

## Now-a-Days

### Men or Women Who Buy or Sell Produce or Merchandise

Consult their own best interests when they utilize every reputable and available facility for keeping posted as to what is going on in the world about them. Not only should they keep constantly informed as to new projects, new industries, new fellow citizens in their own village or city, but they should know as clearly as possible what the farmers in their own and adjoining counties are doing, how they are prospering, what their ideals are.

### It Pays to Keep Accurately Informed on Agricultural, Industrial and Educational Affairs

It is this spirit which promotes the best and most desirable features of human intercourse. It goes without saying that a good neighbor is a good citizen and a good citizen is a good business man, whether his sphere be on the farm, in the shop, the store, the office, the court room, the school house or the pulpit.

The best annual school of neighborliness, the most economical and thorough facility offered in the State of Michigan, is the fourth annual exhibition to be given by the

## West Michigan State Fair

Grand Rapids, Sept. 18, 19, 20, 21 and 22

The exhibits will be the largest and most interesting ever shown at this Fair. Good trotting and pacing races every afternoon. Special out-of-door amusement attractions between heats and races. All railroads in Michigan will issue tickets to Grand Rapids at Special State Fair rates. The opportunity is "all wool and a yard wide."

## PAPER BOXES

OF THE RIGHT KIND sell and create a greater demand for goods than almost any other agency.

WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

Grand Rapids Paper Box Co., Grand Rapids, Mich.

## A Good Investment Citizens Telephone Co.'s Stock

has for years earned and paid quarterly cash dividends of 2 per cent and has paid the taxes.

### You Can Buy Some

Authorized capital stock, \$2,000,000; paid up, \$1,750,000. In service nearly nine years. More than 20,000 phones in system.

Further information or stock can be secured on addressing the company at Grand Rapids, Michigan

E. B. FISHER, Secretary

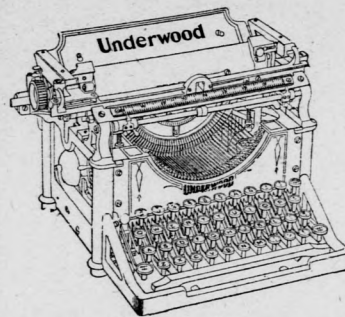
The Best People Eat

## Sunlight Flour lakes

Sell them and make your customers happy.

Walsh-DeRoo Milling & Cereal Co., Holland, Mich.

## Visible Writing



No carriage to lift

All of the work visible

Specially adapted to billing

Send for free catalogue

UNDERWOOD TYPEWRITER CO.

31 State St., Detroit, Mich.

Branch, 97 Ottawa St., Grand Rapids, Mich.

## Every Cake



of FLEISCHMANN'S

YELLOW LABEL COMPRESSED

YEAST you sell not only increases

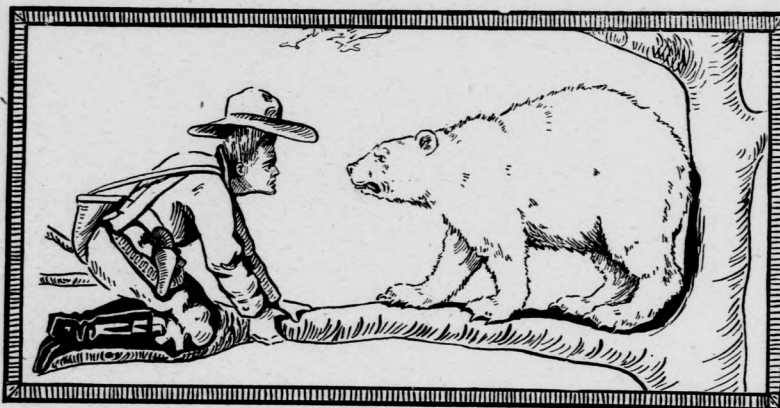
your profits, but also gives complete

satisfaction to your patrons.

## The Fleischmann Co.,

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Ave.

The Complete Line of  
Moneyweight  
Computing Scales  
received the  
**Highest Award**  
and  
**Gold Medal**  
at the great  
Universal Exposition  
St. Louis  
1904



## Face to Face with a Difficult Problem

His position is no more dangerous than when the life of your business is threatened by ravenous enemies who are sapping the strength and devouring your legitimate profits. The time is now at hand when you must **Defend Yourself** by using the best money-saving system on the market. The best is always the cheapest. We can prove it.

The Cudahy Packing Co. says:

"Price cuts no figure when the article purchased requires only to be put into actual use to pay for itself."

### Moneyweight Systems

have the necessary facilities for closing all avenues of escape and guarding your merchandise from the time you purchase it until it is sold. It will **cost you nothing** to investigate this well known system, so send your card for our free booklet "Y" and ask to see our representative.

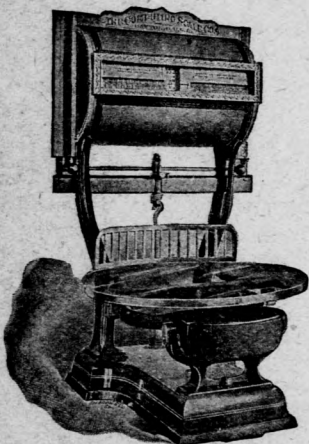
Computing Scale Co.  
Manufacturers  
Dayton, Ohio

MONEYWEIGHT SCALE CO.  
47 State St., Chicago  
Distributors

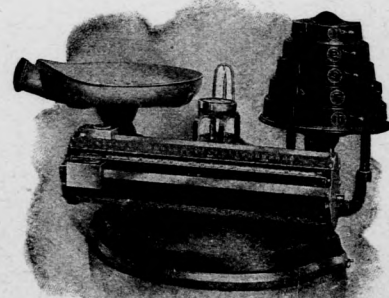
## Moneyweight Scales

are built on the following principles

Even-Balance  
Even-Balance Weightless  
Multiple-Beam  
Automatic  
Automatic Springs  
Automatic Pendulum  
Retary



No. 63 Boston Automatic



No. 76 Weightless  
Even-Balance



# MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 6, 1905

Number 1146

## 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. Correspondence invited.

2321 Majestic Building, Detroit, Mich

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

O. E. McCORNE, 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 contemplating a change in your banking relations, or think of opening a new account, call and see us.

**3 1/2 Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

## Commercial Credit Co., Ltd. OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

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

### SPECIAL FEATURES.

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### AFTER THE TREATY.

To the American familiar with the whittling antecedent to the eye-tooth-cut bargain to follow, the recent performances at Portsmouth in Yankee land border upon the tiresome. First the Russian Ambassadors must call upon the President, then the Japanese must call upon him. After that they must call together to be introduced to one another. This duty done they repair to the New England town and the war of wits begins—preliminaries, let it be said, that are very wearing upon the patience of the foremost country of all this world, who are anxious to have the thing over with all possible dispatch, in order that the world may go on with its all-important task of earning its living.

Another feature which amused the Yankee Anglo-Saxon was the amount of gallery-playing which the Russians indulged in. It is a characteristic which he likes to watch. He knows the whole story of the Great Bear from A to Izzard—its marvelous growth and expansion; its early determination and struggle for existence and for important place among the nations of the earth, so like his own and then, so unlike the American policy, a career so contrary to every principle of justice and of right with its centuries of wrong and the suffering as a consequence; its Siberia; its absolute power; its aggression, its robbery; its bluster and its brag, and then its ignominious humiliation, wherein its loss of army and navy was unredeemed by a single success—and all this in mind he wonders how the Bear will meet the main point of the controversy, "a war indemnity which is against the Russian feeling, against Russian pride and against the whole history of the country."

To the United States in common with the world at large there is a firm conviction that Russia's history in her relations with other nations furnishes abundant instances that show her what is becoming to her

in this hour of trial. Was it not Ivan the Terrible, the first Czar, who put down the Russian aristocracy and crushed all resistance to his personal rule, who taught that complete submission is the first law of absolute power? Did Michael Romanoff, the founder of the present dynasty, attain his elevation to the throne by driving out the Poles in 1611 in violation of that law? In the twenty odd years, beginning with 1772, is there nothing in the history of Poland to suggest to Russia the line of action she must follow now that the relationship stands Japan vs. Russia as it then stood Russia vs. Poland? The law that the old German Ariovistus laid down to imperial Caesar and which Russia has unswervingly followed—it is the right of war for those who conquer to rule those whom they conquer as they please—remains unchanged. In Western parlance she has got to take her own medicine.

There is in the domestic economy of English speaking people on both sides of the sea an article of diet which under certain manifestations is strongly recommended to sufferers, and is known as humble pie. Russia, as a nation, has been wanting a piece of this for a good many years. Located, as she has been, in that quarter of the earth where she had too many sympathizers her whole system has become disordered and it needs radical treatment. As a home medicine the pie is strongly recommended. It does not taste good and the Russian stomach will not like it; but it is a matter of personal test and experience that the larger the piece the better and the more immediate the results. From certain indications it is evident that the Japan larder is well supplied with pastry and, understanding that overdosing is impossible, the world anxiously awaits the results of a good-sized and long-needed piece.

### New Electric Road Survey.

Bay City, Sept. 5—A. S. Courtright, of Lansing, supervising engineer for the projected Saginaw Bay & Southwestern electric road, has completed the survey of the proposed new line between this city and Saginaw. Courtright says that the entire line will be 96.6 miles long, all of which will have been surveyed, with the exception of a short distance south and west of Saginaw, when the Bay City-Saginaw division is surveyed. Locally the road is regarded as almost a certainty. If built, it will give the shortest connection between this city and Saginaw. Courtright also says that an extension from St. Johns to Woodbury, through Westphalia and Richmond, has been decided upon by the company.

### GENERAL TRADE OUTLOOK.

At first glance it might be considered an anomaly that the completion of peace negotiations should be accompanied by a substantial reaction in the stock markets, but this is sufficiently accounted for in the fact that, as is usual in such cases, the effects had been more than discounted. There is enough in the facts that the level of prices had been carried considerably above all records and that general expectation predicted such a reaction to fully account for it. And it is a further evidence of the general strength of the situation that the reaction was only able to slightly lower the general level, barely bringing it down to the high record of 1902. It is owing to the same condition that the upward movement is again in evidence, with every appearance that the high records will be materially advanced before another reaction sets in.

The greatest indication of permanence and stability in the forward movement of industries is found in the general spirit of preparation in all lines dependent on trade movement. The healthier adjustment of the prices of commodities, especially in the agricultural field, is bringing the most extended preparation for foreign trade, especially manifest in the increase of its transportation facilities. Orders are being placed for rolling stock and other equipment to an extent which guarantees the activity in the corresponding lines for a considerable time to come. Then in anticipation of the same demand in other fields there is the general disposition to enlarge facilities by enlarging present plants, erecting new ones and adding in every possible way to the power of production. In sympathy with this activity is the great movement in real estate and building circles prevailing in all parts of the country. In harmony with all this is the magnitude of the movement of merchandise generally, which is already taxing shipping facilities to a serious extent in many localities.

The grain situation still maintains the promise of the country's taking its place in the markets of the world. The abundance of the wheat crop is finally assured and the level of prices at 25 cents less than a year ago is such as will enable a healthy and extensive export trade to be built up. Cotton fluctuations are of little significance in the cloth market, prices being based on purchases made some time ago. Shoe shipments from Boston are in excess of the same season in any year except 1903.

No one has more wisdom than a fool who holds his tongue.



## SEVENTEENTH SESSION.

## Annual Convention of M. K. of G. at Jackson.

Jackson, Aug. 29.—The Knights of the Grip did not come on the early trains as was expected and the officers of the convention were quite disappointed at the smallness of the showing made in their seventeenth annual convention.

The Secretary was of the opinion that had the latter part of the week been set for the sessions, instead of Tuesday and Wednesday, it would have been far more convenient for the traveling men.

Again, it is an experiment having the convention in the summer time. Hitherto they have met in December, and these conventions, according to all outside reports, were always memorable occasions. That this should be so is not strange. The class of men composing the traveling salesmen are, as a rule, among the jolliest, brightest, best-informed and mentally well-balanced of any fraternity in the country. Their work demands good men, their contact with the world tends to rub off the fringes and draw all the best out of them. It begins with an education necessary to enter the ranks, and the life education is of such a nature that one expects to find rounded out men, and they are all that.

At their headquarters, the hall of the Knights of Pythias, there were about a dozen present in the forenoon, and they adjourned at 12 noon until 1 p. m., expecting that the largest crowd would come on the noon trains.

Many of the members are scattered over every part of the State on their regular journeys and they dislike to break up the week's work in order to be present.

At the afternoon session the attendance had so far increased that it was estimated there were about 100 visitors, all told.

A meeting held at 2 p. m. was presided over by George H. Randall, of Bay City, President of the Association, who called the session to order. He introduced Attorney J. H. Hennigan, in place of Mayor Todd, who was to have welcomed the Association to the city.

The speech of Mr. Hennigan, however, was full of praises of our city and a general invitation to all to make themselves at home.

Mr. Randall responded on behalf of the convention.

It transpires that the society has lost twenty-three members by death since last December, and each one was insured to the amount of \$500. Notwithstanding this, however, the financial condition of the Association is solid and thriving, and the only regrettable feature is that some of the best members and widely known men on the road have handed in their last grips. Suitable resolutions on these deaths are to be submitted.

Aug. 30.—Friends of the Knights of the Grip, and members themselves, made a big showing when it came to the banquet at Wolf Lake Casino.

The banquet was quite a remarkable one, too, in point of interest, for Gov. Warner and quite a number of men of affairs in Nation and State were at the principal table, where the flow of oratory rolled for several hours. It was a very notable gathering when it came to the matter of speech-making, in responding to toasts, as told below:

The banquet in itself was rich. The tables were loaded and the menu was as follows:

Fruit Cocktail.  
Cream Potatoes. Cream Chicken.  
Cold Meats.  
Fruit Salad. Vegetable Salad.  
Bread, two kinds.  
Olives. Pickles. Radishes.  
Cakes, two kinds.  
Ice Cream.  
Tea. Coffee. Iced Tea.

During the time these delicacies were being enjoyed Boos' Orchestra



H. C. Klockseim, President

played a number of appropriate selections, and Mrs. Anna Berger Lynch came on the rostrum and was accorded an ovation and an encore. Her efforts showed that she has lost none of her old power on the cornet.

James Cook was introduced as toastmaster of the occasion. He referred to the summer convention as an experiment and said that while there were not as many present as they could have wished, they heartily welcomed those who were there.

Here the lights went out and there was considerable fun in the effort to throw light on the programme by striking matches, which the breeze extinguished.

Mrs. E. R. Hague and Miss Nora Hunt sang very sweetly and were encored.

Next Gov. Warner was introduced. He is still a member of the society and has been in the Association several years. He spoke on Michigan and said there is nothing better than the cultivation of friendship. Reviewing the history of the State, he pictured the rapid strides in fifty years. We have 2,500,000 population and industrial and commercial prosperity which means much for the future of the West. He read some figures showing what advance had been made in ten years.

Speaking of the governorship he said there is not only an honor, but

there is also plenty of hard work. The man who does not realize the sense and responsibility of this position should not hold it, and he expected nothing but work until 1907. His remarks were loudly applauded.

A solo was rendered by Miss Hunt, accompanied by E. M. Foster, organist of St. Paul's church.

Hon. Charles E. Townsend was the next speaker. He paid a compliment to the Governor, saying he believed he was growing in favor every day. The traveling man had a high sense of social intercourse and it had done them all good to meet each other on this occasion. The subject of America was dwelt upon in an extolling of its spirit of freedom and what it has done and is doing, despite the drawbacks it has to contend with. America is the Mecca to which all oppressed men have journeyed, the forum of the greatest nation, conceded so by all nations of the world. No nation engages in any international complications before asking what the United States will do. This has been shown in the diplomacy of the past few years, and especially in the present part taken by President Roosevelt in the negotiations between Japan and Russia. The traveling men of the country are largely oracles of wisdom and the apostles of commerce and civilization, and so long as such



Frank L. Day, Secretary

men are abroad, there is no question of our advance.

A. C. Northrup, an ex-President, spoke on the departed ones forever remembered and forever mourned. He gave a history of the origin of the Association, saying it is really an offshoot from the T. P. A., and it had no idea of becoming a beneficiary one until it grew to such large proportions. He referred to the sum of \$85,000 being paid out for death benefits, and it is impossible to tell just what good that has done. He paid a great compliment to A. F. Peake, of this city, who died last March. He was a great honor to the Association, and a man who overcame every obstacle.

Mrs. Lynch rendered "The Holy City" on the cornet in her inimitable way.

"The Ladies" was the toast responded to by James O'Donnell. He spoke of the doors of employment

opened to women—that in 1890 there were 3,914,571 women engaged in gainful occupations in the United States; in 1900 there were 5,329,837—an increase of 35 per cent. in ten years. If the present decade showed similar increase, where would man be? For fifty-seven years the struggle for woman's advancement had been going forward, and each year showed her progress in business, finance and manufactures. Man's occupations were lessening, woman's increasing. In forty-one states the ballot has been given her in some form. Justice Brewer thought a woman would yet be President. But woman would still reign in the home. The wives, mothers, daughters, sisters were the jewels of American womanhood, the nobility that brings happiness.

To the subject of "Is the Commercial Traveler's Influence To-day for Good or Evil?" a response was made by John A. Hoffman, and he gave it as his opinion that it was for good, and that the Association was doing a good work.

After a clever monologue by W. Beier, which created much merriment, the company turned into dancers and to the sweet music of Boos' Orchestra two delightful hours were spent.

The session this morning was well attended, the election of officers resulting as follows:

President—H. C. Klockseim, Lansing.

Secretary—F. L. Day, Jackson.

Treasurer—John B. Kelly, Detroit.

The Vice-Presidents, one for each of the twelve districts in the State, are as follows: First, J. C. Coleman, Detroit; Second, W. B. Burris, Jackson; Third, Arthur Corwin, Kalamazoo; Fourth, J. H. Farnum, Cassopolis; Fifth, Fred Walther, Grand Rapids; Sixth, Frank Street, Flint; Seventh, W. Morrash, Port Huron; Eighth, Hal P. Smith, Saginaw; Ninth, W. D. Barnard, Manistee; Tenth, Charles S. Benson, Bay City; Eleventh, Samuel L. Iles, Traverse City; Twelfth, W. G. Taport, Sault Ste. Marie.

The Directors are A. A. Weeks, Grand Rapids; H. P. Goppert, Saginaw; J. C. Witliff, Port Huron; M. C. Empay, Bay City.

The whole of the forenoon was devoted to business, the adjournment not taking place until 12:30. The convention and Ladies' Auxiliary finished by visiting the State Prison.

During the proceedings a most solemn ceremony took place when it came to the twenty-three deceased members. The whole convention stood in an attitude of sorrow and as the roll call was read there was evident emotion in every heart, but when it came to singing "Nearer, My God, to Thee," it went to show that this is a brotherhood of men equal in their affection for each other to any family, and it was a really impressive scene, rarely witnessed in any assembly.

The business related to amending the by-laws and to work which can

(Continued on page six.)



# POPULAR STYLES

## In Fall and Winter Millinery

Below are a few of our best selling numbers in Ready-to-Wear Hats. We are direct manufacturers of these goods, and our prices can be depended upon as being as low as any house in the country.

If you are not on our mailing list and wish our new fall and winter catalog, send us your name and address



No. 295&. Polo turban; plain felt top and facing, edge of brim, patent leather; trimmed with rosette and quills. Colors, brown, navy, black, olive and bluet. Price, per dozen.....\$8.00



No. 60P. Small turban of scratch felt; trimmed with felt straps and gilt buttons. Colors, black, brown, navy and olive. Price, per dozen.....\$9.00



No. X32X. Polo turban, frame covered with mohair felt; plain crown and fancy brim; trimmed with mirror velvet, quill and ornament. Assorted colors. Price, per dozen.....\$15.00



No. 111X. Polo turban; fitted top and facing of plain felt; brim of accordion pleated felt in two-tone effect; trimmed with natural wing and crescent. Comes in following combinations: Brown and champagne, navy and bluet, champagne and brown, reseda and olive; also solid colors if desired. Price, per dozen.....\$15.00



No. X52X. Charlotte Corday frame, covered with plain felt, trimmed with stitched straps of mirror velvet and small gilt buckles; quill on band fastened with gilt buckle. All colors. Price, per dozen.....\$15.00



No. X39X. Turban in Continental Shape, of mohair felt; crown of strip felt in light olive; facing of champagne felt, with wide tucked binding of the olive felt, caught with small gilt buttons; fancy knot of the two colors on side, with two quills. Comes in following combinations: Olive and champagne, navy and bluet, brown and champagne, castor and brown, and solid black. Price, per dozen.....\$15.00



No. 56X. Tailor made hat, medium size, of plain felt; crown and brim in cluster tucks; trimmed with ornament and quills. All colors. Price, per dozen.....\$15.00



No. 140N. Large shape, high back; large crown of velvet, and drape brim of plain felt; trimmed with straps of felt, and gilt ornament. Colors, brown, green and Alice blue. Price, dozen, \$18.00



No. X54A. Made on Corday frame of strip felt; trimmed on brim with fancy feather breasts, mirror velvet and ornaments. Assorted colors. Price, per dozen.....\$21.00

**CORL, KNOTT & CO., Ltd.** Importers, Manufacturers and Jobbers of  
MILLINERY AND STRAW GOODS

No. 20, 22, 24 and 26 North Division St.

GRAND RAPIDS, MICH.

## AROUND THE STATE

### Movements of Merchants.

Coldwater—E. N. Russell, the West Chicago street grocer, is closing out his stock.

Ishpeming—John Venner has purchased the confectionery stock of E. F. Murray.

St. Johns—Susanna Eby has opened a shoe store under the management Abner Furtney.

Saranac—A. F. Noyes has purchased C. E. Huhn's interest in the shoe stock of Huhn & Miller.

Ionia—N. E. Tillison has sold his bazaar stock to John Gardner, who will continue the business at the same location.

Orono—Ralph Brown has sold his general stock to Wm. Eichenberg, who will continue the business at the same location.

Shelby—R. B. Hanchett has sold his general stock to G. W. Collins, of Grand Rapids, who will continue the business at the same location.

Stanton—F. W. Compton, of Lake Odessa, has purchased a half interest in the general stock of O. G. Bretz and the firm name is now Bretz & Compton.

St. Joseph—Charles Rapp has purchased of Samuel Enders a half interest in the Enders & Moore clothing stock, and the new firm will be known hereafter as Enders & Rapp.

Detroit—The Simon & Robinson Co. has been incorporated with an authorized capital stock of \$10,000, all subscribed and \$5,000 paid in in cash. The new company will conduct a jewelry business.

Pleasant Valley—W. H. Moyer has purchased the store and other buildings of Milford Chambers and will take over the general stock about Oct. 1 and continue business at the same location.

Jackson—The Lewis & Cary grocery stock, at 201 South Mechanic street, has been purchased by L. A. Chamberlain, formerly of Symerton, Ill., and J. W. Eaton, of this city, who will conduct the business in the future.

Houghton—A corporation has been formed for the purpose of dealing in real estate under the style of the C. C. Douglas Co. The new company has an authorized capital stock of \$25,000, all subscribed and paid in in property.

Perry—Rann Bros., general dealers at Morrice, have leased the corner store belonging to Eugene Brown and will put in a general stock of dry goods and groceries. Mortimer Rann will assume the management of the store.

Saginaw—The coal mining business formerly conducted by Barnard & Co. has been merged into a stock company under the style of the Uncle Henry Coal Co. The new corporation has an authorized capital stock of \$10,000, all subscribed and paid in in property.

Jackson—Governor Warner has appointed M. F. Cotterell, formerly manager of the local branch of the National Biscuit Co., store keeper at the prison, and the Board of Control during its regular meeting at the penitentiary Tuesday confirmed the appointment unanimously.

Carson City—The implement and vehicle stock of the Carson City Distributing Co. has been purchased by W. H. Murphy. C. DeYoung, of Crystal, has been the financial partner and O. A. Myers the local manager of the company since it began business two years ago last January.

Cadillac—Rice & Cassler have become the owners of the Hall & Murphy footwear, in the D. B. Kelly building, and will combine the two stocks. Mr. Hall has invested in a half interest in the Cadillac Ice Cream Co., with H. H. Geer as his associate, and the firm name is now Geer & Hall.

Armada—James Malloy and Harry Fassett have purchased the harness, buggy, wagon and farm implement business formerly conducted at this place by Stafford, McKay & Brewer, who also conducted a store at Romeo, which business they will continue as before. The new firm will do business under the style of Malloy & Fassett.

Camden—B. R. Alward & Co., who have formerly conducted a banking business under the style of the Bank of Camden, have merged their business into a stock company and will continue same under the style of the First State Bank of Camden. The new corporation has an authorized capital stock of \$20,000, all of which is subscribed and paid in in cash.

Detroit—Stockholders of the First National Bank, all shares being represented except 528, voted unanimously to ratify the action of the Board of Directors to increase the capital stock from \$500,000 to \$750,000. The additional \$250,000 will be taken by present stockholders of the bank, pro rata to their present holdings and no shares will be offered for public subscription.

### Manufacturing Matters.

Detroit—The capital stock of the Wolverine Leather Goods Co. has been increased from \$16,000 to \$21,000.

Marquette—The Big Bay Lumber Co. has decided to run its mill night and day and an extra crew has been secured for that purpose.

Hartford—The cheese factory of S. M. Carpp was totally destroyed by fire Aug. 30. The loss was about \$3,000, with \$800 insurance. Mr. Carpp will immediately rebuild the factory.

Buchanan—The See & Porter Manufacturing Co. has been incorporated to manufacture everything connected with the vehicle trade, with an authorized capital stock of \$200,000, of which \$175,000 has been subscribed and paid in in property.

Petoskey—George T. Zipp, of Zipp Brothers, Grand Rapids, and President of the Superior Lime Company, has purchased a half interest in the J. A. Hendricks lumber, lath, shingle and wood business at the corner

of State and Petoskey streets.

Flushing—The flour mill business formerly conducted by Hart Bros. has been merged into a stock company under the style of the Hart Milling & Power Co., with an authorized capital stock of \$100,000, all subscribed and paid in in property.

Cheboygan—D. Quay & Sons have purchased 480 acres in the vicinity of Carp River, heavily timbered with cedar, pine, hemlock and other timber. They will put in a camp this fall and winter and lumber the tract, rafting the logs to their mill at Cheboygan.

Benton Harbor—A corporation has been formed to manufacture and sell brick and tile under the style of the Cement Pressed Brick Co. The new company has an authorized capital stock of \$15,000, all of which is subscribed and \$1,010 paid in in cash and \$10,490 in property.

Detroit—A corporation has been formed under the style of the Palmer-Bee Co. for the purpose of manufacturing and dealing in metal products. The company has an authorized capital stock of \$15,000, of which \$7,500 has been subscribed and \$2,500 paid in in cash and \$5,000 in property.

Munising—The C. H. Worcester Co., of Chicago, one of the largest cedar concerns operating in Northern Michigan, has ordered steel and rolling stock for the construction of logging roads into its large tract in Alger county, which will be lumbered off for shipment to the mills at this place. It is hoped to be able to do away with the use of teams and sleighs in the woods to a large extent and the lines of track will be taken up and moved to new locations as fast as the land shall be lumbered.

Holland—At a secret meeting of the dissatisfied stockholders in the Walsh-DeRoo Milling & Cereal Co. a committee was appointed to investigate the condition the old company was represented to be in at the time of the reorganization, when the Walsh-DeRoo Milling & Cereal Co. was launched. Over \$100,000 worth of stock is said to have been purchased by persons who had no connection with the original company and who made the investment on representations which they now consider were not absolutely fair.

Tower—The plant of Keys & Worboys, manufacturing staves, heading and lumber, is undergoing changes that will double the capacity of the plant. The plant has been manufacturing 18,000 feet of lumber, 3,000 sets of heading and 38,000 barrel staves a day. The firm is employing fifty-five hands and as soon as the sawmill improvements shall be finished twenty-five more men will be put on. The plant is to be operated the year through. The firm has just finished a special order for a large cooperage concern of 100,000 40-inch staves. The owners reside in New York and the plant is under the management of Charles McGinnis. The plant has enough logs in the yard to run the mill until snow shall fly.

Traverse City—Straub Bros. & Amiotte, the candy manufacturers, are

about ready to begin doing business in their own new and modern factory now nearly completed at the corner of Front and Hall streets. The factory, owing to the shape of the lot, is of rather odd proportions, being 30 feet wide on the front, 100 at the rear and 160 feet 6 inches long on Hall street. The structure is of solid brick, three floors and a basement. The floor in the basement of the factory is concrete. There the boiler for heating and steam cooking purposes is installed in the north end, with the cold storage in the opposite end. The raw materials will also be stored there. The main office will be located at the front on the first floor, which is nearly completed. The walls are kalsomined and the ceiling covered with pressed steel. A fireplace is a pleasing feature in one corner. The pay window is located at the north side of the office. Back of the office on the first floor is found the shipping room and stock room.

### New Enterprises at Battle Creek.

Battle Creek, Sept. 5—Julius Goldberger, of Fort Wayne, Ind., has been here in consultation with the Business Men's Association regarding the establishment of a factory in this city for the manufacture of shoe heels and counters. There is very little machinery used in this work, and the company employs a large force. A final meeting will be held this week to determine the matter of the establishment of the factory here.

The Riverside Creamery Co. was organized and incorporated the past week, with L. B. Anderson, President; E. M. Lamos, formerly of Albion, Vice-President and Manager; Claude A. Flinn, Secretary and Treasurer. The new concern will occupy the lower floor of the building on River street formerly occupied by the Grocers' Specialty Co. The company will not sell milk and cream, but will deal exclusively in butter and iced products.

The Compensating Pipe Organ Co., of this city, has just completed an organ for the big Mormon temple at Salt Lake City. Noggle & Co., electricians, made a motor with which to operate the instrument.

M. J. Franklin has bought his partner's interest in the firm of Davis & Franklin, and the business will be conducted as the Michigan Iron & Metal Co.

The Brotherhood Glove Co., with a capital stock of \$10,000, has been organized and incorporated to make glove and mittens. William S. Crabill is Chairman, Mary L. Crabill Secretary and James E. Weeks, Treasurer.

### Monroe Company Branches Out.

Monroe, Sept. 5—The Wilder-Strong Implement Co., successors to J. K. Wilder & Sons, one of the oldest manufacturers of agricultural implements in the State, expects to extensively increase its business this fall, which will necessitate the building of an additional warehouse and which will be one of the largest of its kind in the State. The company employs seventy-five skilled men.





### 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. A better condition prevails in the market, although prices are still high. The demand is moderate but as large as expected, considering conditions.

Beets—18c per doz. bunches.

Butter—Creamery is steady at 21c for choice and 22c for fancy. Dairy grades are firm at 19c for No. 1 and 15c for packing stock. Renovated is in moderate demand at 20@21c. Receipts of dairy are limited, due to the fact that producers are evidently holding their supplies for a higher market.

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 17@18c on track for case count, holding candelled at 19@20c. Receipts are falling off and higher prices are predicted.

Green Corn—10c per doz.

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

Lemons—Californias are strong at \$8 per box, Messinas at \$8.25 for 360s and \$8.50 for 300s and Verdillas at \$8.50@9. These figures may not hold if the weather does not remain warm, although a much lower range is not likely until later in the fall.

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 \$1.35 per crate.

Oranges—Late Valencias are steady at \$5.25@6 per box. If it were not for the presence of the deciduous fruits on the market prices would be still higher.

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 Crawford's are now in command of the market, with the price ranging from 80c@\$1.10 per bu. Reeves range from 60@90c. Receipts are heavy and shipments are large.

Pears—Small Sugar, Bartlett and Flemish Beauty command \$1 per bu.

Plums—Lombards are in large supply at \$1 per bu. The same is true of Bradshaws at \$1.25. Green Gages are scarce at \$1.50.

Potatoes—40c per bu.

Pieplant—50c for 40 lb. box.

Pop Corn—90c for rice.

Poultry—Receipts are not equal to the demand, in consequence of which prices are firm. Local dealers pay as follows for live: Spring chickens, 10@12c; hens, 9@10c; roosters, 5@6c; spring turkeys (5 lb. average), 18c;

old turkeys, 12@14c; spring ducks, 10@11c; No. 1 squabs, \$1.50@1.75; No. 2 squabs, 75c@\$1; pigeons, 60@75c.

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

Spinach—50c per bu.

Summer Squash—75c per bu.

Tomatoes—75c per bu.

Turnips—40c per bu.

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

### The Grain Market.

The wheat market the past week has shown little activity, but at the same time cash prices have advanced a fraction. The talk of a heavy movement of spring wheat has a very bearish influence on the trade, but as stocks of old wheat in the Northwest are pretty well cleaned out the milling and elevator interests will absorb the receipts for some time to come without throwing any surplus on the markets from that direction. In the face of quite liberal receipts the past week the visible supply shows a decrease in the stock of wheat amounting to 772,000 bushels. This compares with a loss last week of 810,000 bushels and a gain one year ago of 827,000 bushels.

The milling situation is, as a rule, in a very satisfactory condition, the demand from domestic trade being quite sharp and the export trade is much better than it was for the same period last year. Our prices are more in line with foreign markets and the indications now point to a liberal foreign demand from this country for the next few months. Millfeeds are in fair demand, but prices are affected somewhat by the low price of oats and prospective prices for corn.

Receipts of corn from the country are not quite so heavy, but stocks in elevators are large and prices are a little easier, with general prospects for much lower figures within the next thirty days. The present outlook is for a fairly early corn harvest, and new corn is already offered quite freely for October, November and December shipments, with prices in the forties. The crop is in fine condition, and with a late fall the situation suggests corn for fuel again.

The movement of new oats continues quite freely, the quality of our State oats grading about three whites. Prices are dragging quite heavily, oats selling as low as 26½c at Detroit. Prices range throughout the State at from 22@25c per bushel at country points.

New buckwheat grain will soon be upon the market. From the best information we can get Michigan will have a very fair crop, and present indications point to an early harvest. As to prices, I would say that from those being quoted by the larger millers of buckwheat in the State for October and November flour shipments we may look for cheap buckwheat grain, probably 45@50c per bushel. The outside demand, however, for early buckwheat will be very brisk, and we would not be surprised to see the early shipments bring quite a sharp premium.

L. Fred Peabody.

### The Grocery Market.

Canned Goods—The withdrawal of prices by the Alaska Cannery's Association was a surprise to the trade. The next move in the salmon game is awaited with interest, and it is hard to tell what it will be. The trade is taking hold of the goods where it can find them in a fair manner. Slightly more interest is being taken in California canned fruits. As noted before, the jobbers have been rather slow to respond to the quotations, feeling that the prices would not likely go higher and besides there was no immediate need of the goods. Now that the canned goods season is drawing near, jobbers find it necessary to stock up and are in market quite freely. The prices at which the goods are offered are high, as they have been all season, and it is not easy buying, but jobbers must have a certain quantity of the goods and they are taking them with the best grace possible. Great strength still characterizes the tomato situation. The jobbers generally are advancing their figures a nickel a dozen or more, as it would be difficult to sell under \$1 any tomatoes bought. The pack is undoubtedly short and there will probably not be any more cheap tomatoes for another year at least. Corn is not attracting much attention. The outlook for the pack is fair. Other vegetables are quiet and steady, excepting peas, which are firm.

Fish—As mentioned elsewhere, the sensation of the week in the fish line has been a cut by the Alaska Packers' Association to 85c for red Alaska salmon, a figure 15c below the own opening, and 5@10c below the prices at which the independent packers have been selling. The object of the move is to get rid of a large surplus of old fish, as nobody gets the cut price on the new salmon unless he buys an equal quantity of old. All but one of the outside packers have met the cut and the sales have been very heavy. There has been no change in mackerel during the week. Shore mackerel are working up a little all the time owing to scarcity, and the Norway mackerel situation is strong also. At this stage the Norway packers cable that the catch is uncertain, and the fishermen are holding out for higher prices. Cod, hake and haddock are selling to some extent at the opening prices, which as yet show no shading. Sardines are unchanged, with a light demand in the East, but a good demand West. Herring is unchanged and quiet. Lake fish and whitefish are both quiet and unchanged.

Tea—The ending of the war should improve the tea situation. In fact, Japan already reports a firmer feeling and a better demand by reason of expected new business from Manchuria and Korea, and China sends the same report by reason of expected good demand from Siberia. Then the general effect of the making of peace, in opening new markets and restoring affairs to normal, is bound to strengthen the whole tea market. During the week greens have advanced 1½c and Japans 1c, mainly be-

cause we have been lower on this side than on the other.

