, Colo. 899

You can make good money by giving us names of parties who would consider first-class Nevada mining investment. Kindly mention this paper. Goldfield Exploration & Mining Co., 805 Call Bldg., San Francisco, Calif. 893

Wanted—Stock general merchandise, about \$3,000. Geo. A. Jackson, Whittemore, Mich. 898

For Sale—Building and stock of dry goods. Enquire 733 North Coit Ave., Grand Rapids, Mich. 892

For Sale Cheap—A 13 Basket Barr Cash Carrier Complete System. Address Flexner, Kalamazoo, Mich. 894

For Sale—General merchandise; about \$25,000 annual cash sales; a snap for anyone that wants to step into an established cash business; (no book account kept). Address Lock Box 5, North Freedom, Wis. 895

Farms For Sale—Hundred farms in Southern Michigan for sale; fine stock and grain farms; a good, productive, healthy country; fine fruit, fine lakes and streams; good society; prices low. Address A. D. Cadwallader, Hastings, Mich. 896

For Sale—Best foundry, woodworking and machinery business in State of Michigan. Established 1864. Buildings, patents, everything complete, only \$17,000. H. H. Austin, 317 Andrus Bldg., Minneapolis, Minn. 897

For Sale—One of the best paying meat markets in Iowa county seat of 6,000; be quick. Box 904, Webster City, Ia. 910

For Sale—Complete planing mill, machinery, boiler, engine, and all necessary buildings for conducting a retail lumber business. Location extra good. All necessary switches and our good will. Population 12,000. Good business. Object for selling, inducements at Fort Wayne for manufacturing fixtures and show cases. The Clark Lumber & Fixture Co., Barberton, O. 917

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—\$4,000 will buy store building 34x80, 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—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 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—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—A first-class confectionery and ice cream parlor; stock and fixtures new and modern; in one of the liveliest towns in Northern Michigan. Other business interests are our reasons for selling. Moutsatson Bros., Cadillac, Mich. 848

For Sale—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—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—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

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 artisan well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4 1/2 miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 824

For Sale—First-class general stock, \$3,500. Live town, 25 miles from Grand Rapids. Apply E. D. Wright, care Musselman Grocer Co., Grand Rapids, Mich. 576

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 Eoyne Falls Lumber Co., Boyne Falls, Mich. 829

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—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—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 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

Wanted—Position as engineer or oiler by thoroughly experienced man. Address Chester Wheatley, Fennville, Mich. 837

HELP WANTED.

Wanted—Drug stock in Michigan, 3,000 to any number inhabitants. Centrally located. Medium price, give full particulars. Address 116 Green Ave., Benton Harbor, Mich. 911

Wanted—First-class awning and tent man to travel. Address Anchor Supply Co., Evansville, Ind. 901

Wanted—Dry goods clerk for modern store in town of 3,000 population, Central Michigan. Active young man of good habits and appearance, experienced salesman and stock-keeper for dress goods, cloaks, etc. State experience had and salary wanted. Address No. 909, care Michigan Tradesman. 909

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

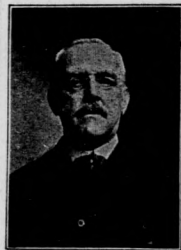
Wanted—Agent or salesman in every town to represent manufacturing company, on commission. Address C. L. Gladly, Three Rivers, Mich. 857

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

Want Ads. continued on next page.

MAKE US PROVE IT



J. 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

Been at it
13 years

STILL AT IT

Write for
terms

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. MACROBIE
AUCTION CO.,
Davenport, Ia.

Late State Items.

Homer—W. F. Hayden has opened a new shoe store.

Middleville—Ernest Truax has purchased the furniture stock of H. J. Chapman.

Albion—Ben Franklin and Meno Davis have purchased the grocery stock of the estate of the late N. Davis on S. Superior street.

Fenton—Mrs. Jennie Ostrom has purchased the millinery business of Miss Jessie Riggs, and is now conducting it at the old location.

Gagetown—S. Pearlman has engaged in the general merchandise business in the Barton block. Mr. Pearlman hails from Bay City.

Vermontville—Elmer Loveland, of Grand Ledge, has purchased the drug stock owned by the F. B. Hull estate and will continue the business at the same location.

Battle Creek—C. D. Murphy, the South Jefferson street druggist, has moved his drug stock into the new building at 152 South Jefferson street, owned by A. J. Kyes.

