

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 13, 1905

Number 1147

"Yes! They are Good!"



is what every man says with each puff of an

S. C. W. Cigar

It's the best for the money that can be procured, and for five cents you can get more enjoyment from this luxurious smoke than from any other cigar sold at the same figure.

Try an S. C. W. now and you will never smoke any other brand.

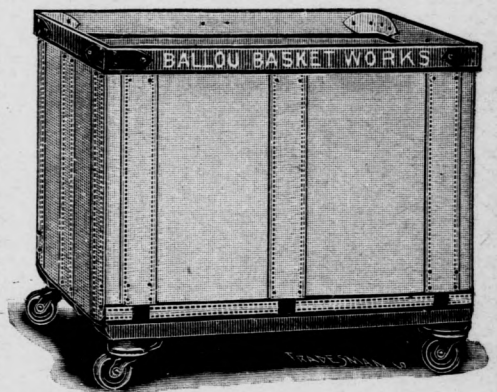
G. J. JOHNSON CIGAR CO., Makers
GRAND RAPIDS, MICH.

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.

DO IT NOW

Investigate the

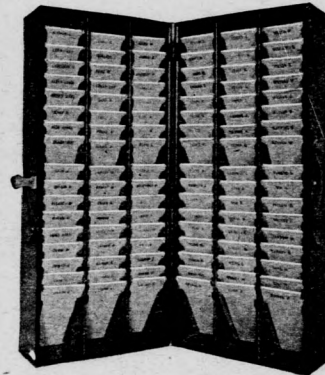
Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

Make Your Own Gas

FROM GASOLINE

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

Brilliant Gas Lamps

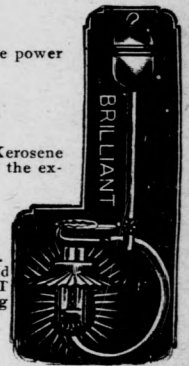
Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

15 Cents a Month

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



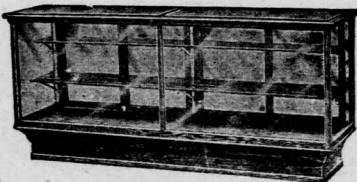
600 Candle Power Diamond Headlight Out Door Lamp



100 Candle Power

Brilliant Gas Lamp Co.

42 State Street, Chicago.



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.

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

New York Office 724 Broadway

Boston Office 125 Summer Street

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

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.

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.
Walsh-DeRoo Milling & Cereal Co., Holland, Mich.

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 in, \$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

Every Cake

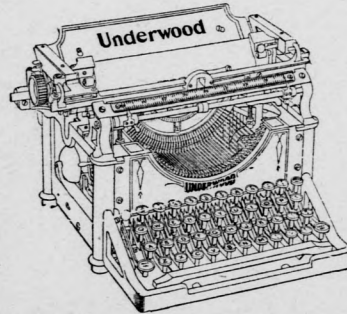


of FLEISCHMANN'S YELLOW LABEL COMPRESSED YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

The Fleischmann Co.,

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

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.

Look Out!!

For the little fellows who will destroy you when you imagine all is safe. They are always looking for a chance to get the best of you, and unless you are provided with the right kind of protection they will succeed. Small leaks and losses which are as persistent on your old scales as leaches will absorb enough of your profits in a short time to fully cover the cost of one of our best and latest improved computing scales.



Look Out!!

For the scale which is said to be **Just as Good** as ours for you will soon be convinced that you have been deceived. Do not think because our scales are **Best** that they are the most expensive, for an investigation will prove to the contrary. We can provide you with just what you want as our patents cover every principle of scale construction. If interested in scales do nothing definite until you have seen our complete line.

Danger Close at Hand

You have doubtless heard the argument that a system of weighing which has been used for centuries and which to a certain extent is being used to-day is good enough for any merchant. This same merchant will tell you that he never makes mistakes in weights or calculations.

A man never makes a mistake intentionally. Then how does he know how many mistakes he has made? The safest and surest way of finding out how many errors he has made is to find out how easily they can be made. The best way of finding out how easily they can be made is to send for one of our representatives who is located in your vicinity. He will tell you in a very few minutes what it might take years to find out without his assistance.

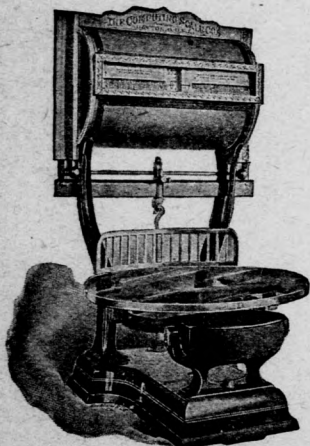
The Moneyweight System is Indispensable

to the successful operation of a retail store. In the past six months we have received orders calling for from 25 to 60 scales each. This is the best evidence that our scales will do what we claim for them. Send for our free illustrated catalogue and say that you saw our advertisement in the "Michigan Tradesman."

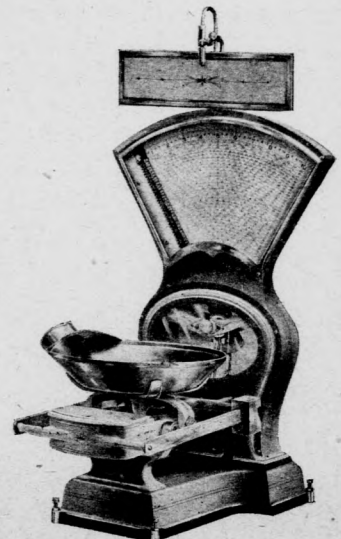
The Computing Scale Co.
Manufacturers
Dayton, Ohio

MONEYWEIGHT SCALE CO.
47 State St., Chicago, Ill.
Distributors

LOCAL OFFICES IN ALL LARGE CITIES



No. 63 Boston Automatic



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 13, 1905

Number 1147

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. C. 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.

3½ 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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELECTROTYPES

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

SPECIAL FEATURES.

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A TIMELY EXHORTATION.

With the ringing of the school bell on the first Monday morning of the month the press from ocean to ocean and from lake to gulf announced the fact that school had begun and it was to be hoped that the teaching fraternity realized fully the great responsibility transmitted to their care and would labor in season and out of season to show themselves equal to the great confidence placed in them. They were implored to remember that the child is father to the man; that they, to-day, are training the generation which will have the affairs of the republic in charge tomorrow and that just in proportion as they, the teachers, do their part well so the future to the last period of recorded time will rise up and call them blessed.

It is a timely exhortation and no one will gainsay it is not a needed one. Fad and bombast have got into the school room and have run riot there and if we believe all that is said in regard to the schools and their management the future has little to hope for the continuance of those principles which to-day are distinguishing the Great Republic as the leading government on earth. It is meet, then, that the teacher at the beginning of the year should be put on his guard and should be exhorted to lay aside fad and fancy; to lay deep the foundation of empire and to see to it that on that foundation are laid alone the sterling qualities which, unchanged and unchanging, can be depended on in those emergencies which leadership will call for in the directing and in the accomplishment of the world's best work.

It should be remembered, however, that while this exhortation is timely, it is not one in which the school management only is interested. As an agent the school officer is earnestly appealed to to do his duty; but his best can never surpass and can never be expected to surpass "the strong will and the endeavor" of the principal that employs him. The house

builder who gives free rein to his architect must not complain when the structure is completed if the realized ideals are not in harmony with his own and he will find to his cost that the time to find fault is not after the house has been built and the keys are placed in his hands. The fad and the fancy are never so to the man who believes in them. From his point of view each is an essential to the home life the house is expected to shelter and the time to avoid them is in the planning and in carrying the work out, not at its completion. If, then, fad and fancy have become intolerable, builder and architect must get down together and together decide what changes are best in the home for which both are planning; and it is to be observed that the best results can be obtained only when the two work conscientiously together.

To drop the figure, the part which the home has taken in the education of its children has not been always a commendable one. If there is a school house and something called a teacher in it, home duty begins and ends in paying the teacher and seeing to it that the child is in the school house somewhere about 9 o'clock in the morning for five days in the week. That done there are to be no more fuss and trouble about school. This is to go on from 6 years old until diploma-time, and then if the children do not come home with that precious document ready to take a responsible position hitched to a desirable salary, there is "something rotten in Denmark" and something is to be done about it.

It is to be hoped this year that the annual exhortation following the ringing of the school bell across the country will stir up not only the teachers to their duty, but the fathers and the mothers who employ them as well. Look at it as we may, the intellect which the school house trains is only a part of the life which the home is expected to look after, and some bitter experience of very recent years has shown that the home which neglects the duty which necessarily falls to it has flooded the world with grafters. The high per cent. of the monthly report is in every way commendable. It shows that the school understands its business and is doing it; but the home that fails to round out by its influence the moral and the physical part of the young life it has brought into the world is not heeding the admonition which the periodical is now sounding in its ears, an admonition, it is submitted, which is intended for the school house, indeed, but far more for the home that depends too much upon the school house to carry out its designs.

GENERAL TRADE OUTLOOK.

It is a matter of surprise and congratulation that the reaction following the long, and what has been considered more or less speculative, advance in securities is so slight, scarcely carrying the average \$2.50 below the high record just preceding it. It seems simply to be such a reaction as serves to take profits and to catch the reckless and unwary. This feature of the situation is also aided by a contraction in loans by the New York banks, which makes an apparent stringency, enough to give the opportunity to realize from the weak without there being any serious reaction in prices. The excuse for this tightening in money is found in the heavy demands for crop movement and in probable calls for financing loans as a result of the conclusion of peace. That the need for funds is real is indicated in the engagement of considerable gold for import, although the need for this can hardly be imminent when the gross reserves in the Treasury are the largest ever known, and the money in circulation, \$31.45 for each inhabitant, is also making a new record.

Trade conditions throughout the country are maintaining the promise of the earlier season. A more favorable period of weather has given opportunity for securing harvests, and the holding off of frosts removes apprehension of loss in that direction. The fruit season, now in its height in Northern localities, is moving a vast quantity in the softer fruits, and while prices are moderate they are high enough to insure as good returns to producers as can reasonably be expected. As an indication of the pressure of demand in transportation circles the order of the Pennsylvania Railroad Co. for sixteen thousand steel cars is worthy of notice. As a matter of fact pressure of traffic is so great that scarcity of cars is reported from every direction.

In manufacturing circles indications are almost universally favorable. Iron and steel demands continue so steady and strong that operations are pushed with the utmost liberality and confidence. In textiles the demand for cotton goods is crowding orders and the woolen trade is getting enough on books to keep in full operation for a considerable time. Footwear reports orders extending in many cases into next year with every promise of a long activity.

Many a man who owns an automobile ought to be pushing a wheelbarrow.

The deeds that speak loudest are born in silence.

WINDOW TRIMMING

A Run-and-Tell-Your-Folks Exhibit.

An acknowledged authority on windows recently gave the following pertinent advice to beginners, and it will apply as well to the work of those no longer novices at the business:

"Avoid crowding a window. The hardest thing to teach a new window dresser is when to stop. Notice an amateur artist. He paints a landscape, and in this puts not only trees, hills, brooks, etc., but the chances are that he will somewhere crowd in a farmhouse, windmill, barn, bridge, cow and a man, and then look for some place to put the dog, while the experienced artist paints a few trees and makes a beautiful painting. So in window dressing—show one thing at a time, and not too

ways to be reckoned with when there is something going on that shouldn't. Concealed from the teacher, behind the covers of his book, stands a nice woolly lamb. But that is not what he got set on the dunce-seat for the next day, with a long cornucopia-shaped hat on his flaxen pate marked FOOL. The real trouble was the fact that the teacher found a picture on the slate by Buster labeled: "What I would like to do to Teacher," where one fellow is whacking another over the head with a stick!

The two kids standing up are not doing so because they were wanted to but because their joints will not permit them to do anything else! Mr. Erstwhile Gayboy is soon to shake the dust of Grand Rapids off his feet and hie himself to a dummy manufactory to have his joints repaired, they being decidedly out of order. He has served the firm faithfully and well in any capacity deemed best by those over him, and deserves a vacation if any one ever did.

There is scarcely any reference to

Recent Business Changes in the Buckeye State.

Bellefontaine—Keller & Dowell are succeeded in the grain business by D. C. Keller.

Cincinnati—The manufacturing of paper boxes, which was formerly conducted by R. H. Crane, will be continued in the future under the style of the Crane Paper Box Co.

Cincinnati—The Foulds Milling Co. is succeeded in business by the Foulds Cereal Co.

Cincinnati—Lorentz Bros. have sold out their printing ink business.

Cincinnati—Eli Rosenberg, who formerly conducted a retail women's and men's-furnishing goods store, is succeeded by Eli Rosenberg & Sons.

Findlay—E. H. Diefendorfer has turned his grocery stock over to two creditors.

Mechanicsburg—Calvin Roberts is succeeded in the meat business by Metzner & Luking.

Portsmouth—Wm. E. Stanton, grocer, is succeeded in business by Asche & Helwig.

open the Hub clothing store at 66 Limestone street.

Recent Trade Changes in the Hoosier State.

Boswell—Samuel & Whitehead will continue the hardware business formerly conducted by Samuel Bros. & Whitehead.

Fort Wayne—The Greene-Rose-Shirmeyer Co. is succeeded in the retail clothing business by the Dukes-Rose-Shirmeyer Co.

Fort Wayne—The boot and shoe business formerly conducted by Isidor Lehman will be continued in future by the Lehman Shoe Co.

Frankfort—D. A. Elder & Co. are succeeded in the wholesale commission business by the Big 4 Fruit Co.

Indianapolis—Wm. M. Aughinbaugh, of the Wm. Aughinbaugh Caramel Co., which manufactures candy, is dead.

Lenwood—B. F. Rodecap is succeeded in the grocery and implement business by Imal & Son.

Rochester—Wm. H. Dayton succeeds Wm. Cannedy in the general merchandise business.

Summitville—Frederick Warner, of the firm of Wm. Warner & Sons, who conduct a general store, is dead.

Tipton—M. D. Moore will continue the grocery and meat business formerly conducted by Moore & Ballew.

Waymansville—The general merchandise business formerly conducted by Vonstrohe & Otte will be conducted in the future by Wm. Otte.

Indianapolis—A petition in bankruptcy has been filed by the creditors of John F. Concannon, meat dealer.

Indianapolis—The creditors of Joseph Goldberger, dealer in dry goods and clothing, have filed a petition in bankruptcy.

Short Sayings of Great Men.

Mel Trotter: No man knows just how much religion he has until he goes fishing alone and the mosquitoes get busy.

Charles S. Burch: An editor throws more poetry into the waste basket in one day than lots of men have in their souls in a whole lifetime.

Edwin A. Strong: A truly modest man is one who keeps his opinion of himself to himself.

Dr. Henry Hulst: He that can bridle his tongue is greater than he who can handle an automobile.

William Alden Smith: Popularity street is paved with pretty speeches.

Deacon Ellis: Life gives lots of people a handful of trumps, seemingly for the pleasure of euchring them out of the game.

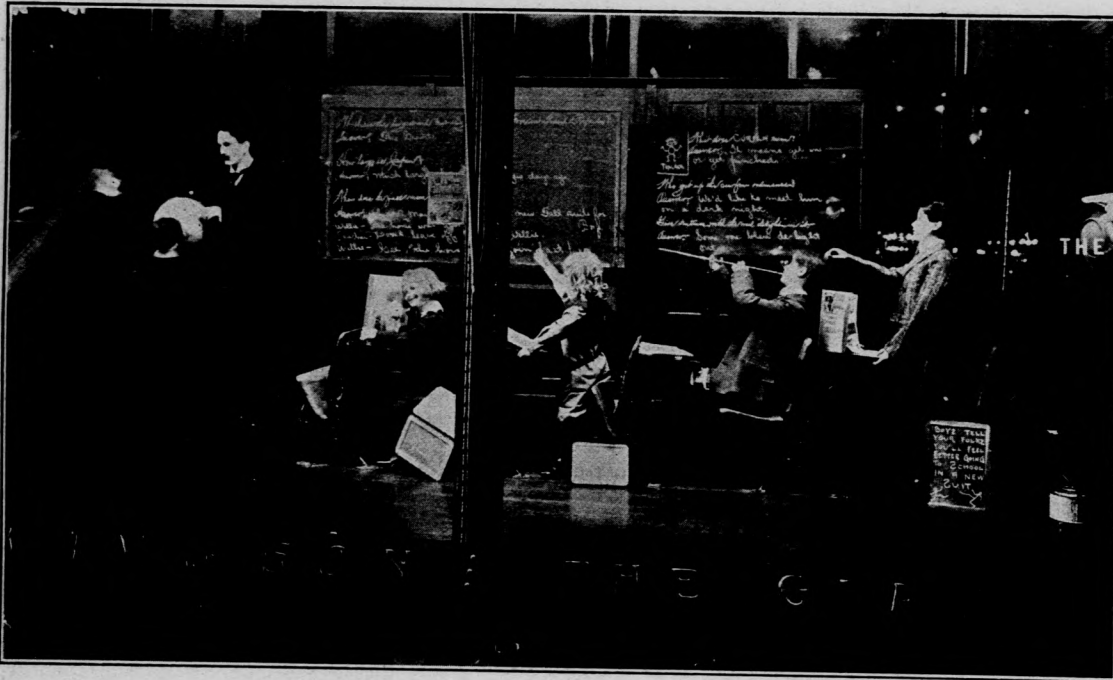
Henry Idema: The trouble with the chronic borrower is that he is always looking for an encore.

J. Herman Randall: Better the man who limps on the road to heaven than the guide post standing forever on the corner.

Lester J. Rindge: The milk of human kindness is too often skimmed and sour.

W. F. McKnight: Eloquence is not necessarily a test of the lungs.

Guy W. Rouse: Industrious youth makes independent old age.



much of that. Have it stand out so as to make such an impression on the observers that they will not be confused."

* * *

The windowman who executed the picture herewith presented must have had some such ideas as the above in mind when he planned it, for the arrangement shows not a bit too much and not a bit too little—like everything the littlest bear did in the story, it is "just right!"

The illustration shows a typical schoolroom on the First Day, before matters have fairly adjusted themselves, that peculiar unrest being in evidence which always accompanies the work at the beginning of any term. Mischief is rampant, and none of the scholars are exempt from liability to punishment except the ultra-studious youth at the globe, with the teacher as a most willing assistant.

Buster Brown is down in front, al-

clothing in the window, the only one of any conspicuousness being the statement on the right hand slate: "Boys, tell your folks you'll feel better going to school in a new suit."

The funniest thing on the blackboard is the following:

Willie—The horse was goin' fast.
Teacher—Don't leave off the "g," Willie.

Willie—Gee, the horse was goin' fast!

* * *

A very creditable and amusing window—one which drew crowds every minute it lasted.

Proof Positive.

Johnny—A goat will eat anything, won't it?

Bessie—Yes. It'll eat tobacco, I know that. When papa comes home from the lodge, where he says they've been ridin' the goat, he always smells like an old pipe.

North Lewisburg—Cranston & Son are succeeded in the general merchandise business by P. H. Thompson & Co.

Portsmouth—G. H. Heinisch, grocer, has merged his general store business into a stock company under the style of the Heinisch Grocer Co.

St. Marys—J. G. Linkensdorfer will continue the tailoring business formerly conducted by Wm. Linkensdorfer.

Willoughby—F. V. Viall has sold his grocery business to Code & Heinchback.

Norwalk—The Norwalk Lumber & Manufacturing Co. has made an assignment.

Springfield—The room now occupied by J. H. Humphreys, the tinner, who will remove to East Main street, will be occupied by W. A. Young, formerly manager of Menter & Rosenbloom Co., and Enos Conrad, who have formed a partnership and will

THE PEER OF ANY



Marguerites, Elks and Duchess Chocolate Creams

Manufactured only by

Walker, Richards & Thayer, Muskegon, Mich.

Our Line of Fancy Imported Boxes Will Be Ready to Show the Trade Within Two Weeks.
Please Inspect It Before Placing Your Holiday Orders.

AROUND THE STATE

Movements of Merchants.

Hillsdale—Wade W. Chapman has engaged in general trade.

Hancock—John Walitala has sold his grocery stock to M. Johnson.

Lowell—The C. M. Foster grocery stock has been purchased by R. Van Dyke.

Ypsilanti—Wm. Dusbiber has opened a meat market at 303 Congress street.

Fenton—J. R. McCarthy has purchased the grocery stock of Wm. Laning.

St. Joseph—A. E. Darling has opened a new grocery store at 807½ Main street.

Lansing—Albert W. Wenz has opened a cigar store at 522 Michigan avenue, east.

Middleville—Mrs. Eva Talbott has removed her millinery business to Battle Creek.

Wayne—Gogges & Co. are succeeded in the grocery business by John B. Murphy.

Detroit—The Kearney Electric Co. has increased its capital stock from \$10,000 to \$15,000.

Onaway—Clarence E. Smith is succeeded by Al. Davis in the grocery and meat business.

Grayling—Alice H. Osborne is succeeded in the millinery business by Miss L. E. Williams.

Spring Arbor—Chas. H. Rauch, dealer in general merchandise, has removed to Sanilac Center.

Jackson—The Naragan sisters, of Ft. Wayne, have opened a millinery store at 223 West Main street.

Reese—John J. Geis is succeeded in the hardware, furniture and undertaking business by Frank Pesick.

Sandusky—C. H. Rauch, of Jackson, will open a general store in the building next to Moore's drug store.

Greenville—Wells, Wyckoff & Miller are succeeded by Wells & Beach in the boot and shoe business.

Hillsdale—A. W. Dimmers will continue the grocery business formerly conducted by Dimmers & Westover.

Onaway—Ed. Everling will continue the confectionery, fruit and cigar business formerly conducted by Charles Theis.

Caro—W. R. Olin & Son have purchased the W. O. Luce drug stock and will continue the business at the same location.

Reed City—Weinrich & Hoffmeyer is the name of a new firm which has purchased the hardware stock of Theo. Schmidt.

Ann Arbor—J. Karl Malcom has opened a new clothing store on East Liberty street under the style of the Consumers' Clothing Co.

South Boardman—Miss Bessie Dick, who has acted as saleslady at the store of Bilow, Rathbun & Co. for the past year, has resigned her position with that firm to take a similar one with Palmer, Hobbs & Co. at Kalkaska.

Sonoma—Jay Owen has sold a half interest in his general stock to his brother, Albert Owen. The new firm will be known as Owen Bros.

Port Austin—The men's furnishing goods business formerly conducted by John Buttars will be continued in the future by Lewis & Buttars.

Constantine—George Catton has sold his harness business to M. S. Kesey, of Watervliet. Mr. Catton has been in business here thirteen years.

Colon—Clark Treat, for several years manager of the Lohrstorfer drug store, at Port Huron, has opened a drug and stationery store at this place.

Saranac—J. Howard Payne has resigned his position as clerk at E. T. White's clothing store to take a similar position with Marks Ruben, of Lowell.

Traverse City—F. C. Desmond will continue the business formerly conducted by the Desmond Chemical Co., which manufactures charcoal and wood alcohol.

Coldwater—Ed. Turner has sold his grocery stock to G. A. and Walton Kemp, who will continue the business under the style of G. A. Kemp & Son.