Dried Fruits—Raisins are very scarce and seeded goods have advanced ½c during the week. Even the advanced price is below the coast basis. The coast raisin situation has shown no change for the week, as the trade are waiting for new prices. These are likely to be named almost any day, and are expected to be around 5c for 2 crowns, 5½c for 3s and 6c for 4s. This is against 2½c, 3½c and 4c last year. Evaporated apples are firm and unchanged. Currants are strong at the recent advance, with a fair demand. Spot prunes are in good shape and firm. Forty's are practically out of the market. Fifty's are only slightly less scarce and holders want a 3½c basis for them. Small sizes are also scarce. The new crop will be very short, some say only 30 per cent. of normal. For Santa Claras a 3¾c basis is asked, and prophecies are freely made that the asking will go to 4c. For outside prunes nothing less than a 3½c basis is heard. Peaches are unchanged, being very firm on the coast. A few bought at lower prices are now being delivered and are being resold by the holders at somewhat less than the present coast basis. Apricots are moving well, as fast as they arrive, at another advance of about ¼c, both on the coast and in secondary markets.

Coffee—Coffee options were easy early in the week and some declines were noted, but toward the latter half much more strength was in evidence, an advance of fifteen points in near months taking place on Wednesday. There is still great strength in the statistical position. The receipts at primary ports are light and the rate of a Brazilian exchange is at a record level, two factors that make the market very bullish. The demand is seasonable but without unusual features.

Rice—All reports indicate improved activity in the rice market. The trade is buying in a way that shows a lack of supplies and great confidence in the future. The crop is a short one beyond question and the weather has not been altogether favorable for its harvesting, causing the fear that it will be still further curtailed.

Syrup and Molasses—As a further result of the new combine among manufacturers, glucose has advanced another 10 points. Compound syrup has gone up with it 1c and canned syrup 6c a case. There is a fair demand for mixed syrup for the season. As to sugar syrup, there is no grocery demand, but the demand for export and from manufacturers is good. Molasses is dull and unchanged.

Ed. M. Smith, the Cedar Springs grocer and implement dealer, has taken up his residence in Grand Rapids, locating at 7 Terrace avenue. He goes to Cedar Springs on the morning train, returning home on the afternoon or evening train.

If you can not see heaven here you will never see it anywhere.



**SEVENTEENTH SESSION.**

(Continued from page three.)

not fail to strengthen the fraternity and make it a power in matters social, political and ethical.

Before the convention adjourned it was remarked that in point of attendance Jackson, after all said, had as many present in point of actual representation as there were during the convention at Detroit, and further that Jackson could not be beaten in point of hospitality. For this the chief credit is due to W. B. Burris, of the Central City Cigar Co.

Further, in speaking of the banquet, the members said they had an orchestra which was equal to any in the country, and that the vocalists and instrumentalists who appeared could not be excelled anywhere.

A very hearty vote of thanks was extended Jackson Post for their magnificent work, and this was done standing and with a salute.

The sentiment was apparently in favor of meeting at Port Huron next year and, despite all the criticisms of the season, it is evident that the month of August will be given another trial at least. The committee will finally settle these matters according to the constitution, which throughout seems to be the guide in all their deliberations. If the convention is held on Friday and Saturday, instead of early in the week, the attendance will easily be doubled.

**Ingenious Method of One Store-keeper.**

Do you remember my telling you, some time ago, about a country dealer who was in the habit of taking odd foreign phrases from the dictionary and using them as a foundation for carrying out a window trim along the line suggested by the wording? He would neatly print or write the foreign words on a large white card-board and leave the passersby to guess what they meant. Sometimes they would be quickwitted enough to go to Webster or The Century, if they were unacquainted with the words, and hit on the right place to find them; sometimes they would ask the interpretation of scholars, who knew more than they.

The dealer mentioned has since moved to a larger town than the one he lived in when I wrote of him before. He still quite often makes use of his former method and these exhibits seem to be as well received in the larger environment as in the country town.

A recent card displayed the following mysterious wording:

Rus in Urbe.

It means: The country in town. The dealer had a man dummy dressed up as a farmer of the hayseed type and accompanying him was a woman dummy that was a fitting Joan to the rustic Darby. The man was carrying one of these old-fashioned shiny black leather satchels, and wiping his supposed-to-be perspiring brow with a big turkey-red bandanna. An immense straw hat surmounted a shock of tawny unkempt hair. His feet were incased in boots outlandishly large for him. Hay wisps were

in his hair, pointing in every direction, one especially long piece hanging down his back. The country-woman was dressed in a bright red calico gown equidistantly sprinkled over with big yellow polka dots. She wore a blue and white checked gingham sunbonnet, with pasteboard "slats" run in. Coarse white lace was at her neck and cowhide shoes covered her feet. Her hands were thrust into black lace mits and a brown ribbon sash encircled her generous waist, hanging down from a big bow in the back—about as ridiculous a get-up as could be imagined. The couple stood arm in arm, "gawping" up at the high building opposite. Their farmer faces were false ones bought of a dealer in masquerade costumes, and were exactly like the physiognomies one encounters every day in a bucolic locality.

\* \* \*

An old-lady chastising a—presumably—unruly kid was labeled:

Tantaene animis caelestibus  
irae,

meaning: Can such anger dwell in heavenly minds?

\* \* \*

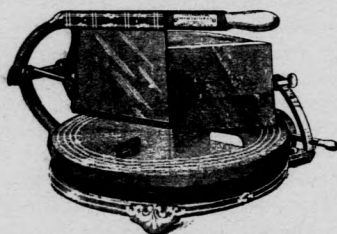
A window full of new brooms arranged symmetrically bore the tag:

Una scopa nuova spazza bene  
"A new broom sweeps clean."

\* \* \*

A dummy trigged out as an extremely seedy tramp bore the legend:

He is tanto buon che val niente,  
which means: He is so good as to be good for nothing. He was for

**Twelve Thousand of These Cutters Sold by Us in 1904**

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

**COMPUTING CHEESE CUTTER CO.,**

621-23-25 N. Main. St

ANDERSON, IND.

**Crackers and Sweet Goods**

TRADE MARK

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

**Aikman Bakery Co.**  
Port Huron, Mich.

**Decorating Hints for Fall**

Good taste and good judgment pronounce in favor of **tinted walls**. They are the latest style in wall coloring.

The fall is the logical time to put your walls in proper condition for your winter's use and entertainment, after the pest of flies and dust is over.

The health of your family, especially the little ones who during the winter months seldom get outside of the four walls of your home, demands the best sanitary conditions in a wall covering.

**Alabastine** gives you at once the most beautiful effects in its artistic colorings and is the only covering for walls recommended generally by physicians and sanitarians.

**Alabastine** makes a covering as enduring as the wall itself and that does not rub or scale off.

**Alabastine** comes ready to use by mixing with cold water, full directions on every package and can, be applied by anyone who can use a wall brush.

It is being sold by reputable dealers everywhere. Accept no worthless kalsomine substitutes. Insist upon packages properly labeled.

**Alabastine Company**

Grand Rapids, Mich.

105 Water St., New York

**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.

**Solomon Bros. & Lempert Clothing Manufacturers**

Rochester, N. Y.

I will pay all customers expenses' who will call on me during State Fair Week, Sept. 11 to 15, at 17 Kanter Building, Detroit, Mich., to inspect my complete line of winter clothing. I have a very good assortment of Men's Fall Suits and Overcoats from \$7.50 to \$18.

**M. J. ROGAN**



SEE US AT

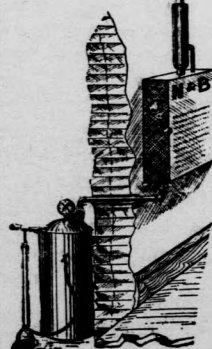
**West Michigan State Fair**  
September 18 to 23

We will exhibit our wonderful N. & B. Automatic Gas Machine. If you have a store, hall, hotel or church you want lighted with the best light on earth, be sure and see us and get estimate.

**NOEL & BACON CO.**

341 So. Division St. Grand Rapids, Mich.

Long Distance Bell Phone 920. Citizens 4041.





the purpose of advertising a certain brand of soap, of which there was a pyramid standing at his side as high as he was.

\* \* \*

A small sailboat, loaded with open piles of notions, with a sailor boy at the rudder and another manipulating the sail, was ticketed:

Ventis secundis

we'll reach the port  
of Good Business,

the first line being Latin for: With favorable winds. This window did sell quantities of goods.

\* \* \*

At another time a big American Beauty rose was suspended from a chandelier in the window. The placard therewith was:

Sub Rosa.

A stylishly dressed man dummy was described in the act of imprinting a—supposedly—warm kiss on the lips of a young lady dummy, clad in the daintiest of summer finery. The window was arranged like a parlor, with all the pretty furniture that a lady likes. A rich velvet rug was laid on the floor, just nicely fitting the space. I never heard of such a scene being enacted in a store front, and can well believe the statement of the merchant that it drew crowds of amused spectators.

Usque ad aras.

This placard was a tiny one pasted in the middle of the glass, on a level with the eye, and, translated, means: To the very altars. The engaging pair above mentioned were dressed as for an afternoon wedding, and there was a platform with a minister, who had a prayerbook in his hand and was clad in priestly vestments. All around the chancel were real flowers and palms. This scene created a great deal of interest. Young couples nudged each other suggestively, their future in mind, and old people viewed the picture beamingly.

Such windows as these are trimmed once a month, and while they, perhaps, do not sell many goods, they are a drawing card for exhibition purposes and make the store the most talked-of one in the place. They are out of the rut; and anything "different" is what "takes" in this world.

#### Seasonable Lines of Hardware Very Active.

Business in fall and winter lines of hardware is increasing and shipments from jobbers' warehouses to city and country merchants are highly satisfactory at a period of the year when every indication of improvement is likely to foretell extraordinary activity a few weeks later. Wire and wire products are becoming firmer and are in much better demand, as the shrewdest interests are advising dealers to purchase more than usually liberal supplies in view of the fact that there is every probability that prices will reach higher levels. Cut nails, which are naturally influenced by the undertone of the wire market, are also growing stronger, and advances in both wire and cut varieties are predicted in many sections of the West.

As it is generally believed that the present strike among the sheet metal workers will be settled amicably before building operations have been seriously retarded, business in builders' hardware continues very brisk. Many manufacturers report that they are from four to eight weeks behind-hand in making deliveries of special design orders and are also crowded with business in stock designs, especially in the medium-priced grades generally used in apartment houses.

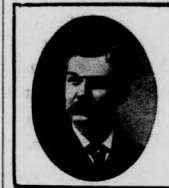
There is a better demand for galvanized iron, aluminum and bronze wire cloth. The fall trade in pipe, elbows and hods is considerably brisker than usual, and the demand for stove boards is exceptionally heavy. From all present indications the demand for corn huskers will exceed all previous records. Axes are selling freely and higher figures are generally being obtained. Mechanics' tools are also active. Galvanized and black sheets are still weak and there is a disposition on the part of jobbers and retailers to watch the market carefully before making any large purchases. As soon as it appears probable that prices are to be advanced, it is expected that these buyers will place heavy orders to cover their requirements. The demand for stoves, eaves trough, conductor pipe, furnace pipe, fittings and registers continues excellent.



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.

## 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.

Be sure you're right  
And then go ahead.  
Buy "AS YOU LIKE IT"  
Horse Radish  
And you've nothing to dread.

Sold Through all Michigan Jobbers.

U. S. Horse Radish Co.  
Saginaw, Mich.

#### Belding Sanitarium and Retreat



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



## Good to the Finish

Our

S. C. W. Cigar

is ahead of all others every time. If you want genuine satisfaction and real gratification when enjoying your after-dinner smoke

JUST TRY AN S. C. W.

We will guarantee that you will say it is the best medium-priced cigar that your mouth ever held or your palate enjoyed. Try one now.

G. J. JOHNSON CIGAR CO., Makers  
Grand Rapids, Mich.

## WE BREAK ALL RECORDS

This is not talk! What do you think of our feat of selling \$12,000.00 worth of clothing in ten days for M. H. Griffin, of Scranton, Pa.? How does cleaning up over \$7,000.00 worth of the \$12,000.00 stock of Sink & Martin, clothiers, in the comparatively small town of Newport, Arkansas, strike you?

Don't—for your own sake—get the idea that we can't do all we claim! If you felt sure that we could take hold of your stock and clean up one-half or two-thirds of that store full of goods, including the "stickers" in ten days, you couldn't get us to your store fast enough, could you?

Now if we convince you that our Special Ten Days Sales Promotion and Publicity Plans can do that very thing—and do it while selling your goods at your prices, conducting the sale in your name and everlastingly advertising your business all over your section of the country, building higher and higher your fame as an advertiser and as a square dealing merchant, will you allow us to put on a sale for you? Will you? Write us to-day

New York & St. Louis Consolidated Salvage Co.

Incorporated

Home Office, Contracting and Advertising Department,  
Century Bldg.  
ST. LOUIS, U. S. A.  
Adam Goldman  
Pres. & Gen. Mgr.







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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, September 6, 1905

**THE MEANS FOR THE END.**

Not long ago, what is called "a streak of luck" came to a good, honest, hard-working man and among the first desires to be gratified was that for a piano. He had money enough now and the instrument he bought was a fine one. It was placed in a newly furnished room with appropriate surroundings, and the worthy wife as she closed the parlor door was heard to remark, that there was not a finer parlor in town than hers and that a finer piano than hers was not made. The young lady at once began a course of lessons, but soon tiring of them, the fine piano and the fine parlor were left to themselves and the family went on with the same pianoless and parlorless existence they had always lived. When it was conceded beyond all doubt that the lessons would not be concluded nor the piano opened, a pianola, "the finest one made," was purchased and now upon occasion the owner of the musical "outfit" can have with the asking his favorite hymn or old-time song; and father and mother alike "can't see for the life of them why the tops of the town don't come and sit on their piazza and hear the music just as they go to the Sturgises every night after supper and hear Lily play."

The story of the luck and the coming of the pianola are too common to occasion more than a passing notice, but the mistaking of the means for the end, confined by no means to the incident or the instrument, is a matter which it is worth while to consider. In the first place the streak of luck is by no means to be despised. Money since it began to stand for value has been the leading object of attainment because directly or indirectly it can be exchanged for most things desired; but the man in buying his furniture, the costliest in the market as it undoubtedly was, could not with all his money buy the cultured society which he supposed the money stood for. Luck had given him the means, but to his great surprise the end, which he had been toiling for all his days, was as far off as ever.

For a good many years the piano was the sign of education and refinement. In the first place it meant

money, especially in the United States; but, what was far better than mere ownership, it also meant that it was to be made the means of gaining knowledge and so a means of the development of character, and it was. It stood for discipline, hard work and drill. It meant hours of painstaking practice. It meant self-denial, perseverance and above all patience; and those who listen to the piano, played as it ought to be by a woman are ready to pay a willing tribute to the piano as a means of culture almost unequaled, because the end attained is culture.

In time, however, the means became the end. The instrument no longer spoke of the owner's position and wealth. From the Fifth avenue of the Four Hundred the piano passed to the home on the alley. Everybody—and that everybody was a nobody—had one and learned or thought he learned, to play. The instrument was the thing to have, however, and everybody who was somebody had to have one. As a means of culture it seems to have had its day among the masses and the real pianoplayer is as rare now as the piano used to be. Then came the pianola, as a matter of course. Only the man with money can afford one, and now the fine instrument is followed by the equally fine pianola and on occasion the young woman of the family in fine attire seats herself at the instrument and unconsciously furnishes as fine an illustration of mistaking the means for the end as modern life can ask for.

The question comes without asking. What can be done about it? and the readiest reply is, correct the mistake. If the streak of luck has been found a will o' the wisp, the sensible thing to do is to reach firm ground as soon as possible and start out again, remembering that the best things—the only things worth having—money can never directly buy. These cost time. They exact experience. Talent and tact enter into them. Hard work and the severest discipline are paid for them, and the money which aids in getting them is often the least and most insignificant of the means employed. Admitting this the piano will continue to be one of the highest means of culture and "the streak of good luck" instead of buying pianolas will be spent in removing the ignorance which has made possible this mistaking the means for the end.

The man whose brain serves him best is he who uses the brains of others for his successes.

Some men think it is more honorable to pay debts of honor than honorable debts.

Egotism is the twin brother of Success, and humility the first cousin of Failure.

It is always easier to tell a new lie than to atone for an old one.

A bad example teaches a wise man as much as a good one.

**UNGUARDED SPEECH.**

Circumstances and occasion have a great deal to do with the interpretation put on conversation. Frequently words that seem harmless when spoken are quite the reverse when repeated before third parties. Two gentlemen talking together often use phrases that would sound harsh, although not so intended, if reported elsewhere. One man in entire good humor might say to another, "You were a fool to do so and so," and no exception would be taken, but a few days later, if it were reported in the newspapers that Mr. A. called Mr. B. a fool it would occasion comment and perhaps criticism. Men who are prominent in public life are constantly being quoted in the newspapers as saying this or that and very often a wrong interpretation is put on it and it makes trouble. Then, too, a remark repeated at third or fourth hand is frequently modified or amended so that its originator might not recognize it. The plain lesson which the text teaches is that those who are liable to be reported and quoted should exercise special care even in conversation.

An instance in point was furnished a few days since by Gov. LaFollette, of Wisconsin. He had been experiencing some of the troubles and hardships incident to travel. The weather was hot and his train was late, suitable Pullman accommodations could not be secured for his eminence and he was in an unhappy frame of mind. When he reached his destination he was wrathful and said in the hearing of others that he would like to "have a hand in hanging" the President of the Illinois Central Railroad on which his accommodations had been unsatisfactory. Probably he would never have said any such thing if he had known it was to be reported and telegraphed all over the country. Nor is it to be supposed that he literally meant what he said. Be that as it may, it was widely circulated and as published was a decidedly undignified and improper remark for the governor of any state to make. Of course, Mr. LaFollette is not one of those cultured, polished gentlemen taught to guard their tongues and weigh their words. He has won prominence by rough and ready fighting. He likes to be called frank and outspoken and is not careful about his speech. That chance remark thoughtlessly uttered has undoubtedly injured his reputation very considerably and given people who do not know him an unpleasant impression. It has been talked about a great deal and very severely criticised. If Gov. LaFollette had thought twice beforehand he would have used some milder phrase. His failure and what followed ought to serve as an example and a warning to people to be more careful and exercise better judgment not only in public speech but in ordinary conversation.

**NEARING THE END.**

To the Western mind the whole scope of the new Russian National Assembly and the Czar's manifesto

announcing his purpose breathe the spirit of insincerity. Limitations, such as a despot watchful to retain all real power in his own hands, are placed upon everything. The delegates nominally are to be representatives of the people, but with the whole organization of the elective machinery in the hands of a bureaucracy intent only on preserving itself in power, there is little to prevent the members of the Assembly from being its creatures. But even if every one shall be an independent, enlightened man, the body can do nothing of itself except discuss and suggest to the present council of the empire with final approval or veto resting with the Czar. The members may talk—in this respect the Czar is generous in the latitude he allows them—but it must be only to fellow-members, as the public is to be excluded from the sessions. Representatives of the press are to be admitted to open sessions, but not to closed sessions, and as a secret session can be ordered by the president, a minister or the general body, publicity through the newspapers is not likely to be very extensive, even should there be no censor. The Czar is very careful to state in his manifesto that the "fundamental law of the autocratic power" is preserved. The first meeting of the Assembly is set for the middle of January, 1906, and the Czar, if he lives up to his reputation for vacillation, can change his mind many times between now and then. It is surmised his ultimate decision will depend very much upon conditions as they then shall be.

In the meantime the Czar may consult history, and if he does and believes that history repeats itself, he is not likely to incur the danger of a National Assembly, however impotent he may make it by manifestoes. Conditions in Russia now, and in France before the revolution, are alike in many respects. Nicholas II. and Louis XVI. also resemble one another in some of their mental characteristics. Will the similarity extend farther? Louis summoned an assembly of the people's delegates giving them no more power than the Czar has allowed in his manifesto. Louis and his profligate court had exhausted France's resources, and in desperate need of money the King generously restricted the authority of the states-general to supplying that need, directing that after it had compiled the body should adjourn. The states-general proved anything but a docile servant to the royal command. Will the Czar's experiment prove as unhappy as did that of the unfortunate French King? The Russian people have asked for bread and have been given a stone. It may be that in the end, when they discover the deception, infuriated by it, the National Assembly may turn and seize the power withheld as did the states-general of France.

Few men who do their own thinking ever suffer from overwork.

It takes a good man to recognize a good man.



## NATIONAL FOOD LAW.

## Why the Wholesale Grocers of the Country Are Vitrally Interested in the Subject.\*

I think the wholesale grocers of the United States are vitally interested in a pure food law, not for the reason that they want to have permission to adulterate food, but because the food laws of the country which are being passed at the present time make it almost impossible for any legitimate manufacturer to do an honest business in the United States of America to-day.

The question which was asked by the gentleman here a few moments ago has been asked by many over the United States, and it is a question which is very hard to answer, except for some one who has studied the matter very thoroughly.

The importance of this matter coming up here this morning is shown by the question that has been asked by the gentleman. I doubt if there are two or three gentlemen in the room to-day who know anything about the Hepburn bill or about any of the bills, for that matter, which have been introduced in Congress, further than in a general way. Now, gentlemen, those are bills in which you should be interested. They are laws that are going to regulate your trade and it seems to me that there is nothing of more importance to-day before the wholesale grocers or before the people who manufacture or produce food than a National food law.

Mr. Judson asked me to come here this morning and I made a few notes as to points that I wanted to cover, and I will refer to them.

You gentlemen, in the administration of your affairs, will not suffer anybody to come into your office and tell you in what part of your office you shall have your desk; you will not suffer anybody to come into your office and tell you in what way you shall keep your books; you will not suffer anybody to come into your office and regulate your business; and yet the food people of the United States to-day have deliberately, with very few exceptions, been sitting down and letting food laws go through for the past five or six years without paying any attention to them whatever.

Now, gentlemen, the food agitation at the present time has been stirred up by a few men. It is not an agitation that has come from the public; it is an agitation that has been worked up by perhaps a half dozen different officials in the United States of America; and I am surprised, and greatly surprised, that men representing such a vast industry as you people represent to-day, and men representing such a vast industry as the food manufacturing and producing industry of the United States, should tremble and be afraid to lift your voices in defense of your rights.

Now, the reason those laws have gone through is because you people thought at first that they did not amount to anything. As the result of that, the food commissioners of the United States have been drafting bills and introducing them into the various legislatures and they have gone through without question. I know that because I have been interested in them vitally for the past six years. I have been before Congress looking after matters of this kind; I have been before probably half a dozen of the different state legislatures; with very few exceptions I have failed to see any representatives there from the food industries of the United States. In this State alone this year, there were twenty-six bills regulating food introduced, and with the exception of myself and one or two others who were present, there was no representative present from the food producing industries of the United States looking after their interests. Those bills, drawn by food commissioners, were introduced and put through just as they were introduced. There was not any objection to them.

Now, gentlemen, I have been asked why the Hepburn bill should not be passed by Congress. I think Mr. Rex, who has just addressed you, has told you pretty well certain reasons why the Hepburn bill should be defeated.

I do not suppose it is necessary for me to go over the difficulties that exist in the United States to-day; nevertheless I am going to refer to a few of them. At the present time the food laws of the United States are being administered in a different manner entirely from the other laws of the country. Why is it necessary to depart from the recognized principles of government in administering food laws? Why are not the laws that stamp out murder and stamp out robbery, and stamp out every other form of crime, sufficient to stamp out adulteration of food? Why is it necessary to depart from the recognized channels of justice in order to enforce the food laws of the United States of America?

At the present time the laws of several of the states are not being enforced in the courts of the land. Under the laws of every state that has a live food commission to-day, what are the commissioners doing? Instead of going out and prosecuting and trying the cases in a regular and legitimate way, they are going to a little grocery somewhere in the country, they are picking up one of your leading brands of goods—a brand that you are spending perhaps thousands of dollars on every year in advertising all over the United States—they are taking that sample of goods into their offices and analyzing it; they are presuming that their analyses are correct; they are interpreting the law of the land in place of the courts; they are stamping that brand of goods as adulterated and illegal and libeling your name all over the state in which they have procured the sample, and all over the United States, without giving you any right to be heard in the matter. Not only that, but they are

state officials, and when they act within the scope of their authority, you have no right to come back at them for damages. That is not right. If your goods are adulterated, that fact should be proven and the food commissioner should be compelled to prove it in the courts of the land.

Not only that, but it is wrong to give the food commissioners of the United States any power whatever to interpret the law of the land. They should not be given any more power in that respect than the state's attorney has in bringing his cases. He submits his evidence to the grand jury, and if the grand jury finds that there is a probable cause of action, then a case is started before the trial jury and you are given a chance for your life.

At the present time you do not get a trial on certain issues of fact at all. For instance, in the state of North Dakota at the present time, they have passed a law which gives a wholesale grocer or manufacturer no chance for trial at all. It used to be the case that the question as to whether an article of food was unwholesome or whether it was adulterated could be threshed out in court. At the present time you cannot do that in North Dakota. The law of North Dakota this year, which was drafted and introduced by the Food Commissioner of North Dakota, declared that hereafter nobody shall sell any article of food in North Dakota which is unwholesome or adulterated. And further, they say that an article of food shall be deemed to be unwholesome or adulterated in certain named cases. Now when a legislature has passed upon an issue of fact of that kind, you cannot question it in court and cannot say that your article of food is not wholesome or adulterated. Under the rules of evidence of the different states of the United States, you will not be permitted to introduce any evidence of that character. That question was threshed out way back twenty years ago in Pennsylvania. That State prohibited the sale of oleomargarine and said, hereafter no one should sell any in the State of Pennsylvania. They did not say it was injurious to health, but the Supreme Court of Pennsylvania said that the presumption was always in favor of the validity of such a law; and as such a law could be valid only on the theory that oleomargarine was injurious to health, then they must conclusively presume that oleomargarine was injurious to health; and not only that, but they must conclusively presume that the Legislature had the best evidence obtainable before it when it passed the law and that it found that oleomargarine was injurious to health. The defendant in that case offered to prove that oleomargarine was not injurious to health, but the court ruled out the evidence and found the defendant guilty and the law constitutional. The case was taken up to the Supreme Court of the United States and the Supreme Court of the United States sustained the decision of the Supreme Court of Pennsylvania and held that if Pennsylvania said that oleomargarine was injurious to health through its Legislature then oleomargarine must be considered to be injurious to health. The same principle of law applies in North Dakota to-day. You cannot question the constitutionality of the North Dakota law, because you will not be permitted to introduce any evidence to show that it is unconstitutional.

Now, gentlemen, I say that the reason that the Hepburn bill should not be passed is because it has been drafted and fathered by the same gentlemen who have been passing the different laws in the different states which are causing you all the trouble at the present time, and that it has within itself the same faults that exist in the state laws. Therefore, if you are going to have a National food law, do not allow it to be based on the unjust state laws, but see to it that the law is right and just. You all know that the laws of the different states are not just and equitable.

The Hepburn bill has in it all the faults that exist in the state laws. It gives one man the power to make standards; it vests the authority for the execution of the law in the Department of Agriculture, and in the Bureau of Chemistry, of which Dr. Wiley is the head at the present time. Now that Bureau has been causing the most of this agitation over the United States, and if we have been having trouble and been unjustly treated under the state laws, why should we consent to a National law, the authority of whose execution shall be vested in the Department from which all this trouble has come?

## H. M. R. Brand Ready Roofings

For forty years we have been **manufacturers** of roofings and this long and varied experience has enabled us to put into our products that which only a thorough understanding of the trade can give. **H. M. R. Brand Roofings** are products of our own factory, made under our own watchful care by processes we invented, and are composed of the choicest materials the market affords. By their use you may be saved a great amount of annoyance and the price of a new roof. They will give you **entire satisfaction** and are **made to last**. They are reliable and always as represented. **There are reasons why H. M. R. Brands are standard everywhere.** There is no experiment with their purchase. You can have **proof of their value** on every hand. Be with the majority—on the safe and sure side. **Buy H. M. R. Brands, adapted to any roof and best for all roofs.**

**Important**—See that our trademark shows on every roll. It guarantees our products to be just as represented and is a safeguard against inferior quality.

**If after purchase goods are not exactly as represented, they may be returned to us at our expense.**

**H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.**

\*Address made at annual convention National Wholesale Grocers' Association by Thomas E. Lannen, Secretary National Food Manufacturers' Association.



In regard to the resolution which has been introduced here to-day, it seems to me that it is a very wise and very well drawn resolution, for the reason that the food people of the United States to-day are placed in an entirely false light. Heretofore you gentlemen have had to oppose legislation, because it would not look after your rights; not because, as I said before, you wanted to sell adulterated food, but because the legislation which they attempted to pass would be burdensome to your business.

If you endorse the resolution which we have offered to you to-day, you will be placed in the light, not of opposing pure food legislation, but of wanting pure food legislation. It seems to me it is better for the food industry of the United States of America to get together and agree on the kind of law that they want and fight for that law, rather than to go down to the Congress of the United States and go into the legislatures of the different states and be eternally opposing pure food legislation, and being placed in the light of doing so because of a desire to sell adulterated food.

Mr. Judson referred to the meeting that we had down at New York City. That is a movement that has been started by the food manufacturers and producers of the United States. It is a movement started by the National Food Manufacturers' Association. Perhaps you might think from the name of that association that it applies to food manufacturers alone, but it does not. It takes within its scope every man who is affected by pure food laws. It is a movement by the manufacturers and producers and distributors of food to try and harmonize the different industries of the United States and, through one head, concentrate their efforts on Congress to secure the passage of a fair pure food law.

Heretofore every industry in the United States has been down in Congress and in the different legislatures, whenever they have gone there, and one industry would ask for one kind of a law and another another. Many senators told me last winter in Congress that the manufacturers and producers of food in the United States of America did not know what they wanted, and I believe it, and I believe it is time for them to get together and find out what they want and go down there and get a proper law passed; because, as Mr. Rex said, you are going to have some kind of a law soon, and if you do not tell those people what you want you may get something that you don't want.

The Association to which Mr. Judson referred is endeavoring to harmonize all the industries of the United States, in the hopes that they can get them to agree on some kind of a National law and recommend it to Congress. It proposes to do that by having the different industries of the United States appoint one representative to serve on the board of control of the Association. That is, that the confectioners of the United States elect a representative to serve on the board of control, let the canners of the United States elect a representative, let the meat packers of the United States elect a representative, and let every industry in the United States that is affected by food laws elect a representative to serve on that board of control of this National Association; and let those people agree on the kind of law that will be fair to all the industries. Then they can go down to Congress and tell the Senators and members of the House of Representatives what they want, and as they represent an industry which probably has an output of \$7,000,000,000 or \$8,000,000,000 worth of commodities every year, it seems to me that the members of Congress will pay more attention to those representatives than they will to four or five men who represent nothing but local interests.

This Association is one that is broader than any local association in one line. It is an effort to harmonize all the associations of the United States and all the different industries, for the purpose of trying to agree on this kind of a law and getting it through.

Now, gentlemen, I think that the resolution which you have introduced here this morning should be endorsed, and I think you should go further than that in carrying out the resolution proposed. I think every member here to-day should make an effort to see that we get the proper kind of National law, and take an interest in it.

#### Recent Business Changes in the Buckeye State.

Celina—Harry Karr & Co. are succeeded in the implement business by Karr & Schroyer.

Cleveland—Fred Hohefelder, manufacturer of hardware specialties, is dead.

Dayton—Hager & Tritton, retail dealers in harness and saddlery, have dissolved partnership. Mr. Hager will continue the business.

Findlay—Hoover Bros. & Co., who carry a stock of dry goods, have merged their business into a stock company under the style of the Hoover Bros. Co.

Greenville—The Whitely Dyspeptic Remedy Co. have discontinued business.

Salem—Samuel G. Patton, of the

firm of Patton & Arbaugh, furniture dealers, is dead.

Wauseon—The hardware business of C. E. Brigham has been absorbed by the C. E. Roseman Co.

West Alexandria—The Gem Canning Co. has discontinued business.

Williamsburg—O. H. Minter & Sons are succeeded in the hardware business by Chas. A. Long.

Lima—P. J. Columbus (Columbia Candy Manufacturing Co.) has assigned.

When we pray for gold heaven is likely to give us a piece of iron, and we are too dull to know it is the key to heaven's treasures.

The man who delights in giving faithful wounds does not thereby prove himself a friend.

## We Sell

the Following Goods  
Advertised in the  
Tradesman:

Baker's Chocolate

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Lion Coffee

Ben-Hur Cigars

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Sliced Bacon

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## WORDEN GROCER COMPANY

Grand Rapids, Michigan

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

TEN REASONS WHY YOU  
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## 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



### Change of Work a Help in Great Many Cases.

Can a man who has reached the middle stage of life change his vocation and win success?

Can a man who has stuck to one job, trade, or profession for ten or twenty years, deliberately change his methods of making a living and still succeed in a new calling?

Many a man who, through misfortune, sickness, or foolish living, has reached middle age without having tasted of the fruits of prosperity, has asked himself these questions, and many of them have answered the query by finding a greater career open to them through their change of vocation.

The list of those who have won fame and riches through embarking in new lines would show that the change instills new life and inspiration into the man, who probably has been in a rut for many years.

Of the great number of persons who changed their career, Ulysses S. Grant looms up as the most conspicuous figure. He changed his vocation four times. First from tanner to soldier, then to real estate dealer, and finally back to his martial life, where he found his greatest opportunity in the call of his country to arms. At 40 he was a complete failure; at 42 he had become one of the greatest soldiers the world has ever known.

In direct opposition to his career is that of C. N. Hoagland, a baking powder millionaire, who was an army surgeon for fifteen years before embarking in business life. Another soldier who was successful in a different sphere is Alfred Ollivant, an officer in the English army, who, through an accident, was compelled not only to stay in bed for many weeks, but ultimately to abandon his profession. Part of his boyhood had been spent in the country, where he had learned to love the shepherd dogs and their flocks, and he essayed writing on this subject as a means of "passing" away the long hours of convalescence. He finally completed the story of a dog called "Bob," which was published under the name of "Bob, Son of Battle." This book met with wonderful success and passed through many editions both in England and America, making its author independent for life.

Thirty years ago a clerk in the post-office department at Washington named Samuel M. Bryan conceived a great idea. So engrossed did he become in this thought, that his work in the office did not receive all the attention it merited, and Bryan received notice that his services were no longer required.

His proposition was to perfect and put into operation a postal system in Japan modeled after that of the United States. Although he had only \$100 in cash, this did not daunt him and he made his way to San Francisco, being helped along by one railway postal clerk after another.

When he reached the Golden State he secured a position on a steamship and finally found himself in Tokio. High Japanese officials eagerly dis-

cussed his idea, and Bryan was placed at the head of the postal system with a salary of \$11,000 a year. Five months later he was back in Washington as a representative of the Japanese government in regard to a postal treaty and he calmly discussed terms with the man who had dismissed him for incompetency.

William H. Howe had been a successful traveling man with a large St. Louis firm for twelve years, when the house failed, robbing him of his lucrative position. Instead of looking for another position in this line, Howe conceived the idea of fulfilling an early desire—that of becoming a painter. With the money he had earned as a business man Howe studied for several years in Europe, and when he finally returned to America it was with a great reputation as an animal painter.

Another man who started life as a salesman was George Newnes of Manchester, England. One evening, while reading a comic paragraph in a daily paper, he was struck with the feasibility of starting a paper printing nothing but jokes and "tit-bits." One year later he started the now famous publication, Tit-Bits. The success of this magazine was instantaneous, 5,000 copies being sold on the day of publication. Its founder gave up his position as salesman and devoted all of his time to his weekly. Newnes is now the owner of a number of other prosperous periodicals.

After trying a number of vocations without any great results, Justice Miller of the United States Supreme Court began to study law when he was 38 years of age. Twelve years afterward he was appointed to the bench of the highest court in the country.

These are only a few of the innumerable cases where a man has succeeded by changing his vocation. Contemporaneous history is replete with other examples of men who have done things well in a new calling, after many years in the old one, and this fact should prove a source of inspiration to the worker who to-day seeks to change his occupation in middle life or later. Julius D. Holland.

### Senator Hanna Got Rid of Him.

While Senator Hanna, as chairman of the National Republican Committee, was conducting the campaign in 1900 he was greatly annoyed by a man who applied for the position of messenger at the national headquarters. This man had called to see the Senator four days in succession to present his application.