Petoskey—Andrew Moutsatson has sold his interest in the Petoskey Candy Kitchen to his partner, George Koulis, and has gone to Cadillac, where he will become sole proprietor of the confectionery store formerly conducted by Moutsatson Bros. & Co.

Detroit—The Detroit Hotel Co., capitalized at \$1,200,000, which will build on the site of the present Russell House, has filed articles of association with the Secretary of State. The stockholders are W. C. and P. H. McMillan, Frank H. Clark and L. Dean Holden.

Plymouth—The marriage of William Pittingill, a widely known merchant of this place, and Miss Maud Millsbaugh, a popular young milliner, and daughter of Mrs. Ida Dunn, was quietly celebrated Tuesday night. The couple are off on an extended tour up the Lakes.

Detroit—The Universal Button Fastener & Button Co., now located on Howard street, near Vermont avenue, will soon move into its new and larger factory at Fort and Fifteenth streets. The company makes buttons from tin, the waste of can factories and other tin working shops, and supplies the overall manufacturing trade.

Bay City—Mayor Hine, who is one of the directors of the German American Sugar Co., states that on account of unfavorable weather and other reasons the acreage of the factory has been cut down from 6,800 to probably 5,400 acres. What is left is declared to be good and the company is therefore figuring on a first class campaign.

Sidnaw—William F. Franks, Jr., a member of the firm of Kirtland & Co., druggists at this place, was hit in the temple by a foul tip while witnessing a base ball game Sunday and died a few hours later while being taken to Marquette on board a special train. His skull was fractured. Franks was 26 years old and was married but three months ago.

New Baltimore—The Refined Solvents Co., capitalized at \$100,000,

which will manufacture charcoal, wood alcohol and wood products under a new process invented by J. A. Mathieu, has purchased 100 acres of land near this place and will soon build a \$30,000 plant. The officers of the company are: President, L. D. Harris; Vice-President, J. A. Mathieu; Secretary and Treasurer, L. G. Harris.

Coldwater—The B. W. Carlisle stock of clothing and men's furnishing goods has been purchased by Wickes & Wickes. The new firm is composed of Homer H. Wickes, a young man well known from residence in this place, and his cousin, Rae Wickes, of Jonesville. The former, as the senior member of the firm, has had eight years of active experience in the clothing business, while the latter is new to the trade.

Detroit—Dugald H. Roberts, Vice-President of the McRae & Roberts Co., manufacturer of steam brass goods at 227-235 Campbell avenue, has retired from that company, and it is understood that he with his son and others will organize a new company to make the same class of specialties. Mr. Roberts' stock has been bought by W. D. McRae, President of the company, and Howard B. Anthony, the Secretary and Treasurer, and other stockholders.

Traverse City—Cooke Bros. have begun the erection of a brass and iron foundry, 35x150 feet in dimensions. The firm intends to manufacture, as their principal product, machines for making cement blocks. The block, as made by their machines, does not have to be covered with lath but holds the plaster itself. Machines for making cement fence posts will also be constructed. The firm intend to make all sorts of small iron articles, such as hinges, locks, etc. The power will be steam and fifteen men will be employed. They expect to begin operations about Jan. 1, 1906.

Negaunee—S. D. Cohen, of Green Bay, spent a couple of days in the city during the week, and closed negotiations for a lease of the Saladin building, East Iron street. In these quarters, early in September, Mr. Cohen will open a dry goods and furnishing goods store, together with the smaller lines of goods which are commonly grouped in a mercantile business of this character. Mr. Cohen is a man of experience in this line of business. He was located at Kaukauna, Wis., for some time, but more recently has been associated with J. Davidson, at Green Bay.

Owosso—The clothing merchants of this city are making a great roar over the campaign of a Chicago firm known as the Federal Merchandise Co., now doing business in Owosso. The local parties claim that the farmers are spending thousands of dollars with a transient firm which will leave Owosso in two months, taking all of their money with them. The plan of the company is this: It gives the cloth for two suits of clothes, one overcoat, twenty-five yards of percale, one horse blanket, a linen tablecloth and a pair of towels, all for \$48. Two suits of clothes and an

overcoat are made free of charge, but the linings and trimmings cost \$18. The company had secured the services of six very prominent retired business men over the county, who, it is alleged, go out with them and make matters easy by giving them an introduction. Two prominent jurists of the county are among the purchasers and business men threaten to make it warm for them at the next opportunity, politically.