Standish—The hardware business formerly conducted by Daugherty & Beaton will be continued in the future under the style of the Daugherty Hardware Co.

Eaton Rapids—The drug and grocery stock of J. H. Ford has been sold to G. P. Honeywell, of Akron, who will continue the business at the same location.

Coldwater—Fred Olmsted and Henry Holmes have formed a co-partnership under the style of Oldsted & Holmes and engaged in the grocery business.

Muskegon—L. Kolkema, who for the past five or six years has conducted a grocery store at 69 Catherine street, has sold his business to his sons, E. & J. Kolkema.

Sparta—Mrs. E. W. Smith, who for nearly thirteen years has been with C. A. Johnson & Co. has resigned on account of ill health. She is succeeded by Miss Etta Norton.

Saginaw—The Mooney & Pitch Co., which conducts a clothing, furnishing goods and hat business, has merged its business into a stock company under the style of B. J. Pitch & Co.

Greenville—Wells, Wyckoff & Miller have sold their stock of boots and shoes to W. P. Wells and H. O. Beech, who will continue the business under the firm name of Wells & Beech.

Ludington—The Ludington Oil Co., Ltd., has been incorporated to operate oil and gas wells, with an authorized capital stock of \$6,000, of which \$4,000 has been subscribed and paid in in cash.

Detroit—P. J. Power, who has spent most of his life in the clothing business in this city, has opened a new clothing store in the basement of Gorman's, "on the point," corner of Michigan and Lafayette avenues. He will carry an exclusive line of suits made by Eastern manufacturers and sold from \$10 up.

Dowagiac—The W. D. Jones grocery stock was purchased at receiver's sale by Geo. Dater, of the wholesale grocery firm of Kidd, Dater & Price, of Benton Harbor. The consideration was \$600.

Detroit—The grocery and meat business formerly conducted under the style of B. Putnam & Co., of which Chas. B. Putnam was proprietor, will be conducted in future by Putnam & Ferguson.

Crystal Falls—James R. Flood has merged his confectionery business into a stock company under the style of the Flood Candy Co., with an authorized capital stock of \$2,000, all subscribed and paid in in cash.

Laurium—A corporation has been formed under the style of Edwards, Bushnell & Co. for the purpose of engaging in a general meat business. The new company has an authorized capital stock of \$10,000, of which \$7,500 has been subscribed and paid in in cash.

Benton Harbor—Joseph Garrity, a Chicago druggist, has leased the store room in the Mills block now occupied by George A. Mills & Son for a term of four years and will establish a drug store. He will take possession of the store the middle of September.

Coldwater—Wm. H. McCort, who has traveled for the Root & McBride Co., of Cleveland, for several years, has purchased the John Murphy dry goods stock and will continue the business at the same location. He was married Sept. 5 to Miss Alice Mae Brown, of Adrian.

Detroit—Emil Imhoff, who has been employed as a guard in the county building for the past four years, has resigned to engage in the grocery business at the corner of National avenue and Myrtle street. Mr. Imhoff was formerly lessee of the Palmer Park casino.

Petoskey—The old Levinson department store is to be revived, and the former proprietor, Julius H. Levinson, will again have charge of the business as in former days. While J. H. Levinson will be the sole owner of the new store, he will be assisted by his son, Charles Levinson.

Sturgis—Geo. F. Smith, for the past year or more manager of the Sturgis Machine Co., has purchased the interest of his partners and will continue the business. Several important changes in the equipment of the shops are being made, and the facilities for turning out work quickly will be greatly improved.

Holland—Heber Walsh, a pioneer druggist and miller of this city, died recently at the age of 75 years. Mr. Walsh was a man of strict integrity and high motives and his loss will prove to be a serious one. He was born in Lansingburg, N. Y., and had resided in Holland since 1857.

Elk Rapids—Harry Hirschberg, who for several years has conducted the leading dry goods and clothing store here, is about to dispose of his stock and retire from the mercantile business. The reason he assigns for the suspension is that the confinement necessary to the successful transac-

tion of his business was undermining his health and he proposes to make the change before it is too late.

Pellston—C. A. Clapp, the merchant who is alleged to have decamped with \$7,000, the entire available funds of C. A. Clapp & Co., has returned and will put up a stiff fight against criminal proceedings. He claims his disappearance was a scheme to make his partner give up certain partnership papers, which Clapp claims were withheld.

Ithaca—The Crawford drug store has been sold by H. J. Crawford, the proprietor, to Roy Cowdrey and Theodore DePeel. Mr. DePeel, who has been in the drug business in Rose City, returns to this place and will take possession in the near future. For the present Mr. Crawford will remain in the store, which will continue to be conducted under the well known name of Crawford's Drug Store. This change is made in order to enable Mr. Crawford to devote his energies to the Havana Cigar Co., of which he is president.

Manufacturing Matters.

Ironwood—The Scott & Howe Lumber Co. has increased its capital stock from \$75,000 to \$115,000.

Cheboygan—D. Quay & Son have started a logging camp on Carp River, where they will put in a stock of logs for next season's supply.

Cheboygan—Lombard & Rittenhouse, extensive cedar dealers at this place, have decided to build a mill at Grand Marais to cut cedar ties.

Buchanan—The axle manufacturing business formerly conducted by Lee & Porter will be conducted in the future under the style of the Lee & Porter Manufacturing Co.

Flushing—Hart Bros., who recently conducted a flour mill and elevator business, have dissolved partnership and have also discontinued the business carried on through their branches elsewhere.

Portland—The Portland Manufacturing Co. has declared a dividend of 25 per cent. This company has paid as high as 100 per cent. dividends in past years, but business is done now on closer margins.

Cadillac—A corporation has been formed under the style of the Cadillac Lumber Co. to conduct a general planing mill business with an authorized capital stock of \$15,000, of which \$12,000 has been subscribed and \$3,000 paid in in cash.

Adrian—A corporation has been formed under the style of the Banner Fence Co., which will manufacture and sell wire fence. The company has an authorized capital stock of \$300,000, of which \$150,200 has been subscribed and \$105,000 paid in in property.

Cadillac—C. D. Burritt, of Lapeer, for the past six years of the firm of Tuttle & Burritt, has removed to this place to assume the management of the Cadillac Lumber Co., a new concern in which Morris Thomas, S. W. Cramer and Mr. Burritt are heavy stockholders. The company is to build a large planing mill at this place and start a wholesale and retail yard.



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. Many of the bananas that have come in this week have been over-ripe and unfit for shipping. Prices have consequently been somewhat weak.

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 slim as most of them are confined to packing stock. The creamery market seems to have struck an even gait. The demand and the supply run so nearly equal that there is little fluctuation from day to day. The market has shown no signs of weakness during the week, leaning rather to strength. Its future course is as uncertain as usual, but judging from the record of the past two years there should be a gradual advance from now on until well into December.

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 canded at 19@20c. Receipts are more liberal and the average quality is very good for this season of the year.

Grapes—17@18c for 8 lb. baskets of Wordens.

Green Corn—10c per doz.

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

Lemons—Californias are strong at \$8 per box, Messinas at \$8 for 360s and \$8.25 for 300s and Verdillas at \$8.50@9. Although the weather during the past week has not been altogether favorable to their sale, the demand created locally by the West Michigan State Fair served to keep the market well up.

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—Jamaicas fetch \$4.25.

Musk Melons—40@50c per bu. for home grown Osage.

Peaches—Albertas fetch 75c@\$1; Engles and Chilis command 50@75c; Gold Drops fetch 40@50c. The fruit is improving both in appearance and quality, and if the weather continues cool and dry the crop will be enormous. Sixty carloads were shipped from this market yesterday, very few going in Armour cars.

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—55@60c per bu.

Pieplant—50c for 40 lb. box.

Pop Corn—90c per bu. for rice on cob and 4c per lb. shelled.

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. Hubbard, 1c per lb.

Sweet Potatoes—\$2.75 for Virginias and \$3.75 for Jerseys.

Tomatoes—75c per bu.

Turnips—40c per bu.

Water Melons—15@20c apiece for home grown.

No Vacant Houses at Holland.

Holland, Sept. 11.—Business prospects in Holland are most favorable at present, but lack of help is retarding building and manufacturing. The construction of the Bush & Lane piano factory is well under way. The basement story has been completed.

The construction of a new furniture factory will soon be started.

The H. J. Heinz Co. has also enlarged its plant, adding the bottling of pickles to its other features. Lack of help is also greatly retarding their work, the working force being almost swamped by the large deliveries of cucumbers and tomatoes.

When the two new factories are completed there will be a big demand for homes and upwards of 150 new residences should be built this fall, or the two companies will be greatly inconvenienced in not being able to find houses for the employees they will bring with them. There are no vacant houses at the present time.

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

Buffalo, Sept. 13.—Creamery, 20@21½c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, canded, 22c.

Live Poultry—Fowls, 13@13½c; ducks, 12½@14; geese, 10@11c; springs, 13½@14c.

Dressed Poultry—Chickens, 15@16c; fowls, 14@15c.

Beans—Hand picked marrows, new, \$3@3.25; mediums, \$2.15@2.20; pea, \$1.80@1.90; red kidney, \$2.50@2.75; white kidney, \$2.90@3.

Potatoes—New, \$1.75 per bbl.

Rea & Witzig.

E. Norden, dealer in crockery at 581 West Leonard street, has added a line of groceries. The Judson Grocer Co. furnished the stock.

James Whitefleet has opened a new grocery store on Grandville avenue. The Judson Grocer Co. furnished the stock.

The Grocery Market.

Canned Goods—Salmon is selling fairly well at quotations, but the heavy season is over. Next spring, when the big demand starts up again, the trade will know more nearly the relative size of the pack. Tomatoes are strong, but some jobbers are inclined to discredit to a certain extent the "hard luck" stories from Maryland. Indiana, which is a large tomato producing district, has a big crop and will put out a lot of tomatoes. Maryland is a great packer of low grade goods and the output of them will be short for this reason, but this may work to the advantage of the market. There is an excellent outlook for the corn pack, according to the latest reports, and the market is showing something of an easier tone. If the weather is favorable for the rest of the season—or until the late corn ripens—there will undoubtedly be a very large pack. Although there was a very small carry over from last year, the trade seems to think that the visible supply will be more than enough for requirements.

Tea—A peculiar feature of the market is the little disturbance the recent war created in Japans. The trade is buying teas in a moderate manner, and some slight increase in the volume is noted. It is not what it should be, however, according to the jobbers. High grade Japs are held at very firm figures.

Coffee—The receipts of Brazil coffee continue to show a deficiency of over 300,000 bags as compared with the same period of last year, and there seems to be no phase of the present situation which shows any chance of decreasing values. Milds are firm and unchanged, Javas and Mochas being in the same condition. The demand for coffee is fair.

Dried Fruits—Seeded raisins are in fair demand, and some freshly seeded old fruit is now coming forward and is being absorbed as fast as it arrives. The present price for choice seeded old raisins is about 6c on the coast, which is equivalent to 7½c delivered in the East, and ½@¾c above that for fancy fruit. No prices have as yet been named on new raisins. Loose Muscatels are unchanged and the demand is light, as are stocks. Apricots are unchanged and in fairly satisfactory condition. Currants have been in active demand, but are now quiet. Prices are unchanged. The demand for spot prunes is limited and the price is unchanged. There is very little interest manifested in futures, due to the fact that most of the trade bought a few prunes when the price was lower, and they consequently feel that they are partly healed anyway. The ideas of buyers and sellers as to the value of prunes are still widely apart, and as the California people do not seem to care whether they sell or not, business is slack for the moment. The market is still unchanged on a basis from 3½@3¾c. Peaches are still strong and very dull.

Rice—New rice is of fine quality and sells at a price very near that which prevailed a year ago. The

general outlook in the market, however, is a strong one.

Fish—The demand for sardines is good. As to mackerel, no change has occurred. The demand is rather quiet, except as to Norways, which are wanted. Cod, hake and haddock are in fair demand at unchanged prices. The Alaska Packers' Association cut price of 85c was withdrawn early in the week, and the old price of \$1 restored, but naturally there is no buying at that figure. Lake fish are quiet and unchanged.

The Boys Behind the Counter.

Bay City—Fred W. Wendland, one of this city's best known young business men, has resigned his position with H. G. Wendland & Co. to take the management of the new department store of Cameron & Arbaugh, Lansing. This firm will open up for business October 3, but Mr. Wendland will enter upon his duties immediately. He has gone to New York City, where he will put in two weeks buying stock. Mr. Wendland has been a resident of this city fifteen years, coming here from his native place, Minonk, Ill. He became associated with his brother immediately upon arrival here and worked his way up until he became manager of the cloak department.

Lowell—Esther McRae, of Hart, has taken a position in Marks Ruben's dry goods store.

Laingsburg—Mrs. Alma Clymer will take charge of the dry goods and shoe department of E. E. Bixby's general store and will do the buying for her department. Mrs. Clymer secured the position over fifteen other applicants.

The abandonment of the Northern mileage book and the substitution thereof of the C. P. A. book will be a matter of deep regret to the traveling public. The Northern book is certainly the ideal mileage book, because it affords the railroads ample protection and at the same time gives the holder the largest possible measure of liberty consistent with safety, economy and accuracy.

W. B. Johnson, for several years in charge of the Beaver Island Lumber Co., at St. James, will shortly open a general store at Northport. The Judson Grocer Co. has the order for the groceries and Marshall Field & Co. and Edson, Moore & Co. will furnish the dry goods.

Walter C. Winchester and C. C. Follmer leave Oct. 3 for San Francisco, whence they sail Oct. 12 for Honolulu, Japan, China and India, returning home via the Red Sea and the Mediterranean. They are due to arrive in Grand Rapids about April 1.

Roy McCutcheon, who has been in the employ of the Detroit Beef Co. (Detroit) for the past seven years, has taken charge of the Hammond-Standish Co. plant at Saginaw.

R. N. Thompson, traveling representative for the Darrah Milling Co., Big Rapids, has purchased a vacant lot at that place and will erect a residence thereon.

RESOLUTIONS ADOPTED

By Shoe Dealers at the Detroit Convention.

Whereas—It is the sense of this convention that the greatest menace to-day to the individual retailer of shoes is the introduction and the sustenance in certain cities throughout this State and country of retail stores by manufacturers of both men's and women's specialty shoes; that these stores are oftentimes operated in a city or town not so much for the purpose of direct profit as to give to the manufacturing retailer a prestige in the towns adjacent to the location of his store—a prestige that enables him to go to the retailers in the neighboring towns and cities and not only to secure from the merchants of said community a sometimes elaborate profit on his shoes, but also enables him to induce the purchasing retailer to advertise the specialty shoe at his, the merchant's, expense; all of which advertising accrues only to the manufacturer's shoe and not to the retailer's individual business.

Whereas—It is the sense of this convention that the only way to accomplish the elimination of the specialty shoe and its accompanying evils is by a co-operation and an agreement not only by the members of this organization as a whole, but by the individual dealers in each city where the manufacturing retailers' shoes are sold. Be it

Resolved—That the members of the Michigan Retail Shoe Dealers' Association do hereby declare their intention to cease the sale of manufacturers' specialty shoes at the earliest possible moment, consistent with their interest, and that it shall be the aim and ambition of this Association to restrict in every way the sale of these shoes; that a committee be appointed by the president to bring about a co-operation and agreement among the retailers in every city in the State, not represented in the organization.

Whereas—It is further the opinion of this convention as to the handling of manufacturers' named shoes of any sort, whether they retail their product or not, that the same is detrimental not only to the profit-making, but also the value-giving capacity of a shoe dealer. Be it

Resolved—That it shall be the effort of this organization to discourage among its members and all other State dealers the handling of all named shoes other than of the dealer's own conception and ownership, and that this convention hereby advocates the policy of the retailer selling his own brand of footwear only, whereby he may allow values only to count in his purchasing.

Whereas—To-day the United States Rubber Company and the companies termed "independent" are unfair to the best interests of the shoe trade in compelling the purchase through a calendar price of their products at a period so far in advance of the time of the shipment of goods.

Whereas—This extended anticipation of rubber wants prevents the dealer oftentimes from making the

proper selection in styles and quantities. Be it

Resolved—That a committee be appointed to confer with the rubber interests, ascertaining from what concerns an agreement can be secured whereby the price of rubber goods will be held staple throughout the rubber season, and that upon the committee reaching such an agreement with any of the several companies manufacturing rubber that the same shall be immediately communicated to the members of this organization.

Whereas—To-day it is the policy in some cities throughout the State for the retailers to guarantee the service of the patent and enameled shoes, be it

Resolved—That the members of this Association will henceforth positively refuse to place any guarantee upon shiny leather, and that their adoption of this clause of these resolutions will be their agreement to the same.

Whereas—The merchants of Michigan are to-day paying a higher freight rate on their class of merchandise than is charged for any other similar class of goods, be it

Resolved—That a committee be appointed by the president to confer with the Central Traffic Association, having in view the obviating of these excessive rates, and furthermore that in the event of this conference being unsuccessful the members of this organization pledge themselves to make every effort to secure equitable rates through legislation.

Whereas—The mail order houses throughout the West and elsewhere are to-day infringing on the legitimate trade of the retailers, be it

Resolved—That the manufacturers of rubber or leather goods selling mail order houses under their own name be listed by the secretary of this organization, and that a list of the same be forwarded to all members of the Association.

Whereas—The extreme changes in shoe styles from season to season work great harm to the retail shoe dealer, by increasing the amount of unsaleable goods, be it

Resolved—That it be the effort at all times by this organization to discourage the radical changes in lasts. It is the opinion of this committee that these radical changes can be best avoided by the president appointing a committee to pass upon each season's styles at the annual or, better, the biennial meeting of this Association, and to report their decision at these meetings.

Whereas—It is the opinion of this convention that the State organization can be best fostered and its members increased by the formation in the different towns throughout the State of local organizations, and that these local organizations shall be admitted to the State organization, be it

Resolved—That the president appoint a committee of one or more members from the towns here represented to accomplish such local organization, and that the secretary of this Association be instructed to aid these committees in every way possi-

ble and to urge through correspondence with other cities not here represented the formation of such organizations.

Whereas—It is the opinion of your committee that an official organ or publication of this Association, no matter how modest at the start, will make greatly for the continued success of this Association, be it

Resolved—That a committee on publicity and printing be appointed to consider the cost of and practicability of the issuing of a monthly journal, which shall agitate against the evils mentioned in the foreparts of these resolutions. It is the opinion of this committee that a journal of this sort would aid greatly the thorough organization of the State.

Whereas—It is the belief of this committee that this organization with the co-operation of the wholesalers and jobbers would be of additional benefit to both the wholesaler and the retailer, be it

Resolved—That any wholesaler, no matter where located, can, upon application and a vote of this organization, be entitled to honorary membership in the Association.

A Careful Merchant.

It would not require much guessing on the part of the general public as to why some merchants succeed and others are miserable failures. Some merchants who pose as such at least have not enough ability to conduct a peanut stand at a profit. Others are too lazy to pay any attention to even the commonest details of their little business. They buy butter and dish it out without testing it. They buy blindly and sell blindly, and are ignorant enough to expect the general public to buy their goods and put up with it, good or bad, and give him a profit. A profit for what? What has he done? What has he done to show that he has the ability to successfully merchandise and merit trade? Now the other side. One of the largest merchants in Pennsylvania, doing an enormous business, has two hundred clerks. This merchant will go out of his office, regularly, to his butter department and test every tub of butter that is cut, often testing fifty or seventy-five tubs at a time, and selling them in a day. Every tub is weighed, every brand of fruit or vegetables is tested by himself personally. He handles twenty-five carloads of flour each month, and other articles of merchandise in proportionately large quantities, yet he has time to personally attend to each little detail of his business. Yet the man who is a failure, and can't see why, is too lazy, shiftless, careless or heedless, call it what you will, to weigh, measure, gauge or count the little lots of goods he buys, or to test them for quality and thus do justice to his trade as well as himself.

Demand for General Hardware Excellent.

More demand for fall lines of hardware is noted in the local and Western markets, and the outlook for an excellent volume of business throughout the entire autumn and winter is

now very promising. The amount of business booked by the leading manufacturers, jobbers and retailers during the month of August is now shown to have been far in excess of that secured in the corresponding month last year, and it is thought that the September and October transactions will exceed the records for these months in 1904.

The general hardware market has a firm undertone with every likelihood of advancing in many lines. All brass and copper goods are very firmly held at the recent advances in sympathy with the upward movement in the metal. Wire products are slightly firmer and manufacturers are holding more strictly to the official quotations owing to the scarcity of available supplies of billets and wire rods. Black and galvanized sheets are also well maintained, but roofing and siding are being offered by some interests at substantially the same price asked for sheets. Prices of stove pipe and elbows are firmly held and the demand for these products is greatly increasing.

Builders' hardware is still very active and manufacturers are falling behind in making deliveries on special designs. There is also considerable delay in shipments on stock orders, as accumulations are now exhausted and the mills have so many orders on their books that they can not keep pace with the new demand.

In all lines of hardware it is noticeable that buyers are making more liberal purchases of the better grades of goods and for this reason the profits of both jobbers and retailers show a greater percentage of increase than is usually the case at this time of the year.

Reinforce Concrete Piles.

Concrete piles of unusual construction have recently been tested in New York, with reports highly favorable to the method of manufacture. In this process a layer of concrete is spread on a wire fabric to which longitudinal rods are attached at intervals. By means of a special machine of simple construction this fabric is immediately rolled up and the pile laid aside to harden. Any desired number of vertical rods may be laid on the fabric, which in the cross section of the pile has a spiral arrangement from the inside to the exterior of the concrete. If it is desired to use the water jet process in sinking the pile any one of the rods may be a hollow tube. It is claimed by the inventor that by placing a cap containing a sand cushion on the concrete and utilizing a short length of wood pile to receive the blow of the hammer these piles may be driven with the same machines as used with wooden piles. The hammer, however, should be heavier and have a shorter drop than for driving timbers.

Some Names Not Permissible.

Mamma—I wonder what we will call the baby?

Johnny—I don't think we'd better call him any of the names papa called him last night when he was crying. He mightn't like it when he grew up.

Citizens Telephone Company

GRAND RAPIDS, MICH.

Try Its Service, Local and Long Distance

Rates Reasonable, Regulated by Accepted Franchise

Service Surely Satisfactory—Has Thousands of Rural Telephones

Capital Stock, \$3,000,000

One of the largest and strongest independent telephone companies in the United States.

More telephone connections than any other telephone company in Michigan.

Its success is due to its conservative management, its loyal stockholders, its energetic employes and its satisfied patrons.

Scores of localities and thousands of prospective patrons await the advent of the Citizens Telephone Company, with its reasonable rates, perfect service and careful attention to details.

The Grand Rapids Exchange, which is equipped with automatic telephones, is generally conceded to be the finest telephone exchange in the United States, surpassing any former attempt to accomplish satisfactory results. These results could only be secured by the use of automatic telephones, which are so far ahead of the manual telephones in every respect as not to be mentioned in the same class.