After the fourth visit Senator Hanna sent for the man who was then serving as messenger.

"You saw that man who was here just now?" enquired Hanna.

"Yes, sir," said the messenger.

"Do you know what he wants?"

"No, sir."

"Well, he wants your place, and if I see him again he will get it."

Senator Hanna never saw the applicant again.

To the hypocrite one man's religion is another man's revenue.

## W. F. McLaughlin & Co.

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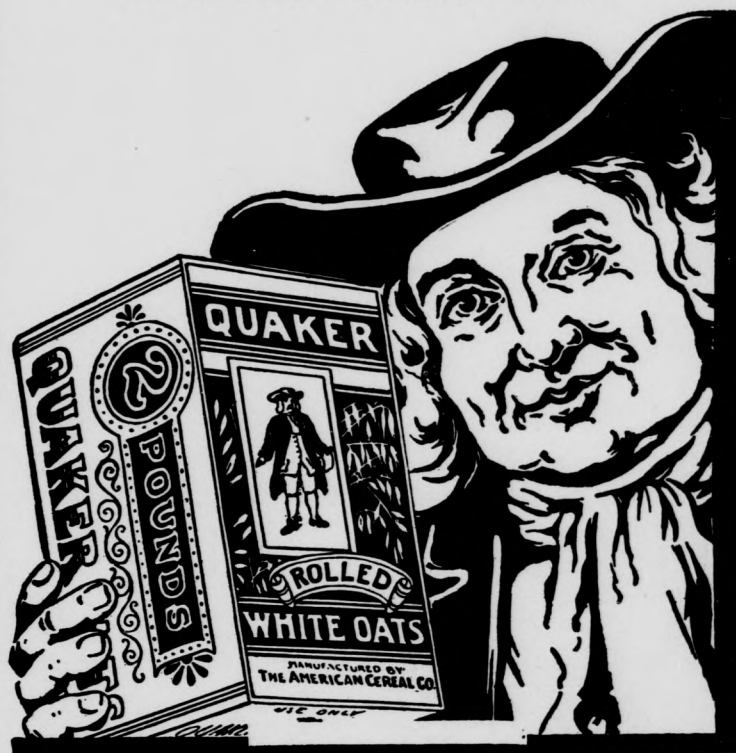
**Largest Coffee Importers and Roasters in U. S. Selling Exclusively to Retail Grocers**

McLaughlin's MANOR HOUSE is the choicest of all High Grade Blends and pleases the most fastidious. It is packed, ground or unground, in 1 or 2lb. cans and retails for 40c. We also have the best selections and combinations of all grades of Bulk Coffee.

**McLaughlin's XXXX is the Best of all Package COFFEES**

Send for Samples and Prices

IF YOU'RE LOOKING ROUND



FOR NEW CUSTOMERS

Offer Them

# Quaker Oats



## THE MERCHANT'S VACATION.

## Ready for Another in About One Hundred Years.

Written for the Tradesman.

"Have I taken a vacation?" repeated the grocer, leaning forward with both arms on the show case. "Oh, yes, I have taken a vacation, and when I get to be one hundred years older I'll take another—not before."

"Have a good time?" asked the customer.

"Oh, yes, I had a good time, all right, only there was something about the hilarity of the occasion that did not appeal to me. Wires got crossed or something like that."

"You're always kicking," observed the customer.

"You won't hear me kicking any more because I can't have a vacation," said the grocer. "When I want a change I'll go out to the back yard and roll barrels or chop wood."

"This is all Greek to me," said the customer. "What happened? It could not have been serious, for you were gone a very short time."

"I think I expected too much of the holiday time," said the grocer. "I had long wanted a rest, but thought I couldn't afford to take one. I just had to stay and work and see the people who owe the largest accounts having the time of their lives. Oh, it's a fact, all right, that a lot of people who go away in the summer and cut a dash and get their names and pictures in the society columns of the newspapers would stay at home for financial reasons if they were obliged to settle their grocery accounts before going. The grocer waits while they roll in the sand and put on airs which ought to have a rating in Bradstreet's."

"I presume you paid all your bills before you went," suggested the customer.

"I paid all the bills that were due except one," replied the grocer. "If that one had been in it would have been paid, but it wasn't, and trouble came of it. You see, we went to a lake shore resort where a lot of people have cottages. It was my wife's notion going there, and as it was late in the season we had to use a tent. Ever live in a tent for a day or two? You take half a dozen children, two pet kittens, one dog, one red-headed servant who never did like the coun-

try, one cross wife and one mad man and it makes a choice combination in a tent.

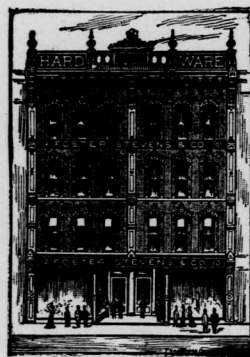
"Things seem to move along on bumpers, and the neighbors lie awake nights to hear the new and choice combinations of English words which are formed when the tinned goods get into the bed and the water pail gets the red ant habit. The first day the red-headed servant put the butter out under a corner of the tent where the wild animals of the beach could swim in it after the sun had melted it. She said there were so many things on her mind that she couldn't think of everything. When we considered the array of cooking, eating, sleeping and resting things scattered about, and took into consideration the smallness of the mind, we forgave her. The next day she put the kerosene can in the refrigerator and it tipped over and—there you are.

"Now, when you go to bed in a tent it is just through force of habit. You don't expect to sleep. People who arrived on a late train come along and roar in at you and demand to know where John Smith's cottage is and the bugs of the night hold a social session and the youngest child wants a drink and Johnny's neck smarts where it got scorched by the sun and little Nancy has the leg-ache because she would chase up and down the sand hills. When you get out of your bunk to kill the dog for barking, you step on a kitten and your wife calls you a brute and the servant girl snickers as she thinks of what she can tell to the neighbors when she has a chance. It's mighty fine, this living in a tent—nine people and ten thousand raw-edged tempers in sixteen square feet of room. You think of your wide porches and cool lawns quite a lot when you are on the beach in a tent.

"You know I am not used to the sunshine, being in the store most of the time. My face was, therefore, a sight about the second day out. Boils came on my nose and the general conformation of that organ resembled a large red electric light bulb which had broken out in eruptions. The women gave me the dead face and the men laughed and said it was a wonder the habit didn't show when I was in the city. And there wasn't a bottle of beer in the tent. I never drink it. I had no idea there was

Do You Know The  
**SHIELD**  
of  
**QUALITY**  
?  
The acquaintance  
will benefit you

A. T. Knowlson, Wholesale Distributor for the  
State of Michigan, Congress and Randolph Sts.,  
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Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids.  
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# HAVE YOU EVER CONSIDERED

## HOW MANY KINDS OF GLASS THERE ARE

The following are only a few, but enough to illustrate the various uses to which glass is put:

**Window Glass**—For Houses, Factories, Green Houses, Store Fronts. By the way, window glass is a very scarce article at present.

**Plate Glass**—Fine Residences, Store Fronts, Shelves, Desk and Table Tops, Door Panels and Signs.

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**Mirror Glass, Bent Glass, Skylight Glass** and the various kinds of Figured Glass for office doors and partitions. We handle them all. Write for samples of anything on glass.

**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 187 and 189 Canal St.



anything intoxicating there, but I changed my mind.

"One day the children wanted to go down the beach and have dinner in a dear little nook which was full of waving grass and perfumed shade and snakes and mosquitos and other little comforts too numerous to mention. My wife packed the lunch in baskets and we started out. The neighbors watched the procession with opera glasses. I don't wonder at it, for we must have been a rival to Barnum's show parade. The red-headed one carried two baskets and went on ahead. When she got to the most conspicuous spot on the broad walk she fell down. The food went out of the baskets, but that was not all. Two half pint bottles of whisky rolled out and the bottles broke and the shivered glass shone in the sunlight and the whisky could be smelled a mile away.

"The broken glass and the whisky perfume matched the bloom of my nose, all right. The neighbors carried that wise look which showed that my secret sin was discovered. Neighbors are kind that way. They even asked the children if my wife fought back when I beat her in my drunken frenzy. And the next day I got a letter from this one firm I owed saying they couldn't trust me any more, and would I please remit? I remitted first mail. I learned later that the wife of one of the members of this firm wielded opera glasses the day the whisky bottles broke. What did I do to the red-headed one? Kept her. She's up at the house now. If I should discharge her she would swear the whisky she had hidden in the baskets was for me. She's the boss of my humble home and every time I cross bats with her I go out in the yard and make a new vow not to go on another vacation for a hundred years." Alfred B. Tozer.

#### Discovery of Mineral Soap in Oregon.

Columbia county, Oregon, which has one of the most interesting exhibits at the Lewis and Clark Fair, claims the distinction of producing a greater variety of commercial goods than any other county in the West, if not in the United States. The county is surpassingly fertile, raising nearly everything that grows, has mineral wealth in untold amount, and an almost inexhaustible supply of timber.

Perhaps the most interesting thing which Columbia county has to show is a big stack of soap, which was made at Rainier from a mineral found near Heppner. The story of how the soap was discovered is an unusual one. On June 14, 1903, a cloudburst struck the town of Heppner, and three hundred lives were lost, besides a large number of animals. In the intense heat that followed the storm, it was evident that stringent measures must be adopted if a pestilence was to be avoided, and the state board of health ordered that a mineral found near the town be spread over the ruins, as it was thought that this mineral was a valuable disinfectant. The use of the mineral, which now composes the chief substance used in the manufacture of the mineral soap, saved the

lives of hundreds who probably would have perished if the dead bodies had been permitted to decompose in the open air. The mineral soap is being manufactured in large quantities and is proving popular.

The giant logs, some of them eight feet through, which compose the Forestry building, the most greatly admired structure at the Lewis and Clark Fair, were all cut in Columbia county, and the timber used in making the county's booth in the Agricultural building is a Columbia product. Columbia county provides the stone with which the streets of Portland are paved, and has whole mountains of shell marl suitable for the manufacture of Portland cement. The county has also considerable iron ore, and a paint mine produces ochre at Scappoose. Some new wheat and grasses seven feet high have just been received as evidence of the county's agricultural possibilities. The biggest potatoes on exhibition in the Agricultural building were raised in Columbia county. The county also grows corn in considerable quantity, big red apples, walnuts, cherries, currants, and a host of garden vegetables. It has been found that Columbia county timber land is unusually fertile, and when the timber has been cut off and sold, the locality will be one of the most valuable agricultural regions in the world. Columbia county is situated between Portland, the metropolis of Oregon, and the seashore, assuring an excellent market, while the climate is unsurpassed, absence of frost and abundance of rain keeping the pastures green the year around.

#### Saving Sugar From Insects.

In the Sandwich Islands they are protecting sugar by studying certain varieties of insects that have manifested more interest in sugar consumption than redounds to the welfare of human trade in that article. The insects are leaf heppers, jumping relatives and enemies of common plant lice, and what with their belligerencies with these, their kindred, and with the minute dryinidae, who attack and pester them, they lead a life free from all monotony.

The Hawaiians have allied themselves with the dryinids, importing the latter in large numbers, in order to assist in keeping down the leaf heppers, but at present only with partial success, owing to the fact that some of the introduced kinds do not prey on these insects. Any leaf hepper attacked by a dryinid may be reckoned as good as dead, for even the contents of its head and eyes are mercilessly sucked dry by the invaders. But the old rhyme about little fleas and lesser flies is forcibly emphasized in the case of the dryinids, since they in turn are attacked by hyper-parasites, who press them hard. In one instance, from about fifty cocoons of several species of parasites obtained near Cairns, one solitary male alone emerged, all the others failed prey to hyper-parasitization.

When a woman keeps a secret it's time to send her to a sanitarium.

## Quinn Plumbing and Heating Co.

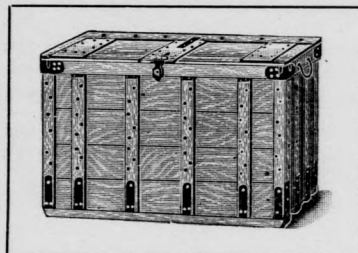
Heating and Ventilating Engineers. High and Low Pressure Steam Work. Special attention given to Power Construction and Vacuum Work. Jobbers of Steam, Water and Plumbing Goods  
KALAMAZOO, MICH.

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.

## 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.

## THE FRAZER

Always Uniform  
Often Imitated  
Never Equaled  
Known Everywhere  
No Talk Required to Sell It  
Good Grease Makes Trade  
Cheap Grease Kills Trade



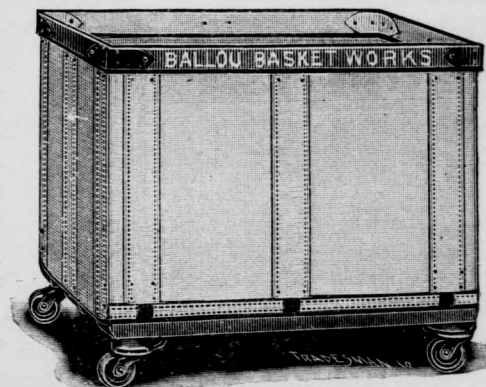
FRAZER Axle Grease  
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## BALLOU BASKETS ARE BEST

## CANVAS TRUCK

For store, warehouse or laundry use this truck is second to none. The frame is practically indestructible, made of flat spring steel, and covered with extra heavy canvas drawn taut, making a strong and rigid article. Guaranteed to stand the hardest test. Made for hard service.

Write today for our prices. Made only by



BALLOU BASKET WORKS, Belding, Mich.



**SODA WATER INDUSTRY.****It Casts a Shadow on the Alcoholic Drink Business.**

For a margin of clear profit on a commodity in sharp demand, perhaps the glass of soda water of the thirsty summer world promises more than any other one small luxury. At a cost averaging one cent a glass, the drink of soda water sells for five or ten cents, according to the fittings of the soda fountain and the confectioner's trade.

Just what this profit means in the United States is suggested by the fact that 40,000,000 pounds of liquid carbonic acid are manufactured and sold for the purpose, each pound aerating an average of seven gallons of water.

But when it is said that for ten cents a person may buy a glass of soda water from a fountain costing \$20,000, while thousands of fountains averaging \$3,000 to \$5,000 in value the country over sell the product at five cents a glass, these figures are calculated to set the possible adventurer into the business to a sober second thought.

Within a few years, however, the soda water industry in the United States has assumed proportions that are likely to cast a shadow on the nation's bill for alcoholic drinks. Starting as a drug store annex, with a reputation for exerting a mildly medicinal effect upon the system, the glass of soda water has grown in popularity and in ease and cheapness of manufacture until there is no town or village too poor and underpopulated to cater to the thirsty stranger, and in the heart of the Broadway business district of New York a single firm has put in a fountain costing more than \$20,000.

The soda water man in his several capacities has evolved in the larger cities, and his numbers entitle him almost to an artisan classification. In many drug stores all over the country the soda water fountain runs the year around, and the soda clerks may outnumber the registered pharmacists two to one, especially in the summer season. The drug store that once got its revenues from the prescription case almost altogether not infrequently has had its old trade wiped out in favor of soda water and ice cream patrons, leading up to the fountain, which as a manufactory and ornamental service fixture is the feature of the store, costing \$8,000 to \$10,000 as a first investment.

Just as the soda fountain has become popular in the drug stores the consumers' numbers have grown until the fountain has become the feature of the confectioner's and at least an adjunct to the corner fruiterer's, some of whom sell the carbonated drink at one cent a glass.

Putting liquid carbonic acid into drums and shipping it anywhere by express or freight to the soda water manufacturer in the city, town or village has dispensed with the troublesome admixture of vitriol and marble dust for the production of the acid. Sanitary precautions have come into the manufacture of fountain beverages. Fruit juices and sugars have

taken the places of chemicals, coloring matter and glucose; and, while the cost of a first-class soda fountain may reach five figures, the tendency of the stock materials has been toward cheapness.

The first soda water fountain, as it appeared in the drug store, was a wooden box lined with copper. Soon common marble boxes took the place of these, and as the business grew imported marbles were used, and later fancy marbles in decorative designs, until to-day the front of a first-class fountain is of these materials: Mexican onyx, silver, and art glass, with a top of Honduras mahogany or curly birch. The fountain is at once a dispenser of popular drinks, representing a wide margin of profits, and one of the chief features of drug store or confectioner ornamentation.

In the placing of soda fountains the chief item of cost lies in the degree of elaborateness shown in the upper fountain. Between a fountain that costs \$3,000 and the one costing \$20,000 there is little difference in mechanism below the level of the floors. But in the \$20,000 fountain in New York the onyx front measures forty feet length, with a height of ten feet, while the distribution of carving, of art glass, silver, and electric light effects makes the fountain front one of the most striking features of an already fine scheme of decoration.

This artistic effect served by the soda fountain has been heightened and the cost increased by the use of Mexican onyx. One of the big buildings of the Chicago north side devotes eight floors to the manufacture of these fountains and to the production and packing of carbonic acid. The onyx used by this firm comes from a remote district in Lower California, and is brought to the railroad after a long haul by ox teams. But after this long haul by oxen and after the thousands of miles by rail, the onyx material still is an unknown quantity to the most skilled workers.

No stone in use is so treacherous in its composition as is the Mexican onyx. When the shading is all that can be desired and when a stone has been passed upon as first-class for a certain purpose, the saw may reveal a flaw, seam, or hole in the worst possible place, or in the case of a column upon which a carver has spent hours of careful cutting the blemish suddenly may appear in a spot which makes the whole piece worthless as an ornament.

In the best class of fountains the matter of shading of the stone is essential. At one time black marble was the one stone desired for the soda fountains. To-day the taste is for lighter shades—such as pink, yellow, green and white—with an effective distribution of light and shade upon the front. Altogether the man who must assemble the material stone for the front of a first-class fountain has a task in blending which requires an artist. In the factory itself is a designing department in which the facade of a soda fountain is considered quite as seriously as the facade of a modern public building.

**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'**  
**JAXON**  
Highest Grade Extracts.

**Foote & Jenks**  
JACKSON, MICH.

**COLEMAN'S**  
HIGH FOOTE & JENKS CLASS  
EXTRACTS

# For \$4.00

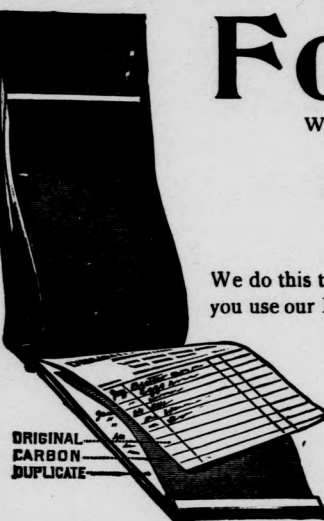
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**5,000 Bills  
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We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

**A. H. Morrill & Co.,**

105 Ottawa Street,  
Grand Rapids, Michigan



ORIGINAL  
CARBON  
DUPLICATE

# SUGAR

## For the Canning Season September and October

Buy as you need from our daily arrival  
of Cane Basis Eastern Sugars

Our prices are right  
Our goods fresh

The very best is always the cheapest

## JUDSON GROCER CO.

GRAND RAPIDS, MICH.



Fifty dollars will buy a soda water fountain and the plant necessary to furnish it with a palatable drink, the type most frequently in use in the small fruit stores. For \$300 a good, economical soda fountain may be bought, though \$500 for such an outfit comes nearer the average price paid.

The evolution of the soda fountain has brought into its train the confectioner as well as the druggist. Already making ice creams, it is easy for the confectioner to turn to soda water. The ice cream soda and its popularity have tended to link the confectionery business with the soda fountain, for the opening of a refreshment room in connection with his counter trade offers many inducements for one who can equip and manage such a place in a way to draw trade. Whether in country or city a well conducted place of the kind draws patronage in summer or winter, serving cold drinks in summer and hot drinks in winter.

Considering the salaried workers at the soda water plant in the cities a good man for a responsible place in an establishment draws from \$15 to \$25, sometimes \$30 a week. The economical administration of the soda water plant means a good deal in final profits, and where larger fountains are used there are chances for saving by which the adept may save more than a single clerk's salary.

The World's Fair in Chicago in 1893 gave a first intimation of what the soda fountain might be, both in capacity and design. When that creation had served its purpose at the exposition an attempt was made to place it in some State street establishment, but there was not room. It was finally purchased by a Minneapolis house, where it is still in service, the handsomest fountain in the West.

Fritz Grien.

#### No Room In Business for Ostentatious Men.

Occasion led me a short time since to a physician's office. As I was ushered into the inner room amazement seized me, for there before me in place of the quiet, dignified man of medicine, stood the veritable likeness of a bunko steerer of the most virulent type. There were the violent dressing, the big yellow diamond in the shirt front, the showiness of manner, and all that proclaims the cheap swell, who fashions his habit with a mistaken idea of gaining the public esteem. Just behind this dazzling image stood a large cabinet, containing many surgical instruments of glittering splendor, enough implements of the trade to cut and cure hundreds; and yet the ante-room held but one lone waiting patient.

The man was plainly outshone by his tools; and the cheap glitter had a tang of hypocrisy about it which was shown again when the telephone bell rang. The surgeon rushed to the receiver and in a pompous manner swelled forth:

"Ah, a case of life and death!"

Then he flaunted down the stairs, a very popinjay of an Esculapius.

There was a certain air of instability, a glamour of the spot light, and

a certain charlatanism about it all that impressed me with the fact that I was looking at Ostentation personified in the great city of Chicago.

Such a bid for popular favor will never succeed. When one has need of a surgeon one demands the aid of a hard headed man of science.

The world has an astute eye and can keenly mark the difference between the real and the make believe.

A business man should have no use for that which savors of the sham and the artificial. Thus does one of America's successful men speak of his start in business:

"In order to secure my credit and character as a tradesman I took care not only to be in reality industrious and frugal but to avoid all appearances to the contrary. I dressed plainly; I was seen at no places of idle diversion; a book, indeed, sometimes distracted me from my work, but that was seldom and gave no scandal. In order to show that I was not above my business I sometimes brought home my purchases through the streets on a wheelbarrow. Thus being esteemed as an industrious, thriving young man, and paying promptly for what I bought, the merchants solicited my custom, and I went on swimmingly."

A man must heed public opinion in the general conduct and bearing of his private life if he wishes to avoid unfavorable comment, which will in the end be to his disadvantage. "Magnificence," it is said, "is the decency of the rich."

An officer, holding a high executive position in a great corporation, was once visited by a director of the concern, and this was the sharp question suddenly put to him:

"What are you willing to pay to keep your place?"

"Why, I don't understand," was the reply. "I like my work and I would rather pay any money than lose my job."

"It's not a question of money," rejoined the other. "But there's a price you must pay if you hold your place. You have got to give up this ostentatious way of living you have, this reckless automobile driving in the face of local ordinances. You must observe the appearance of propriety and act like a sober minded, decent, self-respecting citizen. The public has an interest in this corporation, and the public looks up to you as an officer of it. You must reflect credit on the concern and cut out your ostentatious display or get out. Pay this price and we'll keep you."

The desire that seems to be inherent in the human breast of appearing splendid, magnificent, and sumptuous is doubtless the primeval longing of the savage man for the ostentatious feathers and beads.

The professional man who wishes to advance himself, the tradesman who wants steady patronage, the salesman or other employe who wishes to climb higher, must know what is fit for his position and have the stamina to curb any propensity to prodigality or magnificence beyond his means. M. M. Atwater.

## 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 Know

that our our hand made chocolates must be what the public demand because our business is steadily increasing. If you have never handled them write us and our salesmen will call on you.

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

## Jersey Milk Chocolate

Something New.

Sure to be a Winner.

Packed in attractive style each piece wrapped.

Special price to dealers buying 5 and 10 box lots.

Don't be afraid. Order soon—the goods are right.

STRAUB BROS. & AMIOTTE

Traverse City, Mich.





### Important Changes Ahead for Spring Clothes.

Many important changes will come with next spring. Manufacturers are preparing their lines and these will embody some radical innovations. The outlook for autumn is bright and summer has given a good account of itself, so that there is no reason why the new spring lines should not get prompt attention from retailers. Two separate classes of clothes have developed under the stress of competition. They are the clothes that have style but are not so well made in material and workmanship, and clothes whose workmanship and material are excellent, but which lack what, for want of a better expression, we term "style." There is not a bit of question that style is the foremost consideration in clothes to-day. The trade most worth gaining is the trade of young men, and the young man demands style above everything else. The clothiers who have won the largest measure of success are those who have cultivated the preferences of the young man. He is the keenest critic and the final arbiter of style, and his approval is unquestionably the making of the retailer. There was a time when style in clothes counted for much less than it does now, and when material and durability were the needful features to effect the average sale.

Under the spur of favorable weather the stocks of retailers dwindled appreciably during July, and as August proved a true summer month, autumn will be launched with counters free from left-over goods. Every large manufacturer notes again a demand for a higher quality of fabrics and a better class of workmanship than a season ago. This applies especially to suits and overcoats to retail at from \$15 upward. The fact of the matter is that the consumer is being educated to look for better things, and the retailer has to give them to him or lose his hold upon his trade. The clothing business is being done to-day upon business principles instead of haphazard as it used to be, to its decided detriment.

As far as the fashions of next spring are concerned, they will, as usual, follow the present autumn's. The clothing manufacturer, making up goods as he does far in advance of the opening of a season and the actual demand, can not determine the mode with any degree of definiteness, and must depend wholly upon his judgment. Nevertheless, since fashion changes slowly and by evolution, it is possible to measure the tendencies of a new season by those of its predecessor. The present drift in clothes is away from excessive freedom and looseness and toward a more form-defining cut. Indeed, many clear-sighted observers look for a return next spring of the military cut

which was in high favor years ago.

Some retailers who, fearing that the lack of summer weather would leave them with large stocks on their counters, reduced prices early in the season are now rueing their shortsightedness. During July the demand for purely summer suits, such as flannels and tropical cloths, took on a spurt, and quite a few clothiers found themselves unexpectedly short of supplies. As a result, the telegraph wires were kept busy, and some retailers took anything and everything they could get in preference to risking delay. Just how successful the summer season has been it is impossible to say for reports are conflicting, but any fault of the season will be remedied by the weather in September if it prove seasonable.

The question of all-wool or "mercerized" is still the subject of hot discussion. Many manufacturers of "mercerized" clothes object strongly to the strictures leveled against their goods. They argue that worthy "mercerized" are a necessity in the trade, and that inasmuch as the bulk of the business is done on medium-priced goods, it is better to sell, say, five mercerized suits at \$5 than one all-wool suit at \$15. While the attack on mercerized garments has been vigorous, there are many retailers who are content to handle mercerized clothes, and whose orders are larger this season than ever before. The consumer, and not the maker or dealer, will decide.

Overcoats for autumn include principally the old favorites, such as Paddocks, Beltbacks, Surtouts, Pale-tots and Chesterfields. The smartest overcoat is the plain, loose Chesterfield, with one very deep center vent in the back, reaching halfway to the waistline. Paddocks and Beltbacks have become so common that their continued vogue is very uncertain. Besides, there is a distinct tendency away from garments of a fancy cut and towards the extremely simple.—Haberdasher.

### System Makes Success.

Did you ever notice the successful men in the shoe industry are, after all, the most systematic? They carry system into every detail, but they do not take their business anxieties to bed with them. When they lie down to rest they let their business affairs rest also. It is a pretty good plan to observe. System should so pervade all the affairs of life that we shall be able to dismiss from our minds any business problem, in order to secure rest. Men frequently say that they have lost more than one night's sleep over some business problem. They must admit that they were less able to combat with the affairs of the following day than they would have been had they received the succor of peaceful sleep. It is not easy to throw aside one's business cares as we do an outer garment, but we can name plenty of men who have cultivated system to such an extent that when they leave their business establishments all business cares are left behind. Happy men they are, too.

## 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.



### The New Things in Clothing at Gotham.

Though more shapely than the flowing fullness of summer attire there will still be ample freedom and ease in the cut and mode of wearing garments this autumn. This applies particularly to the fronts and backs of frock and sack coats.

The conforming or semi-military vogue, with graceful lines setting off the sturdy form of the manly, athletic figure, is liked by the public. The long coat, too, is suitable for the season. With its broad, square shoulders, exaggerated breast, fitting back flared over the hips and thighs, and medium depth of neck opening finished with collar and lapels rolling back wider than before, it should become popular.

The styles of goods to be worn by men are grays, brown mixtures and the new shades of greens. Well to the front again are checks and plaids and stripes over checks; diagonals in grays, blue and oxfords. Serges plain and self plaided are in favor. Gray has the call in shades from medium to dark oxford. Worsted mixtures are especially prominent. Though worsteds will lead, there is a generous choice offered in plain tweeds, fancy cheviots and self patterned staples of black, blue and oxford soft finished cloths.

Gray mixtures will be used very freely in suitings and overcoatings, and enter into all styles of garments for day wear. Soft finished tweeds in light, medium and dark grays and neat mixtures in herringbone and diagonal effects will be used for the smart new top coat. The garment is made long and shapely, with full skirt and velvet collar to match, or black collar on light grays.

The favored overcoatings are cheviots, soft-finished cheviots and kindred mixtures into the heavier classes of woollens, vicunas and llamas, and the heavier homespun in Scotch effects, diagonals in plain cloths and mixtures, and the ever-serviceable meltons and kerseys.

The sack coat is cut longer than last year, the extreme garment reaching in length to the tips of the extended fingers on a man of average height. The side seams of both single and double breasted models are shaped and moderately fitted at the waist. There are two favored styles of the lounge coat, the straight front with large peaked lapels, straight or slightly round corners at the bottom, and the more conservative model with fronts cut away from the last button, lapels of moderate slope and width. The vent, whether center or side, is deep, about nine inches, and this extreme depth is very stylish. There is not much change in the double breasted model, excepting that the lapels are broader and the step points more rounding. Side vents are favored for this style of coat, and may be open, or close with two buttons. The side seams are well ironed to show a crease.

All coat sleeves are finished with closed or open vent and two buttons, though the extreme finish is with four

buttons, and the buttoning through cuff, some link style. There will be sack suits of gray diagonal with the coat flat braided, black; trousers braided down the side, the vest matching. The effect of black braid on light gray is rather showy, and like many extreme styles, has nothing to recommend it but mere display.

As a rule single-breasted waistcoats will have no collar, and some double breasted will be collarless. All vests will be long with deep points. A style detail is flat black braid on coats and white and fancy vests and wide white braid, fancy vest buttons, and sleeve buttons to match each vest for cuffs of shirt. Flat braiding will be and is proper on cutaways and frock coats, black and oxford or Cambridge gray.

Trousers will be cut less baggy than before, but easy full over the hips and thighs, knee 20 inches, with a 16½ or 17 inch bottom.

The dressy walking coat, or cut-away, for business will be at its best in neatly striped worsteds. The coat length is thirty-eight inches for a man of average height. It is cut very full chested, with natural square shoulders, fitting to the waist, the full skirts have plenty of drape and rounded corners at the bottom of the fronts, French creased pleats at the back. The neck opening rolls moderately low with medium lapels, between the sloped and peaked. It is a dressy business garment, and with it may be worn a washable vest. As a business coat it has plenty of pockets, a breast pocket for a fancy handkerchief, and the hip pockets should be large and roomy, with large flaps. To give a full effect to the skirt, wadding is used to shape the garment over the hips. The cut of the coat should be ample throughout to insure freedom of action. When the trousers are the same as the coat, a double-breasted, no-collar vest of smart material, a Tattersall or snappy fancy fabric, gives a touch of extreme.

The full frock, or Prince Albert, of black or gray cloth remains quite the same—not as long as formerly, about forty-two inches for a man of average height, or just to cover the knee. The shoulders are of natural width, neck opening lower, three buttons, and lapels are moderately peaked, and may be pointed or slightly rounded, and are silk faced to buttonholes. The sleeves are finished with imitation cuff closing with two buttons. Pleats French creased. Correct with this coat is a white double-breasted waistcoat with peaked lapels, closing, three buttons on each side; neat striped trousers creased to the instep, silk hat with decided bell crown and curved brim, gray gloves. As spats will again be worn, white spats to match the waistcoat will be proper for church wear or day wedding. White puff scarf, or black, if a white waistcoat is worn, completes the formal day costume.

Newest in overcoats will be the long full sack, single-breasted fly front, also made without fly, buttoning through, displaying the buttons, which are fancy and of a color match-

# PANTS

Jeans  
Cottonades  
Worsteds  
Serges  
Cassimeres  
Cheviots  
Kerseys

## Prices

**\$7.50 to \$36.00**

**Per Dozen**

**The Ideal Clothing Co.**

Two Factories  
Grand Rapids, Mich.



**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.

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CHICAGO  
Great Northern Hotel  
MINNEAPOLIS  
512 Boston Block



ing the overcoating. In length the coat reaches to the bottom of the calves. There is just a suggestion of shaping, with plenty of drapery or bell effect at the bottom. The lapels are bold or peaked, and the back has a center seam with a deep vent. A novel idea, which will doubtless find favor, is to crease center seam by ironing, making the coat stand out. Side creases will also find favor, as they give the coat a square standing-out effect like a stiff coaching coat. The side pockets have bold in-and-out flaps, and the coat will be worn with self or velvet collar, the latter being the smarter.

The dress Chesterfield of black or dark grays, thibet, undressed worsted or vicuna cloths, will be about forty-four inches in length, or to below the kneecap, so as to coxer the frock coat. Collar of the goods of the coat, lapels silk faced to the edge, sleeves finished with closed vent. This is the style of overcoat favored by all well-dressed men.

The several styles of frock overcoat, single and double breasted in surtout, Newmarket and paddock, have all been approved by a season of unprecedented popularity, and will this fall be presented in the same models, the single-breasted with fly-front and also buttoning through. The length for a man of average height is fifty inches. The skirt is of decided bell shape, and all the models are dressy and smart, whether made of finished or unfinished cloths. There will, perhaps, be more of the light and medium grays worn in diagonal and herring-bone effects. The lapels are bold and finished with dark velvet collar for light gray, black for the darker shade. The hip pockets have broad horizontal flaps, and the breast pocket is welted, though some models will be introduced without the latter pocket. The sleeves are finished with and without cuffs. Rightly tailored there is no other garment which so well displays the skill of the finished tailor-man.

The evening dress coat of black dress worsted reaches to the bend of the knee. It is silk faced to the edge, cloth collar and peaked lapel. The sleeves finished with a sewed-on cuff are a little snug over the shirt cuff. The vest of white pique, largely single breasted, closing with three buttons, has the bottom points sharply cut away. The trousers should be natural in shape, not too large over the hips and thigh, 18½ to 19 inches at the knee and 16 to 16½ inches over the instep. The side seams are finished with narrow silk soutache braid.

The dinner jacket is longer than formerly, shapely, straight fronts, closing with one or two buttons and buttonholes, not loops. The back center seam has a vent of moderate depth, and the low roll peaked lapel is supplanting the shawl collar, and is faced with silk to the edge. Flapped pockets will be used at the hips. Black goods with an indistinct stripe or weave effect will be used, also oxford gray. Waistcoat, double-breasted, braided with silk soutache in a double

row, either straight or zig-zag. The trousers should be wider through the hips than those for more formal wear, and finished with a fancy silk binding or braid on the outer seam.

Spats in light colors will again be worn by genteel dressers in the metropolis, and perhaps more largely than last season.

Tan gloves will be correct for street wear, slate or gray for half-dress, and white, silk or glace, a light shade of pearl and light buff will be correct for full dress.

In neckwear the dark reds and rich wines, purple, lavender and the new shades of green will all be fashionable, even including gray, in Ascot, four-in-hand or string bow ties, club and batwing shapes.

Any of the straight standing collars, wide or narrow stitching, the wide being the latest approved style, will be correct for formal evening wear, and the double-fold or wing are both in good taste for wear with the dinner jacket. For the business hours of the day the wing with medium turnover will be favored, although the low forms of turndown and folds styles will retain much of their present popularity.—Apparel Gazette.

#### Conciliatory Methods Better Than Harsh Dealing.

Written for the Tradesman.

"Fastidious men are hard enough to please, goodness knows," observed the merchant who has "kept store" for nigh onto a quarter of a century, "but when it comes to the suiting of a finicky woman," and the dealer rolled up his eyes, "well, may the saints preserve us and pickle us, too!"

"As a general proposition, the good Lord made 'em altogether lovely, but once in a while he put a most funny disposition in them, and when one of these latter crosses my threshold I certainly get a case of heart failure."