Northville—The Rammage Technical Co., a recently organized corporation of Detroit, has leased land of the Northville Condensing Co. (the Warner-Richardson plant), and will erect thereon a \$10,000 plant for the manufacture of infants' food. The food is manufactured from whey and milk, which will be obtained from Governor Warner's cheese factories, five of which are located here and near here. This will warrant the Warner factories increasing their business and paying a still better price for the milk. The Rammage Company is capitalized at \$40,000. Work on the new factory will begin at once.

Muskegon—A petition setting forth that Thomas Skelton, of this city, and Arthur Skelton, of Barryton, be declared bankrupt has been filed in the Federal Court for the Northern District of Indiana by Adolph Levy Berliner, Strauss & Meyer and Martin Bluenfield & Bros., of New York, and Mayer & Co., of Chicago. The petitioners allege that the Skeltons formerly conducted a merchandise business in South Bend under the name of Thomas Skelton & Son and that they removed their stock of goods to Michigan, concealing part of it and selling the remainder with intent to defraud their creditors. The petitioners allege that they are creditors to the aggregate sum of \$1,113.59.

Pontiac—A site has been provided and material secured for the erection of a factory here for the manufacture of a machine for making cement brick. The machine is the patent of Carl Rider, of Fenton. He has had one machine in operation at the Pearce gravel pit, and has a perfected machine completed and ready for operation. A foundation had been built and the material was on the ground for the erection of a factory to manufacture the machine at Fenton when W. J. Pearce persuaded Mr. Rider to set up one of his machines here. The machine has proved a winner, the brick turned out being next to perfect in every detail. They are made with great rapidity and accuracy and can be sold 25 per cent. cheaper than clay brick, at the same time being much more durable.

Butcher Recovered His Bills.

Traverse City, Aug. 28—Isaac Austin, the South Side butcher, is bemoaning the loss of a roll of bills amounting to \$70.

Saturday morning Mr. Austin drove to his slaughter house south of town. He had his leather pocketbook containing the money in his pocket and in jumping from the wagon it fell to

the ground. A cow, which was being fattened, stood near by and when the wallet struck the ground Mistress Cow made one swoop with her tongue; one wag of her jaws and away went the pocketbook and the money.

The critter was not ready to kill, but it was "up to Austin," so operations began and in a short time the brute lay at his feet properly slaughtered. Next followed the search for the missing article. Down through the long gullet, not there. Into stomach No. 1, not there; then through all the other three stomachs. Not in any of them. Then back again and the anxious searcher was rewarded by finding a piece of torn wet leather. It was anxiously unfolded but not a sign of even a ten-cent piece could be found. On further investigation, however, a small wad of dirty looking material about the size of a golf ball was hauled forth. This, when washed off, was found to be the money, partially digested, but how much there is is a mystery. The wad is packed so tightly that it can not be separated without tearing or cutting and as the whole amount was in \$1, \$2 and \$5 bills they are packed very closely. About six figure ones can be distinguished. Mr. Austin will send his "wad" to the Treasury Department at Washington and have it dissected.

A curious effect of the war in the Far East is the migration of sharks to European waters. The submarine explosions are supposed to have frightened the creatures, which have passed through the Suez Canal and have been making havoc among the fishes of the Adriatic. Invasion of the Black Sea even has been feared.

Business Wants

BUSINESS CHANCES.

Here is a chance to get a good paying confectionery and wholesale ice cream business; not a back number, but a money-maker; no fault to find with business, but must change climate. Confectioner, Box 786, Ludington, Mich. 919.

For Sale—Good steam laundry, cheap, in hustling town of 2,000; machinery new. Reason for selling, other business. E. D. Holt, Fremont, Mich. Catalogue free. 920.

For Sale—General Hardware, implement and harness business, located in the best county in Michigan. Want to go West. Good bargain. A snap for a good man. For information address Lock Box H, Wexford, Mich. 922.

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—One four-ton Victor scale, made by Fairbanks, Morse & Co. Used but little. Price \$25. Address No. 860, care Michigan Tradesman. 860.

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—I wish to sell my grocery business. A bargain. P. W. Holland, Ovid, Mich. 918.

POSITIONS WANTED

Wanted—Situation as cheese maker. Have had eight years' experience. Can furnish best of references. Anyone wanting good practical man, address 2122 Mich. St., Toledo, O. 921.