The capital stock of the Citizens Telephone Co. has long been regarded as a favorite investment by conservative investors, because of its undoubted security, its careful fiscal policy and the regularity of its dividend payments. Banks accept it as gilt edge collateral and probate judges feel no hesitation in approving investments of trust funds in this stock by trustees, executors and administrators. The stock has been kept on a par basis by daily sales made to meet the rapidly expanding business and the constantly increasing demands upon the corporation.

Whenever the company shall discontinue the sale of stock, the market price will undoubtedly advance materially, because any stock which pays 2 per cent. quarterly dividends over a ten year period is certainly worth more than par.

There are no outstanding bonds against the company and probably never will be. This places every investor on identically the same basis. None of the stock has ever been issued except for value.

The directors and officers of the company are among the strong business men of the community, as their names, which follow, amply attest:

CHAS. F. ROOD, President

E. B. FISHER, Secretary

PHILIP GRAHAM

LESTER J. RINDGE

GAIUS W. PERKINS

EDWARD FITZGERALD, Vice-President

W. J. STUART, Treasurer

CYRUS E. PERKINS

ROBT. D. GRAHAM

E. G. STUDLEY

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, September 13, 1905

A MEANS OF DISCIPLINE.

An exchange announces, as if it were something novel, that an attempt has been made "by a small but influential group of scholars and literary men" to reform English spelling. It is to be done gradually. Through is to be spelled thru and a list is given of the words to be tackled first. Stress is laid upon the statement that the undertaking is to have abundant financial backing and all that now remains is for the enterprise to succeed.

It is hardly necessary to state here that judging from frequent attempts at spelling reform the present movement will amount to but little. It does not appeal to the popular mind. If the word conveys the idea what difference does it make how it is spelled? Admitting that there is a right way there is a manly American independence in spelling it as we feel like it and if our way is not in harmony with the acknowledged standards so much the worse for the standards; so that it is safe to conclude that with financial backing or without it English spelling as such will go on in the same old way.

There is in connection with this, however, an idea that will bear consideration. Whether it be spelling or some other department of school-room economy the prevailing thought of recent years is that notwithstanding the time-worn maxim, "There is no royal road to learning," there is one and if the youth of to-day do not find it so, remissness of duty in the school-room is the unquestioned cause and the teacher is the one to blame. So learning must be made attractive and the learner must be led onward without being conscious of any effort on his part. In a word, the teacher does all the work and the learner, sponge-like, absorbs and so becomes educated. Not so on the contrary have the heights by great men been gained and kept in the fields of learning or anywhere else. There is a time when childhood needs and gets the required assistance in getting upon his feet and walking; but once there it is his own feet and legs that are to support him, not those of the teacher. From the nature of things physical it is expected that he will often stumble and fall,

but he must learn to get up himself and does, and that lesson of self-dependence so learned with help or without it is the lesson of his life. In too many instances this old-time method has been discarded. In learning to read, in learning anything, the teacher is expected to help up and to hold up and never to let go. By this method the time soon comes when by making things easy for the learner he finds everything too hard. He can not read the long words. He can not write them. He can not learn the tables. He can not do the examples. He can not learn things by heart, and the minute he "finds himself up against it" he goes all to pieces. The mental allowed thus to strengthen soon shows its baneful influence over the physical; the child becomes a mass of helplessness; and if he is ever to amount to anything he must learn to overcome the hard wherever and whenever he finds it. The fact is this overcoming of difficulty is his real training, and whoever deprives childhood of that is humanity's greatest enemy.

Conceding this it is easy to understand why the assertion is so often made that the boy born with a silver spoon in his mouth has the hardest row to hoe. Boy to boy, youth to youth, it is the poor one only that has half a chance to win what is worth winning in the world. He learns to do without things from babyhood and so gets a tremendous start of his less fortunate brother. Once on his feet no overfondness prevents him from falling down and, what is much more to the purpose, from interfering with his heaven-born privilege of getting up again himself. What boy born to the purple and brought up to it knows the pain, the anguish and the transcendent joy of what comes with a rag around his toe? What man of mark to-day does not exult in telling that the sled he made was "the bully on the hill," and declares with pride that the quarter that took him into the circus was earned by the sweat of his brow? These columns are crowded week in and week out and have been for years with the successes of men who have made their way in the world, and this success, the crowning glory of their manhood, has come to them, as it has not come to the boy with an inheritance, by learning early and constantly practicing to depend upon themselves for what is to come to them.

It is submitted, then, that it is not the easy but the hard that men need to bring out what is best in them, and that the boyhood of successful men need it, too, if they are ever to accomplish what is before them. The work of the world grows harder, not easier. There are always Alps to tunnel and isthmuses to dig through, fortunes to build up and renown to win and the only way to accomplish all this is from childhood up in season and out of season to learn to face the hard, not shun it, to hammer it down, not give way to it, and so add strength to the truth that it is only the road through difficulty that leads to immortality.

DEEPER THAN BARBARISM.

Considerable surprise is finding expression at the recent outbreak of popular disapproval at Tokio over the terms of the treaty at Portsmouth. They have all they fought for and more, those Japs. They have crippled Russia for at least a generation, that paw has been lifted from Manchuria, Corea is now under the Japan thumb, Port Arthur and Dalny are unconditionally Japan's, for the second time the Gibraltar of the Far East is hers as the spoils of war, she has humbled one of the mightiest nations on the face of the earth, she has elbowed her way to a place at the international council-table of the Powers, where a chair has already been placed for her, and yet at the announcement that there would be no indemnity and that one-half of Sakhalin had been given up, so vigorous a protest has been made that a member of the Japanese mission has been reported to have said that they were "going home to stones and perhaps to dynamite." It is what ought to be expected. Her reclaimed barbarism is simply asserting itself. The leopard can not change its spots and civilization ought to be thankful that the "yellow peril" in thus revealing itself is venting its wrath upon the members of its own household.

It is submitted, however, that this sort of vengeance-reeking is not to be laid to the charge of barbarism, but to the humanity behind it. To be deprived of what is rightfully ours is an injustice not to be tamely submitted to. Long after patience had ceased to be a virtue did Japan reluctantly unsheathe her sword and from that instant to the meeting at Portsmouth, blood has been nothing and life has been nothing to the wrongs she has insisted on righting until the bully of all history and the menace of modern times has been pounded into decency. To the encircling world of lookers-on it seemed that the time had come to stop the fight. The battle-record had been broken. The imposed-upon had more than asserted himself. The bully had been taught his wholesome lesson, and if with his face hammered out of all recognition he could fancy his "honor" was still unstained, why, then just let him have the fancied solace that comes with that delusion and not add to his humiliation by making him pay for the severest drubbing which history has so far written down.

Now, while to the lookers-on this reasoning is most sound, Japan, not barbarous but human—purely human—is not ready for it. She wants to do what Europe did to Napoleon. She wants to repeat Germany's programme with France. Better than that, the human nature in her wants in Japanese national life to repeat what is going on to-day in every school house yard the world over, to whip into cringing subjection the insulting bully which has been catered to too long and so hamper the brute with the same shackles that he himself has employed that never again while the world stands will he repeat

the wickedness. She was accomplishing her purpose. She had him by the throat. He was defenseless. He had given up half of Sakhalin. The other half had lost its charms. A little more, only a little more, of the vigorous treatment he was receiving would have made him indifferent to anything pertaining to his honor, and a war indemnity, a record-breaker and rightfully hers, would have been added as a fitting culmination to the most stupendous conflict that the earth has seen.

The momentous question which is now uppermost in men's minds is whether the human, not the barbarous, will so far assert itself in Japan as to make modern civilization sorry that the recent joy over Japan's self-conquest should be changed to sadness. It is needless to say here that precedent for such a course is not wanting. In spite of the Golden Rule and the blessings which have come from it, the old law of humanity, older than the decalogue, an eye for an eye and a tooth for a tooth, has prevailed among men and it is hardly to be expected that Japan, the last country to write its name upon the roll-call of the nations—pagan at that—should be the first to furnish those nations with the first instance of national self-sacrifice and self-denial which the Christian world has known. How long this storm of indignation will last in Japan it is impossible to say, but if the same good sense prevails in this as it has so far in the war with Russia it is safe to conclude that Japan will add that brightest of all splendors to her crown, that transcendent greatness and honor and glory that belong to the man and the nation "that ruleth his own spirit."

SLUR ON THE TRADE.

Arbuckle Bros. have seemingly gone out of their way to slur the retail grocery trade, judging by the following vicious appeal to the consumer in their new premium catalogue:

Ariosa coffee is sold so generally that competition among grocers leaves the margin of profit rather small, consequently the retail grocer constantly talks against Ariosa while he extols the loose coffee he so much desires to sell.

Now, your grocer makes anywhere from 25 to 50 per cent. profit off you if you buy his bulk coffee, whereas 15 per cent. is perhaps all he will make if you insist upon buying Ariosa, and this fact reveals the reason for the strenuous efforts he puts forth not to sell Ariosa and to sell his own bulk coffee.

Do not permit yourself to be deceived by the arguments you hear in the average retail grocery store on the coffee question; simply insist upon getting Ariosa coffee because it is the best pound of coffee on earth for the money it costs.

It might be well for retail grocers to paste this clipping in their hats and show it to the representatives of Arbuckle Bros. on the occasion of their next trip around.

Too many ancestors may be as fatal as too many cooks.

The lamp of experience requires a large power house.

JOIN HANDS.

Big Rapids Grocers Organize a Local Association.

The retail grocers of Big Rapids met at the store of W. E. Haney last Wednesday evening for the purpose of considering the organization of a Retail Grocers' Association. The editor of the Tradesman was present by invitation and explained the aims and objects of organized effort in the grocery trade. At the conclusion of his address it was decided to proceed to organize, which was done by the adoption of the following constitution and by-laws:

Constitution.

ARTICLE I.

Name.

The name of this organization shall be the Big Rapids Retail Grocers' Association.

ARTICLE II.

Objects.

The principal objects of this Association shall be as follows:

Section 1. To increase acquaintanceship and foster the highest commercial integrity among those engaged in the grocery business.

Sec. 2. To take concerted action in matters pertaining to the general good of business men where individual effort is powerless, such as securing needed concessions in freight, express and insurance rates, observance of national holidays, short hours in business, immunity from inferior and adulterated goods, short weights and measures, and unjust values or discriminations by any class or corporation.

Sec. 3. To maintain a collection department for the collection of doubtful accounts and the listing, for the purpose of protection only, of delinquents who abuse the confidence of business men and evade the payment of just debts.

Sec. 4. To compel the peddler to assume a portion of the burdens borne by the merchant.

ARTICLE III.

Membership.

Section 1. Any individual owner, part owner or manager of an established, honorable business may become a member of this Association when recommended in writing by two members in good standing and receiving three-fourths vote of the members present at any regular meeting, signing the constitution and by-laws and paying to the Secretary the sum of \$1 membership fee, and 50 cents dues in advance.

Obligation.

Sec. 2. Every person becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

Non-Payment of Dues.

Sec. 3. Any member of this Association who shall neglect or refuse to pay his dues or any assessment ordered by the Association for three months after such sums become due shall thereby forfeit his membership.

ARTICLE IV.

Officers.

Section 1. The officers of this Association shall consist of a President, Vice-President, Secretary, Treasurer and an Executive Committee.

Sec. 2. The first four named officers shall be elected annually by ballot and shall hold their offices for one year and until their successors are duly elected and qualified.

Sec. 3. The President shall perform the duties usually incumbent upon such office and see that all committees serve faithfully, and at the annual meeting he shall present a report of the proceedings of the Association for the year, its present condition, and any suggestions for its future management which may be gained from his experience.

Sec. 4. In the absence of the President, the Vice-President shall preside.

Sec. 5. The Secretary shall receive all moneys due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings; conduct all correspondence; keep a list of all members in a book provided for that purpose; notify all committees of their appointment; and do such other clerical work as the Executive Committee may direct.

Sec. 6. The Treasurer shall receive all moneys from the Secretary, giving his receipt therefor; and pay all orders only when countersigned by the President and Secretary.

Sec. 7. The Executive Committee shall consist of the chairmen of the standing committees, together with the President and Secretary. It shall have charge of all matters of general interest to the Association not otherwise assigned; provide rooms for the Association; audit all bills and examine the books and accounts of the Secretary and Treasurer previous to each annual meeting, or oftener if required.

ARTICLE V.

Committees.

Section 1. At the first regular meeting subsequent to the annual meeting the President shall announce standing committees on Trade Interests and Entertainment. Both committees shall consist of three members and shall hold office for one year or until their successors are elected.

Sec. 2. The Committee on Trade Interests shall have charge of all matters pertaining to the best interests of trade, its enlargement by well-directed measures; the encouragement of a high standard of dealing, the buying of first qualities of goods, the offering for sale in this market of the best products, the discouragement of any and all demoralizing tendencies, and measures to secure the improvement of facilities for mails between this place and neighboring towns.

Sec. 3. The Committee on Entertainment shall present some interesting subject at each meeting, shall have charge of all entertainments given by the Association not otherwise provided for, and shall have charge of extending the hospitalities of the city if occasion requires.

Sec. 4. Committees shall at any time make such recommendations to the Association as may seem to them to be desirable.

ARTICLE VI.

Compensation.

No compensation for services shall be paid any officer, except the Secretary; such compensation shall be fixed by the Executive Committee.

ARTICLE VII.

Meetings.

Section 1. The annual meeting of the Association shall be held on the first Wednesday evening in September of each year.

Sec. 2. The regular meetings of the Association shall be held on the first and third Wednesday evenings of each month.

Sec. 3. Special meetings shall be called by the President on the written request of five members, by giving due notice to the members and specifying the object of the meeting.

ARTICLE VIII.

Amendments.

This constitution or by-laws may be altered or amended by a two-thirds vote of those present at any regular meeting, providing a written notice of such alteration or amendment has been presented at the preceding regular meeting.

ARTICLE IX.

By-Laws.

By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any meeting.

By-Laws.

ARTICLE I.

Quorum.

Seven members shall constitute a quorum for the transaction of business.

ARTICLE II.

Order of Business.

1. Reading minutes of last meeting.
2. Admission of new members.
3. Reports of standing committees.
4. Reports of special committees.
5. Reading of correspondence.
6. Unfinished business.
7. New business.
8. Good of the Association.
9. Election of officers and appointment of committees.
10. Report of Treasurer.
11. Adjournment.

ARTICLE III.

Bills and Accounts.

All bills and accounts against the Association shall be presented at any regular meeting or referred to the Executive Committee. If approved by the Association or the Committee, they shall be allowed and delivered to the Secretary with their endorsement. The Secretary shall then draw an order on the Treasurer for the amount, with his own and the President's name subscribed thereto.

ARTICLE IV.

Assessments.

Any assessment to be made upon the members of this Association for special purposes shall be made only upon a two-thirds vote of all members present at any regular meeting, when notice has been duly given at a regular meeting one month previous or each member notified through the mail twenty-four hours previous to the action to be taken.

ARTICLE V.

New Members.

The President and Secretary shall constitute a committee to solicit the membership of business men who have not joined the Association.

ARTICLE VI.

Rules of Order.

Questions not governed by this constitution and by-laws shall be decided according to Roberts' Rules of Order.

ARTICLE VII.

Amending By-Laws.

By-laws may be amended by a two-thirds vote of the members present at any regular meeting.

Election of officers resulted as follows:

- President—F. J. Ladner.
- Vice-President—J. O'Laughlin.
- Secretary—B. J. Haney.
- Treasurer—F. B. Norcross.

Executive Committee—A. R. Morehouse, W. E. Haney, E. Franck.

The Association starts out under favorable auspices with twenty charter members, which include every grocer in the town, with one or two exceptions.

One of the first objects to be accomplished is the early closing movement. Most of the stores now close at 7:30 p. m. It is hoped to adopt uniform closing of the stores at 6 p. m., except on Saturday evenings.

Soon Tire of Union Domination.

The story of a rare practical experiment in co-operative labor is the history of a labor union that went into business for itself. The result is full of sociological significance. It is a valuable experiment, because it was fought out under every-day conditions, in the midst of the competition and the motives that exist everywhere in the commercial world.

Polishers Union No. 113, of Roch-

ester, N. Y., was organized in the spring of 1902 by the polishers at the Eastman kodak factory. Demands of the union were refused by Manager Frank A. Brownell. A strike followed. Mr. Brownell suggested that the men start a shop of their own. He offered to lease them the necessary plant and give them his work when their bid was as low as that of other shops.

The union decided to adopt Mr. Brownell's suggestion. Thirty-four workmen subscribed for one \$100 share each, and the total represented the capital stock. Business started well, and the co-operative concern prospered. The company was in the open field for business, and secured the Eastman work only when its bids were as low as those of its competitors. After two years and a half what is the condition of the experiment?

From thirty-four owners the thirty-four shares of stock have gradually gravitated into the hands of five of the original stockholders. But that is not the most significant phase of the matter. In the beginning the stockholders were radical union men. Now the five who own the entire stock are advocates of the open shop.

They refuse absolutely to treat with the Polishers' Union. When the latter urged its rules the five owners declared they would close their plant before they would be dictated to by the union.—C. H. Quinn in Review of Reviews.

Do One Thing Well.

Let the young man who is obliged to seek employment, without special training in any one direction, go everywhere he can to find something to do; let him take the first thing that offers, secure in the thought that if he has special ability in any one line it will be discovered and exploited by his employer, for this is the age of specialists and specialties; all-round men are becoming fewer and fewer. But let him carefully avoid becoming a mere unthinking cog in the machinery. If he is set to do one thing in a general process of manufacturing or one small thing in the mercantile business, let him apply himself to doing that with the utmost of his ability and at the same time let him broaden his knowledge of the business as a whole, to the end that when a vacancy occurs in a better position he may be able to fill it. Employers as a rule keep a pretty close watch on the abilities of the men in their employ, for nowadays the success of a man depends upon his ability to surround himself with others who shall do the work laid out for them better than any one else. The old song about the youthful office boy who polished up the handle of the big front door so faithfully that he became a ruler of the queen's navy, whimsical though it is, still has a force in the application to modern affairs. The apprentice who does the disagreeable first work well will shortly find himself placed beyond the necessity for doing it at all.

There is nothing divine in dulness.

SEPTEMBER SETTLEMENTS.

The Time When the Farmer Is Able To Pay.

Retail grocers ought to begin to consider the question of settlement with their patrons. September is the harvest time of the farmer. It ought to be the harvest time of the grocer. Of course this applies particularly to the country grocer, or the one with a country trade; but after all it may be made to be equally forcible in the city. September is taken as a reasonable time because of the fact that farmers are then harvesting their crops and ought to be in position to pay better than at any other time.

Something has been said before upon one phase of this question of credit and settlement, but even although the subject is old and somewhat hackneyed it is still the most important in the category of business. Nothing so affects any business man as the question of payment for the goods he has sold. If he gets his pay readily he can continue business upon a profitable basis. If it is difficult to obtain what is his honest due, there are financial rocks ahead which will cause trouble for him before very long.

Only this week the writer heard of a large firm of grocers who have been in business in one place for many years, and by fair dealing and selling honest goods have built up what is probably the largest as it is the best business in a town of 12,000 inhabitants. Recently a cut-price grocer has opened an "emporium," as he calls it, one of a large chain of such establishments. He is dispensing groceries of more or less doubtful quality, bought at bankrupt sales and in other ways that stamp them as questionable goods, at greatly reduced rates. The old-established firm, which has always done an honest business, is suffering. Moreover, it is said to have immensely large sums trusted out and is reported to have become unsound financially within a short time, dating, as some say, to the time when the cut-rate store was opened and its business began to drift away.

The firm has done right to sell honest goods at honest prices. It has not done right in permitting bills to run an unreasonable time. Its customers may be good for \$100. They might be good for twice that, but when it gets beyond that figure there ought to be a strenuous effort made to collect the amount due. Otherwise there will be loss, as there has been in this particular instance. Prompt collections are the key to business success in any sort of trade. They are more especially so in the grocery business.

The firm or individual which allows its bills to run over ninety days is doing itself an injustice and an injury. Thirty days is long enough in most cases, but there are mitigating circumstances which seem to indicate that possibly sixty and ninety days might be allowed at times. But under no circumstances should that length of credit become an established feature of one's business. If it

does, there is sure to be loss and always more or less trouble. If it is allowed to go by once without calling attention to it there will be other lapses. And eventually payment will be regularly omitted.

Most grocers must pay their bills within thirty days. There is no reason why customers who consume the goods shouldn't do likewise. It is a mere matter of business which receives much less attention than it should, and which vitally affects the establishment which grants credit of undue length.

Probably every retail grocer who does business in the country or in the smaller towns has accounts on his books which run from three months to any number of years. One country grocer told the writer not long ago that he had accounts that had not been settled for ten years. It would be a good plan for every grocer to get about this work and see that every account is settled in some form before the end of September. Of course it is a matter of individual preference what shall be done with them, that is, whether they shall be paid in cash, in trade or by note. Possibly it would be difficult to get them all paid in cash. But there is surely some way in which settlement can be obtained. If notes are accepted there is always the danger that they will not be met when due. A customer who does not pay his bills each month or each thirty days may reasonably be distrusted when it comes to a note, especially if the note be for any considerable sum. The possibility of having to take care of the note one's self is sufficient warning against accepting one.

Cash or good produce that can be turned into cash are the only two methods of payment that should be tolerated. But the grocer will say that such drastic measures as this will lose him half his customers. Suppose they do. What difference does it make? You better lose your customers than to continue to sell them goods indefinitely without pay; in one instance you lose only the questionable trade; in others you lose the trade in the end and all you have sold them through the months or years during which you have sold them goods.

Every grocer should begin immediately to prepare notices and bills informing his principal debtors that he is going to ask for a settlement in some form upon a certain date. That will be a reminder that something must be done. After that he can proceed as he thinks best, but he should follow this announcement with the further assurance that payment in some form will be expected and required upon that date. No excuse will be accepted. This may appear rather drastic, and will doubtless offend some persons, but that does not matter. It is business and justice, and should be done. Go about it in a business-like way and be as vigorous as you can about it. In the end your customers will commend your effort to straighten out your affairs and will make their continuous custom an earnest of their ap-

preciation of your efforts to give them good service with excellent goods.

The grocery business is like any other business. It requires money to live. It requires money to buy goods, and it requires money to pay other necessary bills. The effect is that unless you have money your service must be more or less indifferent and you must skimp here and there, the customer suffering in the long run fully as much as you do yourself, although eventually it will come back upon you and you will be permanently out of business. Short credits keep the sheriff away. Long ones invite his attention to what is left of your stock.

So far 1905 has been a prosperous year. There is no reason why the farmers can not pay this year, and there is no reason why you should not ask them to do so. Then once having obtained a settlement, see to it that in the future the bills of all customers are kept up. They will ultimately agree that you are right and that your business is better done and your goods are better when you ask for payment and get it. Let the disgruntled ones go elsewhere. It won't be you that will lose. On the contrary, you will gain and your competitor who doesn't adopt these principles of doing business will lose. The main thing to do is to get settlement with everybody, and after you do that to keep settled.—B. H. Allbee in Grocers' Review.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 9.—We have to report this week a better feeling in the coffee trade, with quotations very firmly sustained at some advance over last week. In the speculative markets sellers are making no efforts to dispose of holdings, believing they have a "good thing" and are willing to wait. There is a fairly active movement in the spot market and, in the aggregate, quite a good amount of stock has been moved. In store and afloat there are 4,017,522 bags, against 3,296,850 bags at the same time last year. At the close Rio No. 7 is quotable at 8¾@87½c. Few orders have been received for mild coffees by jobbers, as the retail trade seems to be pretty well stocked up. Importers hold no great amount of coffee and seem fully justified in quoting good Cucuta at 10c and good average Bogotas at 11½c.