"Take a man and you can reason with him, he is amenable to argument; but a peculiar woman—well, her ways are past finding out, she is a law unto herself. If it wasn't for the fact that I get a deal of quiet amusement from my observations of the feminine nature I might almost say I should be inclined to shut up shop. The bulk of my trade comes from the ladies, however, so I must be 'wise as a serpent' and endeavor to make the best of mercantile life."

"I went into the business when I was young and green and, having no one to 'show me,' had to learn by experience all that I know. I have profited by my lessons and am not now apt to make the same mistake a sixth of a dozen times."

"How well do I remember my first tilt in learning to say 'No,' and at the same time letting my customer leave with the feeling that she had come out of the conflict with Victory perching on her banner."

"I was just half as old then as I am now, and had much—oh, very much—to assimilate in trading tactics."

"The store where I started in was situated at a crossroads and people came to me from all directions. The

patrons were, for the most part, Swedes, Germans and Irish. The first named and the last mentioned I could get along with pretty well, but the old German women wanted their own way and were more than willing to fight for it. Many and many a time I've almost had to bite my tongue to keep from saying what I thought and giving the stubborn customer a piece of my mind that should send her 'kiting' and result in her never darkening my doors again. But I would be only 'cutting off my nose to spite my face,' so where would be the use?"

"The first experience of this nature occurred about a month after I had opened up shop. I had rather expected matters to be lively when I should have my first wordy encounter with this particular 'frau,' for she was of the extra-pugnacious sort."

"As usual in a country store, my stock consisted of everything between a darning needle and a cook stove, and shoes came in for a large share of attention."

"This German woman would never see 45 again, and she had a square-set jaw that had carried her thus far through life and seen good hard service that rendered her nearly perfect when it came to a case of 'standing up for her rights.'"

"I had heard frequently of her propensity to get the better of my one competitor in a bargain, so I fortified myself when she began with:

"'Mr. Moffat, I don't schust like dem shoes I got here dat udder tay.'"

"'Why, what seems to be the matter with them, Mrs. Hammerschmidt?' I asked, taking occasion ostentatiously to pat the tow-head of the little 'Yocub' Hammerschmidt."

"'Vell, dey dondt vas a gudt fidt, Mr. Moffat,' said she, beginning to undo the newspaper parcel she had with her and bringing to light a pair of shoes that I recognized as coming from my stock."

"'Vell, Mr. Moffat, dey schust dondt fidt, dat's all,' she reiterated emphatically, but yet cognizant of the fact that 'Yocub' was getting a commanding share of attention."

"As I ceased to toy with the flaxen locks of the youngster, I reached for the disreputable looking stogies."

"To say that I was surprised at the condition of the footwear puts it mildly."

"The soles were dirty from wear in the rain and the heels already indicated a tendency to turn over. The strings looked decidedly the worse for wear, the tags being detached and the ends all frayed. The leather was scuffed off in places and holes had begun to come at the ball of the foot."

"'Where do they hurt, Mrs. Hammerschmidt?' I asked in what was meant to be a conciliatory tone."

"'Vell, dey schust hurdt m' feets all ofer,' and her eyes snapped—that is, as much as it is possible for non-descript eyes of the buttermilk sort to scintillate. 'Vat you goin' to do midt

dem?' she questioned, defiance bristling in every note."

"'Do with them? Well, well, we'll see. Let's try them on,' I suggested, to gain time, and I began to take off one of her shoes."

"'That's a nice bright little fellow, that 'Yocub' Hammerschmidt,' I continued, throwing profound admiration into the glance I allowed to rest on the little Dutchman. 'I wonder if he wouldn't like a stick of candy,' I insinuated, and, leaving the mother, I chassed over to the candy part of the store and, taking down a jar containing wonderfully striped peppermint sticks, I took out a dozen, wrapped them in paper and brought them to the expectant and beaming 'Yocub.' He wasn't long in undoing my work of wrapping and proceeded to offer his mother one of the sticks, which she smilingly received and began to enjoy with heavy crunchings of big mouthfuls. 'Yocub' 'got his' and mother and son were soon oblivious to everything else but the sticky happiness in their fingers."

"Meanwhile I was thinking fast of how further to re-establish my prestige with the adult Teuton. I had got her foot into the shoe and laced it up. It was plenty large and I could see no reason why they 'schust didn't fidt.'"

"'Vell, Mr. Moffat,' volunteered Mrs. Hammerschmidt, under the mellowing influence of the sweet morsel in her mouth, 'I dondt know but dem shoes tuz fidt all ridt after all.'"

For which I was truly grateful, and as a further armistice I presented the erstwhile obdurate frau with a calico apron of the retail value of 10c, and she left the store a contented if not a wiser woman."

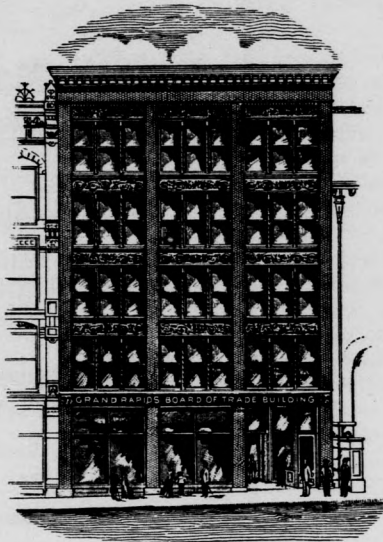
"Not all dissatisfied customers am I able to placate with a bit of candy presented to their little 'Yocubs' or 'Kathrinas,' as the case may be, and a print apron or its equivalent to themselves, but this much have I learned: Molasses always catches more flies than vinegar. And, by acting along the line of this homely old maxim, in all my experience, have I sought to accomplish—and have accomplished—results to be attained by no other method."

Harry Harris.

#### Friendship in Business.

It has been remarked that friendship has no place in business, and it is quite true that in a question of dollars and cents, most people prefer the dollars and cents to friendship. Sometimes a man will say, "Oh, well, I can hold his trade; he's a good friend of mine." How easily some men are hoodwinked. The man who relies upon friendship to sell goods will never succeed. "The best for the least money" is every buyer's motto. Business is business at all times. Business during business hours, and fun afterwards. If you have any business with a man talk business from the start, and as a rule you will be more likely to succeed.





THE NEW BOARD OF TRADE BUILDING  
READY FOR OCCUPANCY

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97-99 PEARL STREET  
GRAND RAPIDS, MICH.

#### INVITATION TO JOIN THE GRAND RAPIDS BOARD OF TRADE.

We take pleasure in handing you herewith our blank application of auxiliary membership in the Grand Rapids Board of Trade. We have recently purchased the five-story, forty-five feet front brick block shown above, three doors east of our present location, and shall provide headquarters in the rooms of the organization for our auxiliary members.

Your name has been given us by one of the wholesale firms named within and we cordially invite you to sign and return the enclosed application card, and you will receive, FREE OF CHARGE, a membership ticket extending to you the privileges of the Association. Such membership would entitle you to the use of the Board of Trade rooms on your visits to this city, giving you a comfortable meeting place, a rest room, and by extending the use of the Information Department of the Board, and the bestowal of such other courtesies as may be possible, we would make auxiliary members feel at home and welcome.

We shall be glad to have you join us, and believe you will find such membership will be an advantage to you in many ways, and we would repeat, there is absolutely no charge, either directly or indirectly, to any auxiliary member.

We desire to call your attention to the half-rate railroad fares which are allowed merchants according to the terms advertised in the MICHIGAN TRADESMAN. No other jobbing city in the country offers its customers a perpetual half-fare trade excursion, good every day in the year. Do not hesitate to use it freely.

This is not the list of wholesalers as printed in the MICHIGAN TRADESMAN. Bring that list with you when you come to the city, as HALF RATE OF RAILROAD FARE is allowed only to customers buying from firms named in Michigan Tradesman List.

We trust you will sign and return the card to us promptly, and cordially requesting you to pay us a visit when in the city, we are,

Sincerely yours,

GRAND RAPIDS BOARD OF TRADE.

M. D. Elgin,  
Chairman Wholesalers' Committee.

*H. D. C. Van Amus*

Sec'y.



## THE CONTRACT PLANS.

## Review of the Commercial Side of Pharmacy.\*

It is gratifying indeed to be able to bring before you a report of one of the most, if not the most, eventful and successful years ever known to the entire drug trade.

Believing that the retail trade can best be judged from the amount of business transacted by the jobber, the chairman of the Committee asked the four leading jobbing houses of the State for a report as to how they had found trade in their territory during the past year, as well as to the outlook for the coming months. Also as to any suggestions as to the successful workings of the direct contract plan and any objectionable features encountered.

They all responded promptly; and I feel certain that they will prove interesting facts to all, and are herewith presented:

Detroit, July 20—We are in receipt of your letter of the 19th inst., and the same has been referred to the writer for reply.

In response would state that we, of course, can only speak for ourselves, individually, and are very much pleased in giving you the information, and to state that trade during the past year has been extraordinarily good, and fully believe that, with the prospective excellent crops and delightful weather that we are having, Michigan will come to the front with an enormous crop of grain and fruit, which will, no doubt, be the means of bringing lots of trade to the retailer and from the retailer to the jobber. As far as we are personally concerned, we can not see anything but a splendid business for the balance of the year.

Regarding the suggestions as to the successful workings of the direct contract plan and objectionable features, would state that to answer this in detail would, perhaps, make a long story. Suffice it to say that, so far as we are concerned, we are glad to co-operate with the retailer and the manufacturer and to further any plan that will succeed in bringing about full prices to the retailer. It means, of course, a great deal of extra expense to us and a large amount of detail, also a great deal of annoying and irritating correspondence, which sometimes leads to the loss of a customer. We mean by this that on account of the great number of manufacturers going into the contract plan we have to hire one extra man to look after that department of our business alone, but it frequently happens that a good customer orders, for the sake of argument we will say, one-quarter dozen of some article on a serial number plan. We look up his record and find that he has not signed the contract and leave it out of his order. The result is that we get a red-hot letter from the customer abusing us, perhaps in more ways than one, and in some cases have lost customers simply because they do not understand the situation.

\*Annual report of J. Major Lemon, Chairman Committee on Trade Interests, at annual convention Michigan State Pharmaceutical Association held at Kalamazoo.

Our hands, as you know, are practically tied and we want to benefit the retailer, and yet, we must hold up to the rules and regulations of the manufacturer, otherwise we would be cut off from getting supplies. As far as we can see it is working first rate on the whole, and we really have no cause to complain further than the items mentioned above, i. e., extra expense, causing more or less delay to shipments, and omissions from retailers' orders, which naturally delay shipments.

Grand Rapids, July 20—In reply to your favor of the 19th, would state that our trade during the past year has been very satisfactory. There have been two or three months during the past year on account of local conditions when we have not increased our business over last year, but everything is very satisfactory at the present time.

Now, in regard to the working of the serial numbering plan. If the retailers will be unanimous in accepting this method of selling goods it will be satisfactory to the jobber, although it requires a good deal of book-keeping and labor to keep the sales in perfect form for the proprietors. They are very strict with the jobbers and will not overlook violations of their agreement, which must occur, as mistakes will happen in all branches of business. For ourselves, we have sent goods out once or twice to dealers who have not signed the agreement, but it was on account of carelessness in looking up the records, but we have not yet found a dealer who refused to sign when his attention was called to it. There are a few dealers still who absolutely refuse to sign the contract and whom we are obliged to refuse. For ourselves, we are in favor of the St. Louis Club Plan over the Miles Plan. The St. Louis Club Plan, as adopted by the World's Dispensary Medical Association and the Dr. Kilmer Company, gives the jobber a list of the druggists they must not sell. As the list is made up principally of notorious cutters, you can see that

it is very easy for us to make no mistake, as we would not sell these parties any goods whatever. The Miles, Peruna, etc., method of selling is to furnish us the names of ones we can sell. This requires a great deal of care and attention. We are obliged to look over all the orders and quite a volume of printed matter to satisfy ourselves that the customer has signed the agreement. This method of selling goods is working well and we think in time the N. A. R. D. will be able to bring it to such perfection that the cutting evil will be eliminated. However, they are allowing large cities, like Detroit, Grand Rapids and others, to sell on schedule. I believe prices in Detroit are 23c, 43c and 83c. They are doing a little better in Grand Rapids, although some of the dollar medicines are sold at 75c. All the 25c goods are sold for 25c and the majority of the 50c goods at 50c, only a few being sold at 40c and 45c. The N. A. R. D. seem to think best to allow them to sell on schedule as named, and it is very satisfactory in the city, but very unsatisfactory to dealers in some towns adjacent.

We hope the meeting in Kalamazoo will be successful and hope that a large number of members will attend.

Detroit, July 22—Replying to your favor of the 19th, I am pleased to report that trade with us is brisk and has been good over the year. As far as we can see the outlook for the near future is very favorable. There is no reason why the druggists should not have a share in the general prosperity.

We have no suggestions as regards the working of the direct contract plan. It is working, so far as we are concerned, without any friction.

Saginaw, July 19—Replying to yours of the 19th inst., will say that we have found business for the past year, generally speaking, very satisfactory. The months of April and May of this year were not as good as we anticipated, but when we con-

## Send Us Your Orders

for

John W. Masury &amp; Son's

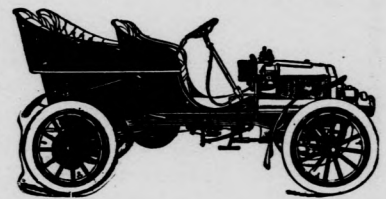
Paints, Varnishes and Colors.

Brushes and Painters' Supplies of All Kinds

Harvey & Seymour Co.  
Grand Rapids, Michigan

Jobbers of Paint, Varnish and Wall Paper

## 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 &amp; Hart

47 and 49 N. Division St., Grand Rapids, Mich.



20 cent size Lemon



25 cent size Vanilla

Established 1872

## Jennings' Flavoring Extracts

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

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

MR. GROCER: Why not encourage your customer to buy a larger size bottle of extract than the regular 10 cent Lemon and 15 cent Vanilla? It will pay you to make the effort.

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



sider the inroads that have been made in the patent medicine business, which upon investigation we find has fallen off in the case of several of the best sellers about 50 per cent., the increase in the total first half of 1905 we are well pleased with.

Although we have not investigated the drug and chemical part of our business, we are satisfied that the patent medicines are practically the only branch that has been affected. We are selling more pharmaceuticals than ever before.

Locally, the trade has been injured to quite an extent by the street car strike of the Saginaw Valley.

The serial numbering plan we think will be successful in reducing the cut rate to a minimum, and we do not attribute the falling off in the patent medicine business to that in any way, but rather to numerous articles being published regularly by some of the leading papers and magazines of the country.

If we can furnish any other information we will be glad to do so.

\* \* \*

Nothing illustrates more distinctly the improvement in drug trade conditions than this indorsement and acceptance of the direct contract plans on the part of the jobbers. We are glad that none of Michigan's jobbers are short-sighted as some, inasmuch as they not only refuse to assist the proprietors to use these plans to advantage, but actually oppose their extension to other lines of goods not now protected.

It would seem from the competition which the jobbing drug trade are meeting with in the handling of proprietaries by wholesale grocers and jobbers in other lines and mail order houses that they would be as anxious as the retailer for the adoption of the contract plans, which will correct these abuses; and the jobbing drug house ought to be enthusiastic advocates of the plans instead of opposing them.

There are so many arguments in favor of the plans, and so few of real worth against them, that all branches of the trade should "boost" rather than "knock."

Personally, I can not help but feel that the direct contract and serial numbering plan is the salvation of the proprietor, jobber and retailer. The progress of the movement up to date has borne out this idea and justifies the co-operation of all.

Perhaps the worst form of competition which the retail dealer, especially in the smaller places, has to contend with is that which comes from the mail order houses. These concerns obtain the names of the customers of the small dealers, to whom are sent their catalogues, in which are listed, at prices which the retailer can not possibly meet, nearly everything which a person can want. Through this means business is drawn from the local dealers and is centralized in the large cities in which the catalogue houses are located. The mail order houses' sales run into tens of millions of dollars a year and they are sapping the life out of retail business in all lines.

In the drug trade it is not only in the advertised lines, but they are manufacturing and distributing a complete line of their own to replace the well-known proprietary remedies. Besides these, a full line of regular stock medicines and common drugs are handled, all of which go direct to the consumer, and in each case trade is taken from some qualified druggist.

Since the prescription business has fallen off in most places, because of the doctors dispensing, the dealers have tried to hold part of their trade by supplying the physicians their drugs and chemicals, in most cases at wholesale prices. But now this, too, is being cut into by the same method as used upon the consumer.

One of the large retail mail order houses of Chicago and Detroit is now sending out a catalogue to the physicians of the country, in which are listed full lines of surgical instruments, physicians' supplies, including pharmaceuticals, pills and granules, fluid extracts, compressed tablets, tablet triturates, drugs and chemicals; in fact, almost everything which the country physician uses or is likely to need in his practice. Included in the list are imitations of the most popular proprietaries, whose appended formulae and names suggest the genuine goods which they are evidently intended to supplant. Everything in the catalogue is quoted to the physicians direct, at prices quite as low and in some cases even lower than the small retail druggist can buy them for in like quantities from his jobber.

These conditions must be met and settled, for the retail business can not long stand the competition. I can see but one light ahead, and that is the direct contract. Let all dealers refuse to handle any lines that are not protected and give the manufacturer a chance to choose with whom he will cast his lot, the mail order house or the legitimate retail trade.

There is another condition arising that should have the careful thought of every dealer interested in the final success of the trade, for it is a movement that is growing and the results can not be far off. It is the syndicate method of manufacturing and distributing. Many of us have had the experience of certain remedies being widely advertised in daily papers and on bill-boards and many other ways until the demand was created, our customer called for the goods and we were obliged to tell him that we could not supply that preparation because we did not own stock in the company and so were forced to send our customer to a competitor.

The success of the plan lies in making every dealer a stockholder and so get his undivided efforts in pushing their preparations. But are we giving the proprietor who has built up our business, and who is doing all in his power to give us better prices on his goods, and who has at our request adopted the contract plan, a square deal?

This is a serious question and one that means much, for there is one

## Facts in a Nutshell

# BOUR'S

## COFFEES

### MAKE BUSINESS

### WHY?

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

It is

Absolutely Pure

# Yeast Foam

You can Guarantee It

## We Do

**Northwestern Yeast Co.**  
Chicago



thing that we retail druggists must remember, and that is that the manufacturer is not in business for his health any more than we are and it will take our best and united efforts in pushing price-protected goods; for they would rather see the retail druggist making a good living and an honest profit than not, but the manufacturer can not afford to adopt or hold to any plan, whether direct contract or limited contract, unless he has the full co-operation of the retail trade.

We all want to see more manufacturers protecting their goods with serial numbers and some sort of a contract plan, but unless the retail druggist does some of the hard work it will be difficult indeed for us to get more manufacturers of goods which are in constant demand to take up with any prospective plan.

Another of the burdens which has been put upon the retail druggist and which has been brought to our attention, more during the past year than formerly, is the advertising methods used by some firms. They advertise to give customers a full-sized package for trial, he to pay for it if it proves to be satisfactory or not, as the case may be. This package the druggist has to buy, pay full wholesale price for it and hand it out to the customer for trial.

If the remedy proves to be unsatisfactory, then we had to accumulate a lot of evidence to that effect, forward same to the manufacturer and get either more medicine or the

wholesale price of same, and in either case the dealer pays the freight.

But where do we get anything out of the game? In all probability, if the customer's attention had not been attracted to this something-for-nothing proposition, he would have bought the remedy outright and no questions asked. And it's the money in the till that we want.

You can easily see where this thing will drift. If we push one remedy by offering a bottle for trial and pay for it if it does the customer good, we will soon be compelled to push others in the same way. In fact, I have received two such propositions during the past month, in addition to several others during the year.

In my judgment, the giving of regular sized packages of any remedy for trial and the guaranteeing of proprietary remedies should not be encouraged by druggists.

Again, we are asked to give our assistance and push remedies that cost us more than the usual \$2-\$4-\$8 per dozen. Here once more the N. A. R. D. comes to our assistance and is urging all proprietors that charge more to reduce their prices to the standard, and this, too, should have the hearty support of all retailers, and we should give the high-priced people a wide berth.

The Mann bill, which came so near passing at the last Congress, should have our united efforts and support when it again comes up on the assembling of the next Congress.

Our new pharmacy law, which was one of the last to pass the Legislature just closed, is a decided step in advance over our old law and will mark a new epoch in the history of the drug trade of Michigan. While we may not agree with it in all particulars, we believe that it will correct many of the abuses which have existed in the trade and will elevate and dignify the profession.

#### Recent Trade Changes in the Hoosier State.

Anderson—The grocery stock of W. J. Wallace is in the possession of a creditor.

Battle Ground—S. T. Bailey will continue the coal business formerly conducted by Bailey & Cook.

Carlisle—The grocery stock of Pilmer & Ridgeway was recently destroyed by fire, but was insured.

Indianapolis—The Parisian Cloak House, which conducts a retail business, has been incorporated under the style of the Parisian Cloak Co.

Indianapolis—The confectionery business formerly conducted by Smith Bros. will be continued in future by Carter Smith.

Landess—Isaac Glover is succeeded in the grocery business by Chas. Messiah.

Marion—J. C. Whisler is succeeded in the meat business by Grove & Robinson.

Morocco—The hardware business formerly conducted by Hunter & Padgett will be continued in the future by Wm. Spry.

Morton—Ida A. Bradley will succeed Clodfelter & Spencer in the general store business.

North Manchester—John Delanter has sold his interest in the implement business carried on by A. G. Lautzenheiser & Co.

Walton—G. W. Bishop's Sons are succeeded in the general merchandise business by Spivy, Scroggs & Co.

Fort Wayne—A receiver has been appointed for the Forest Cream Co., which conducts a manufacturing business.

Fort Wayne—The Fort Wayne Brick & Tile Co. has uttered a real estate mortgage for \$4,000.

Indianapolis—A receiver has been appointed for J. A. Everitt, seedman.

Indianapolis—Mrs. M. Horstmeyer is succeeded in the confectionery business by H. C. Talbot.

#### Serpent Immune from Its Venom.

One of the most important things about serpent venom is that each species seems to be immune to its own poison. If a snake is inoculated with its own venom it remains unaffected. M. C. Phislix, who has done so much work on this subject, finds experimental evidence that this immunity is to be attributed to the presence in the blood of a free antitoxin. This neutralizes the poison as it is introduced.

It is just as natural for a woman to flirt as it is for a man to flatter.

Watered stock is like a sponge. It looks big until it is squeezed.

## A Case With A Conscience



LIGHTING DEVICES are nearly as common as corn bread. Nearly every show case maker has one. Some are good and some are bad.

Ours is better.

We know this because users have told us so after they'd spent their money trying to prove the contrary—by buying the other fellow's.

If we knew of anything better we'd buy it, for the idea of an illuminated case is correct—progressive.

Every merchant ought to have some.

We'll tell you all about ours with great pleasure.

Also about our whole line of fixtures with still greater pleasure.

We want you to come as near knowing the whole show case story as possible.

'Twill be to your advantage.

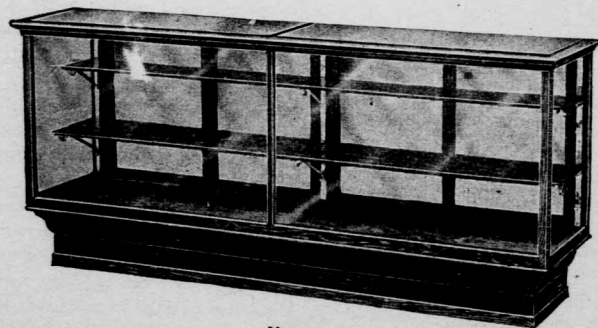
## Grand Rapids Fixtures Co.

144 South Ionia St., Grand Rapids, Mich.

NEW YORK OFFICE: 724 Broadway

BOSTON OFFICE: 125 Summer Street

ST. LOUIS OFFICE: 1019 Locust Street



No. 65



## THE SIMPLE LIFE.

## Old Man Discusses Square Deal With Teacher.

What's all this about a square deal for everybody, teacher? If they really are in earnest I can give them pointers. They were always talking about a square deal when I was a boy working in the store over to Yellville. I never saw such a place for skin games as Yellville was, but they always argued for a square deal just the same. The storekeeper said he gave Yellville a square deal when he let everybody come to his store and start arguments around the cracker barrel and eat crackers. All he asked was that they shouldn't fill their pockets out of the barrel and then go brag it all over town. That was the Yellville way. Whenever they skinned you they would go and brag about it.

One day I asked the storekeeper why he let them eat crackers on him anyhow, and he said he wanted to give them a square deal—so they wouldn't interfere with his trade. He admitted he didn't make a cent out of the village, because everybody paid in stove wood and skinned him at that. He figured that he came out about even allowing for the crackers they ate. But the farmers paid cash and there was where he made money.

Now everybody was so smart in Yellville the storekeeper feared they would start an opposition store and get the farmers' trade away from him. If they couldn't do that, they would skin the farmers so they would want to trade in Suckerton. Once he said he shut down on crackers and they threatened to start opposition to him, so he was glad to open up again.

Then, too, the farmers liked to come to the Yellville store just to hear the arguments around the cracker barrel. Some farmers went right by Suckerton on purpose. You see the Yellville people were so smart they could talk about everything under the sun and if they got to quarreling any time the storekeeper only had to threaten to send in a bill for the crackers they ate and they would reach a decision at once. Now if the Yellville crowd went to Suckerton and ate crackers there the farmers naturally would trade in the Suckerton store.

I remember the storekeeper had a scare on that very account once. Deacon Sellers tore his coat sleeve on a nail in the cracker barrel reaching for crackers. The barrel had got pretty low and the storekeeper was feeling grouchy about opening another barrel. The deacon got whopping mad and raised a row. He said the storekeeper was an old skinflint and threatened to do his trading over to Suckerton.

Wasn't the storekeeper scared, though! I tell you he opened cracker barrels lively after that. Then he challenged the deacon to a poker game one day and let him win a nickel. That tickled the deacon most to death and he changed his tune. He said the storekeeper was the most

public spirited citizen in Yellville. He said nobody but a born fool would think of trading over to Suckerton and it was every man's duty to stick up for his own village.

Then the storekeeper gained in another way by letting them eat crackers on him. He didn't have to go into any of their skin games. He gave notice that he wouldn't contribute one cent towards anything in Yellville. He said he gave the village crackers enough as it was.

Yes, sir, Yellville was all right if you only knew how to take the people, as the storekeepers did. But it used to make him mad when a man filled his pockets out of the cracker barrel and then went and bragged about it all over the village. We watched them pretty close, though, and when we caught them the laugh was on them.

One day a new doctor came to Yellville. The old one moved up to the end of the county, where everybody paid cash. I suppose he got tired of being paid in stove wood and cheated at that.

Well, sir, the moment the new doctor struck town everybody got sick and they went to him just to work some of his drugs out of him and then would go and brag about it. He stood it as long as he could and then he came to the store and told his troubles.

The storekeeper advised him to grate horse-radish and color it and the next time a Yellville man came to him for treatment to give him colored horse-radish and save his drugs for the farmers who paid cash. You see horse-radish grew wild in Yellville and the doctor could dig any amount of it out in his backyard.

Well, sir, the doctor did it and everybody in Yellville got well right off. Moreover, the people who had been laughing at the doctor said he was a smart man. He built up a good practice among the farmers and made money.

This shows the square deal pays.  
George Clynych.

## Preserve the Index.

Very often much of the practical value of the trade journal is lost through the unsystematic disposal of back numbers. For instance, taking up a certain piece of work, the druggist remembers that some time back he saw an article in one of the trade journals on the very process under way that might now lend him valuable aid did he know in the pages of just what journal to locate it among a great collection of them. Method in the keeping of these educational mediums gives the systematic druggist a great advantage over the druggist who is less methodical. The practical and educational value of the pharmaceutical journal does not always lie in the immediate interest or application of its contents. Weeks or months after a certain issue is received a single article in its pages may be found so filled with apt suggestions on a certain process in hand as to make this particular number priceless.

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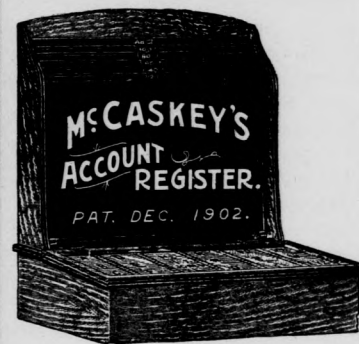
The experience of thousands of successful merchants who have adopted Lamson Cash and Parcel Carriers adds testimony to this fact. Lamson patrons recommend Lamson Carriers because they eliminate errors and loss. Our booklet No. 2 contains valuable suggestions on modern store service. A postal will bring it to you.

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The **McCaskey System** takes care of either of them in the same Easy and Simple manner; or the Farmer with Butter, Eggs and Vegetables who wishes to trade for Tea, Coffee, Sugar or Calico. The handling of the accounts is the same. You take the order on the **Multiplex Duplicating Pad**—if the man pays Cash mark it paid. Put the original on the Paid file for checking your Cash sales. Give Duplicate to customer. If it is a Credit Sale, add previous Balance to it, file the original in the **McCaskey Register** and give duplicate to Customer. If it is a Produce or Exchange Sale enter the items you sell, credit the Produce and strike the Balance, all on the **Multiplex Duplicating Pad**. How Simple. So Easy.

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Mfrs. of The Famous Multiplex Carbon Back Duplicating Pads.





### Grow Weary of Their Own Mutual Society.

In spite of the well known and well worn saying that "Absence conquers love," occasional temporary absences are of inestimable value in married life. Custom stales variety and one comes to accept what one has always as a matter of course; to value it slightly, even if one does not find the sameness irksome. In a recent sketch a disconsolate widower, "who had never been particularly devoted to his wife, nor, being an honest man, had he professed to be so," is represented, after her death, as awakening to the fact that in her quiet, unobtrusive way she had been absolutely necessary to his comfort. It is the same case with many another unappreciative husband and wife, who possibly think their marriage more or less of a mistake. There is little doubt that very much unhappiness, or at least dissatisfaction with the marital lot, might be avoided by wisely chosen periods of temporary separation, now and then, when either of the couple begins to doubt whether the other is all that fancy painted.

"It is not well for man to be alone," still less for woman, nevertheless a little judicious letting alone is excellent, upon occasion, for both man and beast, male and female. True, the letting alone must be judicious, and care must be taken that it is not allowed to savor of neglect, which may be righteous cause of offense. "Moderation in all things" is sage doctrine, and it is not to be gainsaid that too long and too frequent absences may in the long run starve even a healthy love to death.

Absence between lovers, more especially married lovers, may be compared to water, in that, while too much of it is fatal, a little of it, quantum suff., as the druggists put it, is necessary to life; a revivifier, a tonic and a stimulant. "Too much water drowned the miller," yet the miller does not willingly see his steam run dry. It is wise and well to preach the gospel of matrimonial affection as constant and unremitting, but such gospel does not necessarily teach that the two who are one in heart and soul shall be inseparable in body as in spirit. Tens of thousands of conscientious married people deem it their bounden duty to each other to lose no opportunity of being together. In this particular women, no doubt from a high and noble motive, show the lesser worldly wisdom, while men, possibly from motives of selfishness, allied to meanness, display the more, and take an outing now and then, leaving Jane or Angelina at home, to discover how much a husband is good for. Have none of the married men and women who repine in secret because life, instead of being a love poem by Algernon Charles Swinburne, is a prosaic story of everyday; have none such

ever chanced to notice the fresh zest which vitalizes the household existence after even a brief separation? And has it never occurred to them that it might possibly "pay" to reproduce this zest, this vivifying mental and moral influence, this disinfectant and moth destroyer, so to speak? To tell the actual truth, the much bepraised desire of the devoted wife to be where her husband is, and (less often) the desire of the husband to be where his wife is, a desire which is in the beginning a perfectly natural and proper instinct of love, is apt in later life to become merely a habit, a tiresome mania, a morbid insistence upon one's rights. The husband or wife comes to be considered as a rightful appendage, whose presence is required accordingly, and who thus, in point of fact, ceases to be a free agent.

Love of genuine, permanent variety "endureth all things," with one exception. In sickness and in health it never faileth; when poverty, gaunt and grim, stalks in at the door, it sets itself in front of its beloved and makes a sturdy fight for its own. It supplements bread and cheese with its kisses, and smiles over sugarless tea. Like Mark Tapley, it maintains cheerfulness through all disaster. But Achilles had a vulnerable heel, and Love dies when bored. True, one may claim that boredom is impossible to genuine, everlasting love; still it is wise not to apply the test.

So long as one's golden eagles pass current it is well not to submit them to the crucible. Experienced and able engineers rarely keep their machines at high pressure for long, oftener not at all, unless the need is urgent. It is always well to hold something in reserve, upon the one hand, and not to exact too much, upon the other. Only a few people, and they harmonious to a degree, can live together day in and day out, each with every thought and feeling open to inspection of the other, nor grow restive; human nature will not stand it, cannot stand it. The man or woman who never feels the need to "retire within one's self and pull down the blinds," the longing to get away even from oneself for a while, probably does not exist, or if so existent is either an anomaly or an idiot, and even idiots have been known to attempt escape from their keepers because of the restless desire for change. Satiety is an unfailing canker at the root of whatever joy it attacks.

Of course no one would be so cruel as to suggest the possibility that "two souls with but a single thought, two hearts that beat as one" could under any circumstances grow weary of their own mutual society; nevertheless, emotional pleasure is sometimes almost as exhausting to the nervous system as is pain. Neither is there any denying the psychical fact that the continuous society of a person of the opposite sex during every hour of the whole twenty-four for any length of time is a severe nervous strain even though the society be pleasant. Ouida in one of her cleverest novelettes tells the story of a young married couple, who, simply adoring each other, went

to spend their honeymoon in a solitude a deux in an out of the way English country house during a rainy June. The experiment resulted later on in a legal separation, an extreme case, no doubt, but one can readily understand that such an experience might easily be too much "honey" for any man fond of a dash of caviarre to his butter.

And if this could be imagined in the green leaf, what might be done in the dry? How much greater must be the chances of wear and tear through long years? The wife who would retain her hold upon her husband must not endeavor to hold him tightly, must make her apron strings as elastic as they are strong. The little fable of the child who crushed his precious butterfly to death in his closed palm is, alas, only too true a type of the foolish woman and the butterfly Love.

It is not necessary to endorse the cynical saying that "Absence makes the heart grow fonder," yet none the less it must be admitted that with many, both men and women, the total absence of absence is in greater or less degree fatal to fondness. Blessings of most sorts are never so highly appreciated as when one is deprived of them, and thus learns their true worth. It is wise to remember that the doses of absence, like any other tonic, must be administered with discretion, at the right time, in the right way and in the proper quantity.

Dorothy Dix.

### General Antipathy to the Disciples of St. Crispen.

Written for the Tradesman.

I don't know why it is that any one feels such a hesitancy—such a delicacy—about entering a shoe store "just to look around"—in other words, to shop.

Of course, one doesn't do much "looking around" in a grocery store, a drug store or a meat market, places which one never enters unless for the purchase of necessities—with the exception of the second-mentioned so far as it regards the ubiquitous soda water fountain. But when it comes to the dry goods and millinery stores, the jewelry shop, and the like, ladies hesitate not to cross those thresholds for the purpose of enquiring about goods and trying on things that at some near or distant time expects or wish to purchase.

However, when it is shoes that are under consideration, the heart seems to leave one—he gets "heart failure." He feels an embarrassment about going in and asking prices or to examine the duplicate of a sample displayed in the window. He may be too poor just then to indulge in new foot-covering, although the time will soon come when he no longer can make his present pair do service. If he goes in to ask any shoe-question the clerk immediately goes on the assumption that he has come in to buy. That's "a shoe on the other foot"—the visitor wishes it was one on each foot!—and he begins to feel miserable at his lack of the Needful and wishes he'd "gone out before he came in," as the Irishman would say. The poor

fellow is obliged to mutter some sort of excuse—sort of an apology for his existence, as it were—and he gets out of the place of torment as soon as his ill-shod feet will carry him.

There may be something of an hereditary nature about this universal feeling of repugnance. It seems quite grounded in all mankind—men, women and children alike recoil from going into a shoe store unless with money enough in the pocket for a good pair of shoes and the express intention of purchasing same.

We see a peaceful-dispositioned dog turn nervously round and round and round, several times almost dropping down, but at each pause seeming not to be satisfied with the number of revolutions he makes before finally lying down for his nap. This performance he is quite as likely to go through with on the soft level of the parlor carpet as out of doors. This habit or instinct he gets from his forebears when they were living in the wilds of Nature and had to tread down the twigs and leaves and grass many, many times before the spot was soft enough to afford a comfortable resting-place.