Congou teas show some advance—say from ½@2c per pound, as to grade. The general market is seemingly improving right along and holders have a good deal of confidence in the future. New crop Japans have been advanced to a figure that, perhaps, retards trading somewhat, but the whole situation is much better than a month ago.

Naturally, trade in sugar has assumed rather moderate proportions. New business is almost at a standstill, what little there is consisting of withdrawals on old contracts. Refiners, however, are still somewhat behind in filling orders, Arbuckles, it is said, being three weeks oversold.

Jobbers report light sales of rice to retailers and the general situation is a waiting one—waiting for the new crop. Quotations show little, if any, change and matters will probably run along as now for a month.

All spices are reported as firm. As the season advances orders are coming in more freely and the general range of values tends to a higher basis. At the moment most interest is displayed in cloves, holders of which are very firm in their views. Pepper is in moderate supply and strong.

There is a fair and improving demand for grocery grades of New Orleans molasses. Stocks are not overabundant and the general situation seems to favor the seller. The new crop is likely to be late and quotations later on may be advanced. Medium and low grades are selling freely and prices are well sustained. Syrups are firm at unchanged figures.

The canned goods market in general is firm. Naturally after the big trading in salmon at the cut rate there is some reaction, but holders are encouraged, and for Sockeyes, flat tins, there is a good call. Tomatoes advanced to a figure that frightened buyers and they all seem to refrain from taking any interest in the article. Packers, however, have faith in the future, and are not at all disposed to make any concession. Fruits are selling more freely and especially is there increased call for California peaches, stocks of which are bound to be well cleaned up, notwithstanding steady advances. No changes of importance in vegetables have been made. There is a fairly steady trade and the outlook is by no means discouraging.

There is shown some improvement in the butter market and prices are fractionally higher, owing to a more active demand. Best creamery is worth 20½@21c; seconds, 18@19c; firsts, 19½@20c; Western imitation creamery, extras, 19c; firsts, 17½@18c; factory, 16½@17¾c, as to grade; renovated is in better request within a range of 16½@19½c.

There is no appreciable change in cheese. Buyers take very small quantities and sellers are not inclined to make concession. Thus matters are "tied." Full cream is worth 12c for small sizes and large.

Eggs are in fair demand and the market has been pretty well sold up. There is, however, no scarcity, and quotations have made no appreciable advance. Western extra firsts, 21@22c; firsts, 20c; seconds, 18@19c.

Beans are selling in an average manner. Choice marrows, \$3.50; medium, \$2.22½@2.25; pea, \$1.75; red kidney, \$3.10@3.15.

Good Prospects.

"So you want to marry my daughter?" remarked the old gentleman.

"I certainly do," replied the youth.

"Well, what are your prospects?" persisted the old gentleman.

"My dear sir," replied the youth, "The prospects of any fellow who marries the daughter of a man as rich and influential as you ought to be splendid."

A Sledge Hammer Advertising Campaign



WE HAVE just completed plans and set into motion a campaign of newspaper and periodical advertising that **will be felt** in every nook and corner of our selling territory. The **magnitude** of this undertaking and the **thoroughness** in which it will be carried out will bring thousands of consumers to the Mayer standard and make new friends for Mayer Shoes everywhere.

Combined Prestige of Reliable Goods and Advertising Makes Selling Easy

This will not be our first experience in advertising—we have been prominent advertisers for the past few years—but this campaign, which begins at once, will overshadow all our previous efforts. **Mayer Shoes are already well and favorably known for their sterling quality.** Add to this the prestige of liberal advertising and you have at your disposal the easiest selling line in the country.

Opportune Time for Merchants to Put in Mayer Custom-Made Shoes

Right now is the opportune moment to decide to put the Mayer brands in stock, in order to be in a position to supply your regular trade and meet the local demand that is sure to follow. You can figure on getting some of your competitors' trade if you handle the popular Mayer Custom-Made line.

Our Advertisements Will Reach a Buying Constituency of 20,000,000 People

A series of strong and convincing advertisements of Mayer Custom-Made Shoes will begin to appear October 1st in a list comprising nearly 2,000 periodicals. These papers reach and influence 20,000,000 possible shoe buyers. Of this number many will be persuaded to buy Mayer Shoes and will look for the dealer who handles them. Advertisements of Mayer Shoes will be printed in nine different languages.

Advertising helps will be given to merchants to enable them to secure the full benefit of this advertising, locally.

Under this plan a live merchant, Mayer Custom-Made Shoes and good advertising form the strongest selling combination that can be made.

Honorbilt, Western Lady and Martha Washington Shoes

Are three specialties for which we have created a big demand and for which there will be a **still greater** demand in the near future. There are good reasons why these splendid sellers should be carried in every merchant's shoe stock; good reasons why they are helpful in building up a solid shoe trade.

FILL OUT AND RETURN THIS COUPON

F. MAYER BOOT & SHOE CO., MILWAUKEE, WIS.

We will be pleased to examine your line with the understanding that **we are** under no obligation to buy.

Name

City

M. T.

State

Write us for particulars.

We also make a complete general line of Men's, Ladies', Misses' and Children's **Custom-Made Shoes**, suitable for every purpose for which shoes are required. If you are interested, fill out the coupon and return.

F. Mayer Boot & Shoe Co.

Milwaukee, Wis.

OUR MINERS', LUMBERMEN'S, MECHANICS' AND OTHER WORKING SHOES ARE SUPREME

Established 1872

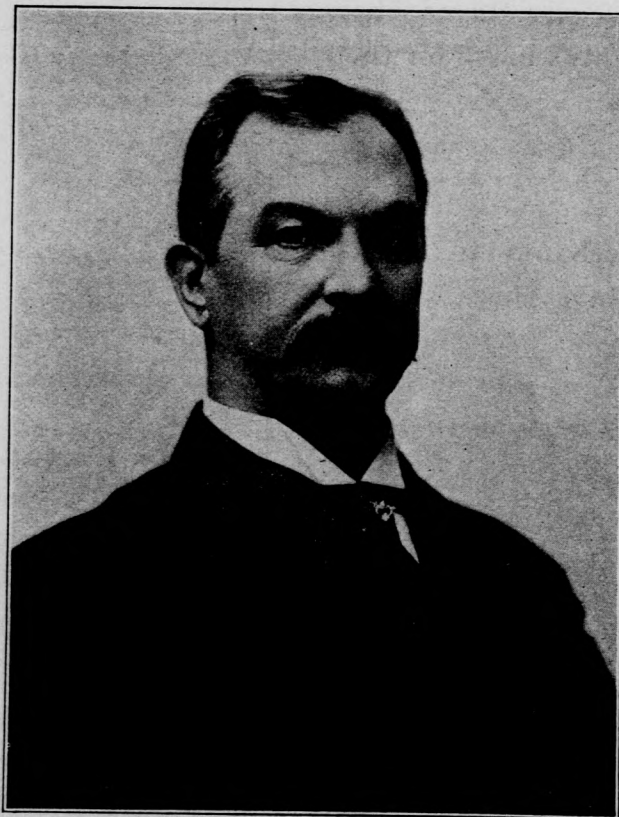
Incorporated 1890

Lemon & Wheeler Company

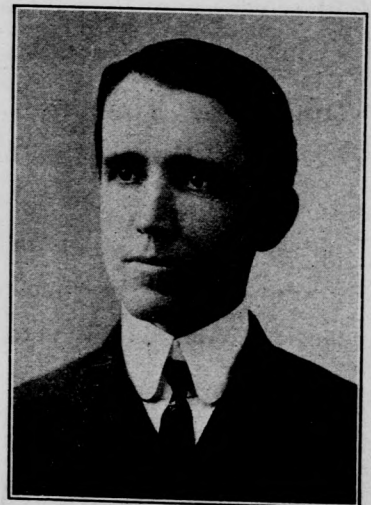
One of the Oldest and Largest Wholesale Grocery Houses in Michigan,
controlling the distribution of many well-known brands.



Richard D. Prendergast, Treasurer



Samuel M. Lemon, President

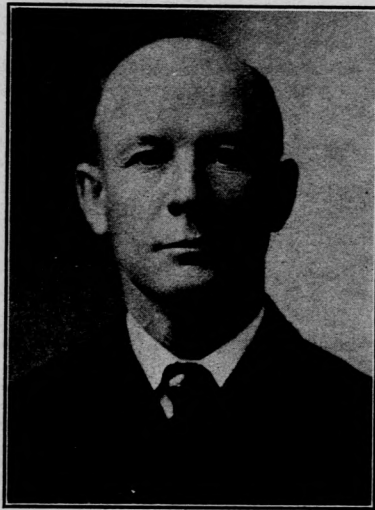


George B. Caulfield, Secretary

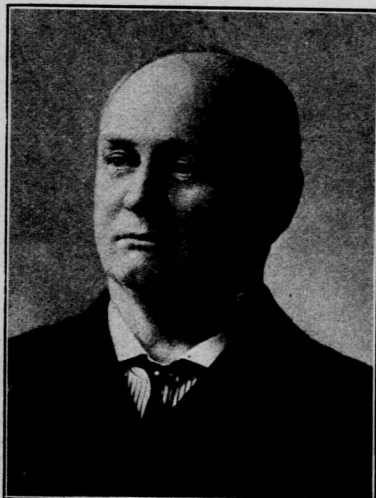
Largest Importers of Teas

Being conveniently situated near the Union depot, we most cordially invite all merchants visiting Grand Rapids to confer upon us the pleasure of calling at our establishment when in the city, to the end that closer relationship may be cultivated to our mutual benefit.

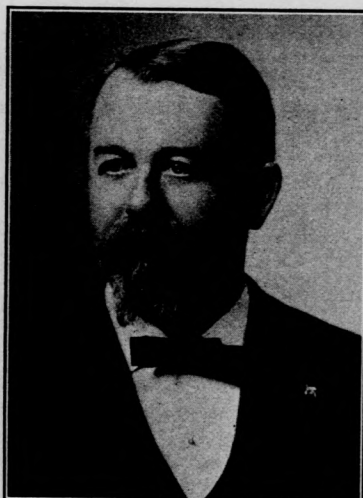
These Are Our Standard Bearers



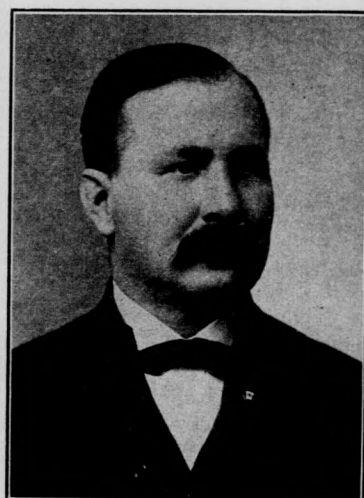
William Jones



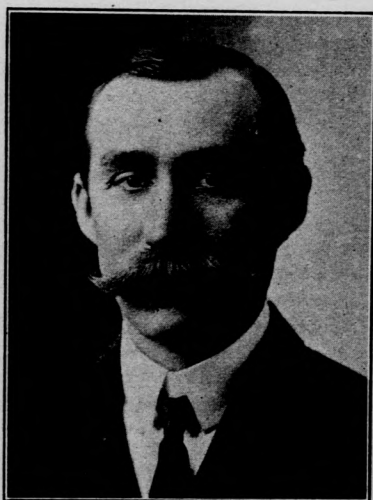
Herbert Baker



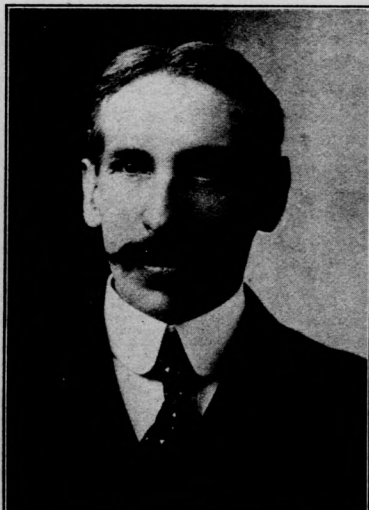
Richard Warner, Sr.



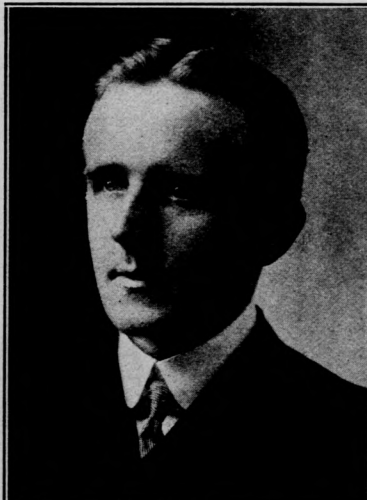
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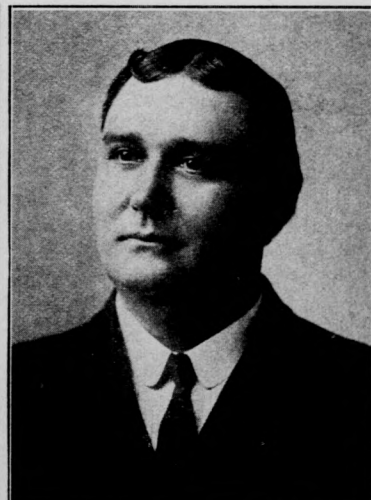
Henry H. Stephenson



Joseph Triel



Garrett Lindemulder



Peter F. Dykema



William F. Bowen



Henry C. Saunders



Nicholas C. Vandenberg



Clyde H. Baker

To these men we are indebted, in great part, for whatever success we may have achieved.

LEMON & WHEELER COMPANY, Grand Rapids, Mich.

WEAR MALE ATTIRE.

Women of Tyrol Utilize Trousers While at Work.

Women, figuratively, wear the breeches in thousands of homes in the civilized countries of the world—and the women of China and some of the Mahometan countries wear wide, divided skirts, that pass in ordinary speaking as trousers, but there is but one place in all the world—one little spot—where woman has declared her independence of skirts, and steps forth daily in public as a matter of course, without attracting any attention beyond the ordinary, attired in the nether garments of man.

This spot is in the mountains of Central Europe, in that part of the Alps where Austria and Switzerland and the Bavarian Tyrol crowd together, and rear toward the skies. There the women, Christian women, of course, wear the breeches and wear them with exceeding grace.

Many women tourists who visit the Alps shed their petticoats more or less reluctantly because of the dictates of common sense when they indulge in the hazardous sport of mountain climbing. The more difficult ascents are impossible for a woman attired in skirts. These fair Alpinists who, of course, resume the garb of their sex on returning to the dead level, are spared from blushes and unpleasant attention to their garb because it is not at all unusual.

In this little spot of the world much of the out-of-door work is done by the women, who have adopted a working costume which differs only in the fine feminine touches from that of their husbands, brothers and fathers. This emancipation from the tyranny of skirts, from the encircling, impeding, dirt collecting impedimenta is commonest in the higher mountain regions, but is by no means rare in the valleys and lowlands.

The Maud Muller of Chiemgan, a valley in the Bavarian Tyrol, wears long trousers—cut loose and long, a short and loose white blouse, and a mannish felt or cloth hat, with a little round button at the top. This costume, if not beautiful or especially graceful—except where it half conceals, half reveals the usual perfect form of that district—is decidedly modest in appearance, although it may not sound that way, and the effect is a costume that is decidedly Chinese looking.

The girls who work in the marshy land, and among the reeds and Alpine lakes, also find it convenient to dispense with petticoat. But it is in the plump and not always pleasing person of the "sennerin" that the skirtless she appears in all her glory, showing womankind what she would be were she a man. The "sennerin" of the Alpine dairy farm is milkmaid, dairymaid, "cowherdess" and haymaker all in one, and she wears trousers with a sangfroid that would startle even an actress.

Some of these farm girls wear a pajamalike costume, consisting of long and ample trousers of linen or cotton, with a blouse to match, but most of them dress just like their

brothers and uncles and fathers in a costume that might make a bathing girl in the front row of the chorus feel abashed.

The costume consists of close fitting vests, extremely short and extremely tight knee breeches, thick stockings and heavy shoes. "Knee breeches" is a courtesy title, for in a majority of cases the garment ends above the knees, and, as the stockings are gartered and terminate about two inches below the knee, the effect is extremely like the chorus in a musical comedy, with the difference that among the "sennerin" the knees are left bare.

The connection between bare knees and mountains has never been satisfactorily explained. The "sennerins" and their male companions uncover their knees, so do the Scotch highlanders. There is a Tyrolese custom of leaving skirts so short that the knees are exposed. The custom may have some mysterious connection with the severity of the climate—or it may be the result of necessity of free knee action in mountain climbing. The Greenland woman, despite the severity of the climate, leaves her knees bare in summer, and sometimes during the entire year.

The masculine dress of the mountain maids is strictly a working dress. The Tyrolese would no more think of appearing in breeches when not at work than an American girl would think of going into a ballroom in a bathing suit. For, despite the frank revelation of many charming lines and the exposure of many a perfect figure, the garb is not enticing, nor especially becoming—except to the few. For this reason, perhaps, the "sennerin" scorns to appear without skirts in the evening or on Sunday.

Many a tourist who has greatly admired the comely and picturesquely attired maid who has refreshed him with a glass of milk has been startled and disenchanted on recognizing her without the skirts when she performed her labors.

The trousers disappear largely in winter. Many of the Alpine pastures are high up on the mountains in places uninhabitable, if not inaccessible, during the winter season. There are no houses, only little huts for the cowherds, who are of both sexes, with the women predominating. To one of these little huts the "sennerin" goes with her herds in early summer, and lives there until the autumn, when she returns to her home in the valley, which she visits rarely if at all during the grazing season.

On a village street in winter the appearance of a "sennerin" in breeches would excite almost as much surprise and comment as it would in the United States. Modesty, with them, appears to be not only geographical, but also dependent upon the season.

But there are one or more women in each of the districts who wear trousers both summer and winter without attracting any attention. This is the "boetin," or general messenger, or commissaire, who goes in cart or sleigh from one isolated farmhouse to another, from hamlet to hamlet, and from there to the mar-

ket town, and transacts all sorts of commissions for the people. No one pays any attention to her trousers—perhaps because of her calling, perhaps because she is usually long past the first flush of youth, and a valuable and valued member of society.—Chicago Tribune.

Autumn Has a Bright Outlook for Retailers.

Next Spring's samples are ready to be shown and the salesmen will soon submit them. In designing the styles manufacturers have, of course, based them upon those for the present Autumn, which, as far as can be judged, they will follow closely. A feature of the spring showing is the large lines of two-piece tropical suits—larger and more varied than ever before. The summer just ended brought an extraordinarily brisk demand for tropical suits of the best class, and some manufacturers were not in a position to meet this demand through lack of made-up goods. It is well for retailers to take the hint, and by ordering early insure adequate deliveries of two-piece suits. Another noteworthy feature of the preparations for next spring is the abandonment by some manufacturers of their low-grade linens and the introduction of higher-priced ones. This is not an isolated case, but is quite general, and so is typical of the upward drift of things that every intelligent observer has noticed in the industry. The retailer is demanding better, more and more carefully finished garments of the makers, because the consumer is demanding them of him. He is being educated to appreciate the niceties of tailoring, and he insists upon a fixed standard of quality and will take nothing else.

Green, widely heralded as "the" color for autumn, is shown in all the leading lines, but few makers or dealers expect that it will enjoy any but the most fleeting vogue. Grey chevots and worsteds, colored and in mixtures, are particularly prominent in jacket suits, while cutaways appear in fancy worsteds and fancy chevots with low lapels and longer skirts and in some greenish cloths. Frock suits are displayed in thibets, unfinished worsteds and vicunas with lower and heavier lapels and fuller skirts. These are silk or serge lined and silk-faced to the buttonholes. The most impressive features, however, about the autumn garments made by the best houses are beauty and smartness of the evening and Tuxedo suits, which conform accurately to the reigning mode and are finished with a care for detail that the trained eye will recognize at a glance. Indeed, there is scarcely a cloth, color or subtlety of designing in which the clothing manufacturer fails to match the work of the better class of custom tailors. Add to this the very great help that the retailer gets in creating a demand for branded goods and it is hard to see how the clothier could be in a stronger position to compete for trade. Certainly, he enjoys tremendous advantages and it is his own fault if he does not improve them to the utmost. In

the face of the widespread cry for garments of quality, that retailer is short-sighted who makes price the supreme consideration in selling. The class of men which patronizes clothing stores has changed entirely within the last few years, and it is a class which observes and knows. These men do not want cheap things, and to thrust cheap clothes upon their notice in the window and by advertising reflects no credit upon a store, and does not attract the sort of buyers whose custom alone can lift a business to success. The era of rivalry in price has yielded to rivalry in quality, and the merchant who cannot read the clear signs of the times will rue his lack of judgment. The present is essentially an age of worth.

Autumn is launched with a bright outlook for retailers. Stocks of summer goods are well reduced, and of two-piece suits practically none remain. This clears the deck for a selling season that will be unhampered by hindering conditions. The decided change in the cut of overcoats, which are shaped to the figure instead of loose as a year ago, is a distinct help to the retailer, because it draws a sharp line between the fashions of two seasons. The overcoat that was smart last year is not smart this year, measured by the new standards, therefore autumn sales should be much larger. The only overcoat which retains its old cut is the short top-coat, and this differs but slightly from the previous models. The solid drabs, browns, and olives are favored and patterned cloths are not a factor of moment. The most profitable overcoat season in the history of the trade is predicted for this autumn and winter, and it will apply to the best class of garments. Paddocks, Surtouts and Newmarkets are shown in a wide range of new treatments, all characterized by snugness of waist and fullness of skirt as the mode now indicates.—Haberdasher.

As the Waiter Understood.

It might be supposed that English speaking people would not venture to travel in a foreign country without some knowledge of its language; but our countrymen do so every year.

A lady relates that she was one of a party of English tourists that visited Madrid. She was the only one of the number who knew any Spanish and her stock was confined to "yes," and "no" and "milk." By means of gestures they managed to get along the first afternoon and night.

The next morning at breakfast there was coffee, but no milk, and the party appealed to the lady to get some.

To her dismay she forgot the word for milk and, after striving in vain to recall it, she seized a piece of paper and pencil and drew a picture of a cow.

The waiter examined the drawing critically, went out of the room, and returned promptly with a bundle of tickets for that day's bull fight.

A coroner's jury in Maine reported that "Deceased came to his death by excessive drinking, producing apoplexy in the minds of the jury."

Trimmed Dress Hats

A Few of Our Best Selling Numbers From Our September Catalog

During the West Michigan State Fair, Sept. 18 to 23, we will make a special showing of Trimmed Hats especially adapted for the general store trade.



No. 1029. Roll brim turban of plain felt; deep binding of velvet and fancy braid; long feather breast on brim, fastened with small knot of the braid; band of braid around crown with steel ornament. Colors, black, brown, navy and castor. Price, each.....\$1.50



No. 1049. Small turban with high rolling brim, band of mirror velvet round crown, and knot on left side; fancy trim of same on brim with shaded wing. Colors, black, brown, navy and castor. Price, each.....\$1.25



No. 1056. Medium size turban with rolling brim, of black mohair felt. Trimmed on front with long bow of black taffeta silk, with bunch of jetted quills. Black only. Price, each.....\$1.25



No. 1007. Corday shape, with high back; made of mirror velvet and chenille braid, in soft shade of cardinal; top of hat covered with shirred velvet facing of the braid; bunch of genuine ostrich tips in front, with twist and bows of ribbon. All colors. Price, each.....\$3.50



No. 1062. Medium size turban made of chenille and flitter braid; half facing and inside upper brim of accordion pleated taffeta silk; trimmed on left side with soft knot of mirror velvet and fancy feather. Black only. Price, each.....\$1.75



No. 1022. Polo turban made of mohair in olive shade; brim made in soft folds of felt and side with two wings. Colors assorted. Price, each.....\$2.00



No. 1002. Large picture hat with high sides; tam crown of fancy spangled jet, brim covered plain with black paven velvet, with binding of jet; long ostrich feather. Black only. Price, each.....\$3.50



No. 1026. Made on Corday frame; top and brim of shirred mirror velvet with braid facing. Trimmed on left side with white wings, and knots of velvet. All colors. Price, each.....\$2.50



No. 1046. Small pointed turban, made on frame. Full brim of mohair felt, and crown made of braid plaque; twist of soft taffeta ribbon round brim, and fancy rosette on side with fancy feather. Assorted colors. Price, each.....\$2.25

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.



Is Your Clothing Buyer Getting a Rake Off?

There are rumors of "grafting" and signs of the same in the boys' clothing departments of some of the dry goods stores. According to the natural conclusions of some people buyers are discussed as a sweet morsel of gossip. Signs of its existence are said to be so evident that sellers of clothing assert that it is almost impossible to avoid recognizing this characteristic, if they are going to do business with the stores. Some consideration, money or satisfaction in some other form of a "rake off" is said to be apparent in the character of the merchandise. Its quality is pointed to as proof positive of inferior goods being pawned off for good and sold at the prices of good, and that there are many department stores to-day attempting to dispose of cheap clothing at high prices is said to be significant of "grafting."

Here is an instance. The proprietor of a well-known department store said recently: "Why, I went into my own department to buy my boy a suit, and I could not find a thing that I would buy him to wear." Perhaps, like many other proprietors, this man never thought it necessary to inspect the quality and make of the clothing sold by his own store.

For some time past there has been a great deal of comment in the trade regarding the very inferior class of clothing offered by certain stores at prices which should buy the best. The buyers have been under criticism, the obvious conclusion of the critics being that the presence in the department of such merchandise meant a bulge in the buyer's bank account.

A case is cited of Tuxedos for boys which the department was attempting to sell for \$12, which would have been expensive—so far as wear to the consumer went—at \$2.98. The buyer paid \$9.50 for the suit. Now it is perhaps needless to say that the Tuxedo suit needs to be well tailored to give satisfaction, and that a poor garment is poor satisfaction. Yet the same suit could have been bought well tailored and of good materials for \$8.50 from a responsible manufacturer, and could have brought \$15, and given the best of satisfaction to the wearer.

Boys' school suits to sell at \$6.50 to \$8.50 are offered, which, it is said, have not been rightly made, the sellers not being properly equipped to turn out merchandise of character and dependability, yet through "grafting" succeed in getting their merchandise represented in a stock, and it afterwards lies on the counter unsold, because women are too shrewd buyers to be caught with such "stuff."

The cost of such merchandise is proportionately more than standard qualities. Who, then, gets the differ-

ence? Is not the selling power of the garments decreased, and further, will not the invaluable prestige of these boys' and children's departments eventually be lost through the poor character of the merchandise and the high prices asked for it? Again, how will the poor stuff at good prices compare with the maintained quality and standard prices of other stores where the buyers have honor and reputation at stake, and with the merchandise of the clothier bought by him to suit his customers?

Does the existence of "grafting" in the clothing departments prove that the much-vaunted "perfect systems" of the department stores are sadly insufficient when such merchandise passes muster? Is the merchandiser so engrossed in his supervision of accounts, pruning of purchase allowances, nagging of the department heads and the scrutiny of daily receipts, that he has no time for the careful inspection of the merchandise, or is he not a judge of merchandise? There seems to be need of a more thorough supervision of merchandise. It should interest the store management to know the character and value of the merchandise it offers to the public. It should interest the management to know whether it is getting the merchandise it ought to get. How many proprietors there are who would meet with as big a surprise going through the clothing department as did the merchant quoted above would be hard to say.

It is difficult indeed to get at the facts, inasmuch as no one wants to talk about matters of this character, yet some very important cases are hinted at which bring up this subject.

It would seem, however, that the buyer was not entirely to blame, but that the people who tempt the buyer are more responsible, because this must be sanctioned or winked at by some principal in the selling business. If the charges made are true, it is a serious reflection on the part of the selling interests, as what is inimical to one is inimical to all. The guilty seller is but weakening his own organization, virtually cutting the ground from under his own salesmen, preventing them from doing business, particularly where the house itself is taking care of the business and only for such obvious purpose.

Merchandising to-day should be upon a cleaner and better basis than— from the talk in certain circles—it would appear to be, especially in the juvenile and boys' clothing departments.

This magazine has no desire to cast opprobrium upon any in the clothing or any other business, but is actuated by a desire to see guilt uncovered and the exposure of those who, by using their position for personal gain, are making it necessary for honest men to safeguard their every action to keep clear of suspicion.

There are various forms of this subtle corruption in the clothing trade, which will, perhaps, exist just so long as there are unscrupulous manufacturers and negotiable buyers.

It doesn't cost a cent more to

Make Clothes Fit Right

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

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

The Wile-Weill way
Is the wear-well way

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

PANTS

Jeans
Cottonades
Worsted
Serges
Cassimeres
Cheviots
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Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

It is said that "grafting" is no new thing, but, on the contrary, it has been practiced so long that there have been developed some very clever authorities on the currency question, who prove their grasp of the problem by offering to determine at any time just how much the coat pocket will hold. They circuitously approach their subject selected for experiment and upon the first favorable opportunity learn how deeply he is interested in the greenback question by a suggestion adroitly advanced. According to the say-so of the diplomats, there are some who resent crude estimates of their honor at first, but later seek sanctuary in the intimate relationship thus established. Again, there are others who, when approached, duck the consequences and get right down to business.

"How can I sell Mr. So-and-So?" asked one of the diplomats of another regarding a buyer of whose negotiability he was not certain. "Why, go right up to him and offer him 7½ per cent. on his purchases, then you'll land him."

The culpability of the seller is equal to that of the buyer. Anywhere the existence of graft is perhaps only proven by circumstantial evidence. The manufacturer who approaches a buyer he hopes to land with this sort of introduction: "You come and buy of us and you will be taken care of; we take care of all our people," has to be as careful and guarded as the buyer in afterward taking that which binds him to the briber. In any event, it is only one man's word against another's, and upon the plaintiff rests the burden of proof. Such trade corruption has got to be done in secret, with both parties to the transaction face to face, with no documentary proof of any kind, and no witness.

These exposures are not made at this time because exposure has become a popular form of literature, but in the hope that much of the corruption that exists may be eradicated from the business, and in the belief that both sides will welcome this publicity. Yet when these corrupting methods are sanctioned by such ostrich wisdom as was displayed by this dry goods store proprietor, it would seem as if an evil winked at by the seller and graciously smiled upon by the sufferer stands little chance of being remedied. A certain clothing salesman sought audience with the proprietor of a certain large department store, and upon being ushered into his presence, the following dialogue took place:

Salesman—Mr. E—, I want you to know that your clothing buyer is a "grafter," and I can prove it to you.

Mr. E—What is the matter, don't you sell him anything?

Salesman—You are right, I don't sell him anything, although I have tried hard and often.

Mr. E—Then you have a little animus in the matter?

Salesman—Yes, I have, and further I positively refuse to pay "graft" in order to do business, and I thought

you would like to know of the position assumed in the matter by your buyer.

Mr. E—Mr. So-and-So is one of our most successful buyers, and is at the head of one of our most successful departments. If after making money for us he can make money for himself he is welcome to do so, so far as we are concerned. This store would like to have at least half a dozen more men as bright.

It was nothing but ostrich wisdom that blinded this dry goods man to the fact that if his buyer was getting a rake off on purchases the merchandise department was paying for it. Yet it was not seen because the department was making a satisfactory turnover. How much greater still would have been the turnover if the buyer's "rake off" was not charged by the manufacturer on the merchandise and paid for by the public, it is easy to imagine.

Following is a story showing that the juvenile end of the business is not the only feed trough from which the clothing buyers in department stores suck financial nourishment, for it deals with a men's department, and we have the story from more than one good authority.

A newly-appointed buyer, on taking charge of a men's clothing department in a certain large dry goods store, found the clothing stock in a very bad condition. Goods were stowed away behind counters where they had been left untouched for years. In rooting over the stock the new buyer discovered one large lot of men's suits marked at prices which should have bought good merchandise. Not wishing his department to show so heavy a loss as would be entailed upon it by marking the goods down to the prices which would be right for them, he thought to investigate first. Ascertaining the name of the maker of the clothing, he sent for him to call at the store. The manufacturer called and the buyer asked him to take the goods back, and promised that later he would buy something in place of the returned stock, as he wanted to be fair. The manufacturer threw up both hands and excitedly said: "Mine Gott, how can I do that? On top of the regular 5 per cent. I gave Mr. B— (mentioning the former buyer's name) a dollar a suit extra for his own pocket. How can I afford now to take back those suits and lose the 5 per cent. and a dollar a suit on the stuff?"

Some buyers are referred to as having become accustomed to accepting gift horses without looking at their teeth. They look upon them as perquisites of position. They wouldn't be guilty of taking money, no, perish the thought! But oh how cheerfully they take graft in the shape of furniture, bric-a-brac, articles of vertu, clothing for every male member of the family, and the other et ceteras too numerous for mention. Let us step into their parlor at home on Christmas morning and there linger with them in mutual admiration of the many gifts cluttering up the room until it looks like an Oriental

UNION



MADE

The Best Medium-Price Clothing in the United States

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

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

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

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

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

Write for samples.

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817-819 Broadway

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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

Michigan Fire and Marine Insurance Company Detroit Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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

bazaar, every present bearing in legible script the compliments and best wishes of the season from the donor.

Would the honor and dignity of the man be so easily bought were he denuded of his power to swing trade to the unthinking and conscienceless seller?

Again, there is the insatiable appetite for hot birds and cold bottles, clothes, payment for which has been forgotten, and other forms of this rotten business separating the men further and further from the everlasting human question of honesty.

Amidst so many stories dealing with the corrupting of buyers, a few lines to one who held himself not only irreproachable, but turned the tables upon the corrupter, may be read with interest. The manufacturer approached the buyer for a certain Broadway clothing house in New York and told him that if he would buy his goods he would make it worth his while. He looked over the manufacturer's line and placed an order for \$6,000, and forthwith went to his employer and told him he was offered a "rake off" of \$300 on the order, and asked what he should do about it. "I'll confirm the order, you get the money and turn it into the office," said the proprietor.

But it is in the big department stores where most of the evil exists, and perhaps because they trust so implicitly in their systems to hold buyers back. Faulty systems and insufficient management, then, are responsible for permitting the business to go on so long and unchecked.

There is one check, however, which seems somewhat effective, and that is the check of rivalry among sellers. The unsuccessful seller will often rush to the proprietor with stories of grafting. While this does not always effect a cure, to some extent it interposes a check.—Apparel Gazette.

Method By Which Merchants Can Co-Operate.

Old Fulton street, in Brooklyn, was surprised one morning recently to notice that every show window on the north side of the street contained a neat and attractive sign reading with these words:

THIS IS THE BARGAIN SIDE OF FULTON STREET

Nearly everyone noticed these signs, as they were printed in bright colors that stood out prominently, and seeing them in every window, the shopper was led to inquire what had caused such unanimous and emphatic attention to be called to that particular side of the street.

The old resident of the Borough of Brooklyn has often noticed the rather queer fact that almost twice as many people walk up and down the south side of Fulton street as walk up and down the north side in the shopping center between the City Hall and Flatbush avenue.

The cause of this rather queer habit has puzzled those who have been asked to account for it.

Some say that it is because the south is the shady side of the street, and, while that may have been the

reason once upon a time, it can hardly be the reason now, for the tall buildings which line both sides of the street and the elevated structure which runs through the center make both sides equally shady during the greater part of the day by shutting out the sun's rays, except around noon, when the sun is directly overhead, and then both sides are equally sunny.

Other people say it is because the street cars of the Rapid Transit run up and down the street with such velocity that people are afraid to cross the street, and, having once started on the south side, they hesitate to cross over. This may have been the reason once upon a time, when nearly every line of cars passed through Fulton street, but now that many of the lines go around other ways, and as there is a policeman on almost every corner to assist the pedestrian in crossing, there is no more danger in crossing Fulton street than there is in crossing any other street.

The most plausible explanation is, that it is only a matter of habit. Habit is a great thing, you know, and the people in the olden days having once gotten into the habit of walking on one side of the street, find it hard to account for the fact as to why they don't break this habit.

To assist the people in breaking the habit, the hundred or more merchants on the north side of Fulton street, between Flatbush avenue and City Hall, have combined to impress the advantages of their side of the street upon the minds of everybody.

It was impossible to find out who started the scheme, but all seemed to think that it is a good one, and if what the sign says is true, it should bring more people over to the north side of the street.

One store-keeper said: "The circumstances are these: Owing to the fact that less people walk on this side of the street, the stores are not in such demand, and the rents that the landlords ask and get are much less on the north side of the street than the merchant doing business on the south side has to pay.

"Therefore, the merchant on the north side, having less business expense, can naturally afford to sell goods at a less price.

"These signs in all the windows are intended to call attention to the fact that Brooklyn shoppers can save money by patronizing the stores on the north side of the street."

This is a novel instance of a combination of merchants working for one end, and the result of this "something new" in the Fulton street retail field will be watched by merchants in other localities with a great deal of interest.

Mind Reading.

"Perhaps smoking is offensive to you, Miss Smith."

"On the contrary, I like the smell of a good cigar."

Without a moment's hesitation he threw away the weed he was smoking. Something in her manner, rather than her words, led him to suspect that she was a judge of cigars.

Koneta Chocolates

Put up in five pound boxes. Almost any flavor. Good sellers. Profit earners. Ask our traveling men about them. Display cards packed in every order.

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.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in Carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to ONE FULL SIZE CARTON FREE

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

Makers
GRAND RAPIDS, MICH.

REMINISCENCES OF THE COUNTRY STORE.

I'd know it by the sight of it; I'd know it by the smell;
I'd know it by the sound of it, and know it mighty well;
I'd know it if you set me down at midnight, 'mid the scent
Of coffee-bags and sugar-bins and country butter blent.
With eyes shut, I can smell again the prints upon the shelf
Amid the hickory shirting—you could do the same yourself
If you had lived among them in the days when life was bleak
And all you saw was in the town—say, every other week.

On that side is the candy—I can see it now, and O,
How good those striped sticks used to look in days of long ago!
On this side is the muslin, with blue trade marks printed on,
The bleached and unbleached side by side; and here's some sleazy lawn
And dimity that wouldn't sell (they bought it by mistake);
Some blacking, fans, and currycombs, with hoe and garden rake.
We used to carry in the eggs and butter, and we'd buy
Our sugar, tea, and bluing, and the concentrated lye.

We used to wander back into the small room where they kept
The "coal-oil" and the axle-grease—'twas hardly ever swept,
But there it was we found the scales, and weighed ourselves, and said
It wasn't like the steelyards out in our old wagon-shed,
'Twas here that in the springtime pa would buy us all straw hats—
The ten-cent kind, made out of straw they use for making mats.
In fall we got our footgear that must last the winter through,
For pa said, "Them's yer winter boots—ye've got to make 'em do."

I've been in houses mercantile that covered blocks and blocks;
I've seen the clerks that swarmed around in beives and in flocks;
I've seen the elevators; but I cannot make it seem
Like anything substantial, for 'tis nothing but a dream.
To me the real "store" will be as long as life shall last,
That smelly country village place I knew there in the past,
With just one clerk to sell you things—some fellow that you knew—
Though sometimes on a circus day there'd be as high as two.
No fun to "do th' tradin'" like I used to, any more—
How clear is memory's picture of that "gen'ral" country store!

Color of Cigar No Guide To Its Strength.

Probably there is not one smoker in a thousand who would not be surprised, and, in fact, incredulous if he were told that the color of a cigar is absolutely no guide to its strength. Yet such is the case, and a fact well known to cigar manufacturers and importers. The belief of smokers that cigars of dark color are strong, and those of a lighter shade are milder is, in point of fact, as fallacious as it is general. This is but one of the many delusions harbored by consumers of tobacco, and which practical cigar men have smiled at and indulged from time immemorial.

But of recent years the inclination of smokers toward light-hued cigars has assumed the proportions of a "craze," and the producers are finding much difficulty in meeting the demand. The manufacturers and Cuban tobacco raisers would now gladly correct the error, but after having carefully classified their products under the style of claros, colorados, maduros, etc., for decades, they find it next to impossible to dispel the delusion.

The ordinary maker of Havana cigars uses but one grade or blend of tobacco in the body of his cigars. Exactly the same stock is used in his claros as in his maduros. After the cigars are made, however, his "selector" takes them in hand and classifies them according to the relative shades of the wrappers. This is done to effect a uniformity in the appearance of each box of cigars, and to enable the dealer to readily indulge the whims of the self-deluded smoker. Inasmuch as the wrapper consti-

tutes not more than one-tenth of the cigar, it will readily be seen that the degree of its strength or mildness is very inconsiderable in effect. In this connection, however, it is interesting to note that tobacco tradesmen versed in the intricacies of the industry rigidly bar the light-colored wrapper from their own smoking tables, knowing that it generally indicates

that leaf was prematurely cut and improperly cured, and that it impairs the flavor and burn of the cigar. Cubans, who, by the way, are notably partial to mild tobacco, avoid smoking light-colored cigars just as they avoid eating a green orange or an unripe banana.

The fact is, that while the dark cigar is richer in flavor and more aromatic in the burning, it contains a smaller percentage of nicotine than does the light-colored leaf. Light cigars are mild to taste only—to nerves they are decidedly stronger in their effect.

But what enjoyment there is, says J. Edward Cowles, the cigar expert, in one of those cigars where the filler is matched to the color of the wrapper, with the result that the wrapper is always an index to the character of the smoke. After the match is applied and the smoker gets the first fragrant whiff of the burning weed, he forgets all about the cost, but prays, instead, that he may live long enough in a land where such supreme enjoyment is purchasable at any price.

In the Good Old Days.

Thirty years ago, when all shoes were made by hand, the shoemaker earned a fair salary of from \$12 to \$16 per week. Every shoe shop had from five to ten shoemakers working. Shoes and boots cost from \$8 to \$15, and they received much more repairing than do the shoes of to-day. Now girls are working in the factories and hundreds of good shoemakers are looking for something to eat. Over half of the shoemakers who formerly worked in the shops are working at other lines of business, and making more money.

All that glitters costs like gold.

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

PILES CURED

DR. WILLARD M. BURLESON
Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

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.

THE SODA FOUNTAIN.

Various Ways It Can Be Made To Pay.

A young man, who had spent a good part of his life in frontier towns in the Great West, a few years ago, by the death of a bachelor uncle in the East, fell heir to a property which consisted mainly of a small confectionery business in a thriving manufacturing city.

His first idea was to sell the business, as he had had no experience whatever in that line, and return to Western life. But as he found he was unable to do so just at that time without sacrificing it, he determined to conduct it himself until a purchaser happened along.

Meanwhile he set himself to work to master the details of the business. A better acquaintance with conditions in the city soon showed him the possibilities that the soda-water business offered for a hustler. This fired his ambition to build up a business in that line that should out-distance all his competitors, and the upshot was he decided to remain in the business and leave no stone unturned to make it a success.

The store stood at the corner of two streets, where numbers of people at all hours of the day and evening stood waiting for the cars. Here was a first-class opportunity for increasing his fountain trade. Shoppers or young people out for a car ride usually find that they can spare 5 or 10 cents for a glass of soda if a good fountain happens in their way.

He determined to make people feel that they were welcome. Seats were placed conveniently near the door and window where cars might be seen, while a conspicuous sign in the window announced that those waiting for cars were welcome to do so inside, while beneath it hung another reading, "Your transfers are good for fifteen minutes—time for a glass of our delicious ice cream soda." A curtained recess was arranged in the rear of the store containing a mirror and several good whisk brooms, where hats might be arranged and clothing brushed and adjusted—something much appreciated by hot and dusty trolley travelers. Everywhere attention was called to the fountain by neat and striking advertisements of seasonable drinks, and the scheme proved a master-stroke of inexpensive and profitable advertising.

There were obstacles in plenty to surmount at first. His fountain, as may be supposed, was of antique pattern and faulty in many respects, and the one show window was small and totally inadequate for an appropriate display of goods. The question then arose as to whether it would pay better to put in new show windows first and let them earn the money for a new fountain or vice versa.

A little reflection, however, convinced him that the fountain should come first. Quality of the highest was his motto, and his short experience had convinced him that it was impossible to serve first-class soda with an inferior apparatus. A new

fountain was accordingly installed, one of the latest and best models obtainable, and the young proprietor set his wits to work to devise means of making people acquainted with the good things to be served from it.

As his window was inadequate for the necessary advertising, he had to make up for this deficiency by a liberal use of printer's ink, and by various schemes to interest people of all ages and classes and draw them into his store.

A number of schemes were tried with varying success, but finally he hit upon one which proved a winner for the entire season. This was the issuing of a weekly store paper. Nothing very original in that, you may say. No, not in the idea itself; it was the way in which it was carried out that crowned it with success.

Numbers of firms issue papers, some of which are read and some are not. This proprietor determined to insure his paper being read by having his customers contribute the subject matter. Everybody likes to see himself in print, you know. It's a little human weakness we all have.

The paper was a four-page, 6x9 folder, and for the opening number it was duly announced that a half-pound box of the best confectionery would be given to the person sending in the best joke, and two ice-cream soda checks for the best short story. The first number proved a readable little sheet, with crisp, bright advertisements of fountain specialties and confectionery interspersed with the paragraphs.

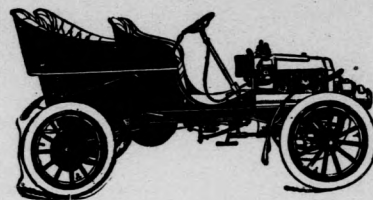
The same prizes were offered each week, but the subjects were changed each issue. These embraced a wide range of bright topics of general interest, as, for instance, "For the best pun," "The best puzzle," "The best way to spend a vacation," "The most interesting bit of local history," "Best short poem on ice cream soda," "The most critical moment of your life," "The most laughable scene you ever witnessed," "Best amusement for an evening party," "What would you do if you found yourself stranded in a

strange city without a cent?" etc. One issue was given over to the girls to write on "Why I am single," and the young men had the next issue on the same subject. Of course, the cream of the articles, in addition to the winners, was published in each issue.