Who knows but our unexpressed—and seemingly unaccountable—animosity for the shoe dealer comes through some such unconscious obedience to physiological law!

Ph. Warburton.

### Definition of a Statesman.

Capt. Chas. E. Belknap has always taken a keen interest in the public schools and just before Decoration Day each year he "makes the rounds," delivering addresses appropriate to the occasion. His talks appeal more particularly to the boys, because they are usually confined to war topics and Indian legends and traditions, in both of which fields Mr. Belknap is an acknowledged expert. Visiting the Fountain street school soon after the death of McKinley, Mr. Belknap spoke to the pupils of the life of the late distinguished statesman, and then asked genially:

"Now, can any of you tell me what a statesman is?"

A little hand went up, and a little girl replied:

"A statesman is a man who makes speeches."

"Hardly that," answered Mr. Belknap, who loves to tell this story. "For instance, I sometimes make speeches and yet I am not a statesman."

The little hand again went up, and the answer came, triumphantly:

"I know: A statesman is a man who makes good speeches!"

### Happy Accident.

"You say you've been making money selling well known English books in France?"

"Yes. I got rid of 5,000 copies of 'Children of the Abbey' in one week."

"Mercy! How did you do it?"

"The printer had misspelled the title, so it read 'Children of the Abbe,' and the public thought they were getting something racy."





# 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, Logie & Co. Ltd
W. B. Jarvis Co., Ltd.	Geo. H. Seymour & Co.	Music and Musical Instruments	Show Cases and Store Fixtures
Billiard and Pool Tables and Bar Fixtures	Crockery, House Furnishings	Julius A. J. Friedrich	Grand Rapids Fixture Co.
Brunswick-Balke-Collander Co.	H. Leonard & Sons.	Oils	Tinners' and Roofers' Supplies
Books, Stationery and Paper	Drugs and Drug Sundries	Republic Oil Co.	Wm. Brummeler & Sons
Grand Rapids Stationery Co.	Hazeltine & Perkins Drug Co.	Standard Oil Co.	W. C. Hopson & Co.
Grand Rapids Paper Co.	Dry Goods	Paints, Oils and Glass	Undertakers' Supplies
M. B. W. Paper Co.	Grand Rapids Dry Goods Co.	G. R. Glass & Bending Co.	Durfee Embalming Fluid Co.
Mills Paper Co.	P. Steketee & Sons.	Harvey & Seymour Co.	Powers & Walker Casket Co.
Confectioners	Electrical Supplies	Heystek & Canfield Co.	Wagon Makers
A. E. Brooks & Co.	Grand Rapids Electric Co.	Wm. Reid	Belknap Wagon Co.
Putnam Factory, Nat'l Candy Co	M. B. Wheeler Co.	Pipe, Pumps, Heating and Mill Supplies	Harrison Wagon Co.
Clothing and Knit Goods	Flavoring Extracts and Perfumes	Grand Rapids Supply Co.	Wall Finish
Clapp Clothing Co.	Jennings Manufacturing Co.	Saddlery Hardware	Alabastine Co.
Wm. Connor Co.	Grain, Flour and Feed	Brown & Sehler Co.	Anti-Kalsomine Co.
Ideal Clothing Co.	Valley City Milling Co.	Sherwood Hall Co., Ltd.	Wall Paper
Clothing, Woolens and Trimmings.	Volgt Milling Co.	Plumbing and Heating Supplies	Harvey & Seymour Co.
Grand Rapids Clothing Co.	Wykes-Schroeder Co.	Ferguson Supply Co., Ltd.	Heystek & Canfield Co.
Commission—Fruits, Butter, Eggs Etc.	Grocers	Ready Roofing and Roofing Material	
C. D. Crittenden	Clark-Jewell-Wells Co.	H. M. Reynolds Roofing Co.	
J. G. Doan & Co.	Judson Grocer Co.		
Gardella Bros.	Lemon & Wheeler Co.		
E. E. Hewitt	Musselman Grocer Co.		
Vinkemulder Co.	Worden Grocer 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.



## AVOID ADVICE.

**To Ask Advice Is a Fatal Sign of Weakness.**

Strangely enough, the advice of the millionaire to the young man starting in life is—not to take advice. The consensus of opinion on this subject not only warns men that the desire for and willingness to take advice is a fatal sign of weakness, but it points out the fact that good judgment may be cultivated.

"The marked trait possessed by the successful men with whom I have associated," says D. Ogden Mills, "is the habit of thinking and acting for themselves. No end of people are ruined by taking the advice of others. This may answer temporarily, but in the long run it is sure to be disastrous. Any man who hasn't ability to judge for himself would better get a comfortable clerkship somewhere, letting some one of more ambition and ability do the thinking and run the business."

Henry Clews, in an article on Success in Wall Street, said:

"There is one thing a man must do at the start of his career. He must go into a dry goods store and buy a pound of cotton batting and bring it with him to the stock exchange. Before entering he must pick out enough to make two thick wads and stuff them into his ears to keep out the rumors and wild stories which are gotten up to scare fools. He must study the securities in which he invests and learn to use his own judgment. Then, if he has any business aptitude whatever, he has a fair chance of success.

"If he is swayed this way and that by every financial wisacre he meets, he will surely fail. At the same time it will pay him to advise with others, but his final test must be his own judgment. The same qualities that make for success in business make for success in Wall Street. It requires individuality of thought, cool, conservative judgment, honesty and courage. The man who has good business brains, who relies upon his own judgment, and who disregards the rumors that are sprung to affect the stock market, has a good field here for his brains and money. Such men go slow until they understand the market, but they are almost always successful."

In his talk to young men of present business conditions, Herbert Vreeland said:

"Do not seek advice too frequently, young man, and do not follow it slavishly. Make up your mind for yourself and strike out along the lines which you are fitted for. Do the best that is in you. Be honest. Do not watch the clock for quitting time. Do a little more work than is expected of you. Keep your eyes open. Take advantage of your opportunities. Study. Learn everything you can. Read all the literature you can bearing upon the pursuits you mean to follow, and you will succeed. You may not get to the very top, but if you do not it is because you have been unfortunately denied some men-

tal or physical attribute that is essential to a place at the top."

"Do not take advice from others" is also one of the few expressions of the principles of success made by John D. Rockefeller. Rockefeller is of all men the most notorious example of his own doctrine. From the time he was a boy he was the leader in whatever he undertook. As a small boy at school he stood aside and watched games in which he could be the controlling spirit. From the time he began building up his great business he was the head and others were the hands. He always was the commander and the tactician, and made the plans which his associates carried out. He not only never asked advice from his business partners, but he planned far-reaching enterprises and carried them out of which those with him had no conception, and in which they were not taken into his confidence.

At the age of 25 he was so notorious for his good business judgment that some of his Cleveland friends, among whom were several bankers, sent him to look over the oil field and to buy oil wells if he thought best. They also offered to back him up with \$75,000 for his own share, and he was only worth about \$10,000. In addition they furnished him with \$400,000 to invest as he thought best. It was the crucial point with not only his own but the fortunes of those who sent him, and, instead of joining the mad rush of the crowd who were hurrying to become producers, he decided right here to begin at the refinery end of the product, and he returned to Cleveland without investing a dollar.

Clews, like all men who have dealt successfully in stocks, is a good exponent of his own advice, and his first great enterprise in Wall Street was characteristically bold. Owing to a failure, he had given up his seat in the stock exchange during three years prior to 1878. When it was returned to him at that time all classes of securities were remarkably cheap. Many persons were deterred in speculating in them by the 10 per cent. commission then demanded by brokers.

In a widely distributed circular Clews offered to buy and sell all stocks on a 5 per cent. margin, and the result was that all of his old customers returned to him, with hundreds of new ones. A great boom in stocks began just as he resumed business and all his clients made money. This gave the new firm a great reputation, and soon its transactions surpassed those of the old firm, which had been distinguished during the war. The good luck of Clews became a popular phrase, with plentiful evidence that it was good judgment that guided the good luck.

It was the originality of his methods which first attracted the attention of the great financiers of the country to Thomas Ryan. This was also on the stock exchange, where he had been able to purchase a seat. At 21 he had succeeded in forming a partnership and "becoming his own boss," which was what he had been

30,000

Michigan Families Buy

# Lily White

**"The Flour the Best Cooks Use"**

We estimate that 30,000 families now buy Lily White regularly in the State of Michigan.

That's going some, isn't it?

Our sales this July were **43 per cent. larger** than they were last July.

And last July was a large month.

And this, too, in spite of the fact that there are **five** imitations of Lily White on the market.

The people simply will not be fooled.

Wherever you go you will find that Lily White is recognized as the standard by all dealers; especially those who refer to some other brand as being "just as good as Lily White."

Competitors have tried every possible way to figure out just why Lily White is so popular, but they seem unable to account for it.

We know and we believe the people know, and we're satisfied.

Be sure you get the **genuine** with **our name on every sack.**

## Valley City Milling Co.

Grand Rapids, Mich.



striving for all his life, and after he had saved enough to purchase his seat it was his independent and original policy, unusual in so young a man, which drew attention to him. Jay Gould, Samuel J. Tilden, William R. Traver, John B. Travor and William C. Whitney were especially impressed by the young man's independence and good judgment and ability for execution, together with his unostentatious manner, and they took hold of him for the work of consolidating various railway lines in New York.

It was Newman's independence which in the same way attracted Mr. Gould's fancy. Newman had been given the post of general freight agent of the Union Pacific when quite a young man as a recognition of his energy and good work. Then Jay Gould acquired the road and proceeded to reorganize. When he got as far as Mr. Newman's office he sent for that man and told him his place would probably be abolished. He added that he probably could find a place elsewhere in the system, although at not so large a salary, which was at that time \$3,000.

"Your conclusion fits in with the plan I had made. I have determined to leave the railroad business for commercial pursuits. The only thing which could induce me to stay would be the doubling of my present salary."

His way of taking the advice which the millionaire gave him at the time as to the wisdom of staying with the road and his peculiar reception of a proposed reduction in salary took Mr. Gould's fancy. He enquired closely into the young man's record and afterward gave him his old place at double his old salary, as he had requested.

Schwab declares that the secret of his success is that he always relied firmly on his own judgment and made up his mind for himself as to just what he wanted to do. "I always relied upon myself," he says, "and I am a great believer in a man depending upon himself in choosing what he wants to do. I formed the determination early that I would be indispensable, and that there would be nothing in the steel business which I would not know."

Another successful man, who started even younger than Schwab without depending on his family, although they were well to do people, was Nixon, the shipbuilder, who found a position for himself in a shipyard when he was only 14.

"Upon a man's judgment must largely depend the measure of his success," says Charles R. Flint, "and you can cultivate the art of thinking. Your success will depend largely upon your keeping your efforts within the limits of your capacity. Test your judgment gradually. Nothing risked, nothing gained. But don't risk all."

Alexander Bell has also an original precept for developing his judgment. "One's mind grows," he said, "and as one's knowledge widens it adapts itself to such things as naturally fall

to it. Concentrate all your thoughts on the work in hand. There also is an unconscious cerebration. The brain is working all the time, although we do not know it. When I have worked for a long time upon one thing I make it a point to bring all the points regarding it together before I retire, and I have often been surprised at the results. What is dark and perplexing to you the night before often is found to be solved in the morning. We are thinking all the time. It will be found that it is impossible not to think."

Frank Lawson Todd.

#### Don't Attempt Price Cutting To Establish a Trade.

This is a free country, and every man who goes into business has a perfect right to demoralize prices if he wants to. But in a great majority of instances the price demoralizer is in the crawfish class before the other fellows are through with him. We can learn by the experience of others. It is undoubtedly due to the fact that the percentage of new shoe dealers who think they can slash their way into trade is growing remarkably less. That is one tendency toward saner methods in merchandising. The public is quite wise. It accepts all of the goods the new dealer will offer below cost and buys the best of the order where it is sure reliable merchandise is being sold at sensible prices. A review of the price-slashing campaigns in the Western States yields very little encouragement to the man who is tempted to go into the slashing business. The day is here when we must win business on smoother methods than selling staples below cost. To cut and slash is not to end the confusion, and the many evils the trade is pestered with; nay, nay, Pauline; 'tis but the fore-runner of debt and mortgage such course portends. 'Tis well to get the price the shoes are worth and not be bullied into selling for what So-and-So will do it for. Sail in and make the customer understand that the shoes are the only ones worth having; and having a customer on the string, hand them a fair line of conversation, thus will you gather good business. Price-cutting doth appear unseemly, and fit only for the man who knows not what his work is worth, and who, before long, by very stress of making vain comparison 'twixt bank account and liabilities, will make his exit from the business.

#### The American Youth.

The American youth is efficient, versatile, clear-headed and ambitious; he is always a fervent apostle of up-to-date Americanism, and his capacity for work is great. He is not a plodder; he rebels at the thought of passing years behind a counter, as does a French, Spanish or German lad. His instinct is speculative, his outlook wide-visioned. He is an empire-maker, and there is nothing mugwumpish about him. In his heart he believes, and his voice utters it, that the world and all that is on it belong by manifest destiny to the sons of Uncle Sam!

# 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.



Why Take Chances?

Buy

**Lion  
Brand  
Spices**

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

**Woolson Spice Company**  
Toledo, Ohio



## THE CASH GIRL

## Secures the Best Development the Store Can Offer.

The point at which perceptible evolution begins in the career of a cash girl coincides with the particular minute when business regulations allow her to take off her gingham apron.

It may not have occurred to many people that a cash girl can have an evolution, least of all a career. It is much to the contrary. The career of one cash girl has taken her successively through the positions of cash girl at \$2.50 a week, wrapping clerk at \$3, clerk at \$5, clerk at \$10, clerk at \$15, head of stock at \$25, assistant buyer, and buyer in the department at successive increases in salary, and finally a position in a New York house at the salary of \$12,000 a year. The most of this evolution was accomplished in the jewelry department. The young woman was Miss Ida Munzer. The time prior to the acquisition of the \$12,000 salary was twenty-five years, with five years since, in which that snug little sum has helped her to keep the wolf from the door.

This is one only of many instances of the transformation of the gingham aproned little cash girl into the imposingly gowned buyer for the department who takes a fast boat for Europe three or four times every year.

As has been said, the evolution of the cash girl begins when she takes off her gingham apron. This happens when she is promoted to the position of wrapper. From this time her sensibilities are awakened and her ambition to "get on" becomes stirred, first, apparently by her sense of becoming feminine apparel. This, however, is only incidental, and as the fact has been observed by the manager of one of the largest stores in the city, other matters of personal appearance play an even more important part in the actual steps which the cash girl is allowed to take upward. If she shows herself bright, and if she is not too little, she is soon put in as a wrapper. Even if she is little, if she is energetic and is measured as having the determination required to force many things into one big bundle when "May I have these wrapped together?" is requested, she is allowed to try as a wrapper. If she does well here she is next put in as inspector. To do this she has to be something of a judge of goods, to know what is passing through her hands; she must be quick to handle and measure, and must be good enough at figures to calculate prices and discover errors in checks.

Starting in at 14, she may stay here until she is 16, and then there is a parting of the ways, which may make all the difference in the world to the cash girl. If she looks well and has a certain air of maturity, and gives promise of getting along with people, she is put in as a clerk. If, on the contrary, she is simply quick at figures, she will be made a cashier. This point may be also reached by a different stepping stone, and that is the

tuberoom, into which the position of runner for the tube cashiers is the second graduation of the cash girl.

With facility at figures and practice in counting and handling money she soon learns enough to become, first, tube cashier herself and then to get the more desired place of cashier out on the floor.

The objective point from this position is the post of assistant, of which there are many in a large department store, in the office of the main cashier. Positions in the auditing and credit departments are also in the line of promotion for the girl who has chosen, or has had chosen for her, the cash or office part of work. None of these, however, pays more than the salary of a really competent clerk.

Before she reaches this point, the girl who is an active participator in her own evolution frequently takes her fate into her own hands. In one of the stores on the west side of State street the head buyer of the fancy goods department is an extremely fresh faced and nice looking young Irish girl. Nine years ago, in a store a little farther down the street, she started as cash girl, and had followed each of the successive steps until she had come to be cashier.

"I made up my mind that there wasn't any money in it, and it was the money I was after," said this young person, who still looks at an age when the ordinary girl is working out little "he loves me," "loves me not" tests.

Acting upon this theory, she threw up her job and got a clerkship a little farther up the street. It was in the fancy goods department and the one time cash girl worked up to be head of stock. She was as good at stock as she had been at figures, and pretty soon she was made assistant buyer. So good an idea did she have of the kind of art that this store's patronage liked on its sofa pillows, and of the kind of cats and Buster Brown babies that the patronage's children liked sewed up into rag dolls, that the department was materially assisted. A man who had come up in the same store now started a shop of his own, and the former cash girl was taken along as head buyer of the department. It is said that the salary attached to the position is just \$3,500, but \$3,500 is not bad when one has still youthfulness and prettiness, and especially when one has started as a cash girl.

There is another buyer who made her first stand and fought her way toward getting on when she was still a little girl. In fact, she was so little that when the manager was inspecting the line—all applicants were kept waiting in line in those days—he bore down on her with directness that excited her wildest anticipations. Not so small in confidence as she was in size and years, they were of the happiest. But an order to go home and the notice that there was no place for her, was the result of the manager's special attention.

The next day the little girl was back with some ideas that she had worked out for herself and with

which she proved how the fittest survive.

"I will not stand in line," was what she said to herself. "I have got to see Mr. Y.," was what she said to somebody else, and, not to mince words, she added a lie or two besides, which passed her in.

Though she was recognized from the day before, and borne down upon for presumption and other things, the little girl—who by her own description must have been one of wild cub order at that time—did not back down until she had got her job.

She was cash girl for a little while, and by the usual processes was finally tried in the corset department. Here she had another fight on her hands. By a parrot's imitation of whatever she heard said by the head of the department, and by the serene power of not being put down, she managed the second day she was there to add up sales to \$65. "You stay down among the cheaper goods" was the order that followed her unheard of achievement. As might be guessed, she did not. And, moreover, she made reprisals, at threats of dismissal, with counter threats of reporting anything anybody dared to do to her, to her friend at court. About him she was only four flushing, as he was only the manager who had scowlingly given her her job.

Pretty soon the head clerk, who had been her enemy, was put in charge of the same kind of goods in another store which it was greatly to her interest to build up, and she sent to her late clerk to help her do it. It was here she got the ins and outs of corset buying and selling, and now she buys for the same department in one of the far down shops on State street. She wears costly clothes, and the lines of her figure are such as to win approval from the prospective purchaser, even the discriminating. Moreover, she gets \$5,000.

There is a particular line of progress which leads the cash girl to the highest places in the millinery department. In coats, suits, there are stock boys and girls. This means that coats, suits, and hats are to be put away by these boys and girls after trying on. An extremely young girl, if she is bright, is often put into the millinery department for this work as the goods to be carried are light. This is the chance which takes numberless girls into the always worth while places that are to be found in millinery.

"I can always tell," said the woman in charge of the large millinery store, "if the girls that get in here are the right kind by the way they notice things. If one is the kind that can always tell me exactly how something happened, I know that we are going to hear more of her. The kind of a child that breaks in and says, 'No, that isn't the way it was, Mrs. M—, it was this way,' that is the kind of a child that gets on. She is the kind that comes running to me and says, 'There's a lady over there and she hain't got no one to wait on her.' Sometimes she undertakes to wait on her herself, grammar and all. But it doesn't take long to get her English

rubbed off until it is a little more passable, and it takes still less time often to make us glad to put her in as a clerk in a sudden vacancy, because she can sell goods, and that is more than some of them can do.

"Another invariable sign by which I can predict the future of the stock girl is her ability to sort the hats which she picks up as they have been left around. For instance, the 'trimmed hats' and the ready to wear hats are kept in different sections. If one of these girls, untrained as she is, can intuitively tell the difference between what we call a milliner's hat and a ready to wear hat—and, you know the way the latter have been made of late, the difference is more a matter of perception than it is a matter which you can explain—I know that such a girl has in her the making of a milliner."

Another good line of promotion in the millinery department which is open to the youngest cash girl is to be started in as runner to the order clerk. This is made possible by the feminine economist who picks out her hat in the untrimmed section and goes about the other sections to pick out the trimmings for it. This requires what is called an order clerk, who enters all purchases which belong to one particular hat into a book, and who also keeps track of the stuff as it comes in and sends it properly gathered together to the trimmer. The young person in this position, while she does not get over \$15 or \$16 a week, gets a working knowledge of millinery and a chance to become a milliner herself which is not often excelled. The path to this position is a straight one for the cash girl. After she has been a runner for a little while, if she qualifies, she gets the post of order clerk's assistant. From this on the girl who has enough millinery sense in her so that "when she was little her dolls had more hats than they had dresses," as one of the girls said, is sure to have a chance to show it.

Another thing which works for the advantage of the cash girl now as in every other grade of store life is the new condition that the great need for really good employees, and especially clerks, has brought about. In progressive stores it is considered a necessity growing out of keen competition to make investigation along scientific lines to find out the natural bent of every employe even to the youngest, and put him where he can to the greatest degree like his work.

For instance, if a girl who has a taste for millinery gets put in the hardware department, it is because somebody has blundered and not the general order of things. From the time that she starts in at 14 the cash girl is as sure of being the object of an observation which has the purpose of bringing out the best development the store can offer her as if she were known to have attributes of genius.

Grace Clarke.

It is easy to wear a flag in your hat so as to leave both hands free to fleece Uncle Sam.

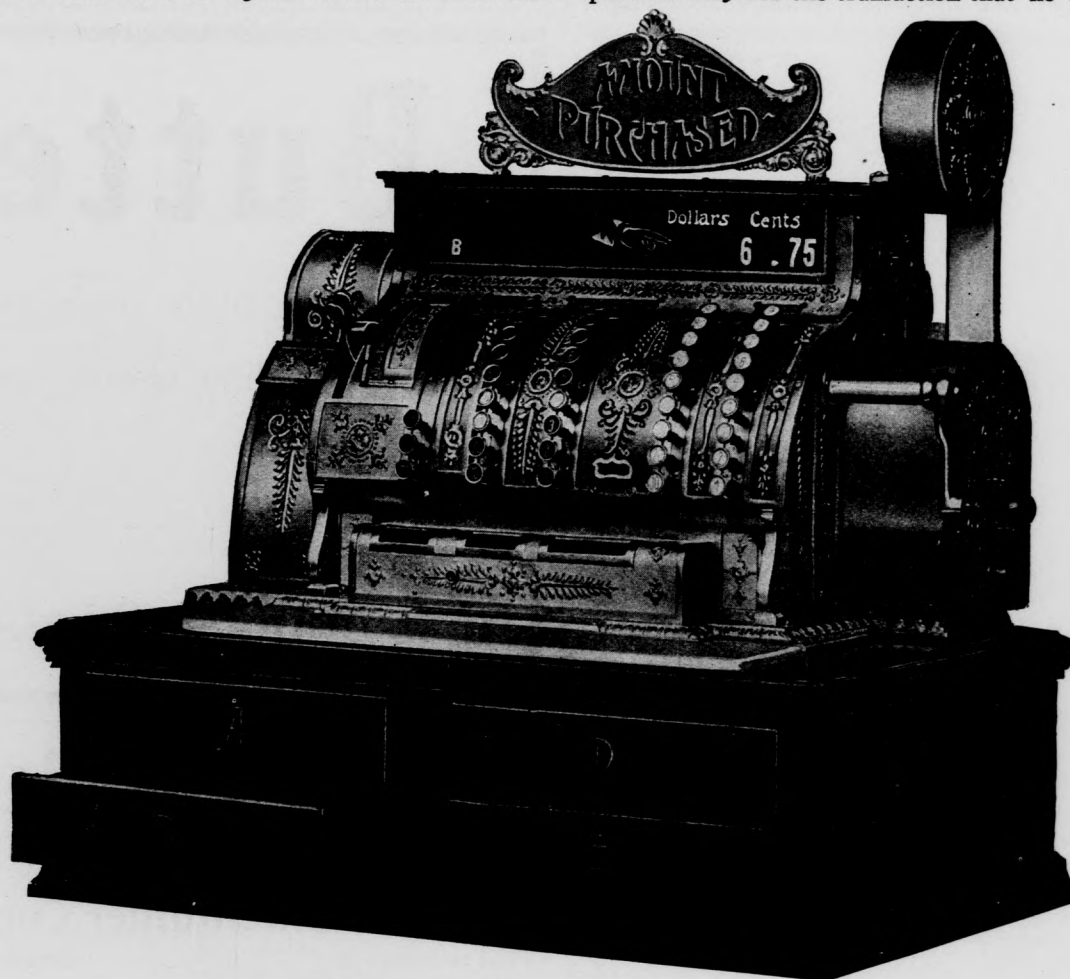


# A Cash Register That Satisfies

## PROPRIETOR—CUSTOMERS—CLERKS

**T**HE 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.

**A**LL 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





### The Grades of Eggs Now Increased to Six.

Twenty years ago only two qualities of eggs were considered in our markets, namely, good and bad, while now the market affords six distinct marketable qualities or grades, assorted out of current receipts as follows:

- No. 1 grade—New laid and clean, each egg tested.
- No. 2 grade—New laid, shells soiled, under size.
- No. 3 grade—New laid, cracked.
- No. 4 grade—Slightly stale but yolks whole.
- No. 5 grade—Stale or sticking to the shell.
- No. 6 grade—Rotten, used for chemical purposes.

These six grades are produced in assorting and grading the eggs shipped from country points, or "current receipts."

Ungraded eggs are produced in assorting and grading the eggs shipped from country points, or "current receipts."

Ungraded eggs such as are gathered daily on the farms are termed "current receipts." While this is the most known grade among country merchants in egg producing sections, it is the least known to the consumer. Among eggs received from the farm are "new laid," "clean," "dirty," "stale," "stickers" or "spot rots" and "black rots." Current receipts are not known as a grade unless the buyer is familiar with the average loss in a stipulated number of cases. In broad terms, current receipts are "no grade" and reputation alone for fair dealing on the part of the seller will induce the buyer to take them as a current receipt grade.

The farmer is chiefly to blame for the last three grades and many thousands of dollars might be saved if the farmer would market his eggs while fresh. With the advent of modern refrigeration, vast quantities of eggs are saved that were formerly lost through decay and over-supply during the flush of the producing season.

When the production is the heaviest, the store egg buyer bids so sharply for the product that the consumer must meet his prices. This commercial condition prevents prices from going very low, which is a special benefit to the farmer. On the other hand, when eggs are very scarce, the storage man sells and prevents extortionate prices, thereby benefiting the consumer.

Conditions are such now that fresh eggs can be had the year round. It is only a matter of education when the housewife will prefer a properly preserved storage egg to a stale farmer-packed egg.

Eggs kept in salt, oats or any liquid preservative of the farmer do not compare in quality of sweetness to the storage egg. For pastry fresh eggs put in storage any month of the year equal the new laid egg. For frying or

general family use, the April storage egg is the best. Last winter, through prejudice on the part of the consumer, the demand for fresh eggs caused a spread in the market price of ten cents per dozen between fresh and storage eggs. If the housewife would demand a high grade storage egg for culinary purposes, there would be less danger of paying 30 to 40 cents per dozen for fresh eggs.

It is estimated that in the four leading markets, New York, Boston, Chicago and Philadelphia, the storage warehouses contain nearly 2,000,000 cases of eggs, containing thirty dozen each or 60,000,000 dozen. Our own market, the Twin Cities, contains three of the finest modern refrigerator warehouses, where in midsummer the temperature can be brought down to five or fifteen degrees below zero. In these warehouses over twenty thousand cases of eggs are stored, which will be consumed by the millionaire as well as other mortals during periods of scarcity.

The average housewife contends that she will not use anything but new laid eggs, therefore it is interesting to know what becomes of the eggs that are not strictly fresh. Fresh dirty and cracked eggs are used by the egg canners. These eggs are separated, yolks being put in one can and the whites in another. The skin or lineament of the yolk must be broken and mixed thoroughly. When separated the egg meat is frozen. Eggs that are a trifle stale can not be successfully separated, therefore are put in cans and sold as a No. 2 mixed frozen. At present there is no market for rotten eggs. A "sticker" or "spot rot" still finds a ready market among cheap trade.

While transportation facilities have constantly improved during the last twenty years, the packing of eggs at some country points has retrograded. Prior to the "case count" buying period, commission merchants furnished free of charge heavy cases and good strong fillers. Since track buyers would buy these heavy cases at a case included price, it becomes impossible for commission merchants to furnish these heavy cases free of charge. In some localities the cases were not returned to the owners. As a consequence it became necessary for country merchants to buy their own cases. Frequently tobacco boxes, shoe boxes and other undesirable packages are used, which taint the eggs. Some time ago egg receivers decided to compel the elimination of these undesirable egg cases, but conditions were such that this needed reform did not meet with success. There is a movement on foot now that may bring about two prices in buying, one price for properly packed eggs in good egg cases and one price for eggs packed in tobacco boxes and other pernicious packages.

Just at this writing it may be interesting to note the different forms of decay that only skilled expert egg testers can detect when grading eggs.

Black Rots: An absolutely "black rotten" egg can readily be discerned with a common candle.

## 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.

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W. C. Rea

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## REA & WITZIG

PRODUCE COMMISSION

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

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

### REFERENCES

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

Established 1873



**Red Rots:** A "red rot" or scientifically termed "addle egg" is very difficult to discern and can only be detected by using an electric light by an expert.

**White Rots:** A "white rot" is equally difficult to detect without breaking it and the country merchant usually pays the farmer full price for them.

**Spot Rots:** The spot is quickly discerned if the egg tester will turn the egg completely around. This egg is sometimes termed a "sticker" if not too old. Spot rots are produced through dampness and lying on the side. The spot may be as large as a pin head or the size of a dime.

**Musty Eggs:** The musty egg form of decay is the very worst that egg graders contend with. A musty egg is produced through damp packing and while the egg is not decayed, the must will taint a cake. The egg grader usually grades a musty egg "rotten." —Robert T. Ungerer in Commerce Bulletin.

#### Bread Made from Bark and Bananas.

In Portugal the importation of foreign flour is absolutely prohibited by law, with the result that the flour commonly sold in that country is adulterated in an appalling fashion.

A flour recently purchased in Portugal proved on analysis to contain 53 per cent. of kaolin or china clay, while the remainder was mostly ground rice husks and finely powdered sawdust.

In Italy wheat flour is also far too expensive a luxury for the poorer classes, and a substitute is found in ground chestnuts, which, however, make a nourishing food.

It is also in Italy that acorn flour is used to a large extent. The acorns are allowed to partly ferment, and are then chopped up, boiled and dried.

It is, however, in the north of Europe, that the strangest substitute is to be found for wheat flour. This consists of fir-tree bark, which at first sounds the most unpromising material possible for the purpose of food. Yet, during the great famine in Northern Scandinavia, two years ago, whole families lived upon bark bread for months on end, and both in Finland and Northern Siberia it forms a staple article of diet.

The bark is stripped from the trees in spring. The outer or scaly bark is first carefully removed, as it is the inner or stringy bark which is the only part fit for food. This inner bark is then dried in the sun and stored against winter.

When required for use the bark is again dried over a slow fire and ground. The meal is moistened with cold water into a dough, but no yeast or baking powder is employed, and the dough is then thoroughly knead-

ed into large flat cakes as thin as parchment.

These cakes, before baking, are pricked full of holes with an instrument made of ptarmigan feathers, and then put into the oven, where they have to be carefully watched in order that they do not burn.

The cooking process takes only a very short time, and when done the cakes are lifted out and hung on a rail to cool. After this they are piled in a large heap and laid by for future use.

There is a considerable amount of nourishment in this queer bread, but its taste is distinctly unpleasant to any unaccustomed palate.

A better form of pine bark bread is made of flour ground from kiln-dried oats, mixed half and half with ground bark flour. Before eating the cakes are made crisp by a slight toasting.

The inner bark of the silver tree also affords a meal, which is used for mixing with rye or barley flour. Bread is so made all over Northern Europe, in many parts of Russia and in Kamshatka. The same bark is also cooked up with fish roe to form a nutritious paste.

In Iceland a moss known as Iceland moss is a very valuable addition to the scanty food supplies of the inhabitants. It is picked off the rocks, dried and ground into a fine flour, which serves to make nourishing bread and puddings, so nice that Europeans find them palatable.

For those who desire a novelty in the way of bread, banana flour may be recommended. Bananas are now desiccated and ground into a flour which makes bread or cake, which is very nutritious and also pleasant in taste.

In the year 1749 there was a severe famine in Northern Arabia and Palestine, which was caused by an unprecedented invasion of locusts. The Arabs caught the locusts by the million, dried them, and then pulverized them in their flour mills, mixed them with water into a stiff dough and baked them into cakes.

This locust bread was found to have almost the same taste as oatmeal cakes, and the Arabs liked it so much that they have eaten it ever since.

Many of the net-winged insects are used for food, the principal among these being the termites, or white ants. The Hottentots either broil them or roast them and grind them into flour.—Stray Stories.

#### A Good Name.

First Jockey—I see Brown has named his new horse after his wife. That's very strange, I think.

Second Jockey—I don't think so. He did not name it until he found out that he could not manage it.

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

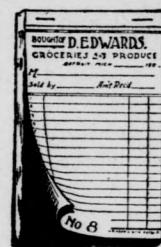
Our high pressure Arc Mantle for lighting systems is the best that money can buy. Send us an order for sample dozen.

**NOEL & BACON**  
345 S. Division St. Grand Rapids, Mich.

### PILES CURED

**DR. WILLARD M. BURLESON**  
Rectal Specialist  
103 Monroe Street 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

## Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

### Empire Produce Company

Port Huron, Mich.

## SUMMER SEEDS

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

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

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

MILLERS AND SHIPPERS OF

Established 1883

**WYKES-SCHROEDER CO.**

# FEEDS

Write for Prices and Samples

**GRAND RAPIDS, MICH.**

Fine Feed Corn Meal  
MOLASSES FEED

Cracked Corn  
GLUTEN MEAL

**STREET CAR FEED**

Mill Feeds

Oil Meal

Sugar Beet Feed

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS





### The Making or Unmaking of a Good Salesman.

Crankiness and sourness don't pay in any shoe establishment, and the good opinions of others are worth having any time they can be obtained. Don't go smiling about for the sole purpose of making people think you want to be pleasant, but be pleasant because you find it the easiest—and best—thing to do. No establishment in which the help are constantly jangling and full of bickerings can do the business of the place where matters of all sorts are smoothly run. It may be true that human nature is not near enough perfection to allow an entire elimination of disputes, but the control of the inclination always means better work on the part of all concerned. Hold your tongue and you will find that your work is easier and the business done will be larger on account of it.

You are all working for the best interests of the places where you are employed—at least that ought to be your motive or you should throw up your jobs—and as such you would work in accord and union with the rest. Yet perhaps there is some jangling every week for which someone ought to be ashamed. "The boss" doesn't know anything about it, and perhaps no one else witnessed anything out of the way, but you who were angry and vindictive necessarily showed your mental condition in your treatment of customers, and lost business that might have come had your mind been less occupied with the imaginary insults or encroachments over which you had been contending.

The next time there is a provocation, think twice and then bite your tongue before you have anything to say. Let the other fellow do the offending, if there is any offense given, and you will find that before the day is spent you will have succeeded in making a showing considerably better than the other fellow. The writer does not mean that it is always necessary to "stand and take" whatever other people may wish to throw at you, but it is always necessary to have two sides to a quarrel, and you are no more proof against being an offender than the other fellow. And the office quarrels and bickerings are never worth the energy they consume.

Have you thought that cheerfulness, even though somewhat forced, will make any task seem easier and the day itself seem shorter, and the doing of anything before considered disagreeable something of a pleasure? If you get up in the morning with a bad taste in your mind as well as in your mouth, you may be assured that the work of the whole day will be disagreeable, and you will offend about as many customers as you please. If you know that already, why do you not put the knowledge to good use? Instead of figuratively

snapping the head from the shoulders of your co-worker, you will find it much more satisfactory to speak pleasantly; and before night you will be glad you treated the other fellow decently because of the kindly assistance you have been able to give each other.—Shoe Trade Journal.