The fun of the thing was simply irresistible, and all the young people of the neighborhood—the best customers at any fountain, by the way—almost without an exception, took part in the contests, and looked eagerly for the reappearance each week. Indeed, so many contributions, and such good ones, too, poured in upon the editor that several times he was obliged to double the size of the little paper, but the venture well repaid this extra expense.

Another strategic move was the method of its distribution. The papers were always kept on hand at the fountain and were given free to all for the asking, but when two or three young folks strolled in together

New Oldsmobile



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart

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

45 Highest Awards
in Europe & America

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



Registered U. S. Pat. Off.

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

GRAND PRIZE

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

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

Established 1780

Send Us Your Orders for

Wall Paper

and for

John W. Masury
& Son's

Paints, Varnishes
and Colors.

Brushes and Painters'
Supplies of All Kinds

Harvey & Seymour Co.
Grand Rapids, Michigan

Jobbers of Paint, Varnish and
Wall Paper



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.

for copies, the beautiful fountain, with its tempting array of syrups and placards suggestive of drinks fit for gods, was a snare they simply could not escape, and gradually the cream of the soda trade drifted in the direction of the young Westerner.

Fine show windows were added in the course of time, and by unique and attractive trims were powerful magnets for attracting trade. A timely advertisement of this kind was a June "rose show." Placards announced that the window would contain a rose show on a certain date, and that a glass of soda would be given free to everyone who contributed a fresh rose—or any number of roses they wished—on that date, when a prize would be awarded to the person who contributed what competent judges should pronounce to be the finest specimen. The window was a mass of blooming beauty on that day, and was the center of an admiring throng all day, and proved no end of a good advertisement for the store.

New ideas were constantly evolved, some of which, of course, proved more successful than others, but the main idea was to draw attention to the store. The business steadily grew, the store was enlarged, and today four dispensers hustle from morning until night during the summer months to keep up with the fountain trade alone.

There was neither luck nor magic in this young man's success. The secret might be summed up in these words: Be a pioneer—an originator; the world holds plenty of prizes for the man who is bound to win.

F. Berath.

Unprecedented Sugar Crop Assures Low Prices.

Although the Sugar Trust is the only refiner who can deliver sugar immediately, the sensational slumps which have occurred in European raw sugar recently have made the pressure too strong, and all refiners, except Arbuckle Bros., have reduced prices during the past week. The Trust and the National, while they did not change their list, agreed to shade their quotations 10 points, or to 5.10 cents. McCahan dropped his list openly to 5.10 cents, and the Federal refinery's price is 5.05 cents. Arbuckle Bros., who very largely oversold when the price was 5 cents, quote 5.20 cents, and seem for the present completely out of the market. It will be remembered that the Arbuckles, to revenge themselves on certain competitors whom they said were giving secret rebates, cut their price some time ago to 5 cents, and then agreed to give an extra rebate on September 1.

The raw situation abroad seems hopelessly weak. During the week it has been announced that the European beet crop would reach 6,250,000 tons, which is unprecedentedly large. When the cane sugar crop of 4,500,000 tons is added, the aggregate represents the largest sugar crop the world has ever known. This weakening prospect, aggravated by several bad failures and suicides in France,

due to the collapsed market, has pushed raws steadily down and the European quotation is now not more than 3.78 cents. In this country raws rule at 3.91 cents, while the two markets should be on a parity. At the present, the European quotations for raw and refined sugar are the same.

The outlook for refined sugar during the coming year is for low prices. The growing crop is practically out of the woods, and the certainty of an enormous supply of raw material, coupled with the fact that the independent refineries of the United States are constantly growing more independent and now announce that they shall sell their product at some price, makes a very weak outlook indeed.

During the last few weeks the demand for sugar has been greatly aided by the large shipments made to Western points in order to get the benefit of the cut freight rates. Every possible scheme has been used to work sugar out, some refiners even having gone so far as to consign sugar to jobbers to be paid for when sold.

The refined market may decline even further. The margin between raw and refined is considerably over 1 cent.—Grocery World.

The Use of Glucose in Bread.

Glucose, unlike cane sugar, is directly fermentable by yeast; indeed, all forms of sugar whatever have to be changed into this form before yeast can act upon them. This substance can be obtained commercially, either as a clear syrup, or in the solid condition. The latter is more suitable for bakers' purposes, because it is so much more convenient to handle and weigh. It must be melted before use. This is best done by adding a very small quantity of water, and boiling, although it will become a pale yellow syrup when heated without the addition of any water whatever. It has, of course, to be cooled down before adding to dough. It may with advantage be used in proportion of three pounds or more to the sack of flour,

and the cost being small, it adds nothing to the prime cost of bread. The effects following the use of glucose are somewhat similar to those already mentioned as for cane sugar, but if some of the glucose remains unfermented in the bread, its tendency to secure moisture is greater than with cane sugar, probably because of its syrupy and non-crystalline nature, although in certain circumstances glucose may crystallize. The production of gas with glucose is greater than with almost any other form of yeast

food, and it is especially serviceable when a very short process of straight doughs is followed, and where the bulkiest possible loaf in the shortest possible time is desired. As with the cane sugar it is bad to allow dough containing glucose to become over-fermented; bad effects are then accentuated, and the bread may be dry and crumbly to more than the ordinary extent. John Kirkland.

The heavenly chariot can not be drawn by a clothes horse.

W. F. McLaughlin & Co.

SANTOS
CHICAGO
RIO DE JANEIRO

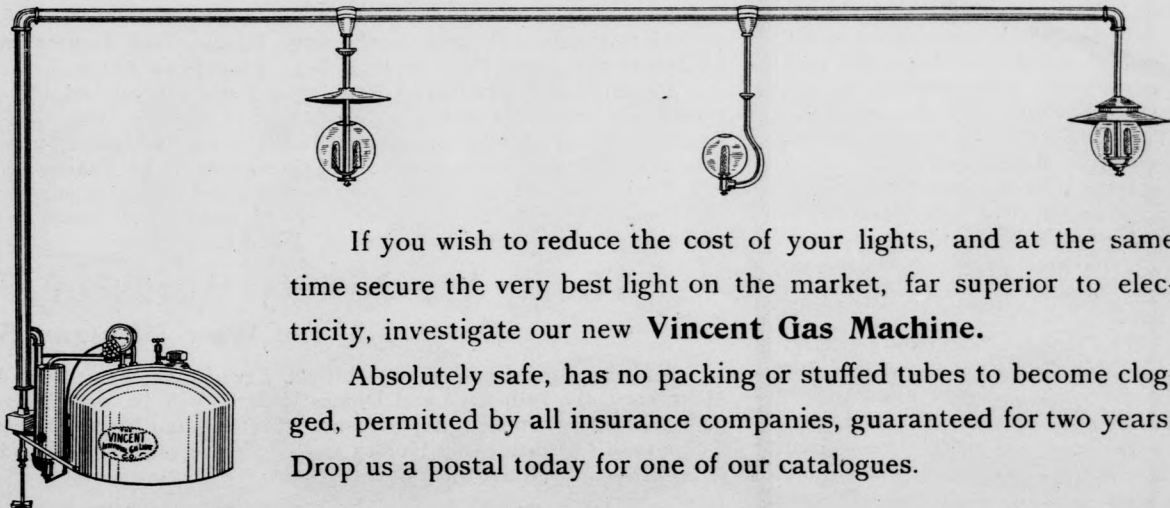
Largest Coffee Importers and Roasters in
U. S. Selling Exclusively to Retail Grocers

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

The Vincent Gas Light Machine



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

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

Individual Gas Light Co., Petoskey, Mich.

FAILED TO PAY.**Experience of One Exhibitor in a Food Show.**

I had a talk the other day with a manufacturer of food products who used to be a great exhibitor in all the big food shows before food shows went out of style.

I remember when we used to have food shows in Philadelphia his booth was one of the biggest and brightest—up to the last year. The last Philadelphia food show did not have him in it and the other day he told me why. I am going to give it in his own words:

"We decided that year to stay out of all food shows," he said, "because the women who came to them were such infernal hogs it did not pay us."

"Bless my soul!" I said, "what do you mean by that?"

"I admit it sounds severe," he said, "but if there is any more cold-bloodedly piggish creature on earth than the woman who makes it a business to haunt food shows or to hang around where demonstrations are going on, I do not want to meet her."

"You know men do not go to food shows," he continued. "Of course, there are a few, but the great mass are women, and that would seem all right, as women usually buy groceries. But, by George, I would rather demonstrate a food product to a man any time."

"We always made it a point to give out samples of everything we showed. Some of our goods we had served in little portions ready to eat, and with others we gave out little sample packages."

"The women would crowd around our booth and stick out their greedy hands for the samples and then slide out without paying the slightest attention to the little talk the demonstrator was giving. They did not care anything about that—all they wanted was the samples."

"And as for the samples we served to be eaten—I have seen the creatures almost fight for a dish. And they would come there two and three times and trust to luck not to be recognized. I remember one particularly brazen female that came to our booth one day at a New York food show. The attendant gave her the regulation portion and she insisted that she be given more, as she couldn't tell what it was with such a little bit. The attendant did not want any scene, so she gave her more. In an hour she presented herself again and pretended to be a stranger. The demonstrator recognized her at once from the grab she had made before."

"'You were served here before today, madam,' she said, and flagged her."

"The woman flew into an awful rage and complained to the manager of the booth. Said she was going to sue us and made a terrible time there."

"Oh, they are fierce!" reiterated the manufacturer; "they go to these places just for what they can get. There is not one who cares a cent about the goods or pays any more attention to the demonstrator's story

than she has to to get a sample. And as for ordering the goods from her grocer—bosh! Maybe on rare occasions some of them do, but the great mass never think of it."

"One year I thought I would just see where these food show women stood and I sold small packages right at the booth. We also gave out samples and, while there were crowds around for the samples all the time, we made so few sales that you could hardly believe it possible! The next year we cut out food shows entirely. It was a case of too much going out and too little coming in. The most of our goods have got to be sold to women, I know, but I would rather let the grocer wrestle with them."

I guess what this man says is about right. I used to know a clever woman demonstrator who in her time has demonstrated everything in the way of a patent food you can think of.

She has told me many a time that what she had seen in the course of her business had given her a tremendous contempt for her own sex. "Greedy grafters" was the phrase she always used in speaking of them.

This girl also used to tell of a masculine-looking female who came up to her booth once with four children and in a deep bass voice asked to be given some breakfast food that was being demonstrated.

The demonstrator wished to make a friend for the food if she could, especially where there were so many children, so she obligingly gave each of the children a saucer, too.

When they had eaten it all, the demonstrator happened to have gone to the other side of the booth for a moment, and this hog in women's clothes reached in herself and helped the children all 'round again.

I suppose that demonstrator told

of that incident a hundred times, and I never saw her tell it yet without getting mad.

Women do certainly seem to be grafters on these little things. They seem to be absolutely cold-blooded about it!

Only about a month ago there was a woman sitting on my porch, discussing with my wife the various details of her housekeeping. One thing my wife mentioned was the constant increase in the size of her grocery bills.

"Do you get good measure?" said this woman. My wife said she thought she did.

"Why don't you do as I do?" asked the woman. "I make my grocer give me extra good measure. Or, rather, I give it to myself, for whenever I buy vegetables I pick up two or three from the basket and put them on top of mine. They don't cheat me!"

"Hasn't the grocer already given you good measure before that?" I asked.

BUGGIES

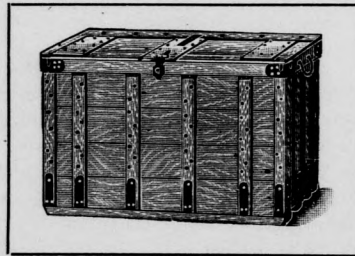
We carry a complete stock of them

Also Surreys Driving Wagons, Etc.

We make Prompt Shipments

Brown & Sehler Co.
Grand Rapids, Mich.

Wholesale Only

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.

Next Week is the Week

Grand Rapids is the City

Half Fare Plus Fifty Cents to the West Michigan State Fair

All railroads will, next week, issue Round Trip Tickets, with coupon attached, admitting holders to the State Fair, at Half Fare Plus Fifty Cents.

Visitors coming to Grand Rapids next week to attend the West Michigan State Fair may travel from any point within the city direct to the Fair Grounds for five cents. Special trains will be running every fifteen minutes between the Union Station and the Fair Grounds, stopping on the way at the Bridge Street Station and the Grand Trunk Junction on the west side of the river.

There is no city in the country having more abundant or more satisfactory hotel accommodations, with prices according to service, and there is no community in Michigan more hospitable and agreeable than are the people of Grand Rapids.

There Are Ninety Acres of Fair Grounds

Devoted to the West Michigan State Fair

And the Exhibitions in Agriculture, Live Stock, Fruits and Flowers, Farm Implements and Machinery, the Industrial and Domestic Arts, will be well housed, splendidly arranged and exceptionally large in each department. Trotting and Pacing Races will take place each afternoon. The Grand Cavalcades of Horses and Cattle are set for Wednesday and Thursday afternoons, and in addition a large list of

High Grade Amusement Specialties will be Presented Every Afternoon
In Front of the Grand Stand and Free for All

"I suppose he thinks he has," she replied, with a cold-blooded snicker, "but what he thinks and what I think are two different things."

"Didn't you ever consider that the two or three you took might have eaten up all that man's profit on your order?" I asked again.

"I can not help that!" she retorted. "I've got to get good measure, have I not?"

You do not catch my sweet wife doing things like that—not she! Why, she has been known to put some of her potatoes back because she thought the grocer had given her too good measure!

If you fellows would give me long enough credit, maybe I would let my angel buy goods of you.—Stroller in Grocery World.

Give-Your-Money-Back System Often Pays.

Written for the Tradesman.

"A satisfied customer is the best sort of advertisement we could possibly have," recently declared the buyer and manager of the cloak and suit section of a large department store which bids for the patronage of all classes of people.

"I would rather," he continued, "send one woman away thoroughly pleased with the treatment accorded her in our establishment, even if she spent not a penny with us, than to have a dozen leaving their money but taking themselves off with a grudge in their hearts for some slight—real or fancied—on the part of an employe, or because of not finding mer-

chandise to their liking and accepting something in its stead which they are always going to feel huffy about and for which they will hate us as the cause of their discomfiture.

"If a lady comes in here with no definite idea as to what she wants to buy she is a great deal easier to handle than one whose mind is made up beforehand. We can then influence (or stand a chance to influence) her in the matter of style, fit, quality, workmanship, etc. When the woman of firm opinion hoves in sight, however, it's a very 'broth of a b'y' that can get her to change her opinion. And, if we succeed in overcoming her prejudices on the subject, ten to one she goes home in a discontented spirit, wishing she had 'looked around more,' thinking that if she had done so she might have found something that suited her better. Perhaps the costume or coat fitted her perfectly—as if it had been made for her figure—without a particle of change, was eminently becoming to her style, was modish to a degree as to make-up and an altogether handsome outfit; and, besides all this (and the most important item with some), the price was all she could desire. Still, the lady wasn't exactly satisfied, simply because the garment wasn't precisely what she had set out to find.

"Such a shopper's purchase-money we refunded just a couple of weeks ago.

"The lady in question lives in a nearby town, which made it all the more desirable that relations should

be amicable between her and the house, as you can not explain things by letter as you can face to face.

"She brought back a dress she had got of us a month before. She had not worn it, 'because,' as she expressed herself, 'the more she looked at it the more she became convinced it wasn't what she wanted; and would we give her back her money?'"

"Whew! Wasn't that a poser?" "Did we do as she requested?" "Of course we did.

"We examined the dress carefully in the alteration room, and found it in just the condition it was the day it was bought. We returned her the cold cash she had paid for it—an even \$60. Naturally, we hated to see that good money going back into the lady's pocketbook, but still, we considered we were 'to the good,' as a dissatisfied out-of-town customer can work a deal of havoc with our trade in the place she hails from.

"And then a funny thing occurred: Would you believe it, that patron was so delighted with the turn of affairs that she began to look around the department a bit, got interested in a 'love of a coat,' paid us \$75 cash for that, and then she ran across (or rather the adroit clerk steered her on to it) a much more expensive toilet, and deposited a hundred dollar bill with us for a second dress; then she drifted into the millinery department, and never got away until her headgear stood her in \$45!

"Now, you just tell me where we would have been had we not pursued the money-back plan with that pa-

tron. And the fact that she was reimbursed her \$60 with not the ghost of fault-finding or recrimination on our side was what made the subsequent \$220 purchase possible."

J. Jodelle.

Why Tell Untruths?

Why does a trader tell untruths? That the practice is common enough can not be denied. But why is it done? The answer is simple. It is because buyers, in many instances, would not be satisfied with the plain simple truth. Shopkeepers, as a rule, prefer to be honest and truthful, but when customers make it quite clear that what they want is not fair value, but something like a shilling's worth for ninepence, what is the seller to do? He may, of course, state the exact facts, in which case he will probably lose a sale. And if he adhered to this policy long enough he would, in some neighborhoods, very soon have to shut up shop; but if he allows himself to embellish the facts, just a very little, he satisfies his customer, and both parties are happy. Are customers of this class—admitting that they do get deceived—deserving of sympathy? Not a bit. In nine cases out of ten they are not deceived at all, but they would feel they were not doing justice to themselves if they did not attempt to "best" the shopkeeper over every transaction.—Shoe and Leather Record.

There is a lot of difference between foresight and fear.



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Brutal Candor Which Sets People at Loggerheads.

Many broken engagements and much marital unhappiness may be traced with ease directly to the unpleasant habit which some persons have of expressing their opinions with unvarnished plainness, "speaking their mind," as the phrase goes, which mind is usually of the species where speech can scarcely be said to be silvery, and silence is undoubtedly golden. No one will dare deny that candor is an admirable virtue; nevertheless, like many other virtues, it is capable of being carried to excess. It is not difficult to have too much, not only of a good thing but of absolute necessities—water, sunshine and salt. Candor especially may be made so unattractive that the "mortal mind" is fair to prefer sugared deceit, which, albeit naughty, has a fashion of making itself nice to vanity and self-love; qualities in which few of us are altogether lacking. Candor with a dagger or sledge hammer in hand is not a pleasant thing to encounter. One may speak the truth in love, or one may speak it out of strong dislike, and the two forms of speech will be as different as a soothing salve and a mustard plaster. There is more than much in the "art of putting things."

One may be honest to the core in word and deed, yet observe a prudent reserve in criticism and censure. It is rarely necessary that in order to be sincere one must fare forth with a bludgeon, or run amuck against other people's theories. The habit of airing one's own opinions upon every opportunity, on all occasions, savors of a degree of self-esteem which is often unendurable, and always more disagreeable, virtuous though it be, than polished hypocrisy. "Think twice before you speak once," and sometimes, when speaking can do no good, it is better not to speak at all.

Lord Bulwer has said something to the effect that courtesy is merely the beautiful flower which springs from kindness of heart and good will to all men. Certainly there is nothing which conduces more to the happiness of oneself and others than the charity which thinketh no evil and which weighs motives rather than actions. No trait is more worthy of cultivation than the ability to see the good which exists in all things, rather than the ill which may be there also, to make allowances, and to bring out the best in everything.

Moreover, so many things in life are largely, if not wholly, a matter of opinion. It is an incontrovertible fact that it often takes more than one person to see some truths; that truth may be an affair of the point of view, or of vision, and that it is quite possible that, in all sincerity and utter honesty, a blundering truth teller may now and then believe in and even

swear to a lie. Every court of justice demonstrates this fact. Witnesses receive wrong impressions. Memories are in most cases more or less faulty; only the few are altogether accurate as to dates, names and events. "What we earnestly desire, that also we believe." Our wishes incline the balance one way or another, and color our opinions, often unconsciously to ourselves, so that what we consider our just strictures are frequently undeserved. High authorities in mental science agree that it is among the most difficult things in the world to tell the exact, absolute, irrefutable truth, to "set down naught in malice, nor aught extenuate."

Among the saying of Suleyman, the Arabian sage, who may or may not have been identical with the Hebrew King Solomon, is: "Never say all you may think, for he who says all that he thinks often says more than is true." Why trample, rough shod, upon people's feelings and fancies? Why throw cold water upon well meant, although abortive, efforts to please? Humanity is prone to err, and it is the part of wisdom, as well as kindness, to condone offenses which can in charity be supposed unintentional. The couplet: "Be to my virtues always kind; be to my faults a little blind," is excellent advice for lovers, especially married lovers.

The married pair who set out with the theory that confidence means absolute and brutal truth telling make a sad mistake. The two who resolve that their domestic intercourse shall be established upon the basis of absolute unreserve, perfect frankness, and free expression of opinion, in season and out, together with complete familiarity (which last the proverb tells us "breeds contempt") are undertaking a delicate and dangerous experiment. The worst of this indiscretion is that once committed it is usually ir retrievable. In the first ecstasy of affection lovers are apt to imagine that they understand one another thoroughly, and may say exactly what they think each to each. This is a great mistake. Probably no two people ever lived who perfectly understood each other.

Even as no two leaves of the forest, no two blades of ribbon grass exactly match, so no two people, man and woman, ever were identical in thoughts, in desires, in inclination and feelings. To be in harmony is not to be identical. Conventions may be odd sometimes, but they are absolutely needful to civilized social life, and are not entirely unknown among savages. Intercourse between human beings is only decently possible by means of a complex system of conventions. This system, which we call manners, has been gradually perfected by society until it serves its purpose admirably, and none who wish to live peaceably with their fellow men can afford to ignore it. Politeness, in the sense of enduring what we dislike, and sacrificing our own preferences for the sake of other peo-

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ple, forms no small part of our duty to our neighbor.

When two people are engaged, and they discover that instead of admiring they rather disapprove of each other the best course which they can pursue is to cry quits and each go his or her own way. A perpetual atmosphere of fault finding is enough to extinguish the flame of any love, however bright it may have been to begin with. When the affair has gone farther and the two who are married find each that the other is nothing more than an ordinary human being, with faults and foibles like other men and women, their duty to themselves and one another is to think persistently; to think the best, to refuse to believe aught but good of one another. The husband who is always sitting in judgment upon his wife, the woman who tells her husband that he is a failure, truly "invites what he or she expects." Constant doubt is a damper to enthusiasm, a check to earnest effort. The man whose wife acts in the nature of a wet blanket finds it difficult to hold his own with other men. On the other hand, when he knows that his wife believes in his ability, that knowledge reinforces his energy and strengthens his will.

A wise and discreet wife, if in her secret soul she has her doubts, keeps them there, nor lets them find ways to her tongue, and is far from the brutal honesty which speaks its mind when the speech can not help and is sure to sting. There is a sort of candor which sets a peaceable family at loggerheads, which starts a quarrel by its own impetus. "There is a time to speak and a time to be silent." Plain speaking between friends, when the two are alone behind closed doors, is sometimes necessary, but it should be managed adroitly or it may leave wounds which can not be healed. Dorothy Dix.

Professions that Yield Quickest Success.

It is interesting to note the investigation made recently by Professor Edwin G. Dexter of the University of Illinois as to the comparative ages at which success comes to the toiler in the different professions. The results of his investigation are based upon a series of elaborate statistics, of which seven thousand distinguished living Americans formed the subject matter. The musician, it appears, distances all competitors in the quickness with which he achieves success—if he achieves it at all. This is attributed, in part, to "the infant prodigies who frequently figure on our billboards," and to the probability that, in the life of the musician, "nature has in most cases contributed more largely to his success than has nurture." But of those callings which presuppose a professional or an extended preparation, that of scientist seems, from Professor Dexter's statistics, to promise the earliest recognition. This, he thinks, is due to the fact that with the scientist the actual work of life is entered with a completer intellectual equipment than are most of the others, and to the further

fact that the period for preparation offers opportunities for research and original investigation which may bring renown even before life work is begun. This also applies to the college professor with perhaps fully as much force, and, in a lesser degree, to the librarian and the educator. Says Professor Dexter in the summary quoted by Current Literature:

"These four, then, might be included in a class in which the period of preparation is extended, but for which work of a high order might be expected immediately on its completion and positions of some prominence aspired to from the start. Next in the race for renown come the actor and the author, almost neck and neck. If we conclude that nature had most to do with the musician's success and nurture with the educator's, we should be forced to place the author and the actor in a class in which these two forces divide the honors more evenly. No doubt one must be born an actor or an author to rise to a high rank, but, after all, the making process is not to be despised as a factor, and this takes time.

"Except for the soldier and sailor, whose ability to rise to prominence, at least in time of peace, is determined by the rapidity with which those above him are retired from service, and the congressman and the statesman, whose minimum limit is prescribed by law, the rest of the vocations shown upon the chart fall, it seems to me, into a class for which the schools, as organized means of education, provide no adequate preparation, and for which that preparation must come to a great extent from the vocation itself. Thus the scientist, or even the college professor, who has devoted 30 years of life to study, can enter his profession from the top, while the business man and financier, for whom the accumulation of wealth is a desideratum, or the lawyer and the doctor, who must command a practice, or the minister, who needs a congregation, must with the same period of intellectual infancy enter it from the bottom and devote a few more years to the climbing process. In so far as the physician is an investigator, the conditions of the scientist apply to him, and no doubt the considerable number who are such accounts for the fact that his recognition comes earlier than that of his competitors in law and the pulpit. The surprising thing of the figures is, perhaps, the slowness with which the inventor gains a foothold."

She Substituted Two Fives.

An old lady living in Ionia had occasion to call a doctor. He found her only slightly indisposed, and left a powder for her to take, with the following directions: "Take what you can get on a 10-cent piece every three hours."

Next day the doctor found his patient alarmingly ill.

"Did you take the powder as directed?" he asked.

"No, not exactly. I did not have a 10-cent piece, so I took what I could get on two fives."

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How Not To Lose Money in Apples.*

A short time ago a woman met a friend, who, in greeting her, said: "How charming you look! What a beautiful dress you have, and such a dear hat." Her friend responded: "I wish I could say the same of yours," to which the first responded: "Well, you could if you only knew how to lie as well as I do."

Regarding the apple business as a profitable industry, I should much prefer to say pleasant things about it, and, like many other speakers before your conventions, go into ecstasies about the magnificent profession to which you belong—that the apple is the "king of fruits," and was the only thing worth seeing in the Garden of Eden, and from that time to the present day the apple and the apple business have been the only thing, and that all you have to do to make money is to buy apples. I might have retained such a power of imagination had I not by necessity visited packing houses during the past few winters and had seen tables filled with apples which had been so eaten in by fungus that they were no longer to be recognized as a fruit. There lay several barrels of apples dumped out on the running table; on every apple were fungus spots, covered with mold, some large, some small, but making up a mess of filth, that had a health officer seen it the apple would have promptly been barred from the markets of a city.

Since 1890 from one-half to nine-tenths of the crop of apples in New York has been diseased by fungus, and each year these apples have been bought at high prices and generally placed into cold storage at heavy expense, with the knowledge on the part of the buyer that in all probability the apples would not keep; that the fungus would eat into the apple; that mold and decay would result. The majority of apples coming into New York City from New York have been of this type. Sufficient apples have, with difficulty, been obtained to face the barrel, so that on opening the barrel on the dock it looks clean and good; but take two or three layers off the top and the rest of the barrel is practically worthless, except for cooking purposes, and not particularly desirable even for that. The development of fungus in the apple business, in my opinion, has been the cause of more loss in apples in the past three years than any other cause. It also has had the effect of lowering the standard of the grades in New York. No longer will the farmer sell No. 1 apples, according to the definition of No. 1 apples, as established by your Association. The presence of the fungus upon large apples, as well as small, taken together with the fact that the cider and dried apple in-

dustry in New York has not taken the same quantity of apples as previous to 1890, has been the reason why the packing by the farmer in New York has greatly degenerated. To-day it is almost impossible to buy No. 1 apples separate from No. 2s, or to make a contract under which you are not paying for No. 2 apples the same price as No. 1s.

There are certain common sense principles in a business by which, if one follows, he will succeed and make money, and if he neglects, or for one excuse or another does not follow, he will lose money. My purpose in this paper is to outline a few of the common sense rules that apply to the apple business.

First, do not buy diseased fruit of any kind, whether diseased by fungus, San Jose scale, or other apple diseases. No money has ever been made out of the investment in such fruit and, in all probability, no money ever will. In such cases you are dealing not only with a perishable commodity, but one doubly perishable, because changes in weather may make the germs of the fungus or San Jose scale work early. It is a sure thing that all through the winter the fungus germs will work constantly until the apples are ruined. "Every apple a bughouse" should be a warning sign in a buyer's mind whenever he enters an orchard growing fungus apples.

Again, diseased fruit or fungused fruit can only be used as a vegetable by the consumer and will go into consumption very slowly, which means that the demand for it is comparatively small and no one can expect a price for it differing from other vegetables. This brings me to my second rule:

Invest in apples only when they can be considered a fruit and not a vegetable—that is, when they do not have to be sold for cooking purposes. There are certain elements that constitute a fruit in the commercial sense, as contrasted with a scientific definition. An apple to be valuable as a fruit must be pleasing to the taste and to the eye. Placed in storage or shipped abroad it must have hardy qualities that will make the apple arrive at the selling market in as good condition as when shipped. The majority of apples bought by apple merchants do not conform to this rule. Most of the apples barreled, as a rule, must be classed only as a vegetable suitable for cooking purposes in pies or apple sauce. Years ago the New York apple was considered the best specimen of an apple, and there are still a number of orchards owned by careful farmers who have fought against the fungus disease and who are conscientious as to their packing who can still put out No. 1 fruit that is a pleasure to handle by the merchants and gives satisfaction to the consumer. As a rule, however, the farmers both in New York and in other large apple-growing sections have so lowered their grade of packing (due largely to the necessity caused by their orchards generally being afflicted by disease), that in

*Paper by Edward N. Loomis, of New York, read before annual convention of International Apple Shippers' Association.

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buying their orchards one must know that he is buying a vegetable and not a fruit, and the price at which he can sell that commodity will compare very nearly with the price of other vegetables through the winter.

The third rule for an apple merchant to follow is to buy only those varieties and that quantity of each variety which he has a trade to supply at his selling point. It has been the custom of dealers in apples to treat the apple as a general commodity and to buy as many apples as their bank account allowed, without regard to variety or quality and very often without paying any thought to the selling market whatsoever. The dealer who has an established trade in apples—has consumers who he knows will want their usual supply of Greenings, Baldwins, Spys, Spitzenbergs, Kings and lays in of those varieties the amount necessary to fill the demands of that trade and pays attention to securing the quality which he knows that trade will want—is following a simple rule which leads to success. The man that buys apples indiscriminately at the market price without a view to whom and where he is going to sell them or at what price is following the rule of the gambler, and if everybody wins he will win, or if the majority lose he will lose. The majority in every business do lose. That has been proven by statistics over and over again, and we ourselves know that the majority of the merchants in the apple business lose year in and year out.

The fourth rule is, remember that the cost to the farmer is only the first cost and should be what the consumer pays for apples, less a fair profit per barrel, to the middleman—the merchant—the expenses of freight, storage, packing and other buying expenses, including interest and insurance.

Fifth, never pay as an initial price for apples to the farmer an amount which, added to the freight to your own city or selling market, amounts to more than what you can sell them on that market at the time you buy the apples. Even if you did sell them at a price equal to the first cost, plus the freight, you would lose money. But how many times in the past has it happened, like last year, when Greenings and Baldwins were bought in New York at \$1.50 to \$1.75, and they were selling at \$1.25 and \$1.50 at the very time in New York City.

Another point to be remembered as affecting the storage of apples is that the number of cold storages now exceed the demand for the cold storage of apples. The immediate result of that is a lowering of cold storage rates. Another result, however, that

has not been without injury to the apple merchant, especially when not carefully considered, is that where so large a quantity has been put into cold storage and the common storages are not full, the tendency is to throw the marketing of the crop as a whole over into the spring, bringing a larger supply on the market than is needed, and making also a comparatively short supply on the markets while the crop is being gathered. Whenever this happens the price in the fall for apples (when there is the greatest demand for apples) is rendered high. The tendency of the merchant is to think that this rise is going to continue during the winter. How often have his plans miscarried, when, led by the stimulated price in the fall on the selling markets, due to the fact of the majority of the crop being put in storage, he has bought at that higher price and stored only to be compelled, by the very size of the quantity he bought, and also by the deterioration of the fruit through fungus and decay, to force his apples on the market in the spring, after expensive charges had been incurred for the very purpose of holding the apples until the supply should decrease, so that as a result he could have marketed his apples when he bought them at an actually higher price than he was able to market them after expensive charges for storage had been incurred.

The apple business is so scattered in its nature that one person can handle but a comparatively small amount as compared with the enormous quantity of apples raised in any of the large apple growing sections. He and all the rest of the merchants can gain nothing by hostility to each other. They are all in the same boat. They buy their apples at the same time and they market them at the same time as a rule. Very often their customers are the same. There is room for all in the apple business if they will all follow common sense rules which will allow them all to make a profit. The danger in the apple business is that the one whose opinion is least valuable as to the value of apples, whose experience and whose selling facilities are comparatively little, may, by impulsive action, start a buying price in any apple section, which the other merchants must equal or else leave the section for a time at least. If a merchant has taken the trouble to provide facilities and agents for the buying of apples, it takes considerable courage for him not to invest his money, even although the price is higher than he wanted to pay. The number of sections where apples can be bought in large quantities is continually in-

creasing. If you can not buy apples of the quality that you desire and at the price you desire in one section, there are other sections to which you can transfer your agents without trouble. Instead, therefore, of wasting your time and money competing with a man who is paying a price which in your opinion is foolish, it would be very much better to buy in some other section where men are more conservative and perhaps even a better quality can be obtained.

The apple business has for several years been a losing venture. On this account there has been a tendency toward conservative spirit in buying on the part of the merchants. This spirit was manifest last fall, but was knocked out and rendered of no importance by the fact that certain Western merchants came in and bought apples at higher prices than in the opinion of the majority should have been paid.

Very important work can be done by the members of this convention by not only making their own conservative opinions stronger, and putting ironbound instructions and rules about their buying agents not to go beyond the prices that they think are reasonable, but the members of this convention can also be of more value in promoting a conservative spirit regarding prices in their brother merchants.

I am sorry I could not have been with you and have renewed the pleasant relations of other years. I wish for you that you will get a reasonable price this fall, the quantity, quality, the variety in apples that will best suit your trade; that you will not get too many to force you to hunt the seller, but just sufficient to fill, at a profit giving price, the demands of the trade that depend upon you to supply them with their apples.

Many a man will wear wings who can not tie an Ascot tie.

Air-Tight Syrup Bottles.

Prof. Wiebelitz recommends filtering paper for hermetically closing bottles containing fruit syrups, etc., as follows: Fill the bottles (which should be small and heated before filling) up to the very top and overflowing with the syrup, as near boiling hot as possible, then lay the piece of filtering paper on top. This immediately becomes saturated with the syrup, and as the latter cools off, water evaporates, and the edges attach themselves firmly to the bottle's lip. In the central portion sugar forms in the tissues of the paper, and thus makes it practically air-tight. The bottles should have, of course, a lip as nearly smooth and symmetrical as possible.

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CUPID IN PEACHLAND.

Romance of the West Michigan Fruit Belt.

Written for the Tradesman.

Seated on the wide-spreading piazza of the great hotel at one of the leading summer resorts on the east shore of Lake Michigan, two young men sprawled at ease and moodily contemplated the scene before them. It was hardly an outlook to call for the pessimistic expression which sat on both faces, but such is the manner of men. To the seeker after the beautiful it was a rare scene and one to be long remembered.

Stretching away from the hotel, the green-carpeted lawn, beautified with artistic groups of growing plants, sloped gently down to the little channel which connected the inland lake with Lake Michigan. A rustic bridge spanned its swift-rushing depths and gave access to the tangled shrubbery and towering trees which clothed the sides of the bald sand hill rising majestically above the dunes which lined the beach. To the right the little lake, its bosom dotted with white-sailed yachts, swift-moving motor-boats, canoes and row-boats, lay snug between the cottage-lined shores, while to the left the rolling breast of Lake Michigan was visible between the trees, the cooling breeze, whose breath made life livable on this August day, stirring its blue waters into white-crested waves.

One of the young men lazily extracted a cigar from the case beside him, lighted it carelessly, then turned towards his companion and said: "I'll play you once around for a fizz, Bobby."

The other turned slowly from watching a trim black-clad nursemaid endeavoring to save her charge from rolling down the grassy slope and regarded his companion with a look of disgust for a moment, then said sarcastically:

"Jimmy, you make me tired. Yesterday I lost four balls and burned my neck to a blister and still you have the nerve to ask me to go out on those blamed links again to-day."

Jimmy grinned cheerfully.

"Then let's make it a game of billiards."

"No, I won't."

"Well, will you go for a sail then?"

"I won't do that, either."

The grin on Jimmy's face was replaced with a disgruntled look as he regarded his friend steadily.

"What the dickens will you do, you chump?" he finally said.

"Nothing," complacently returned the other.

"Nothing!" sneered Jimmy. "Isn't that an ambitious expression? My boy, you've degenerated into a perfect madame the last few days and the next thing I know you will be joining the old ladies' crochet club on the side lawn. What's the matter with you, anyway? The first week we were here you were going all the time and had me worn to a shadow just following you, and now you positively refuse to make a move at all."

"I'll tell you what the trouble is, Jimmy: I'm sick and tired of the whole business. We left the city to escape parties, balls and theaters, also a certain set of people, and what do we find here? More inane amusements than we left behind and just the same old people. Two weeks of golfing, boating and Casino hops have pulled on me and I want something brand new; and what's more I'm going to have it."

"What are you going to do?"

"Well, I've been thinking it over for two days and have made up my mind. I told you before about the big orchard that father owns in Michigan and it is only about thirty miles north of here. The fellow who runs it does not know me and I have a scheme: The shipping season is just beginning and, according to all I can ascertain, there is always a scarcity of help for picking the fruit. Now if we went there in our proper persons the sport would be all spoiled by the fuss they would make over us; but if we go there looking for work I see a chance for some brand new experiences and a change from the monotony of this place. It will at least give us a chance to live like real men—something we are not doing now."

Jimmy stared in amazement at this long-winded speech. Finally he broke out:

"Do you mean that we should really work?"

"Why, certainly."

"Not any for mine, thank you.

You may relish a return to nature, but the life on the farm is not for me. And think if some of our friends should get on to it. Wouldn't this make a neat society item: 'Mr. Robert Warewood and Mr. James Hitchens are spending the summer husking peaches on the Michigan farm of Mr. Warewood's father!' No, I'll live my primeval life right here, or else go back to the city and put in fourteen hours a day hunting a cool spot."

"Now, Jimmy, that's what makes me disgusted with you. You're perfectly willing to half kill yourself chasing a golf ball or pulling a row-boat, but when it comes to doing any real work you positively refuse to even consider the notion. Now I am going to see what life in the country from the standpoint of the laboring man really is and if you won't come—well, I'm going alone."

"You're surely not in earnest, Bobby?"

"Never more so in my life."

"Well, of course, if you won't listen to reason I'll have to offer myself as a martyr and go along, but really, my boy, I'll never forgive you."

"Then prepare to start at once."

"But what will the people here say?"

"They won't know anything about it. We will go into town this afternoon and purchase clothing more in accordance with the customary appearance of the working man than the garments we are now wearing, change there, send our clothes back

here and take a train for the village near the farm."

And so it came about that the next morning the northbound train numbered among its many passengers two young men who seemed strangely ill at ease in the coarse ill-fitting suits they wore and the appearance of whose faces and hands was hardly in keeping with their general make-up.

They alighted at the depot of one of the thriving villages in the great Oceana fruit belt, and stopped to gaze in wonder at the apparent confusion before them. The loading of the limited fruit train, which left in a short time, was in full swing and chaos reigned for the time being. On the long sidings stood row after row of refrigerator cars and at every door a busy crew was engaged in transferring the luscious fruit, securely packed in baskets, from the heavy farm wagons to the cool interiors. Other wagons stood awaiting their turn to unload, while the single street of the village was lined with the empty carriers. On one side stood a basket factory, with hundreds of baskets standing outside its doors, on the other a glimpse of the busy interior of a canning plant was to be had. About all there was an air of bustle and hustle quite at variance with the stories of the sleepy country with which the young men were familiar.

They stood and watched the workers for several minutes and then Warewood approached a lounge to ask in regard to the Warewood orchard.

Certainly he knew the place. It was managed by William Smith and lay four miles west of the town. No, Smith nor none of his men would be in town until later in the day, as he was shipping by the rail and water route to Chicago and this train did not leave until near evening. If they started on the road, however, they could easily catch a ride with some farmer, or else walk it.

Thanking him for his information they started.

Through the village street, lined with one and two-story frame buildings before which the horses stood fetlock deep in the fine white dust, they made their way out into the undulating country, through which the road wound like a great yellow snake.

On both sides lay the orchards and an entirely new vista was opened up to the city-bred young men as they gazed at the seemingly unending rows of trees, their branches loaded with inviting peaches which showed their tints of yellow and red through the shimmering green of the leaves. Farther along they came upon later varieties which would not ripen for some time, and also orchards where the peach was replaced by the apple and pear.

They wandered on contentedly, the spell of the country upon them, refusing with a pleasantry the hearty invitations to ride which were flung to them from every passing wagon.

It was a glimpse at a new life for both and neither was in a mood for speech. They came upon a party of pickers and stopped to watch the operation. A half dozen young men were hastily engaged in gathering the fruit, overseen by a man seated on a wagon. Each had a basket slung from a strap over his shoulder, the side of the basket being curved to lie snugly against the hip. The fruit was in splendid condition and, with both hands working, the men passed from tree to tree, the peaches dropping rapidly but carefully into the open basket, from which they were later transferred to bushel baskets scattered beneath the trees. When one of the latter was filled the cover was promptly placed in position and it was added to the load on the wagon, to be rushed to the train.

On they wandered and at last came to a farmhouse which answered the description given by their informant at the station. It was more pretentious than any they had passed and there was evidence of a considerable attempt at improving the surroundings. It was of frame construction, two stories high, and a broad veranda stretched across the front and along one side. A well-kept lawn rolled from the road to the door and dainty sweet peas climbed between pillars of the porch. There was an air of hospitality about the place and both Warewood and Hitchens sighed with enjoyment as they made their way around the house towards the kitchen whence came sounds and odors bespeaking the preparation of a meal.

Warewood approached the door jauntily and then stopped and stared in amazement at the vision confronting him.

She was engaged in peeling peaches but looked up as he appeared in the doorway. For a moment his wits deserted him and he could only stand and stare as she gazed at him interrogatively.

A laughing face, lighted by beaming brown eyes, tinted by the fresh bloom of perfect health and surmounted by a mass of fluffy brown hair, put to shame the beauties of Warewood's city acquaintance, and the young man felt a throb in his bosom, as he gazed back at her, that the fairest debutante had never been able to instill.

A nudge from Hitchens brought him back to earth and a realization of his ridiculous position and he doffed his straw hat and blushed—yes, actually blushed—as he asked:

"Is Mr. Smith at home?"

Then she spoke, and to Warewood's already enchanted ears the sound combined the beauty of softly rippling waters with the sweet notes of a warbling bird:

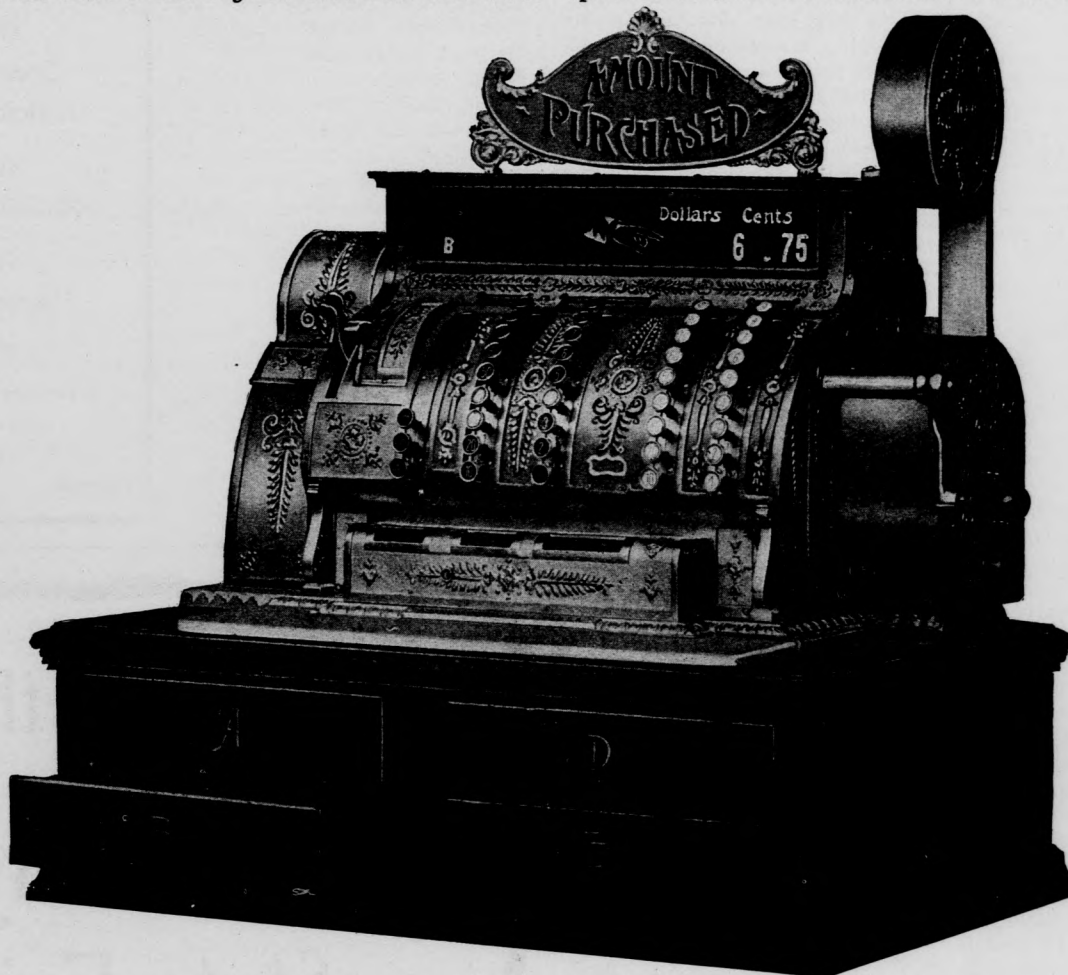
"Father is in the far orchard now, but he will be in shortly to dinner. Won't you rest here until he comes?" and she approached the door.