### Colored Minister Runs Bootblack Stand.

If it were generally spoken of that the proceeds of a bootblack's stand were to apply toward the erection of a church the public would scoff at the relator of the tale, but in West Seneca, N. Y., a suburb of Buffalo, there is a bootblack that is part of the assets of the Colored Methodist congregation. The bootblack stand is located at the corner of Ridge road and South Park avenue. Rev. S. D. A. Maxwell, the minister, applies the fluid and paste and wields a brush in the interests of his congregation. The stand is operated by the minister and the proceeds go to the church.

Recently the stand was located there for the purpose of raising money. A boy was hired, worked a week and then tired of his place and gave up the job. After a futile search for a successor, the minister laid aside the black cloth and assumed the role of a bootblack. He worked hard during the week of July 10th and has been plying the trade ever since. He says that he likes the work, inasmuch as it gives him a chance to study people and talk to them. The transformation is great. After the work is done the minister clothes himself in his clerical garb and preaches the gospel. He says that he shines the uppers during the week and puts a polish on the souls Sundays.

### Made Proof Against Time.

It is reported that the Hungarian chemist, Brunn, has discovered a liquid chemical compound which renders certain kinds of matter proof against the effects of time. This wonderful agent doubles the density of nearly every kind of stone and renders it waterproof, imparts to all metals qualities which defy oxygen and rust and is, moreover, a germicide stronger than any now known.

It is said that the learned scientist has made tests of this strange substance, which he calls zorene, that have satisfied him of its remarkable powers.

Not the least interesting fact in connection with this discovery is the statement by the professor that years ago, while traveling in Greece, he observed that the mortar in stones of ruins that were over 2,000 years old was as hard and fresh and tenacious as if made but a year. Taking a piece of this mortar, he has worked on it for more than a score of years until he has discovered the secret.

### The Letters in "Success."

"Success" is spelled with seven letters. Of the seven, only one is found in "fame" and one in "money," but three are found in "happiness."

There are lots of dishonest men who have never been in politics.



## Only One Man

### Can Lead the Parade

In every town there is one shoe store which is best known. It's the store that does things right. It's the store that gives the most value for the money, that sells the most shoes and makes the most profit. In nine cases out of ten you will find that it is the store that sells

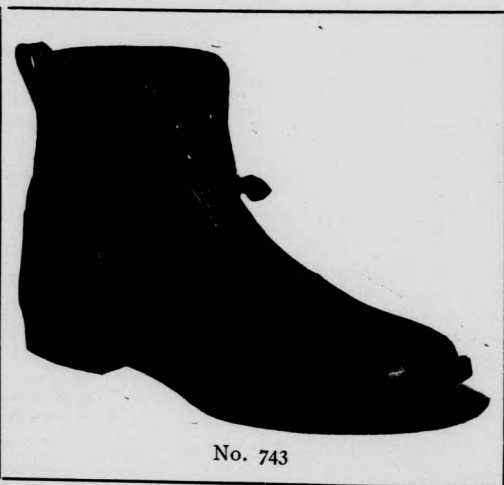
### Hard-Pan Shoes

for men, boys and youths—only one first-class dealer in a town can have them. The chance is yours unless they are spoken for—it's well to keep this fact in mind. There is no time to lose, for the time is coming when you'll wake up to what you're missing. Sending for a sample pair won't break you, especially as you can send 'em right back if they aren't as good as we say they are.

Look for **our name** on the strap of every pair.

**The Herold-Bertsch Shoe Co.,** GRAND RAPIDS, MICH.  
Makers of Shoes

## 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.



### Advertising Scheme Which Drew Crowds and Sold Shoes.

When the first call for contributions on the different subjects was made, I was too busy to get an article in, in the specified time, but will now proceed to outline in a brief manner a shoe window which we put in, and the results which were obtained from it. To begin with, it is necessary that I mention the fact that the advent of the tan and canvas oxford, together with the already popular patents, was the cause of what I considered a very much over-bought stock, and my next move was to devise some manner in which to dispose of the surplus. Being a department store, the shoe stock is only entitled to four windows of two weeks each, a year, and my first window was to be just before Easter, consequently, you might say our spring opening would be just two weeks before Easter, although we had been selling quite freely from our new stock.

Just one week before my window was to be opened I placed in my sidewalk shoe case a large display card, which had the following on: "We are not an incubator, but watch us hatch," and in the daily paper we ran the same in a two-inch double column advertisement. This we kept up for three days, the two days following, just prior to the opening of our window, which was all prepared in our trimming room, we ran the following also in our outside case: "They're pippins." This appeared in the same space as the first one, and in large letters.

The color scheme of the window was white, yellow and light blue. I had some of my friends save egg shells for me and I colored them myself, and although, as I stated above, the color scheme was yellow, white and blue, I used all colors for the shells, with yellow very much in evidence. Our window was to contain forty-four shoes on the floor, and we made the following arrangement: The floor was covered with light blue cheesecloth, and on that we laid gold tinsel braid in such a manner as to form a diamond shaped space. In each space was an oxford, and at each oxford, in various positions, was a price card, made of a calling card, lady's size, and glued on this card was an egg shell, and a cotton chicken, a lot of which I bought at wholesale at eight cents per dozen. Some of the chickens were standing on top of the cards, apparently looking at the price; others were standing on a piece of egg shell, while others were looking in wonder at the oxford; the cutest and most attractive of them were those with just one eye or their head sticking out of a large shell. For a front center-piece we had a real duckling stuffed, and the shell of a large goose egg. A background was made of three large eggs, for which we had a carpenter make the frames, and we covered them with white cheesecloth in little puffs, and inside of each puff was a miniature colored incandescent light. On the center egg we perched a large wax doll, beautifully dressed in white, and

holding in her lap a stuffed duckling. As there were two spaces between the three eggs we placed a nicked wire shoe fixture there, upon which we placed a few of the most attractive oxfords.

The upper background was made as follows: We constructed a large arch, just the length of the window. This we covered with white cheesecloth, and suspended at equal distances eight half egg shells, made in the same manner as the three large ones, each half shell being faced the open side to the front, and containing a full-sized sixteen candle power incandescent, which was suspended at the top, and also one new and most attractive oxford. This I considered one of the best features of the window, as it certainly brought out each oxford as an individual; in fact, the whole trim was placed in such a manner as to call special attention to each and every oxford.

I am very sorry that our window trimmer did not have the window photographed, as I would have then been able to submit the same to you, which would have been much more satisfactory.

In placing our cards we were careful to place yellow chicks and shells by black oxfords, and colors with tans and canvas. When the window was lighted up it certainly presented a fine appearance. The miniature incandescents were very attractive, throwing a mellow light through the white cheesecloth. We had two signs suspended from the top, with fine black thread. One read, "Spring Footwear for Spring Days," while the other read, "Right Oxfords for Both Feet." We procured a cut from an illustrated paper, representing a straw nest in an old barn, and an old black hen looking with amazement on her hatch, of not chicks but new style oxfords. This cut we ran in connection with a brief, but well-worded advertisement: "They have hatched and are growing in popularity, but diminishing in numbers; as yet, all sizes at Wolbach's." On our sidewalk case we had a card reading, "They Are Not All Roosters, But Rooters. See East Window."

The results were more than we had anticipated. The window was the talk of the town; crowds were constantly viewing it, it being the first of its kind put in here. Our shoe force of three salesmen was taxed to the utmost, and three days before Easter we had to put on three more. They were students from one of our colleges, but each had had a limited amount of experience, consequently, they were a great deal of help. The result was that our sales were more than 100 per cent. ahead of the two weeks preceding Easter of 1904.—W. T. Dugger in Boot and Shoe Retailer.

The fool takes his holiday before he earns it.

### 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

# 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.

## 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.**



## CLERKS' CORNER

### Undue Haste in Leaving for Luncheon Loses a Customer.

Written for the Tradesman.

I myself am no match for the Haughty Young Thing behind the counter of some of the stores, but I have a friend, Miss Dolly Morton by name, who quite often dares to proclaim her soul to be her very own.

On one of these occasions, accompanied by her sister, of whom she is very fond but over whom the little rascal tyrannizes, with true sanguinary proprietorship, Dolly marched to the neckwear department of an establishment that caters (or is supposed to, at least) for the women's trade; and, when I say, "Dolly marched," that signifies that Dolly's good-looking sister marched, also.

The latter was wishing to purchase one of these maline rosettes, that have been on the market for some time but are still a favorite with young girls. They fasten at the back, with a wisp of the perishable stuff going around the neck.

At the moment, Dolly's sister could not think of the word "rosette," but she described the flumadiddle as best she knew how.

At this the clerk's head went up in the air, with a toss that boded no peace of mind for the sisters, and snapped out that she "didn't have any."

But Dolly's bright eyes had ferreted out where a number of these were on display farther down the counter, three or four of the rosettes, in as many colors and sizes, dangling from a nickel fixture, so she asked the clerk:

"Why do you say you haven't what my sister wants when here it is right on the counter just a few feet away—almost in front of you?"

I should have stated that when the sisters came to the girl's department it was almost 12 o'clock and she seemed in a great hurry about something, rummaging in a deep drawer underneath the counter, whence she extracted her gloves and money-bag. Then she yanked off her sleeve protectors and a bib that guarded the lower part of her shirt waist, jamming them through the edge of the drawer, which in her trepidation she had almost slammed shut. The girl had avoided looking at the two young ladies as they approached her counter, evidently thinking that, if she didn't "let on" she saw them, she could slide out to her luncheon—or wherever she was going—all the quicker.

But the customers were in a hurry, too, as they are employed in offices and must be back at 1 o'clock on the drop of the hat, and, as no other clerk was anywhere near the neckwear locality, they saw no other way to get waited on but to accost this one.

When Dolly put the question to her as to why she said she "hadn't

any rosettes," while here some were almost within arm's length, the girl saw she was cornered.

At random she jerked one off, without a word of excuse or apology, but with a second defiant toss of the head, and threw it angrily toward Dolly's sister.

Dolly's sister, as I mentioned, is a mighty pretty girl—a pronounced brunette with a clear complexion, dancing brown eyes and the rosy cheeks that go with an olive skin when its fortunate possessor rejoices in abounding health, and the maline neck-fixin' thrown down by the clerk was an ugly shade of ciel blue that would be suicidal with such coloring. The clerk hadn't so much as given a glance at the girl's face to see what might be becoming to her, and now, as the rosette left her angry hand, she said in a hateful tone of voice:

"Do you want this one?"

By now Dolly was thoroughly angry at the treatment accorded them and resolved to "get good and even" with the irritating clerk, so she answered, with as great deliberation as she is mistress of:

"We don't really know whether we want this or not. We'd like to look at some others."

The little imp very well knew that her sister never could wear that hideous dull blue thing, but she had determined to mete out what she considered merited punishment, and so toyed with the rosette, dillydallying with a selection.

"I b'lieve we'd like to see some other colors," she again observed, taking all the time in the world to draw out her words.

"I was just bound that that clerk should 'get come up with,'" she afterwards told me, in giving a description of the transaction. "She had to get down a box from the very top-most shelf—and I might say that I wasn't one mite sorry that she ripped her shirt waist in doing it, and it showed, too. Her face got red as a poppy, when she saw her plight, and that didn't make her love us any the more. She got madder and madder every minute, and if the dagger-looks she threw at us had been real weapons I tremble for our fate.

"I pinched my sister's hand under cover of the rosettes, which is a pre-arranged signal with us, and means 'Let me do the talking.'

"My sister smiled the palest of smiles and the faintest of twinkles appeared in her eye as she turned her face at my command—yes, I'll have to admit I boss her just a trifle—while I tried the different colors of the rosettes against her pink cheeks.

"I was very hard to suit. I held the rosettes this way and that way to her face and I picked at their crisp perkiness. Then I tried them with my own complexion, going back and forth several times to a mirror which hung back of the opposite counter. And I talked over the box of rosettes enough to have picked out a dozen of 'em!

"Then, after all this folderol, I looked the clerk deliberately in the eye and quietly announced:

## We Don't Care



where you go or how long you look you won't find a better shoe for the money than the

## Walkabout Shoe

The \$3 Shoe with a \$5 Look

And we don't think you will find a better

proposition than we have to offer one dealer in each town. Write us.

Michigan Shoe Co.

Distributors  
Detroit, Mich.

## Our "Custom Made" Line

Of

## Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH

## You Are Out of The Game

Unless you solicit the trade of your local base ball club

## They Have to Wear Shoes

Order Sample Dozen



## And Be in the Game

SHOLTO WITCHELL  
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail

Local and Long Distance Phone M 2226



"We'll not buy any rosettes of you. We'll go up the street to Blank's where they treat us decently—come on, Elsie," and I dragged my reluctant relative away from the astonished clerk.

"I'll own up 'twas a shabby little trick I played on her," the girl admitted, "but I think my course was justified by the one pursued by her first. I wouldn't have dreamed of being so mean but she had treated us so exasperatingly that I couldn't resist the temptation to play Tit for Tat with her. When we appeared on the scene she should have told us at once that she had to go to her luncheon then, or keep an engagement, or whatnot, and would call some one else to wait on us, and we would have been perfectly satisfied, but she had no business to try to sneak away by pretending she never saw us, and I can't say I regret the leaving her in the lurch as we—I rather—did.

"We went up to Blank's, and the neckwear clerk there was so nice to us! 'Twas such a contrast—her manners and those of the other clerk. She was so sweet and ladylike, and not only willingly showed us everything she had in the maline line, but she brought out a lot of novelties in stocks that she said she'd just got in—hadn't even marked the prices on them yet—and would like to be allowed to display to us. 'Allowed'—think of that! What a change from the experience we'd just gone through at the other store.

"Well, we not only 'allowed' her to exhibit her new goods before our admiring optics but we laid in a goodly supply of the same. And her winning ways and accommodating spirit were all the more appreciated when, at the end of the sale, she put the question:

"Well, young ladies, wouldn't you like to look at anything else in my department? Can't I show you something besides what you've seen? No? Well, then, if you'll please excuse me, I'll go to my luncheon, as I am half an hour late in leaving."

"On our expressing regret at being the cause of her delay in going, she exclaimed:

"Oh, no, no, don't think about it! I'm only too glad to serve you," and she disappeared with a sunny smile and a cheery "Come again—won't you!"

"Will we!"

"That pleasant girl gets all of our neckwear trade from now on. And, besides, we are not going to that other store any more than we can possibly help, in the future. We have transferred our entire trade to the store where one of the clerks wasn't afraid to put herself out for our convenience."

\* \* \*

You who read this may say that the recorded occurrence was small reason to lose a store a customer; that a maline rosette was too little a thing to quarrel over.

Perhaps. And yet it was just a rosette and dissatisfaction that resulted in the losing forever of two

customers with their life before them and this town for their permanent home. H.

#### Japanese Slippers Versus Stairways.

He shuffled awkwardly about his room in a pair of Japanese slippers sent from Tokio by his brother, the war correspondent. The slippers had no heels; they only hung on by the toes; and they fell off if, forgetting himself, he once lifted his feet instead of dragging them.

Soon, though, he acquired the knack of walking about without losing his slippers; but he never could acquire the knack of ascending a stairway without losing them. So, in despair, at the end he would always take off the slippers and carry them in his hand before attempting to go upstairs.

"Even the Japs themselves," he said, "couldn't ascend a stairway in these slippers that have no heel clutch. You see, such slippers are only worn by the Japanese middle classes, and the middle classes have no stairs in their houses—everything is on the first floor. For shuffling about on the level heelless slippers are all right, but for stair climbing they are useless, and before stairways they must disappear even as before the locomotive the stage coach faded away.

"Without shame, therefore, I take off my Japanese slippers and carry them in my hand when I go upstairs, for I know that the Jap, if he had stairways, would be obliged to do likewise."—New York Herald.

#### The Ignorant Rich.

If big fortunes, big incomes, big houses, big extravagances in expenditure for the show and luxury that add nothing to the comfort of the possessor—however much they may add to the envy of the unthinking

beholder—were proof of triumph, of "success," what a monstrous failure human society would be! For where there is one man with wealth, there are, even in America, ten thousand with only just enough for modest existence. Yet we find the rich preening themselves upon their superfluity, upon the luxury that is suffocating their minds and hearts.

It is not strange that those who have never known what it was to have enough should grossly exaggerate the importance of money. The fashionable man dreams not of enough to eat and drink, but of vast storehouses of food and vast rivers of water. But what of the man with the full stomach who rakes in and hoards food and looks at his hoards with greedy eyes?

It sounds like insanity, doesn't it? But it is only ignorance—and a kind of ignorance that will surely yield to education.

Stained glass in the windows can not make up for putty in the pulpit.

## BUGGIES

We carry a complete stock of them

Also Surreys  
Driving Wagons, Etc.

We make  
Prompt Shipments

**Brown & Sehler Co.**  
Grand Rapids, Mich.

Wholesale Only

## Michigan Fire and Marine Insurance Company

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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

# You have had calls for HAND SAPOLIO

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

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

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



## COUNTRY CUSTOMERS.

## Merchants Must Become Accustomed to Their Peculiarities.

Written for the Tradesman.

The article in the Tradesman of August 23 about "Prejudice in Business" is not overdrawn. Others have had similar experiences, but, as suggested by one speaker, all country customers are not so bad. It is safe to say that such cases do not represent the average of this class.

There are communities where may be found many who are pleased to note every evidence of prosperity and enterprise. The merchant can not repaint or repair his buildings, build fences or walks, or put up awnings without hearing comments of approval. The dingy, ramshackle store may get the trade of those who can go nowhere else, but it will not attract any. It pays to repair and brighten up, no matter what a few grumblers may say.

The farmer is often blue—easily discouraged. Every change of weather is liable to damage or retard the growth of crops. It is a long time from seed-time to harvest. Cash for his labor does not come at the end of the day or week. A little inattention to crops at certain stages would result in the loss of much former labor. Work must be done in season, sick or well, help or no help. The farmer's plans, probably oftener than in almost any other calling, must be changed to meet the changes of weather. It requires careful study and an efficient system to direct labor or to keep profitably employed under unfavorable circumstances. His blueness and discouragement find vent in grumbling and fault-finding, and these are carried into his business dealings. He does not intend to be disagreeable, but he is often very much so.

The farmer does not know in dollars and cents what his products cost. His rule in selling is to get all he can. In buying he wants goods at the very lowest figure. He makes an offer below the price asked, hoping the seller will rather accept it than lose a sale. In the case of a horse or other animal, the value of which can not be estimated at so much per pound market value, this method of buying and selling is all right.

When he goes to the merchant who marks his goods at the very lowest price at which he can afford to sell and maintains strictly one price, and tries to beat him down, the latter sometimes feels it as a personal affront. Especially is this true when he knows that the customer is well posted as to quality and price, and is confident that he can not buy goods anywhere for less money.

The merchant who is generally successful in adapting himself to his customers will find some who are beyond his limits. In order to hold their trade he would have to resort to flattery, deception and other methods which he deems beneath him. If the favor of people must be gained by subserviency and servility, which no

self-respecting man can assume, it is just as well to give up trying to please them.

There are some people, who, if they could be made to realize that the merchant does not care a snap for their trade or influence, might be much more tractable and agreeable.

Other things being equal, the merchant who is not afraid of good, honest work will be best appreciated and most successful in a country store. One who is afraid to soil his fingers, who must have a stenographer, clerk, porter or assistant ever at hand to do his bidding, is entirely out of his element among country people. The man who from childhood has been accustomed to regard farmers with contempt is not apt to seek a business location among them. If, however, he must deal with them, he will need to change his views or else be very discreet in the treatment of customers.

When the country customer is in haste to be waited upon the merchant must hustle to his utmost. When the former wishes to visit the latter must give undivided attention until a newcomer requires his services.

These are some of the peculiarities of country trade to which the merchant must become accustomed. Still, the desirable features are many and the prospect of success sufficient to cause many to prefer this to city trade.

A man who has conducted a general store, where his patrons were mostly farmers, sells out and goes to the city. There he establishes himself in the grocery business. He does not have to open up so early nor stay up so late; he handles less lines and still does more business. Does he like city customers better than his former ones? He says not. Well, why?

"People buy in such little dabs it takes more time and labor to sell a given amount of goods. Those who have every evidence of means buy as though they had barely enough for each meal or each day. And then they are so particular; so much fault found with the quality of goods."

The telephone interrupts the conversation. The proprietor answers it, and immediately steps behind the counter to put up a package. "There," says he, "is an illustration of what I was saying. A lady just across the street wants me to send over five cents' worth of candy. It makes me tired. People are too high-toned or too lazy to wait on themselves. Take it all in all, I had ten times rather have country trade."

While I waited a man stepped in and called for a cigar, enquiring if he did not owe an account besides. He was told that the whole bill was twenty-six cents. He drew out his check book, made out a check for one dollar and asked for the change. The merchant smiled as he readily complied—a smile that meant several things to the on-looker, prominent among which was: "There's another—the cheek of it—it makes me tired."

Such is the experience of a pleas-

ant, accommodating, successful merchant, whose store was spick and span, and every effort was used to secure the very best quality of goods. It makes all the difference in the world what one has become accustomed to.

No merchant anywhere need descend in the moral scale to meet customers on an equality. If there are those who must be addressed with great familiarity, patted on the back or invited to smoke and drink, let them go where others will stoop to do so. One can be courteous and attentive to rude and disagreeable people without loss of dignity. He can serve the haughty and aristocratic without fawning and groveling.

There is a limit to forbearance in some cases beyond which one can not go without loss of dignity and self-respect. There are rare occasions when contemptible conduct should be rebuked, and moral courage is required in such emergencies.

One of the most disagreeable features which the merchant has to contend with among village or country customers are malicious, lying reports circulated by deadbeats who have been turned down. It is surprising how much credence is given them until the source from which they originate can be shown.

E. E. Whitney.

## Weathermaker a Power in Business of the World.

The weather, always a topic of introductory worth in a conversation, has become of such financial magnitude to the country as to make the department weather reports a distinct adjunct to nearly all business. Foretelling an Atlantic coast hurricane last fall is said to have saved to the shipping in United States and West Indian ports at least \$20,000,000. One cold wave anticipated last winter meant a saving of \$250,000 in fruits and vegetables marked for shipment from the southern states to the markets of the North.

Anticipating the sudden changes of temperature that may affect these growing fruits and vegetables in the gulf belt from Galveston to Florida may mean hundreds of thousands of dollars more, while warnings of flood conditions in the rivers and the approximation of the stages of the water in them may be of almost incalculable value, and affect every individual concerned in the shipping, marketing, and final consumption of the products of gardens, orchards, and farms.

The complexities of interests that are dependent in more or less measure upon the government's weather reports, crop reports, and warning service are revelations to the average layman. He himself has looked to the weather forecasts in the morning and evening papers, interested in whether it is to be warm or cold, wet or dry, and in any extreme of conditions observing the heights or depths of the mercury column in the glass. But while the average man is doing this, the whole business world around him is scanning the same report with all the seriousness that

may be spent upon the reports of the grain and stock markets.

In Chicago, for instance, there are more than 1,500 business men who do not find enough in the newspaper reports of weather conditions, but who are recipients of the bureau's printed map, and reports, and forecasts. Thousands of others receive the weather report through the telephone services of the city at a certain hour each day. And yet, in spite of this, when the weather prospects are suggestive of sharp change, especially in the winter season, the telephone bell in the observer's office in the new government building is kept almost literally hot from the ringing.

It is a novelty to consider the appearance of a bargain day advertisement of a department store as dependent in great degree upon a weather report. But it is true that the weather bureau has a good deal to do with a display in the papers on many occasions the year through. For instance, the appearance of an advertisement costing several hundred dollars and announcing a special sale in women's wear on a day when pouring rain or driving snow shall make the streets almost impassable to men in rain coats or ulsters would be a good deal like throwing money away.

And in this same measure these same anticipations of conditions mean as much to the individual, no matter what his work or his play for the day. It has been estimated that a sudden summer shower, such as is common to Chicago in almost any kind of season, may cost \$250,000 in ruined gowns, hats and lingerie, all within an hour of a summer afternoon or evening. This is an indication of how much the weather report could mean to the community if only it caused the persons most interested to bring umbrellas with them in going out.

An absolute and perfect knowledge of weather conditions for only twenty-four hours in advance would be the greatest revolutionary knowledge that the material business world might have conferred upon it. Then the ice cream manufacturer and dealer would not be stocked up to the limit of their capacity on the morning of the day when the mercury drops forty degrees from the day before, and stays there. Then the picnic excursion would not be caught in the dashing, drowning rain storm.

Taking the many branches of the building trades in the cities, there is scarcely a weather phase of any character that is not of marked money interest to employer and employee alike. It may be too wet to do certain woodwork. It may be too cold, too windy, too much snow or sleet, too hot or too dry for any one of a dozen things concerning the builder and the affiliated workers. If the weather is too bad for any reason, just as if for any reason it should be exceptionally favorable for work, the employer and the employee alike are interested.

However much the weather bureau already has accomplished for all of the people, there is a likelihood that



its future is only in an elemental stage of development which finally is to revolutionize the world of commerce.

Richard McConihy.

### Claims Unions Lower Efficiency.

The unhappy relationship between employer and union employee reminds me of the tender feelings which existed between my father and his employer, whom he had served for thirty years; and of the disappointment he felt when some of the mysteries of the union were revealed to him. He was an expert workman, his salary being from \$1,200 to \$1,500 yearly. "Well, daughter, get my slippers," he would say, "for I'm tired to-night. I cut 300 doors to-day and Mr. Stewart (his employer) smiled at the pile and remarked that I needed more room."

A year or two before his death he decided that he would resume work (taking something easier), for he was a restless man, and so he called upon his old employer and made arrangements to take charge of a saw. "However," said the employer, "William, you may object to becoming a union man, for you know this is now a union shop." Well, upon consideration he decided to join the union, thinking it would make no material difference to him and that possibly some good might reveal itself to him.

Shortly afterward he entered upon his easy duties, and when, at the close of the first day he was reprimanded by a young man for piling the work up too fast for the next man, he took it for a friendly word. The next day when the same man took him quietly aside and told him that he must insist upon his working slower, for it quite embarrassed the "next man," he saw, to his deep regret, into the leveling of mankind through unions.

Truth.

### Desire to Accommodate.

There is nothing people appreciate more than being served by those who really enjoy accommodating them. What a comfort, at a strange hotel especially, to be served by those who seem anxious to please us, who seem to take real pleasure in making us feel at home and comfortable! There is no one quality which will help youth along more rapidly than the cultivation of this desire to please, to accommodate. It appeals to everybody; it creates a good impression.

What a pleasure and a comfort, when traveling, to be served by pleasant, good natured people who try to please us! A surly, impudent Pullman porter often destroys the pleasure of a whole journey on a train. An impudent clerk in a hotel office can make everybody in the house uncomfortable, and such service is dear, even if it could be had for nothing.

It is noticeable that a boy who always tries to help wherever he can, and to make everybody comfortable, who is accommodating in everything, is very popular, and, other things being equal, most likely to be promoted.

The man with bad habits invariably believes in heredity.

## Hardware Price Current

AMMUNITION					
Caps					
G. I., 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 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60				
Shot					
In sacks containing 25 lbs.					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. 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					
7 in. 5-16 in. 3/4 in. 1 in.					
Common	7 c.	6 c.	6 c.	4 c.	4 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.	6 c.
BBB	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 1/2 c.	6 1/2 c.
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer	65				
Socket Framing	65				
Socket Corner	65				
Socket Slicks	65				
Elbows					
Com. 4 piece, 6 in., per doz.	net. 75				
Corrugated, per doz.	1 25				
Adjustable	dis. 40 & 10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	3				
List	12 13 14 15 16 17				
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	dis. 90				
Double Strength, by box	dis. 90				
By the light	dis. 90				
Hammers					
Maydole & Co.'s new list	dis. 33 1/2				
Yerkes & Plumb's	dis. 40 & 10				
Mason's Solid Cast Steel	30c list 70				
Hinges					
Gate, Clark's 1, 2, 3	dis 60 & 10				
Hollow Ware					
Pots	50 & 10				
Kettles	50 & 10				
Spiders	50 & 10				
Horse Nails					
Au Sable	dis. 40 & 10				
House Furnishing Goods					
Stamped Tinware, new list	70				
Spurred Tinware	50 & 10				

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Castors, 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 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	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought, 70 & 10	

## Crockery and Glassware

STONEWARE	
Butters	
½ 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.	6½
Churn Dashers, per doz	84
Milkpans	
½ gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
½ gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
½ gal. per doz.	60
¾ gal. per doz.	4
1 to 5 gal., per gal.	7½
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
	Per gross
Pints	5 00
Quarts	5 25
½ gallon.	8 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
	Per box of 6 doz
Anchor Carten Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, CVrimp top.	4 15
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 30
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (84c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 26
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz	2 14
3 gal. galv. iron with spout, per doz	3 11
5 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacafes	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	56
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.2 00	
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 ¾ in. wide, per gross or roll.	25
No. 1. ¾ in. wide, per gross or roll.	30
No. 2. 1 in. wide, per gross or roll	45
No. 3. 1½ in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	10 00



## DRY GOODS

### Weekly Market Review of the Principal Staples.

**White and Bleached Goods**—White goods of nearly every description continue in keen request, with prices tending upward. Dotted Swisses are still regarded as very good property, with every prospect of continuing to be so. The spring orders booked to date are regarded as very satisfactory, buyers who might not have placed business so early having done so on this occasion in order to escape possible advances in the near future. Jobbers and others report a good fall trade, chiefly in plain fabrics, although fancies are not neglected. India linens, although very strongly held, have not been advanced during the week, but the firm condition of the market suggests that buyers may be called upon to pay a little more money before long. Fine cambrics and muslins for the lingerie and waisting makers are being taken very freely. Medium soft finished goods are wanted. Medium and coarse count bleached goods continue to harden in price and are in good demand on a basis of  $5\frac{1}{2}$ c for 64 square 4-4s. Individual orders are not of a size that would indicate that future wants are being covered, but business taken is large enough to keep accumulations off the market. The high prices now ruling on 4-4 bleached have not as yet stimulated sales of  $\frac{3}{4}$  and  $\frac{7}{8}$  goods, as it is not so easy to interest buyers in narrow goods.

**Ginghams**—The spring season for ginghams of all grades is bound to be a successful one, from a yardage point of view. Some excellent business was put through during the week in both staple and fine goods and buyers continue to show a tendency to further increase their supplies. The cutting-up trades, as well as jobbers, are in the market, but the former, particularly the shirting houses, are the principal buyers. As a rule jobbers are too busy with their fall season to give much attention to ginghams just now, but later it seems assured that they will want more than the usual quantities. Fine madras shirtings in stripes and floating warp effects are moving freely, as are also chambrays and cheviots. Dress goods are wanted in small checks and plaids, rather than in large plaids or cords. Considerable will be done in mercerized ginghams, it is expected. Novelty ginghams, such as Persian stripe effects, etc., do not look promising. Apron or standard ginghams are sold far ahead and on new business there is some talk of further advancing prices. On better grades the price situation is unsettled, but manufacturers, it would seem, are justified in looking for better values.

**Dress Goods**—The showing of spring dress goods lines is somewhat more extensive than it was a week

ago and as a consequence the market is more interestingly situated than it was at that time. Even now, however, the lines shown in certain directions are incomplete; this defect will be gradually remedied and buyers will be able to place their orders wherever their fancy wills. Despite the hesitancy displayed during the past two weeks by certain sellers in opening their lines, there is no getting away from the fact that a large volume of business has been booked on both cheap and better grade staples. Business has been under way for several weeks in many directions and as a consequence several leading lines are sold far ahead and many of the lines shown by mills of less size also. Orders taken on staples have been of considerable size, both individually and collectively, and prices secured show advances of  $2\frac{1}{2}$ @ $12\frac{1}{2}$  per cent. and in some cases more. In some directions the fabrics have been manipulated with a view to keeping down the selling price; where such is not the case, the high cost of raw materials makes an advance over a year ago imperative, and especially on fine woolen and worsted lines. The lines shown and the business done show a very strong tendency toward plain colored goods; in fact, it is evident that plain goods are going to dominate the season's business in a way that will leave no question of their supremacy. The heaviest part by far of the business done up to the present time is in plain colored effects. Goods of the batiste class give evidence of a strong run. Lightweight goods of this general character are favorably viewed by leading buyers, and sellers have prepared many very excellent lines from both foreign and domestic mills. The tendency in their fabrics is toward goods that are somewhat heavier and firmer than were so largely taken a year ago. Panamas are well regarded, as is evident by the orders secured. The many attractive lines of batistes in both silk and worsted warps are moving well. Henriettas are likewise showing up well in the business. Veilings are also being bought in considerable quantities, although it seems hardly likely that they will occupy as strong a position as a year ago. The fine trade is interested in lines of chiffon broadcloths and good business is indicated. It is needless to say that a large yardage of suiting fabrics of light weight will find their way into consumption. The tailor-made suit is a fixture in practically every woman's wardrobe. Neat worsted suitings, plain colored figured goods and mannish cloths in both woolens and worsteds give promises that are at least encouraging. Fancy and novelty lines of dress goods are being bought on a conservative basis at this time, buyers evidently being none too sure of the possibilities in this direction.

**Cotton Underwear**—Heavy duplicating of fall goods has been the feature of the week, and many fleece underwear mills are in an excellent position as the result. Prices have been advanced on fleeces to  $\$3.37\frac{1}{2}$

## We Are

the only exclusively wholesale dry goods establishment in Western Michigan.



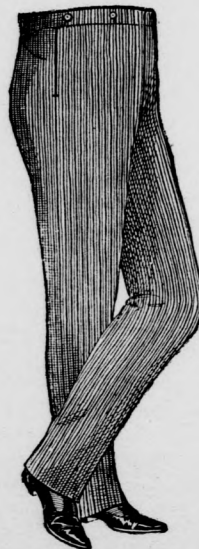
## We Have

but one aim and that is to study and cater to the wants of the retail dry goods and general merchant.



## We Will

try to please you if given an opportunity.



**Grand Rapids Dry Goods Co.**  
Exclusively Wholesale  
Grand Rapids, Michigan

## 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.

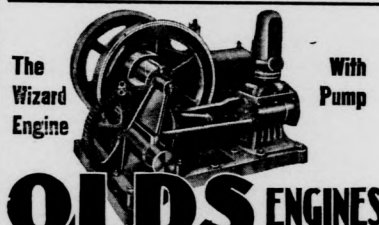


Get our prices and try our work when you need

### Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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



## OLDS ENGINES

### Economical Power

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

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

### Repairs Practically Cost Nothing

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

**OLDS GASOLINE ENGINE WORKS,**  
Lansing, Mich.

### You Can Make Gas

100 Candle Power  
Strong at

15c a Month

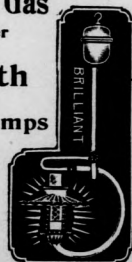
by using our

### Brilliant Gas Lamps

We guarantee every lamp

Write for M. T. Catalog. It tells all about them and our gasoline system.

**Brilliant Gas Lamp Co.**  
42 State St., Chicago





and \$3.50 and mills running on the same are sold as far ahead as November at the least. Certain buyers are complaining of the manifest backwardness of deliveries on fall goods and are striving by every means to secure prompter shipments. Even on spring goods there is a great deal of complaint, one instance being reported of a line of ladies' ribbed goods, which should have been delivered in April, and on which the buyer can obtain little satisfaction as to the date of shipment. On old business which was taken at unusually low figures buyers are very desirous that shipments should be made, but where higher values have been paid the buyer is not apt to be so persistent. Heavy ribbed goods are more active than they were and sellers are able to obtain better prices. The light weight business is small and in spots. Values based on \$1.65 for four-pound balbriggans are not very tempting for sellers and it is their hope to advance prices from 5@ 10c in the near future.

Cotton Hosiery—Fall goods continue to have a very excellent demand, heavy duplicating being the rule with jobbers generally. Staple fleeces and ribs are wanted for fall trade, and it now looks as though further business would be taken at slight advances. Deliveries on fall goods are very backward as a rule and much inconvenience is felt in jobbing circles. Spring business for the week was very satisfactory and along lines of previous weeks. Medium and cheap staple goods are in the lead. Considerable business was done in lace full hosiery and embroidered half hose as well as staple and novelty tans and whites.

Carpets — Distributors report a normal business during the past week. Buyers from nearly all parts of the country placed orders for various goods, principally for the better grades of velvets and tapestries. A fair business was also done in Brussels. Ingrains in both wool and cotton moved slowly. Manufacturers are trying to catch up on belated deliveries, which were delayed by the scarcity of raw material. It is doubtful if any manufacturer is working on anything but orders. The price of stock is such that they do not care to have much of a stock of goods on hand, in case the price of wool should decline. In order to save dealers' profits, it is said, some of the largest carpet manufacturers are buying their supply of wool in the primary markets. If such is the case, they evidently do not believe that there will be any immediate decline in prices, as the reports state that the lots purchased are sufficient to keep the purchasers' plants in operation for one season.

Rugs—Rugs are in strong demand and their production compensates, in part, for the reduction in yardage in certain classes of piece goods. Made-up rugs, carpet size, in Axminsters, Wiltons and velvets, are good sellers and manufacturers have received many duplicate orders. Art squares, when the designs are satisfactory, are

selling well. Manufacturers who have been fortunate in putting out popular designs are running full time and in some few cases they have been obliged to get some of the weaving done outside.

#### Sage Observations About Selling.

James H. Reid, at a recent meeting of the Stove Salesmen's Association of Pennsylvania, at Philadelphia, remarked:

"The man who sells goods for fun sooner or later realizes that he does not even get the fun. He hears laughter, but it is not his own, although it is for him. He then becomes aware that it is his discount and not his goods that are popular.

"The man who talks quality and builds quality makes his own market. He creates an exclusive business for himself and his customers. This is the man that is hard to beat; and if, by reason of his system or local environment, he is able to offer good goods at popular prices, such a man is well-nigh invincible in the market which he seeks.

"Salesmen on the road should never remain away from the house for too long a period. Money expended for railroad fare to headquarters at reasonably frequent intervals is money well spent. A salesman's environment while on the road is such that if he is not brought home and put through a revitalizing process he will yield to the adverse suggestions of his trade and lose his force.

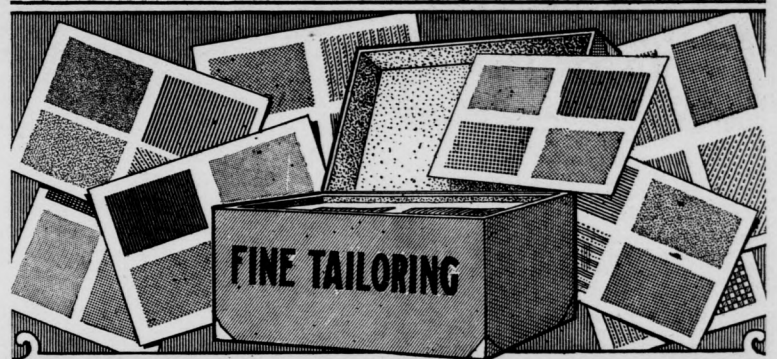
"It is important that the salesman should receive friendly letters from his house while on the road. An unfriendly letter will cost his house money, for a salesman's sensitiveness is abnormal by reason of the character of his work.

"The house advertising has in it power to give needed stimulation to salesmen and to divert their efforts into desired channels. Advertisements intended for salesmen should be written as though intended for their customers. These advertisements, operating upon a salesman's mind, build up within him a force which, when directed toward an individual buyer, becomes intensified power for selling the goods it is intended he should sell.

"Articles sold through advertising cease to sell the moment the advertising ceases. A salesman's energy is like an advertisement—the moment he ceases to urge his customers to activity on his goods that moment marks the beginning of a decline.

"It sometimes happens that a salesman on the road develops a complaining spirit. He becomes saturated with the idea that if his house would only follow his guidance it would do a better business, and if this condition long prevails it will develop the habit of grumbling about those who are in authority over him.

"This is an unfailing sign that the man is suffering from a condition of mind that is fatal to success. There is but one prescription for that ailment, and that is the one written by Elbert Hubbard: 'Get out, or get in line.'"



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

**I**t would pay you to write to us to-day for our tailoring outfit of samples, representing a line of fine wools 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 wools at all times and are **never** obliged to **disappoint or delay** our customers.

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

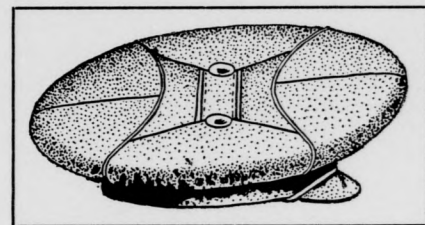
#### ILLINOIS WOOLEN MILLS CO.

WHOLESALE CUSTOM TAILORS

340-342 Wabash Ave.

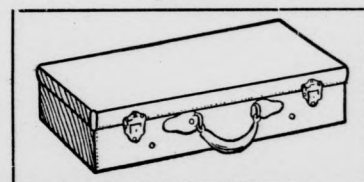
CHICAGO, ILL.

## Men's 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





#### Michigan Knights of the Grip.

President, H. C. Klocksein, Lansing; Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, 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.

#### Short Talks With the Traveling Salesmen.

Good nature and unfailing courtesy have won over many a "grouchy" customer.

Many a merchant who is reported to be "a hard proposition to get next to" is really a warm-hearted and pleasant fellow, as you will find when you have broken through the outer crust, and when you have once won his confidence, you have made a friend and customer worth having.

Just remember that it takes sunshine to melt ice. Good nature and cheerfulness will win you a hearing when everything else fails.

\* \* \*

Persistency is a mighty good thing in a traveling man, but he needs a whole lot of good judgment along with it.

There are times when it pays to be persistent, and there are other times when a retiring disposition will produce much better results, and a salesman needs a heap of good judgment in order to know which from t'other.

If you see that your would-be customer is having an unusually busy day and is up to his eyes in work that must be attended to, don't work the "persistency" game on him; cut it as short as possible and tell him you will see him later.

He will appreciate this courtesy on your part and will give your proposition all the more favorable consideration later on when he is at liberty to listen to you.

\* \* \*

On the other hand, don't lie down just because some fellow tells you that he is perfectly satisfied with the line he now handles and doesn't care to see yours.

Here's the place to trot out your "persistency" and make it shine like a searchlight on a dark night.

Stick to this man. Call on him every time you make the town; study him; learn his peculiarities, and prepare yourself to tackle him in a new way every time you see him.

Give him a few new ideas on each visit to think over while you are gone. By and by you will find him willing to listen to you and things will come your way.

\* \* \*

Your work will pay back to you just what you put into it.

If you put a lot of interest into your work you will find your work growing more interesting to you every day.

If you are putting the very best there is in you into your work you

will find that your work is the best argument in your favor when an increase in salary comes up for discussion.

\* \* \*

You can't tread on a man's pet corn and expect him to feel that you are doing him a favor by it.

If he believes in "predestination" why in thunder can't you let him go on believing in it? Don't argue with him. You aren't sent out by your house to do that kind of missionary work.

You are out to get orders and you won't be successful if you attempt to argue out every subject on which you and your customer have different opinions.

\* \* \*

But, if he differs with you in regard to the merits of your line of goods? Ah—that's a different proposition.

On that subject you can argue 'till the cows come home, if there are sense in your argument and facts back of it. Find out his objections to your goods and then demolish these objections, one by one. Bring out the points of superiority of your line and make him see its virtues.

That is arguing to some purpose, for if you can convince him you'll get his order and that's what your employers are looking for.

\* \* \*

Do not waste too much time trying to be a "good fellow."

When you take a customer out and shoot "high-balls" at him, he knows well enough that the house you are working for will have to pay for them, and he also knows that the house has to make the money for this expense on the goods it sells.

If some other fellow comes along who does not buy "high-balls" but who sells the same goods as you, at a little cheaper price, your customer is very apt to figure out that it would be better for him to buy his goods at lower cost and pay for his own drinks.—Amos Johnson in Modern Methods.

#### Some Things a Man Should Do.

Rise when a woman enters the room.

Remain standing until she is seated.

Give her his chair if there is no other.

Rise when any person, man or woman, is introduced to him.

Open the door for a woman to pass through.

Pass through first and hold it open for her if it opens from them.

Turn and walk with her if he joins her on the street, and not stop her to converse.

Throw his cigar or cigarette away before he joins her, of course.

Not offer to pay her carfare unless he is her escort by intention, and not merely her companion by accident.

Remove his hat completely when greeting a woman or when his woman companion greets an acquaintance.

Take the curb side of the street when walking with either one or two women.

Offer his seat to any woman who

seems less able to stand than himself—not because she is pretty, or smart, nor even because she is a woman, but for the reason set forth in the foregoing paragraph.

Assist his feminine companion in and out of a carriage, trolley, train or any other conveyance.

Precede her in entering a theater, hotel lobby, restaurant or any public place, except a church, when a woman goes first, unless there are no ushers, in which case he goes first to find seats.

Permit her to step into an elevator first, always. In getting out, if it is into a public place, he leaves first.

Remember that these observances are not foolish, meaningless subserviences to women, but that they make for that gentle courtesy and thoughtfulness which make all human intercourse more pleasant.

### LIVINGSTON HOTEL

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

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

### 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.

## 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.

## 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

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. \$110,000 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.

## 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.

Warehouse on Butterworth Ave.

Grand Rapids, Mich.



**Quarterly Meeting of Directors of M. K. of G.**

Jackson, Aug. 28—The meeting was called to order by James Cook, President pro tem. A full Board was present, excepting President Randall, A. A. Weeks, C. W. Hurd and H. P. Goppelt. The minutes of the last meeting were read and approved. The Secretary's report was read and approved and is as follows:

**Death Fund Receipts.**

Assessment No. 105.....	\$ 12.00	
Assessment No. 205.....	2,602.00	
Assessment No. 305.....	1,244.00	\$3,858.00

**Death Fund Disbursements.**

Check to H. E. Bradner, Treasurer .....	\$3,858.00	
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**General Fund Receipts.**

Annual dues '05.....	8.00	
Annual dues '06.....	622.00	
Changes of beneficiary.....	3.50	\$633.50

**General Fund Disbursements.**

Check to H. E. Bradner, Treas. ....	\$633.50	
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**Entertainment Fund Receipts.**

Honorary membership dues .....	6.00	
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Entertainment Fund Disbursements.		
Check to H. E. Bradner, Treas. ....	6.00	

The Treasurer's report was read and approved, as follows:

**General Fund.**

Bal on hand.....	\$34.78	
H. C. Klockslem, Bd. mt.....	5.88	
G. H. Randall, Bd. mt.....	7.60	
C. J. Lewis, Bd. mt.....	9.88	
C. W. Stone, Bd. mt.....	6.14	
H. E. Bradner, Bd. mt.....	5.88	
H. P. Goppelt, Bd. mt.....	8.17	
A. A. Weeks, Bd. mt.....	9.88	
James Cook, Bd. mt.....	4.20	
C. W. Hurd, Bd. mt.....	10.47	
F. J. Pierson, printing.....	4.73	
C. J. Lewis, postage.....	24.00	
C. J. Lewis, salary.....	125.42	
C. J. Lewis, salary as Treas. ....	10.47	
H. E. Bradner, salary.....	50.17	
J. A. Weston, Com. exp.....	6.52	
C. J. Lewis, Com. exp.....	5.50	
M. S. Brown, Com. exp.....	6.00	
C. J. Lewis, postage.....	50.00	
C. J. Lewis, Matson dues	5.00	
James Cook, stamps for con. ....	50.00	
To check from Sec'y.....	633.50	
By bal. on hand.....		1,062.39
	\$1,468.28	\$1,468.28

**Death Fund.**

To bal. on hand.....	\$4,027.59	
Warrant No. 202, Minnie S. Humphrey.....	3300.00	
Warrant No. 201, R. P. Bigelow, adm.....	500.00	
Warrant No. 197, Nellie M. Clark.....	500.00	
Warrant No. 198, Emma Smith .....	500.00	
Warrant No. 200, Emma Kinman .....	500.00	
Warrant No. 196, Ellen M. Higgs.....	500.00	
Order No. 195, Anna Sparks .....	500.00	
Warrant No. 199, Elizabeth A. Brooks.....	500.00	
Check from Sec'y.....	1,000.00	
Check from Sec'y.....	1,000.00	
Warrant No. 204, Marie E. Hall .....	500.00	
Warrant No. 203, Juliette Iingensfelder .....	500.00	
Warrant No. 205, A. G. Pitts, exec.....	500.00	
Warrant No. 205, C. C. Helling .....	500.00	
Check from Sec'y.....	1,858.00	
By bal. on hand.....		2,085.59
	\$7,885.59	\$7,885.59

**Employment and Relief Fund.**

By bal. on hand.....	\$ 211.40	
Order No. 546, M. Matson .....	91.00	
By bal. on hand.....		120.40
	\$211.40	\$211.40

**Entertainment Fund.**

To bal. on hand.....	\$ 146.00	
Order No. 249 to James Cook, Chairman .....	\$ 146.00	
Check from Sec'y.....	6.00	
By bal. on hand.....		6.00
	\$152.00	\$152.00

The following claims were allowed and warrants drawn to pay same:

Claim of B. DeForest (2454).....	\$500.00
Claim of Geo. C. Cooper (32).....	500.00
Claim of Marion L. Ferris (3532).....	500.00
Claim of James Teasdale (4716).....	500.00
Claim of A. L. Vander (4092).....	500.00

Moved \$450 be transferred from

the general fund to the death fund. Carried.

Moved the balance of the entertainment fund, \$6, be turned over to the Jackson Post. Carried.

Moved an order be drawn on the Treasurer for \$70 in favor of M. Matson for ten weeks, at \$7 per week. Carried.

Moved the following bills be allowed and orders drawn to pay same:

H. C. Klockslem, Board meeting.....	\$ 5.50
H. E. Bradner, Board meeting.....	4.35
H. E. Bradner, salary.....	89.95
C. J. Lewis, sundries.....	2.55
F. J. Pierson, printing.....	52.25
C. J. Lewis, express.....	1.00
C. J. Lewis, Board meeting.....	6.30
C. W. Stone, Board meeting.....	5.55
C. J. Lewis, salary.....	224.87

Moved an order be drawn on the Treasurer for \$50 in favor of C. J. Lewis for stamps. Carried.

Moved an order be drawn on the

Treasurer for \$75 in favor of C. J. Lewis for stamps for No. 3 assessment. Carried.

Moved the next Board meeting be held in Flint. Carried.

C. J. Lewis, Sec'y.

**Short Sayings of Great Men.**

J. Boyd Pantlind: Two hearts may beat as one, but, unfortunately, two mouths never eat that way.

W. L. Brownell: Call no man generous until you see how he behaves at home.

S. A. Sears: Because a man is pie-faced is not necessarily an indication that he has the dough.

Bishop E. Richter: Heaven gives a man less than he expects and more than he merits—even of misfortune.

Joseph Herkner: The diamond in

a man's shirt front often throws an illuminating light on his character.

Lester J. Rindge: When a man stands on his dignity he ought to be well heeled.

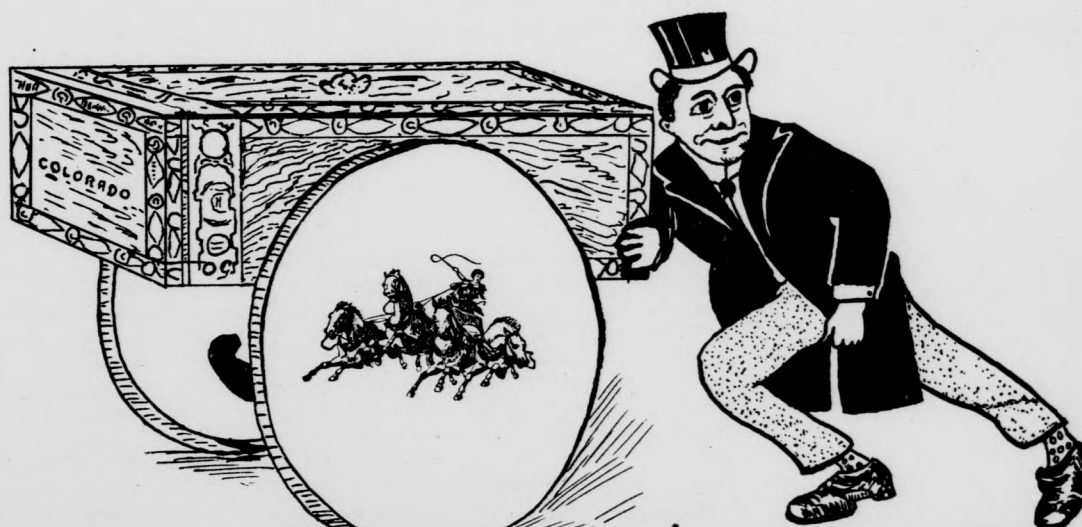
Henry Idema: The man who pays his debts isn't the one who borrows trouble.

Daniel C. Steketee: Most bargains are bought at less than price and more than value.

Heber A. Knott: One woman can always make another woman happy by envying her.

C. D. Crittenden: In these days of incubators, it is a wise omelette that knows its own father.

You can often measure a man's debts by the size of his thirst.



Mr. Dealer, It Pays to Push

**Ben-Hur Cigars**

With the great critical public BEN-HURS are more firmly enthroned in favor than ever before.

The cigar that has pleased the greatest number of smokers for the greatest number of years must be the one that has proved of greatest profit to the retailer. Flashes of over-stimulated demand from other sources have attracted short notice from time to time, only to quickly subside, leaving undesirable stock on the dealer's hands, to be worked off at cost. When a dealer's case is seen supplied with this brand it is a sign to every smoker who appreciates constant goodness that he is a buyer of discretion, and he will get that good impression that wise merchants so prize.

WORDEN GROCER CO., Distributors  
Grand Rapids, Mich.

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

**Methods of Attracting Trade to Drug Stores.**

A Buffalo pharmacy makes a specialty of putting up, in pint glass jars, the good old-fashioned remedy of sulphur and molasses.

A druggist who conducts a very successful optical department gives out to his customers in this line good, workable thermometers, bearing at the top the injunction, "Don't neglect your eyesight." A thermometer is pretty apt to be looked at daily by some member of the family, and this good advice is likely to be heeded by those who have trouble with their eyes.

According to a foreign exchange the inhabitants of a small town in England were thrown into a state of much excitement recently by the discovery of a body in the river close by. When taken from the water, however, it proved to be a dummy with a card attached to the breast, announcing that a local chemist's preparation is the best cure known for coughs and colds.

Their optical department was forcibly brought to the attention of the public by one drug firm by having in their show window, in full operation, the complete apparatus for grinding the lenses. The window was filled with a big display of all goods carried in this department, and the announcement was made that for three days any person might have his eyes examined and glasses cleaned and polished free of charge.

A timely display in a window that proved a trade puller was that featuring quince lotion, cucumber lotion and cold cream. All the different ingredients of these articles were arranged with telling effect—two big demijohns of rose water, one of sweet almond oil, surrounded with lace-paper mats containing cucumbers, quince seed, spermaceti, white wax, borax, etc. In the center stood two huge bottles of the lotions, tied with bows of broad crimson satin ribbon, and in front a handsome glass punch bowl filled with the cold cream.

A very unique method of featuring their spring tonic was adopted by one drug firm. A window filled with a

display of goods had a hollow space, several feet in length, and about a foot deep, in the front of the window, lined with crimson cloth and with a number of crimson balls suspended by silk cord about a foot from the floor. In this space was placed a cat with a family of three playful kittens and their antics with the crimson balls were a source of constant amusement to on-lookers. A timely placard, hung above the playful trio, read: "If you want to feel as spry as a kitten and get rid of that spring tiredness, just try a bottle of our Sunshine Tonic."

In one corner of the waiting room of a large department store, screened off and provided with a couch evidently intended for the use of any person taken suddenly ill in the store, a neat placard hangs on the wall above the couch, reading: "In cases of emergency call one of the following physicians in the order named," and then followed the names and telephone numbers of three physicians. The first thought was one of surprise that of the number of doctors in a big city only these three were named, but leaving out the question of "pull" with the firm the thought occurred that here was an idea for the druggist. Why not have hung in the drug store, or printed on the folders or store papers sent out, the names and telephone numbers of physician patrons or of those whose patronage it is desired to secure? Most physicians would appreciate a little free advertising of this kind.

**Wonderful Growth of Lawton Grape Industry.**

Lawton, Sept. 5—Grape shipping from this place is now fairly under way, from two to three carloads going out daily. Only the early varieties—Champions and Moore's Early—are being shipped. Concord and Wards are ripening and those grown on the lighter soils will be ready for market in a week or ten days. The main crop, however, will not begin to move until the middle or latter part of September.

This industry, which has practically made Lawton, is assuming greater proportions each year. Ten years ago Lawton was the only point from which grapes were shipped in large quantities, but now the grape district has been so enlarged that it extends north to Gobleville, east to Oshtemo and Schoolcraft, south to Marcellus and west to Dowagiac and Hartford. In former years the grapes were consigned to Chicago commission men, but at present are sold almost exclusively through associations.

The Southern Michigan Fruit Association, with 400 members, the largest organization of the kind in the State, makes shipments in carload lots to twenty-five different states and territories during the season. This Association, with its main office at Lawton, has loading stations at Lawton, Mattawan, Paw Paw, Decatur, Lawrence and Marcellus. The grapes loaded at these

points are all sold by the manager, Mr. C. Dunham, who is hired by the Board of Directors, and when the crop begins to move, with from thirty to thirty-five carloads to sell daily, the manager is a pretty busy man. The grapes are nearly all sold free on board Lawton, only a comparatively small amount being consigned. The selling is all done by wire.

The industry brings thousands of dollars into the community and gives employment to a large number of people. The bulk of the crop is packed in eight and four-pound baskets, 3,000 baskets filling a car. The early grapes bring as high as 22 cents per eight-pound basket, but the growers are pretty well satisfied if their entire crop averages 12 or 14 cents.

It takes from three to five years to get a vineyard into bearing, but once in bearing it will last for many years. Vineyards here set out thirty-five years ago are still producing good crops. A thousand baskets per acre is considered a fair yield. Some of the largest growers alone market from ten to a dozen carloads of grapes in a season. The grape is considered here the surest of fruit and hence has taken precedence over all other kinds.

**Prosperous Season in Prospect.**

Owosso, Sept. 5—Owosso is expecting much from the local sugar factory this season. The factory has been thoroughly overhauled and new improvements and everything around the immense plant is ready for the slicing to begin. Nearly 12,000 acres of sugar beets will be sliced, and this will be the company's best season.

L. B. Dolsen, agriculturalist for the Owosso Sugar Co., addressed the Maple River Farmers' Club this week on the subject of beet culture, and made some interesting comparisons. The last year's average in Shiawassee county for sugar beets was 874 tons to an acre. The average price was \$5.69, or \$49.73 an acre, figuring the cost of raising with plowing the land per acre, \$1.50; fitting and seeding, \$4.50; blocking, thinning and harvesting, \$18; hauling, \$3; seed, \$1.50; total, \$31.50. Net profit for the use of land, \$18.23.

Elmer Howe and Joseph Rundell, of this city, have leased the Lowe grist mill in Corunna and will continue the operation of the same.

**The Drug Market.**

Opium—Has again advanced and is tending still higher. There is no doubt about the crop being a very small one.

Morphine—Is as yet unchanged, and will no doubt be higher.

Quinine—Is weak at unchanged price.

Grain Alcohol—Has again been advanced 2c by the distillers.

Cod Liver Oil—Continues firm at the advance noted last week.

Lycopodium—Is weak and will be lower.

Menthol—Has declined.

Linseed Oil—Is weak and lower.

**Many New Kalamazoo Houses.**

Kalamazoo, Sept. 5—Postmaster Colman has had the mail carriers of the city take a list of the new buildings which have been erected this year. The report shows that 693 will be completed by the first of Sept. More than 200 are in course of construction and breaking ground for half as many more has been started. It is estimated that the new houses here this year will reach 1,200.

**New Marshall Industry.**

Marshall, Sept. 5—It is quite probable that this city is to have a new industry in the shape of a harrow and cultivator factory. Local men are interested in the project. The plant is located now in Detroit and there are four other factories in different parts of the country. The local factory will supply Michigan and Indiana.

The reward of mastering one difficulty is to meet another.

**Holiday Goods**

Visit our sample room and see the most complete line.

**Druggists' and Stationers'**

Fancy Goods    Leather Goods  
 Albums        Books

**Stationery**

China Bric-a-Brac    Perfumery  
 Games                Dolls  
 Toys

**Fred Brundage**

Wholesale Druggist

Muskegon, 32-34 Western Ave. Mich.

**Holiday Display**

Now Ready

See our line before placing orders.

Grand Rapids Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, MICH.

**Forest City Paint**

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

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

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

It's an eye-opener.

**Forest City Paint & Varnish Co.**

Cleveland, Ohio



## WHOLESALE DRUG PRICE CURRENT

[illegible]

# The Hazeltine & Perkins Drug Company Holiday Line

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

Albums  
Ash Trays  
Atomizers  
Austrian Novelties  
Autographs  
Baskets  
Blocks  
Bronze Figures  
Bouquet Holders  
Candelabra  
Candlesticks  
Card Receivers  
Child's Sets  
Cigars Sets and Cases  
Collar and Cuff Boxes  
Curios  
Cut Glass  
Desk Sets  
Dolls  
Fancy Box Paper to retail 5c to \$3 each  
Fancy China  
Fancy Hair, Cloth, Hat and Bonnet  
Brushes  
Flasks  
Games  
Gents' Leather Cases to retail 75c to  
\$10 each  
German Novelties  
Glove and Handkerchief Sets  
Gold Clocks  
Hand Painted China  
Hargreave's Wooden Boxes  
Hovey & Harding Novelties to retail  
25c to \$3 each  
Infants' Sets  
Ink Stands to retail 25c to \$5 each  
Japanese Novelties  
Jewel Cases  
Lap Tablets  
Match Safes  
Marble Sets in Stag, Ebony, Cellu-  
loid, Silver and Wood  
Medallions  
Medicine Cases  
Metal Frames  
Mirrors  
Military Brush Sets  
Music Boxes  
Music Rolls  
Necktie Boxes  
Paper Clips  
Paper Files  
Paper Knives  
Paper Weights  
Perfumes  
Photo Boxes  
Photo Holders  
Placques  
Pictures  
Pipe Sets  
Rogers' Silverware  
Rookwood Pottery in Vases, Etc.  
Shaving Sets  
Stag Horn Novelties  
Steins  
Tankards  
Thermometers on Fancy Figures to re-  
tail 25c to \$2 each  
Toilet Sets in Stag Horn, Ebony, Ebon-  
ite, Cocobolo, China, Silver, Metal  
and Celluloid  
Tobacco Jars  
Whisk Holders  
BOOKS—All the latest copyright  
Books, Popular Priced 12 mos., 16  
mos., Booklets, Bibles, Children's  
Books, Etc.  
Also a full line of Druggists' Staple  
Sundries, Stationery, School Sup-  
plies, Etc.

**Hazeltine & Perkins Drug Company**  
Grand Rapids, Mich.



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

## DECLINED

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T	Tea	5
	Twine	5
V	Vinegar	5
W	Washing Powder	5
	Wicking	5
	Woodenware	5
	Wrapping Paper	10
Y	Yeast Cake	10

1	2
<b>AXLE GREASE</b> Fraser's 1lb. wood boxes, 4 ds. 3 00 1lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 doz. 4 25 10lb. pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00	<b>Plums</b> 85 <b>Pineapple</b> 25@2 75 <b>Pumpkin</b> 35@2 55 Fair 70 Good 80 Fancy 1 00 Gallon @2 00
<b>BAKED BEANS</b> Columbia Brand 1lb. can, per doz. 97 2lb. can, per doz. 1 40 3lb. can, per doz. 1 80	<b>Raspberries</b> @ Standard 1 20@1 40 Russian Caviar 1/4 lb. cans 3 75 1/2 lb. cans 7 00 1lb. cans 12 00
<b>BATH BRICK</b> American 75 English 85	<b>Salmon</b> Col'a River, talls. @1 80 Col'a River, flats. 1 85@1 90 Red Alaska 1 35@1 45 Pink Alaska 1 00 Sardines Domestic, 1/4 s. 3 1/2 @ 3 1/2 Domestic, 1/2 s. 5 Domestic, Must'd 6 @ 9 California, 1/4 s. 11@14 California, 1/2 s. 17 @24 French, 1/4 s. 7 @14 French, 1/2 s. 18 @28
<b>BROOMS</b> No. 1 Carpet 2 75 No. 2 Carpet 2 35 No. 3 Carpet 2 15 No. 4 Carpet 1 75 Parlor Gem 2 40 Common Whisk 85 Fancy Whisk 1 20 Warehouse 3 00	<b>Shrimps</b> 1 20@1 40 <b>Succotash</b> 95 Fair 1 10 Good 1 10 Fancy 1 25@1 40
<b>BRUSHES</b> Scrub Solid Back 8 in. 75 Solid Back, 11 in. 85 Pointed ends 95	<b>Strawberries</b> 1 10 <b>Tomatoes</b> @ 95 Fair @ 1 00 Good @ 1 00 Fancy 1 15@1 45 Gallons 2 40@2 60
<b>BUTTER COLOR</b> W. R. & Co's, 15c size. 1 25 W. R. & Co's, 25c size. 2 00	<b>CARBON OILS</b> Perfection 10@10 1/2 Water White @10 D. S. Gasoline @12 1/2 Deodor'd Nap'a @12 Cylinder 23 @34 1/2 Engine 16 @22 Black, winter 9 @19 1/2
<b>CANNED GOODS</b> Apples 3 lb. Standards. 90 Gals. Standards. @2 75 Blac-erries Standards 85	<b>CEREALS</b> Breakfast Foods Bordeau Flakes, 36 1 lb 4 05 Cream of Wheat, 36 2 lb 4 50 Egg-O-See, 36 pkgs 2 85 Excella Flakes, 36 1 lb 2 75 Excella, large pkgs. 4 50 Force, 36 2 lb. 4 50 Grape Nuts, 2 doz. 2 70 Malta Ceres, 24 1 lb. 2 40 Malta Vita, 36 1 lb. 2 85 Mapl-Flake, 36 1 lb. 4 05 Pillsbury's Vitos, 3 doz 4 25 Ralston, 36 2 lb. 4 50 Sunlight Flakes, 36 1 lb 2 85 Sunlight Flakes, 20 lge 4 00 Vigor, 36 pkgs. 2 75 Zest, 20 2 lb. 4 10 Zest, 36 small pkgs 4 50
<b>BEANS</b> Baked 80@1 30 Red Kidney 85@1 35 String 70@1 15 Wax 75@1 25	<b>Dutch Rusk</b> 2 85 Cases, 3 doz. 2 85 Cases, 5 doz. 4 50 Bulk, per 100 55
<b>Blueberries</b> @1 40 Standard @1 40	<b>Original Holland Rusk</b> 4 75 Cases, 5 doz. 4 75 12 rusks in carton.
<b>Brook Trout</b> @ 5 75 Gallon. @ 5 75 2lb. cans, s. piced 1 90	<b>Rolled Oats</b> 5 25 Rolled Avena, bbls. 5 25 Steel Cut, 100 lb sacks 2 60 Monarch, bbl 5 00 Monarch, 100 lb sack. 2 40 Quaker, cases 3 10
<b>Clams</b> 1 00@1 25 Little Neck, 1lb. 1 00@1 25 Little Neck, 2lb. @1 50	<b>Cracked Wheat</b> 3 1/4 Bulk 2 lb. packages 2 50
<b>Clam Bouillon</b> 1 50	<b>CATSUP</b> 4 50 Columbia, 25 pts. 4 50 Columbia, 25 1/2 pts. 2 60 Snider's quarts 3 25 Snider's pints 2 25 Snider's 1/2 pints 1 30
<b>Corn</b> 75@90 Fair. 75@90 Good 1 00 Fancy 1 25	<b>CHEESE</b> @12 Acme @12 Carson City @11 1/2 Peerless @11 1/2 Elsie @12 Gem @12 1/2 Jal @12 Jersy @13 Riverside @1 2 Warner's @13 Brick @15 Edam @90 Lelden @15 Limburger 14 1/2 Pineapple 40 @60 Sap Sago @19 Swiss, domestic. @14 1/2 Swiss, imported. @20
<b>French Peas</b> 22 Sur Extra Fine 19 Extra Fine 15 Fine 15 Moyen 11	<b>GOOSEBERRIES</b> 90 Standard 90
<b>Hominy</b> 85 Standard 85	<b>LOBSTER</b> 2 15 Star, 1/2 lb. 2 15 Star, 1lb. 3 90 Picnic Tails 2 60
<b>Mackerel</b> 1 80 Mustard, 1lb. 1 80 Mustard, 2lb. 2 80 Soused, 1/4 1 80 Soused, 2lb. 2 80 Tomato 1lb. 1 80 Tomato 2lb. 2 80	<b>Mushrooms</b> 15@20 Buttons 22@25
<b>Oysters</b> @ 80 Cove, 1lb. @ 80 Cove, 2lb. @1 55 Cove, 1lb. Oval. @95	<b>PEACHES</b> 1 00@1 15 Pie 1 00@1 15 Yellow 1 45@2 25
<b>Peas</b> 1 00@1 35 Standard 1 00@1 35 Fancy @2 00	<b>Peas</b> 1 00@1 35 Marrowfat 90@1 00 Early June 90@1 60 Early June Sifted 1 65

3	4
<b>CHEWING GUM</b> American Flag Spruce. 55 Beeman's Pepsin 60 Black Jack 60 Largest Gum Made 60 Sen Sen 60 Sen Sen Breath Perf. 1 00 Sugar Loaf 55 Yucatan 55	<b>Honey Fingers, Iced</b> 12 <b>Honey Jumbles</b> 12 <b>Iced Honey Crummet</b> 12 Imperial 8 Jersey Lunch 8 Lady Fingers 12 Lady Fingers hand md 25 Lemon Biscuit Square. 8 Lemon Wafer 16 Lemon Gems 10 Lemon Yen 11 Marshmallow 16 Marshmallow Cream. 16 Marshmallow Walnut. 16 Mary Ann 8 1/2 Malaga 11 Mich Coco Fd'd honey 12 Milk Biscuit 8 Mich. Frosted Honey. 12 Mixed Picnic 11 1/2 Molasses Cakes, Scol'd 9 Moss Jelly Par 12 Muskegon Branch, Iced 11 Newton 12 Oatmeal Crackers 8 Orange Slice 16 Orange Gem 8 Penny Assorted Cakes 8 Pilot Bread 7 Pineapple Honey 15 Pretzels, hand made 8 1/2 Pretzettes, hand m'd 8 1/2 Pretzettes, mch. m'd 7 1/2 Raisin Cookies. 8 Revere 15 Richmond 11 Richwood 8 1/2 Rube Sears 9 Scotch Cookies 10 Snowdrops 16 Spiced Sugar Tops 9 Sugar Cakes scalloped 9 Sugar Squares 9 Sultanas 15 Superba 8 1/2 Spiced Gingers 9 Urchins 11 Vienna Crimp 8 Vanilla Wafer 16 Waverly 10 Zanzibar 10
<b>CHICORY</b> Bulk 5 Red 7 Eagle 4 Franck's 7 Schenner's 6	<b>COCONUT</b> Dunham's 1/4 s. 26 Dunham's 1/4 s. & 1/2 s. 26 1/2 Dunham's 1/2 s. 27 Dunham's 1/4 s. 28 Bulk 13
<b>CHOCOLATE</b> Walter Baker & Co's German Sweet 22 Premium 28 Vanilla 41 Caracas 35 Eagle 28	<b>COCONUT SHELLS</b> 20lb. bags 2 1/2 Less quantity 3 Pound packages 4
<b>COCOA</b> Baker's 31 Cleveland 41 Colonial, 1/4 s. 35 Colonial, 1/2 s. 33 Epps 42 Huyler 45 Van Houten, 1/4 s. 12 Van Houten, 1/2 s. 20 Van Houten, 1s 40 Van Houten, 1s 72 Webb 28 Wilbur, 1/4 s. 41 Wilbur, 1/2 s. 42	<b>COFFEE</b> Rio Common 13 Fair 14 Choice 16 1/2 Fancy 19 Peaberry 19
<b>COCOA BUTTER</b> Dunham's 1/4 s. 26 Dunham's 1/4 s. & 1/2 s. 26 1/2 Dunham's 1/2 s. 27 Dunham's 1/4 s. 28 Bulk 13	<b>Santos</b> Common 13 Fair 14 Choice 16 1/2 Fancy 19 Peaberry 19
<b>COCOA POWDER</b> Dunham's 1/4 s. 26 Dunham's 1/4 s. & 1/2 s. 26 1/2 Dunham's 1/2 s. 27 Dunham's 1/4 s. 28 Bulk 13	<b>Maracaibo</b> 15 <b>Mexican</b> 16 1/2 <b>Guatemala</b> 19 <b>Java</b> 15 <b>African</b> 12 <b>Fancy African</b> 17 <b>O. G.</b> 25 <b>F. G.</b> 31 <b>Mocha</b> 21
<b>COCOA SHELLS</b> 20lb. bags 2 1/2 Less quantity 3 Pound packages 4	<b>Package</b> New York Basis Arbuckle 14 50 Dilworth 14 00 Jersey 14 50 Lion 14 50
<b>COFFEE</b> Rio Common 13 Fair 14 Choice 16 1/2 Fancy 19 Peaberry 19	<b>McLaughlin's XXXX</b> McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.
<b>CRACKERS</b> National Biscuit Company's Brands Butter Seymour Butters 6 1/2 N Y Butters 6 1/2 Salted Butters 6 1/2 Family Butters 6 1/2	<b>Extract</b> Holland, 1/4 gro boxes. 95 Felix, 1/4 gross 1 15 Hummel's foil, 1/4 gro. 85 Hummel's tin, 1/4 gro. 1 43
<b>CRACKERS</b> National Biscuit Company's Brands Butter Seymour Butters 6 1/2 N Y Butters 6 1/2 Salted Butters 6 1/2 Family Butters 6 1/2	<b>Soda</b> 6 1/2 Select 8 Saratoga Flakes 13
<b>CRACKERS</b> National Biscuit Company's Brands Butter Seymour Butters 6 1/2 N Y Butters 6 1/2 Salted Butters 6 1/2 Family Butters 6 1/2	<b>Oyster</b> 6 1/2 Square Oysters 6 1/2 Fauz 7 1/2 Argo 7 Extra Farina 7 1/2
<b>CRACKERS</b> National Biscuit Company's Brands Butter Seymour Butters 6 1/2 N Y Butters 6 1/2 Salted Butters 6 1/2 Family Butters 6 1/2	<b>Sweet Goods</b> 10 Assorted Novelty 8 Currant Fruit 10 Bagley Gems 9 Belle Rose 9 Bent's Water 17 Butter Thin 13 Chocolate Drops 17 Coco Bar 10 Cocoanut Taffy 12 Coffee Cake, N. B. C. 10 Cocoanut Macaroons 18 Cracknels 16 Chocolate Dainty 16 Cartwheels 8 Curlycue 14 Dixie Cookie 9 Fig Dips 14 Fluted Cocoanut 11 Frosted Creams 9 Frosted Gingers 9 Ginger Gems 9 Ginger Snaps, N B C 7 1/2 Grandma Sandwich 11 Graham Crackers 8

5
<b>Jennings</b> Terpeness Lemon Doz. No. 2 Panel D C. 75 No. 4 Panel D C. 1 50 No. 6 Panel D C. 2 00 Taper Panel D C. 1 50 1 oz. Full Meas. D C. 65 2 oz. Full Meas. D C. 1 20 4 oz. Full Meas. D C. 2 25 Mexican Vanilla Doz. No. 2 Panel D C. 1 20 No. 4 Panel D C. 2 00 No. 6 Panel D C. 3 00 Taper Panel D C. 2 00 1 oz. Full Meas. D C. 85 2 oz. Full Meas. D C. 1 60 4 oz. Full Meas. D C. 3 00 No. 2 Assorted Flavors 75
<b>GRAIN BAGS</b> Amoskeag, 100 in bale 19 Amoskeag, less than bl 19 1/2
<b>GRAINS AND FLOUR</b> <b>Wheat</b> Old Wheat No. 1 White 74 No. 2 Red 75 <b>Winter Wheat Flour</b> Local Brands Patents 4 75 Second Patents 4 50 Straight 4 30 Second Straight 4 10 Clear 3 50 Graham 3 90 Buckwheat 4 75 Rye 3 75 Subject to usual cash discount. Flour in barrels, 25c per barrel additional. Worden Grocer Co's Brand Quaker paper 4 50 Quaker cloth 4 70 <b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family 5 50 Golden Horn, bakers. 5 40 Calumet 4 65 Dearborn 4 55 Pure Rye, dark 3 80 Clark-Jewell-Wells Co's Delivered Gold Mine, 1/4 s cloth 5 75 Gold Mine, 1/4 s cloth 5 65 Gold Mine, 1/4 s cloth 5 55 Gold Mine, 1/4 s paper 5 60 Gold Mine, 1/4 s paper 5 55 Judson Grocer Co's Brand Ceresota, 1/4 s 5 80 Ceresota, 1/4 s 5 70 Ceresota, 1/4 s 5 60 Lemon & Wheeler's Brand Wingold, 1/4 s 5 75 Wingold, 1/4 s 5 65 Wingold, 1/4 s 5 55 Pillsbury's Brand Best, 1/4 s cloth 6 45 Best, 1/4 s cloth 6 35 Best, 1/4 s cloth 6 25 Best, 1/4 s paper 6 30 Best, 1/4 s paper 6 20 Best wood 6 45 Worden Grocer Co's Brand Laurel, 1/4 s cloth 6 30 Laurel, 1/4 s cloth 6 20 Laurel, 1/4 s & 1/4 s paper 6 10 Laurel, 1/4 s 6 10 Wykes-Schroeder Co. Sleepy Eye, 1/4 s cloth 5 70 Sleepy Eye, 1/4 s cloth 5 60 Sleepy Eye, 1/4 s cloth 5 50 Sleepy Eye, 1/4 s paper 5 50 Sleepy Eye, 1/4 s paper 5 50 <b>Meal</b> Bolted 2 70 Golden Granulated 2 80 St Cor Feed screened 22 50 No. 1 Corn and Oats 22 50 Corn, Cracked 22 50 Corn Meal, coarse 22 50 Oil Meal, new proc 27 00 Oil Meal, old proc 30 00 Winter Wheat Bran 16 50 Winter Wheat mid'g 18 00 Cow Feed 17 50 <b>Oats</b> Car lots 29 <b>Corn</b> Corn, new 59 1/2 <b>HAY</b> No. 1 timothy car lots 10 50 No. 1 timothy ton lots 12 50 <b>HERBS</b> Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 <b>JELLY</b> 5 lb. pails, per doz. 1 70 15 lb. pails, per pail. 35 30 lb. pails, per pail. 65 <b>LICORICE</b> Pure 30 Calabria 23 Sicily 14 Root 11 <b>LYE</b> Condensed, 2 doz 1 60 Condensed, 4 doz 3 00 <b>MEAT EXTRACTS</b> Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz 2 75 Liebig's, Chicago, 4 oz 5 50 Liebig's Imported, 2 oz 4 55 Liebig's Imported, 4 oz 8 50



6

## MOLASSES

Fancy Open Kettle	40
Choice	35
Fair	40
Good	42
Half barrels 1c extra	42

## 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	60
Cob, No. 3	85

## PICKLES

Medium	
Barrels, 1,200 count	4 75
Half bbls., 600 count	2 88
Small	
Barrels, 2,400 count	7 00
Half bbls., 1,200 count	4 00

## PLAYING CARDS

No. 90 Steamboat	85
No. 15, Rival, assorted	1 20
No. 20, Rover enameled	60
No. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808 Bicycle	2 00
No. 622 Tourist whist	2 25

## POTASH

48 cans in case	
Babbitt's	4 00
Penna Salt Co's	3 00

## PROVISIONS

## Barreled Pork

Mess	15 00
Rat Back	16 50
Back Fat	17 75
Short Cut	15 75
Bean	13 00
Pig	18 00
Brisket	14 50
Clear Family	13 50

## Dry Salt Meats

S P Bellies	10 1/2
Bellies	10 1/4
Extra Shorts	8 1/2

## Smoked Meats

Hams, 12lb. average	11 1/4
Hams, 14lb. average	11 1/4
Hams, 16lb. average	11 1/4
Hams, 18lb. average	11 1/4
Skinned Hams	12 1/4
Ham, dried beef sets	13
Shoulders, (N. Y. cut)	12
Bacon, clear	12
Picnic Boiled Ham	14
Boiled Ham	18
Berlin Ham, pressed	9
Mince Ham	10

## Lard

Compound	6
Pure	9
80 lb. tugs, advance	1 1/4
60 lb. tubs, advance	1 1/4
50 lb. tins, advance	1 1/4
20 lb. pails, advance	1 1/4
10 lb. pails, advance	1 1/4
5 lb. pails, advance	1 1/4
3 lb. pails, advance	1 1/4

## 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

1/2 bbls.	1 10
1/4 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 pounds, 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

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## RICE

Screenings	2 1/2 @ 2 3/4
Fair Japan	3 3/4 @ 4
Choice Japan	4 1/2 @ 5
Imported Japan	
Fair Louisiana hd.	4 1/2
Choice La. hd.	4 5/8
Fancy La. hd.	4 5/8
Carolina ex. fancy	4 5/8

## 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	
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 lbs	3 00

## SAL SODA

Granulated, bbls	85
Granulated, 100lb cases	00
Lump, bbls	75
Lump, 145lb kegs	95

## SALT

Common Grades	
100 3lb sacks	1 95
60 5lb sacks	1 85
28 10 1/2 sacks	1 75
56 lb. sacks	30
28 lb sacks	15

## Warsaw

56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20

## Solar Rock

56lb. sacks	20
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

White Hoop, bbls	
White Hoop, 1/2 bbls.	@ 70
White Hoop, keg.	@ 70
White Hoop mchs	@ 80
Norwegian	@

## Round, 100lbs

Round, 100lbs	3 75
Round, 40lbs	1 75
Scaled	14

## Trout

No. 1, 100lbs	7 50
No. 1, 40lbs	3 25
No. 1, 10lbs	90
No. 1, 8lbs	75

## Mackerel

Mess, 100lbs.	13 50
Mess, 40lbs.	5 80
Mess, 10lbs.	1 65
Mess, 8lbs.	1 36
No. 1, 100lbs.	12 00
No. 1, 40lbs.	5 20
No. 1, 10lbs.	1 55
No. 1, 8lbs.	1 28

## Whitefish

No. 1 No. 2 Fam	
100lb.	9 50 3 50
50lb.	5 00 1 95
10lb.	1 10 52
8lb.	90 44

## SEEDS

Anise	15
Canary, Smyrna	6
Caraway	1
Cardamom, Malabar	1 00
Celery	15
Hemp, Russian	4
Mixed Bird	4
Mustard, white	8
Poppy	8
Rape	4 1/2
Cuttle Bone	25

## SHOE BLACKING

Handy Box, large, 3 dz	2 50
Handy Box, small	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85

## SNUFF

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappie, in jars	43

## SOAP

Central City Soap Co.	
Jaxon	2 85
Boro Naphtha	4 00
J. S. Kirk & Co.	
American Family	4 05
Dusky Diamond, 50 8oz	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. &amp; CO.

Acme soap, 100 cakes	2 85
Naptha soap, 100 cakes	4 00
Big Master, 100 bars	4 00
Marseilles White soap	4 00
Snow Boy Wash Pwr	4 00
Proctor & Gamble Co.	
Lenox	2 85
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 10

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## A. B. Wrisley

Good Cheer	4 00
Old Country	3 40

## Soap Powders

Central City Soap Co.	
Jackson, 16 oz	2 40

Gold Dust, 24 large	4 50
Gold Dust, 100-5c	4 00
Kirkoline, 24 4lb.	3 80
Pearline	3 75
Soapine	3 75
Babbitt's 1776	3 75
Roseine	3 50
Armour's	3 70
Wisdom	3 80

## Soap Compounds

Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 35
Rub-No-More	3 75

## Scouring

Enoch Morgan's Sons.	
Sapolio, gross lots	9 00
Sapolio, half gross lots	4 50
Sapolio, single boxes	2 25
Sapolio, hand	2 25
Scouring Manufacturing Co	
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50

## SODA

Boxes	5 1/2
Kegs, English	4 1/2

## SOUPS

Columbia	3 00
Red Letter	90

## SPICES

## Whole Spices

Allspice	12
Cassia, China in mats.	12
Cassia, Canton	16
Cassia, Batavia, bund.	28
Cassia, Saigon, broken.	40
Cassia, Saigon, in rolls.	55
Cloves, Amboyna.	22
Cloves, Zanzibar	15
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	35
Pepper, Singapore, blk.	15
Pepper, Singap. white.	25
Pepper, shot	17

## Pure Ground in Bulk

Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	18
Ginger, African	15
Ginger, Cochon	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, blk.	17
Pepper, Singap. white	28
Pepper, Cayenne	20
Sage	20

## STARCH

Common Gloss	
1lb packages	4 @ 5
3lb. packages	4 1/2
6lb packages	5 1/2
40 and 50lb. boxes	2 1/2 @ 3 1/2
Barrels	@ 2 1/2

## Common Corn

20lb packages	5
40lb packages	4 1/2 @ 7

## SYRUPS

Barrels	23
Half Barrels	25
20lb cans 1/2 dz in case	1 70
10lb cans 1/2 dz in case	1 65
5lb cans 2 dz in case	1 5
2 1/2lb cans 2 dz in case	1 80

## 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
Ceylon choice	32
Fancy	42

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## TOBACCO

## Fine Cut

Cadillac	54
Sweet Loma	34
Hiawatha, 5lb pails	56
Hiawatha, 10lb pails	54
Telegram	30
Pay Car	33
Prairie Rose	49
Protection	40
Sweet Burley	44
Tiger	40

## Plug

Red Cross	31
Halo	35
Hiawatha	41
Kilo	35
Buttle Ax	37
American Eagle	33
Standard Navy	37
Spear Head 7 oz.	47
Spear Head 14 1/2 oz.	44
Nobby Twist	55
Jolly Tar	39
Old Honesty	43
Toddy	34
J. T.	38
Piper Heidsieck	66
Boot Jack	80
Honey Dip Twist	40
Black Standard	40
Cadillac	40
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36

## Smoking



## 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  
1/2 lb cans 1 90  
1 lb cans 2 50  
1/4 lb cans 3 75  
1 lb cans 4 80  
1 lb cans 13 00  
5 lb cans 21 50

### BLUING

Arctic, 4oz ovals, p gro 4 00  
Arctic, 8oz ovals, p gro 6 00  
Arctic, 16oz ro'd, p gro 9 00

### BREAKFAST FOOD

Walsh-DeRee Co.'s Brands



Sunlight Flakes  
Per case . . . . . 4 00  
Wheat Grits  
Cases, 24 2lb pack's.. 2 00

### CIGARS



G. J. Johnson Cigar Co.'s bd  
Less than 500. . . . . 33  
500 or more . . . . . 32  
1,000 or more . . . . . 31  
Worden Grocer Co. brand  
Ben Hur  
Perfection . . . . . 35  
Perfection Extras . . . . . 35  
Londres . . . . . 35  
Londres Grand. . . . . 35  
Standard . . . . . 35  
Puritinos . . . . . 35  
Panatellas, Flins. . . . . 35  
Panatellas, Bock . . . . . 35  
Jockey Club. . . . . 35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60  
35 1/2 lb pkg, per case 2 60  
38 1/4 lb pkg, per case 2 60  
16 1/2 lb pkg, per case 2 60

### FRESH MEATS

#### Beef

Carcass . . . . . 4 @ 8 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 . . . . . @ 12 3/4  
Dressed . . . . . @ 7 1/2  
Boston Butts . . . . . @ 10 3/4  
Shoulders . . . . . @ 9  
Leaf Lard . . . . . @ 8 1/4

### 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  
120ft. 6 thread, extra.. 1 50

### Jute

50ft. . . . . 75  
72ft. . . . . 90  
90ft. . . . . 1 05  
120ft. . . . . 1 50

### Cotton Victor

50ft. . . . . 1 10  
72ft. . . . . 1 30  
90ft. . . . . 1 50

### 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., Saginaw;  
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 2 in . . . . . 9  
1 3/4 to 2 in . . . . . 11  
2 in . . . . . 15  
3 in . . . . . 30

### Cotton Lines

No. 1, 10 feet . . . . . 5  
No. 2, 15 feet . . . . . 7  
No. 3, 15 feet . . . . . 9  
No. 4, 15 feet . . . . . 10  
No. 5, 15 feet . . . . . 11  
No. 6, 15 feet . . . . . 12  
No. 7, 15 feet . . . . . 15  
No. 8, 15 feet . . . . . 18  
No. 9, 15 feet . . . . . 20

### Linen Lines

Small . . . . . 30  
Medium . . . . . 26  
Large . . . . . 34

### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size . . . . . 1 10  
Cox's 2 qt. size . . . . . 1 61  
Knox's Sparkling, doz 1 20  
Knox's Sparkling, gro 14 00  
Knox's Acidu'd, doz . 1 20  
Knox's Acidu'd, gro 14 00  
Nelson's . . . . . 1 50  
Oxford . . . . . 75  
Plymouth Rock . . . 1 25

### SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50  
50 cakes, large size.. 3 25  
100 cakes, small size.. 3 85  
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large . . . . . 3 75  
Halford, small . . . . . 2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

## WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

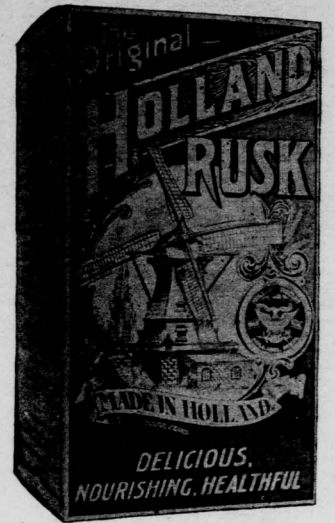
Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis



The most delicious food for all ages

Beware of imitations

Write for samples and prices

Made only by the

**Holland Rusk Co.**  
Holland, Mich.

Saves Oil, Time, Labor, Money  
By using a

**Bowser Self Measuring Oil Outfit**

Full particulars free.  
Ask for Catalogue "M"

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

Leading the World, as Usual

# LIPTON'S

## CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

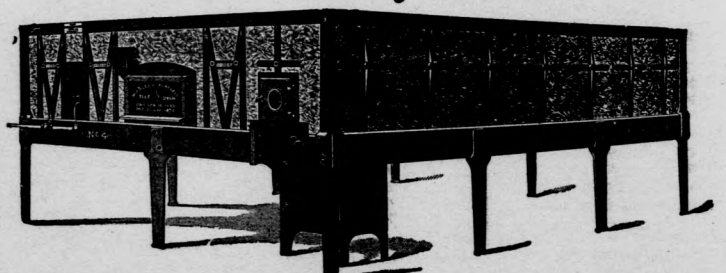
Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., 1/2 lb., 1/4 lb. air-tight cans.

Grocers, Why Not Turn Out Your Own Bakery Goods



A Middleby Oven Will Guarantee You Success.

Send for catalogue and full particulars.

**Middleby Oven Manufacturing Company**  
60-62 W. Van Buren St., Chicago, Ill.

Place  
your  
business  
on  
a  
cash  
basis  
by  
using  
Tradesman  
Coupons



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

**Shoe Stock For Sale**—An old established business in Huntingburg, Ind. Clean up-to-date stock. Best location in city, opposite post office. Rent cheap. Stock \$3,500 to \$4,000. Repair shop in connection. Good reason for selling. Address L. J. Ramberger, Huntingburg, Ind. 928

**For Exchange**—First-class improved Iowa farm for stock of goods. Want stock to run and will trade on fair basis. No traders need answer. Address A. L. Clifton, 78 La Salle St., Chicago. 927

**Wanted**—Retail stock, either in city or country; state particulars. Robt. Lynch, 2534 Wentworth Ave., Chicago, Ill. 925

**For Sale**—Real estate business in town of 2,000. Good contracts. Will cheap. Address Lock Box 27, Fremont, Mich. 924

**Wanted quick**, for cash, general stock or stock shoes, or clothing. Address Ralph W. Johnson, Galesburg, Ill. 923

**For Sale**—Drug stock, first-class; soda fountain in connection; paying business; best location in city; good reason for selling. Hustling city of 8,000. Address H. M. Arndt, Cadillac, Mich. 929

**For Sale**—Drug stock. Big discount for cash or part cash, balance on time. Oscoda Co., Mich. Quinine. care Tradesman. 930

**For Sale**—Drug stock and fixtures. Best location in Kent county. A bargain for cash if taken before Oct. 1. Reason for selling, poor health. Address No. 931, care Michigan Tradesman. 931

**For Sale**—Stock of groceries, dry goods, drugs, etc., invoicing about \$1,000. Store building, nearly new 9-room residence, with good barn; nearly new dance hall, two acres of ground; ice house, coal shed, weighing scales, postoffice, express and railroad ticket office. Free telephone service. Can command fuel, lumber and grain trade. No competition. About 15 miles from Grand Rapids on railroad in the best of farming community. A splendid proposition for a hustler. Might consider an exchange for satisfactory farm. The above business is worth \$5,000 or more, but will sell for \$4,500. Investigate. S. R. Fletcher, 311 Mich. Trust Bldg., Grand Rapids, Mich. 932

**For Sale**—Brick and frame block, corner of Elm Ave and S. Division street; lot 90 x 120, grocery and meat market in brick, 22 x 62 each, two suites of living rooms above, wall paper, 18 x 36, other frame building occupied by two families. Annual rental \$936. Water and gas throughout, good basement, new cement walks and barn in rear, splendid location and must be sold, investment. Investigate this at once. S. R. Fletcher, 311 Mich. Trust Bldg., Grand Rapids, Mich. 933

**For Sale**—Drugs stock in town 800, invoicing \$2,700. Good discount. Terms cash. Address Harry, care Tradesman. 934

**For Sale**—An up-to-date grocery, doing a large profitable business. A rare opportunity for some one. The owner wishes to devote his entire time to manufacturing business. Address R. J. Greggs, 6 Marjorie Bldg., Battle Creek, Mich. 870

**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 \$3,000 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**—A 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**—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., Barber-ton, O. 917

**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

**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

**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

**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**—\$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**—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

**For sale for cash only**, clean stock groceries; invoice about \$1,200; live town; good location; central Illinois. Address Box 132, Arcola, Ill. 840

**Wanted**—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

**For Sale**—800 acres improved farm; two sets of farm buildings and an artesian well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4½ miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

**Wanted**—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 924

**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 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**—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich. 712

**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**—\$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 3½ 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

**Wanted**—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

## POSITIONS WANTED

Position wanted as clerk. Two years experience. Best of references. Address No. 926, care Michigan Tradesman. 926

## 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

**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.

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J. S. TAYLOR



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**MERCHANTS, "HOW IS TRADE?"** Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

## AUCTIONEERING



A. W. THOMAS

477 Wabash Ave., Chicago, Ill.

Been at it

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STILL AT IT

Write for

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## 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.





### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 2—Spot coffee this week shows little, if any, change. Little invoice trading has been done and both sides seem to be waiting to see what is in store in the future. Prices are without any important variation and at the close Rio No. 7 is fairly firm at 8 $\frac{1}{2}$ c. In store and afloat there are 3,900,067 bags, against 3,215,439 bags at the same time last season. Mild sorts have been in light demand, both from importers and jobbers. Good Cucuta closes steady at 10c and good average Bogotas 11 $\frac{1}{2}$ c. A fair jobbing demand has existed for East India growths and the situation is favorable for the seller.

The refined sugar situation has varied very little during the week. New business has been very light, the bulk of transactions consisting of withdrawals under previous contract. The raw sugar market has been quite firm. Reports of cholera in Europe have had, or will have if they continue, an effect on the beet sugar trade, as the possibilities of quarantine loom before buyers. Willett & Gray estimate the sugar crop—cane and beet—for the present campaign to be 500,000 tons greater than in 1901-2, which was the banner year.

The tea trade shows steady improvement, albeit a slight one. However small it may be, it is most welcome. Sales of Japan have been made on a firm basis and the whole trade is feeling much greater confidence than they exhibited a month ago.

Very little has as yet been done in new rice and quotations as made seem to have been too high to prove attractive to buyers who remain rather indifferent.

Quietude prevails in the spice market and changes have been few and of minor importance. Singapore pepper remains at 12 $\frac{3}{8}$ @12 $\frac{1}{2}$ c. Other lines are moving in an average sort of way, with buyers and sellers alike awaiting the better trade that springs up later on. Supplies are moderate, but sufficient to meet requirements.

The firmness in the molasses market which has been reported for the past fortnight still continues. Trade, however, is of moderate proportions and until we have cooler weather the situation will show little change. Stocks are moderate. Syrups are steady and unchanged at 14@20c for fair to good.

Canned goods are still commanding a good deal of interest if tomatoes and salmon alone are considered. Tomatoes certainly seem to be well on the way to the dollar mark and, if all we hear is true regarding the cost of raw stock, it would seem inevitable that that figure should be reached by the first of December if not sooner; indeed, we may even see it exceeded. Eighty-five cents is pretty

well established at this writing, although some few scattering jobs might be gathered at 82 $\frac{1}{2}$ c. The former figure of \$1, which was slashed to 85c, is most likely to be restored; in fact, is said to be already. Other goods remain in about the condition previously noted, although it can safely be said that it is a sellers' market and is likely to be so.

There is simply the usual daily run of trade in the butter market. In fact, the demand is probably not up to the average and the week in general has been disappointing. The supply, save the very top grades, is abundant, and prices have been slightly shaded. Best Western creamery is now 21 $\frac{1}{4}$ @21 $\frac{3}{8}$ c; seconds to firsts, 19@21c; imitation creamery, 18@19 $\frac{1}{2}$ c; factory, 16 $\frac{1}{2}$ @17 $\frac{3}{4}$ c. Lower grades show some accumulation and the usual export demand has not amounted to much.

Cheese retains its recently-acquired strength and the high prices in the country cause holders here to be firm in their views. Top grades of New York State, small sizes, are quotable at 12c.

Eggs are quiet, with quite an oversupply of medium and lower sorts. Extra Western firsts, 21@22c; firsts, 20c; seconds, 17@18 $\frac{1}{2}$ c; thirds, 15@16c.

### Vehicle Industry Good at Flint.

Flint, Sept. 5—The local vehicle factories have about completed their inventories and are getting ready to enter upon another busy season. For a week or two they will be at work on patterns for new styles in vehicles and by the middle of the month, with the preliminaries for the opening of the season finished, they will have the wheels going in all departments. They are gradually increasing their forces of workmen to the normal, and from present indications more men will be employed in the factories here when the season reaches the height than ever before in the history of the local vehicle industry.

Assurances from a dependable quarter have been received here to the effect that the new consolidated Buick automobile plant to be erected in Oak Park subdivision will be in operation soon after Jan. 1, if it is possible for the company to carry out its present plans. W. C. Durant, one of the active spirits in the enterprise, was in the city a few days ago, and in discussing the matter he said that while it was rushed with work at both its Flint and Jackson separate plants, the company was making every effort to get all its departments located practically under one roof in Flint, with as little delay as possible.

Oak Grove Hospital has awarded contracts for the erection of an electric light and power house, to cost \$6,000, and a brick chimney 100 feet in height, at a cost of \$2,200. With the completion of the building and its equipment the hospital will have an independent electric light and water works plant.

### REFLECTIONS OF THE SUMMER RESORT BARON.

Now summer schedule trains come off,  
Now Hiawatha's play has flown;  
Remain a few gaunt guests who cough—  
A few dyspeptics stay to groan.

No more the waltz—the dizzy reel—  
No more the spin of Fortune's wheel,  
No more to share departed cheer,  
No more to sip Petoskey's beer.

The nice young man has gone, Alack!  
(He's checking trunks at Kokomo),  
The summer maid has drifted back  
To counter seven, thirteenth row.

Across the bay the chill winds screech,  
The cold waves crash along the shore;  
From Harbor Springs to Harbor Beach  
All, all agree, the season's o'er.

Close up its eyes, tie up its chin,  
Send for the hearse and dump it in.

\* \* \* \*

Here, John, pile high the bin with coal and heap the glowing grate;  
We'll pledge a health to nineteen-five before it's all too late.  
If nineteen-six should be as good as nineteen-five, your pay—  
I think I'll try to raise it, John, about ten cents a day.

Geo. L. Thurston.

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

Buffalo, Sept. 6—Creamery, 20@21 $\frac{1}{2}$ c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, candled, 20 $\frac{1}{2}$ @21c.  
Live Poultry—Fowls, 13c; ducks, 12 $\frac{1}{2}$ @13 $\frac{1}{2}$ c; geese, 10@11c; springs, 13 $\frac{1}{2}$ @14c.

Dressed Poultry — Chickens, 15@16c; 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.

### Gripsack Brigade.

Harry L. Blanchard, formerly book-keeper for the S. P. Bennett Fuel & Ice Co., is now Michigan traveling representative for the Cincinnati Gas Coke, Coal & Mining Company.

H. L. Kelley, formerly of Vermontville, has been employed by the Worden Grocer Co. to cover the territory tributary to the Saginaw branch of the Pere Marquette Railroad, which has been recently traveled by O. C. Carsons. Mr. Kelley will reside in this city.

In the opinion of the Tradesman the small attendance at the Jackson convention of the Michigan Knights of the Grip was due very largely to the fact that the convention was held on Tuesday and Wednesday, instead of Friday and Saturday, as it should have been. Many of the traveling men who would have liked to attend the convention could get away on Friday without serious difficulty by crowding the work of the first five days of the week into the first four days, but very few men could leave their trips and territories the first two days of the week and jump into the game again on Wednesday morning.

The experience at Jackson should not, therefore, be taken as a conclusive evidence that the mid-summer convention is a failure. If the next convention at Port Huron—or whatever

city may be selected—is called to convene on Friday, with a concluding session on Saturday morning, which will give the delegates ample time to get home on Saturday night or Sunday morning at the latest, the Tradesman believes the attendance will be two or three times what it was at Jackson. Anyway, the experiment is worth trying and the Tradesman trusts the Board of Directors will give the members an opportunity to demonstrate what action they would take if the convention were to be held at a more opportune time than the first two days of the week.

## Business Wants

### BUSINESS CHANCES.

For Sale—Grist mill at Cannonsburg, with tools and machinery, building 86 feet long, 26 feet wide, two-story and basement, one acre land, 7-room house with half acre land; also 12 acres of land to be sold with this to close an estate; must be sold at once. Bargain \$2,000 including water rights. J. P. Luxford, 446 Houseman Bldg., Grand Rapids. 937

For Sale—Only bakery in town, restaurant. County seat town; doing nice business; good shipping point. Two-story brick building; five nice living rooms above. Will sell building, if desired, on easy terms. M. R. G., Troy, Mo. 936

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—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

### HELP WANTED

Cabinet Makers—Several first-class workmen wanted. State experience you have had and wages desired. Address The Milner Seating Co., Canal Dover, Ohio. 935

## 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.





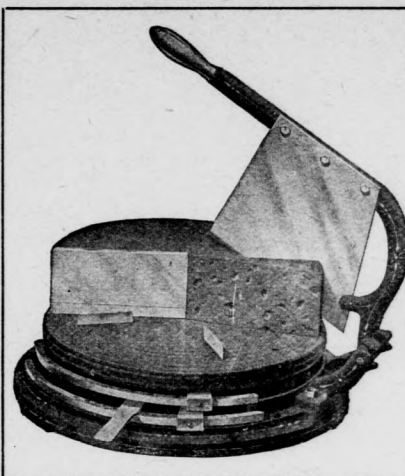
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Highest Award

**GOLD MEDAL**

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Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

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## The Grocer Saves Money

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

**\$20.00 net.**  
f. o. b. Detroit, Mich.

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

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

**The Standard Computing Scale Co., Ltd.**  
Detroit, Michigan

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

## Summer Vacations

### If You

Have not already decided where you will spend your summer vacation, let us send you

### "Michigan in Summer"

a beautiful book of photos and brief word pictures of

Petoskey	Mackinac Island
Traverse City	Harbor Springs
Bay View	Neahtawanta
Oden	Northport
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and the most convenient route to all

### Northern Michigan Summer Resorts

Fishermen will be interested in  
"Where to Go Fishing."

Send 2c stamp to

C. L. Lockwood,  
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Grand Rapids, Mich.



## Michigan Summer Resorts

The land of summer pleasures.

The cost is small for a stay of a week or a month at any of the resorts in the

## Famous Michigan Fruit Belt

There is splendid fishing.

The bathing is unsurpassed.

Sailing or canoeing is a pleasure.

Golf and tennis grounds everywhere.

The hotels are justly famed for first class entertainment.

In fact—but the many attractions are best set forth in the booklets issued by the

## Pere Marquette Railroad

A request addressed to  
H. F. MOELLER, G. P. A., Union Station, Detroit, Mich.  
Will bring you this literature free.



# A Grand Opportunity

To inspect the most extensive and magnificent lines of staple and Holiday Merchandise ever assembled under one roof will be offered to all merchants during the week from Sept. 18th to 23d, when the

## Western Michigan State Fair

will be held in this city. We have made every arrangement to make a visit to our salesrooms both pleasant and profitable and our salesmen, Messrs. J. F. Reed, J. J. Berg, Y. Berg, Wm. B. Collins, M. H. Johnson, J. Vanderberg and W. N. Burgess will be in the house to extend a most cordial welcome to every visitor.

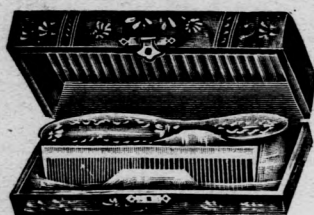
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### "Headquarters"

Remember the dates

## Sept. 18 to 23

We show a most magnificent line of  
**Celluloid Toilet Cases**  
From \$4.25 to \$60.00 Dozen



No. 4080 Toilet Case—Similar to illustration, covered with glazed, fancy paper and medallion in center. Contains very fine comb and brush and is lined with fine saten. Size 8x4x2½ inches.  
Per dozen ..... \$4.25

**Galvanized Iron Tubs—Large Sizes**



Heavy Galvanized Iron, rolled wired tops and securely riveted iron handles.

Not the cheap grade and no scant sizes.

No.	Size in.	Price Doz.
1	20½ x 10¾	\$4 50
2	22 x 11	5 00
3	24 x 11	5 75

### Johnson Bros'. Famous English Semi-Porcelain Dinnerware

Absolutely the "acme of perfection" in every one of those qualities that are to be found only in the very highest grades of porcelain dinnerware, such as

**High Grade Material  
Perfect Finish  
Beauty of Design  
Purity of Color  
Lightness of Weight  
Strength and Durability  
Artistic Decorations**

We handle the largest variety of decorated patterns of this celebrated ware of any house in the country. Ask us for prices and colored illustrations of the "White and Gold" and "Rosemore" in the beautiful "Empire" Shape. The latest product of this famous pottery.

Everything in the line of

### House Furnishings

at lowest prices



#### 1 C TIN FLARING PAILS

These pails are pieced and have wire strengthened tops, heavy wire ball with large black enameled wood handles, strongly riveted ears and patent bottoms. Full size.

5 Quart—Holds 5 qts.	Doz.....	\$0 75
10 Quart—Holds 10 qts.	Doz.....	95
14 Quart—Holds 14 qts.	Doz.....	1 30

### THE NEW VANDERGRIFT "Rotary" Washing Machine WITH STAVE LEGS



Guaranteed the most perfect machine on the market. Operated by turning the balance wheel either way, backward or forward. The tub is extra large with wringer box built into the top, making it more durable and convenient than where it is set on top or fastened with brackets or nails. Removable hardwood legs, bolted to tub with heavy steel bolts and re-inforced with a steel rod underneath. The machine is finished a mahogany red with aluminum finished extra heavy castings. Each, \$4 40

**SPECIAL NOTICE**—When these machines are ordered in lots of three, not less, we will stencil them as follows:  
ESPECIALLY MADE FOR  
and your firm's name address, provided we are so instructed.

**Ball Bros.' Machine Made  
'Fruit Jars**



Absolutely  
the  
Best  
Fruit  
Jars  
on the  
Market  
1 doz. in box

Pints—per gross	\$5 20
Quarts—per gross	5 50
½ Gallon—per gross	8 20
Caps and Rubbers—per gross	2 25



**Tin Kitchen Lamps**  
complete for \$1.95 per dozen.

**Mascot Reflector Lamp**—Heavy XXX, black enameled steel (not tin) frame, glass fount and 7 inch tin reflector complete with No. 2 Sun burner and chimney.  
Per dozen ..... \$1.95

### Welsbach Gas Mantles

At Factory Prices

We are agents for this celebrated line of gas mantles and by a special arrangement with the **Welsbach Company** we are enabled to quote their goods at the actual **factory wholesale prices**.

We quote

#### No. 300 C Cap Mantle

A very good grade of cap mantle that will give good satisfaction to your customers and is especially manufactured for us by the Welsbach Co. at each . 8c

For price of "Genuine Welsbach" Mantles see page 302 of catalog No. 185. If you haven't a copy, ask for it. We mail it free to merchants.

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