Both young men thanked her effusively for her kindness, and then both stammered at the look of surprise which passed over her face at

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the evident difference in their speech and clothing.

They refused her offer to enter, preferring the cool shaded porch, and seated themselves on plain wooden chairs, while she returned to her household duties. Neither spoke of the girl, although a close observer would have detected a twinkle in Jimmy's eye as he occasionally glanced at his companion, whose face still showed traces of his recent embarrassment.

Shortly after Mr. Smith appeared, followed by several pickers. He was a tall well-built man, with iron-gray hair and beard and, despite the roughness of his clothing, there was an air of refinement about him. He greeted the newcomers in a friendly manner and, in reply to their request for work, stated that he would be more than pleased to give them jobs, as pickers were scarce, most of the young men coming into the fruit belt preferring to go to work in the canning factories because they could live in the villages.

They accepted his invitation to wash up at the pump and prepare for dinner. Both smiled at the situation as they mentally compared the tin basin and coarse towel with the elegantly-appointed lavatories with which they were familiar.

And the dinner they sat down to in the cool, shady dining-room—how different from the French table d'hôte of the city; and how welcome after the four-mile walk over the dusty road. Neither was a prig and they led to with a will. They were introduced under slightly changed names to the other men and to the girl. Her name was Mary, and Hitchens could hardly refrain from smiling at the incongruity—plain Mary Smith coupled to such a charming personage!

It was a simple meal they enjoyed, in which meat was replaced by an abundance of good wholesome bread and butter, vegetables from the garden and peaches and cream such as the city dweller never knows.

The meal finished, they accompanied the pickers to the orchard and began their labors. It was an entirely new experience, but both could be young men of determination and they stuck—literally where the clinging gum attached itself to their clothing—despite the pains in the back and arms which began to manifest themselves.

At last the afternoon drew to a close. The last wagon was rushed on its way to the waiting train and they returned to the house, tired, undoubtedly, but with an appetite such as the golf course never gave. The meal finished, the men wandered outside, all but Warewood, who lingered over his second dish of peaches and cream, secretly admiring Mary as she cleared the table preparatory to washing the dishes. Then an idea struck him. He timidly arose and approached the dishpan, over which she was bending, and stammered:

"Pardon me, Miss Smith, but can I assist you in any way? You seem to have considerable work, you know,

and, really, I would rather help you than join the others outside."

She turned with a bewitching smile and laughed as she said:

"Did you ever wash dishes?"

"Well, no, but then I can learn, can't I?" he returned.

"I should think so. Wait and I will get you an apron," and with a laugh, in which he joined, with a mental assertion that no one he ever knew could laugh quite so musically, she proceeded to tie a big blue gingham apron about his neck and give him instructions in regard to the proper manner of manipulating a dish-towel. He was an apt pupil and readily learned to handle the dishes without breaking more than a small plate.

Soon they were chatting together merrily like friends of years' standing, and such was the status of affairs when Jimmy Hitchens stuck his head in the door to enquire if Warewood was still eating. They were so interested that they never heard him and after one look he withdrew quietly to the outer darkness, where he indulged in several chuckles which seemed uncalled for. He lighted the inevitable cigar and wandered down the road, up which a cooling breeze was blowing. When he returned a half hour later both were seated on a rustic bench beneath a gnarled apple tree and Warewood was graphically describing Chicago life with a familiarity which seemed a trifle out of place in a young man engaged in earning his living by picking peaches; but his listener was evidently too absorbed to notice anything strange.

And so the days drifted by, and Jimmy, wise in his generation, refrained from saying anything to break the spell that hung over Warewood. After the first soreness wore off the young men began to enjoy the labor and both had to confess that never had they felt better.

Bobby's attentions towards Mary, or May, as he called her, continued unreservedly and one night, in the soft September moonlight, he took her in his arms and whispered the old, old story, that differs little whether it be told in a Lake Shore Drive conservatory or beneath the trees of a Michigan orchard; and as she faintly whispered, "Yes," his lips pressed hers in silent bliss. When they finally came out of the clouds it was she who broke the silence by saying:

"But it will be a long, long time before we can hope to be married, dear, as papa will never give his consent until you have something ahead and either a business of your own or good prospects of securing one."

Then Bobby laughed and, as she gazed wonderingly up into his face, he told her the whole truth about himself and Hitchens, winding up with:

"You see, sweetheart, I just gave a part of my name when I came here—Robert Gorman. My full name is Robert Gorman Warewood and my father is the owner of this orchard."

"And you are a rich man?" she

whispered, as she gently freed herself from his arms.

"Why, yes, dearest," he returned, as he again caught her to him; "aren't you glad?"

"But what does a rich young man want of poor little me, the daughter of a farmer?"

"Don't you see, darling," he said, "that it is you I love and not your station in life? I have flirted with many a boasted beauty of Chicago and not one of them ever appealed to me as you do. And we will be married at once, dear, so as to enjoy our honeymoon while the glorious summer still lasts. I'll ask your father to-morrow," and they made their way to the house.

Jimmy Hitchens, lounging in a hammock, watched them from afar and observed to himself as they passed through the doorway:

"Well, Bobby's excursion to the fruitbelt has been a successful one, and he will take back with him the finest 'peach' that old Michigan ever grew—if I may be pardoned for alluding to such an altogether charming young lady in such a manner."

And such was the verdict of fashionable Chicago when, a few months later, it bowed low over the hand of the beautiful Mrs. Robert Gorman Warewood. Jack Francis Cremer.

A woman who died in New York City the other day, worth about \$100,000, lived the life of a miser, never having been known to go shopping, even when extraordinary bargains were offering.

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

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Tradesman Company, Grand Rapids

STREET VENDERS.

They Pay No Rent and Compete With Established Merchants.

Written for the Tradesman.

"No, I do not handle fruit," said a grocer to a customer who had ordered bananas and oranges sent up with a lot of sugar and flour. "It does not pay. I had quite a business in that line some years ago, but the Council got to granting permits to all sorts of people to sell fruits and vegetables on the streets from cheap stands and wagons and I quit."

"But why turn the field over to these fellows?" asked the customer. "Surely people would rather buy of men whose commercial standing is a guarantee of good goods."

"I couldn't compete with them," replied the merchant. "I wouldn't sell the kind of stuff they handle. If I should attempt it the Board of Health would be down on me in no time. It seems to me that people would rather stop at some rickety old go-cart or slab shanty on a corner and put up their money for fruit and candy that has, ten chances to one, been kept under a bed for a week than to buy of a merchant who handles only clean stock."

"Why doesn't your Association protest against the streets being used as salesrooms?" asked the customer. "These corner stands are a nuisance, anyway, and I can see no reason why they are permitted to disfigure the city."

"Oh, the Association has objected," was the reply, "but it does no good. Yes, these fruit and candy stands are a nuisance. They block the corners the taxpayers pave and pay for keeping clean, and the vendors often make the day and night hideous with their lingo, besides scenting up the air with their nasty gasoline torches and lamps. Then people who buy fruit there often throw the parings down on the walks, and that leads to accidents."

"It's the hucksters who go about with wagons early in the morning who bother me," said the customer. From May to November one can not sleep after 5 o'clock in the morning in the district where I live."

"Year after year," said the merchant, "the Board of Health has paid out the city's money to keep an inspector on the market, just to prevent these hucksters buying and retailing stale and damaged fruit and vegetables, but they permit them to do business all the same. A few years ago there was a general howl about the kind of goods these fellows sold, about the measure they gave and about their dishonesty in making change, but that soon died out and the traffic went on."

"Now, I am paying \$1,200 a year rent for this store, and I employ clerks, a book-keeper and delivery men. I pay out thousands of dollars every year to men who spend their money in the city, buy homes and help to make others prosperous. It would seem to the man up a tree that I ought not to be forced to have this sort of non-taxpaying competition, but it is here just the same."

"Another thing, aside from any selfish motive I may have, I do not think the streets should be cluttered up with a lot of slab concerns where fruit, candy, popcorn and a hundred and one things are sold. If people want to go into the mercantile business, let them get a store and do business as we do. Let them dress decently and learn to speak the English language. I understand that all the profits of their business are sent away to some other country, so they are no good here. Most of them are not even voters, so I don't see where their pull comes from, but they appear to have one, just the same. Sometimes there are two of these fellows on one corner, abusing each other and selling their wares in spite of the police."

"Of course, it is exasperating to business men," said the customer, "but it is up to them to correct the evil. It is the morning huckster who gets my choice English."

"Well, it is up to the consumers to stop that," said the grocer, with a smile. "When you stop buying of them you will have no more restless mornings. Leave your orders with some reputable dealer the night before and rest in peace until it is time to get up."

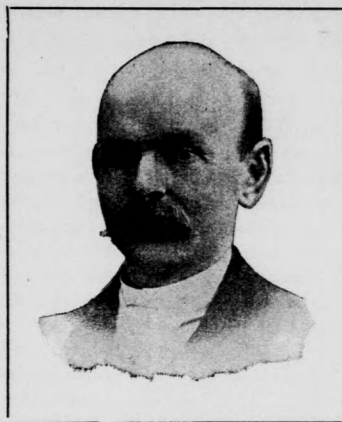
"There will always be people to buy of them," said the customer, "and so long as one such lives in a block the wagons will come in the morning and rattle along at unholy hours and the air will ring with the virtues of fruits and vegetables—bought at the market at reduced rates because of their decayed condition."

"There are many honest hucksters," said the merchant. "I know men who sell goods from wagons who are just as reliable as those who sell over counters. And these men go about their business quietly, too. The noisy, dishonest ones are on a par with some of these corner salesmen. I see them at the market when I go there in the morning. They are not looking after clean goods, either. They want the stuff they can get for a song—and they sing the song keeping you awake. In time these evils will be corrected, but they are certainly on the increase now. Perhaps I should be the last one to kick, because I am an interested party, but it really is a shame to have the street corners blocked up with cheap stands, and some of the fruit and candy sold at them ought to make friends of the doctors."

"People will be selling clothing and flour on the street corners next," grumbled the customer, "and we shall be obliged to go there for our supplies and lug them home in our arms. But the clothing men would put up a howl, you may be sure. They would not go out of the business because of such competition. They would start a movement to put out of business the men who gave the permits."

And the customer walked out with a grin on his face. Alfred B. Tozer.

Many a man sets out for immortality and reaches oblivion—without ever realizing that he has missed his destination.

**JOHN A. GREEN**

President of

**The
National
Retail Grocers'
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CLEVELAND, Ohio, Aug. 26, 1905.

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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.



Attracting and Retaining Trade at Small Expense.

"Merchants, collectively, can go after and get business which no amount of individual effort would bring to a city," remarked a shoe retailer from Kansas. "In our county we have three well developed cities, and there has been great rivalry between them since they were only good-sized towns. Our city is between the other two, and hence was really the poorest location for business getting, as it had been competition on both sides, while both the others had a territory to draw from which had no large towns near. Things slid along in the usual manner until it came to definitely deciding where the court house was to be built, as it had been a traveling county seat until a few years ago. One of the other cities landed the court house and the bonds were voted to build it. That was what finally got our merchants to combine in the right way, and a firm of young attorneys influenced us to continue to hold together—even those who compete for the same kind of business—like one big family.

"We had a Commercial Club, organized for the purpose of boosting the city in every possible way, but which had been doing little effective work, because the principal efforts put forth were to get factories, and the eyes of the Club were always turned away from the city and surrounding country, looking for something good that they could take away from another city. Now, this Commercial Club held a meeting to devise plans whereby our city could be the metropolis of the county, if it had to lose the court house; and as it was an open meeting, the two members of a brand new law firm were present, although not members. They were just starting, were smart enough, but no one knew them thoroughly. One of them said that he had a plan which he felt sure would work, although he had never seen it tried, and the only thing that stood in the way of our adopting the same was the fact that we had no good, live man for secretary, and could not afford to pay a man to devote his time to the work; but if we were interested in the scheme he would suggest a way to get a secretary without increasing our expenses much, but the Club must include every merchant in the city.

"We were open to any kind of proposition, so called upon him for his plan, and he said a commercial organization that overlooked the farmers was of no account to a city in an agricultural district, such as ours was, and that he proposed broadening the Club and calling it the Merchants' and Farmers' Club, and while the merchants put up all the money, they would have all the votes, and would run the Club according to their own views, but issue associate membership cards to the farmers of the

county, and have these cards entitle the latter to some special privileges. He thought a discount of even 1 per cent. on goods would be a bad thing, for it would prejudice all farmers who had no membership; but he called attention to the fact that there were a great many privileges a well conducted club could offer, as, for instance, farmers coming to the city with their families could have toilet rooms at the headquarters and the use of telephones; there could be a check-stand, where they could leave their wraps, whips, lap robes, etc., and they could order all their goods delivered there. Then he called attention to a building on a back street, just a block away from the business center of the town, which could be rented or purchased, and the vacant lot with it, and a place prepared for the feeding of teams, and the membership cards would entitle the farmers to the use of this place gratis. This last idea clinched the whole plan in our minds, and the meeting becoming very enthusiastic, we called on him for details. He then proposed that if the Club would enlarge, get the building and fit it for Club rooms, and cut off two small rooms for their law office, rent free, he and his partner would take charge of the arrangements, if one of them was elected secretary. Also that a stenographer should be employed, who would always be there to take charge of things, and do their work as well as that of the Club.

"Well, the proposition appeared so satisfactory to us that a committee was appointed to wait upon the owner of the building and plot of ground. It was found that these could be bought cheap, and we at once went to work and made our Club as big as we could, as we found that all the merchants were not only willing to contribute their share, but thought so well of the idea that they did not want to be left out. They felt that the Club members would enjoy special privileges as well as the farmers, and they were right. The long and short of the matter was that we soon had the building fitted up as a Club house, with a main office, a parlor, toilet rooms for men and women, a reading room and check room. Then we fixed up a shed all around the vacant block, wide enough for a team to be driven in and hitched to a feed trough, and the entire rig be sheltered. We divided it off into roomy stalls, to hold a team each, and had a place to house horses which was a good deal better than most of the horses were accustomed to at home.

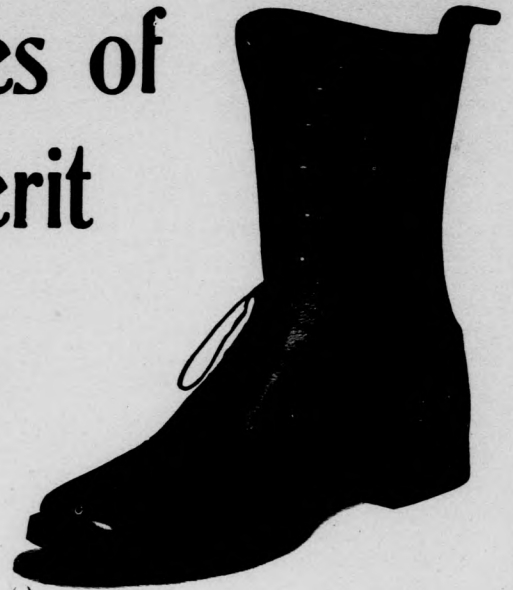
"While all this preparation was going on each merchant was talking of the matter to his country customers, and giving them application blanks for membership. This application blank business made it appear as if there was to be some exclusiveness in the matter, as the applications had to be voted on, and the farmers were given the privilege of applying for regular membership and paying the same fees as the merchants, or for an associate membership, for which they would have nothing to pay, but would have, of course, no

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Hard-Pan Shoes

They wear like iron

You'll sell more shoes and make many times more clear profit than you can dissipating your energy on a lot of unknown makes.

Try the business-like way. Try Hard-Pans—exclusive territory—continuous sales—hosts of friends—also P. D. Q. deliveries from stock.

Hard-Pan Shoes have our name on the strap of every pair. It's your insurance against dissatisfied customers.

The Herold-Bertsch Shoe Co., Makers of Shoes
Grand Rapids, Mich.



voice in club meetings. This latter appealed to most of them forcibly, and by the time the Club was ready for them we had a big and increasing pile of applications. They were voted in, of course, and the application blanks, which gave all the information we wanted to know about each applicant, were placed on file for future reference. This membership business soon became a regular craze among the farmers. They wanted the use of the Club, and they came in from miles around, and filed their application, getting some merchant or other farmer to recommend them. They had everything to gain and nothing to lose, and we were well satisfied.

"When the Club had gained a tremendous membership among the farmers, and it did not take long, we began systematically to get well acquainted with the bunch. We issued a monthly letter to each member, telling him what was to happen in town, who the newly admitted members were, what the Club had been doing, and what the merchant members of the Club had to offer that was attractive.

"We soon began having Club picnics and winter entertainments, and the way we got acquainted with the people of the surrounding country was amazing. The good fellowship that we brought about in one year was greater than we could have formed in a lifetime by individual effort, and by this friendly feeling the merchants gained their point.

"Every possible convenience was furnished at the Club. A register was started early in the game, so that every man could find out who was in town besides himself. He could also ascertain exactly where he could go to buy anything on earth, being given a list of the Club members who handled whatever he needed, or could order it for him, and during the time he was shopping his team was in a comfortable stall, eating whatever feed he brought along with him, or bought after reaching the city. The Club list was printed from time to time, and every member was entitled to a copy, so we merchants used it for a regular mailing list whenever we wanted to do a little advertising on our own account.

"Business men in large cities have their clubs, and know how glad they are to favor a brother club-man, whenever opportunity offers. The same thing holds good in our Club right along. We have the same goods to sell that they have in the neighboring cities, and can make the same prices. We do not need to make better prices, for all the inclination is our way. The other towns are the ones that have to cut and slash to do business.

"The young lawyers are middle-aged lawyers now, and have a big practice, for they gained such a large acquaintance with both merchants and farmers that they were soon on one side or the other of pretty nearly every case from our city, so the move was a good business proposition to them as well as to the rest of us."

Troubles of Short-Sighted People.

"Short-sighted people have some remarkably funny happenings," said the man as he wiped the heat from his brow and deposited his perspiring bulk in his accustomed chair. "I'm short-sighted myself, but I ran along pretty comfortably until I took a railway journey last summer. It was hot in the train and everybody was more or less cross. I read all the literature that I had brought, and all that the train boy could supply, and was idly making little pellets of paper from the leaves of a commercial magazine and casting them on the floor. It was a rather stupid thing to do, but I entirely lost the glare of the traveling man opposite, who looked, as I was told afterward, as if he'd like to drop me then and there, but later I picked them up, and rolling the packet into a neat little ball I aimed for the window, only to feel it rebound into my lap. Thinking it had struck the window ledge. I tried again. The thing rebounded again. I was mad by this time to think I couldn't shoot any better than that, so I stood up and let fly. As I felt the ball for the third time rebound against me, the commercial traveler yelled: 'You fool, that window's shut!'"

"I heard the other day," he went on after the laugh had subsided, "of a case of tender-hearted short-sightedness. It seems a lady got on the San Rafael train, and seeing two boys in front of her, one of them apparently badly hurt, as she could see the blood streaming from his white shirt sleeve, she got there as quick as she could, and asked the boy if she could not help him. 'W'ot fer?' said the urchin. 'Your arm; it's bleeding so badly,' the short-sighted one replied. 'Aw, g'wan!' said the unwilling object of her solicitude. 'That's me shirt. The sleeve's tore, and that's me red shirt comin' thru.'"

Dealer's Amusing Experience With a "Knocker."

A Buffalo shoeman had an amusing experience with a "knocker" last week. He brought in a pair of split patent leather shoes wrapped in a newspaper that looked as if it saw long service. He began to sputter immediately: "Here is a pair of shoes that I bought from you a few weeks ago and paid you \$5 for them. Look at them, all broke."

The dealer saw at a glance that the shoes had not been bought from him, moreover, they had a rival dealer's name on the heel straps. He allowed the man to rant and rave a while, and then called his attention to the name on the straps. Then the kicker came to his senses. It developed that the man had bought a pair of shoes from the rival and had since discarded them. In his hurry he picked them up and saw that they were torn. He hustled down to the dealer and made his kick. The dealer figured that even if the shoes were exchanged it was ten chances to one that he would never have sold the man again. He had no regular dealer, and his roving proclivities led him to make the error.

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.



You Are Cordially Invited

during the progress of the West Michigan State Fair, held at Grand Rapids from the 18th to the 22nd of September, to visit our factory and see how shoes are made.

Our reputation for making good goods is well nigh universal and an inspection of our plant will show you why our shoes are better.

RINDGE, KALMBACH, LOGIE & CO., Ltd.
Grand Rapids, Mich.

How To Get Trade from Country Fairs.

Now is the time of the year to lay lines for the farmers' trade. The hardy tiller of the soil is reaping his rich harvests, and is making merry at the cattle show, or agricultural fair, whichever one prefers to call it. The farmer is rich and happy. Government statistics show some record crops. And when a man is prosperous he is always open to business. Hence the opportunity of the shoe man to get a firm grip on the farmer's heart, and hand, and feet, and pocketbook, if necessary.

A booth at the cattle show, a float or a display in the parade, an advertisement in the programme, and a visit to the fair are bound to draw trade. A number of shoe retailers have found it so. Besides it gives the merchants a splendid chance to brush up against the real producers of wealth, the men who draw gold from the earth through wheat and corn, oats and barley. The farmers of the country are rich; Mr. Wilson, of the Agricultural Department, says so, and his statistics on the subject have not yet been doubted.

A display at a cattle show must be practical. The farmer is an intensely practical man. He does not run his fair for a celebration. He runs it to get points on what his neighbor is doing, and what the seed man, the harvester trust and others have to offer him. He is also willing to look at new ideas in footwear.

One exhibit at a county fair that has attracted much attention for several years has been a display of farm shoes, plow shoes of leather and rubber boots for wet weather. This exhibit was made by a retailer in the town in which the fair was held. Apparently the rubber company had helped him out well, for it gave him much literature, which explained why its particular brand of rubber goods were the best for farm wear. A pair of shoes that had stood the test of wear for many years was a feature of this display that attracted much attention.

Another display appealed to the women folks. It consisted of a line of specialty shoes, which a certain firm displayed in order to get a premium or diploma, for advertising purposes. The latest styles of footwear made by this firm, whose name is known all over the country, were shown, and one pair of shoes was dissected just to show how made. Still another display was of children's shoes, and a third was of house slippers. Several glass cases of assorted styles in footwear were also shown at this fair.

One feature, which was not worked up, although it offered opportunities, was a display of blackings and dressings. A good dressing appeals strongly to the farmers' trade. His shoes get the hardest kind of wear and need the most dressing. A waterproof dressing recommends itself to the agricultural trade.

A ready repair kit was shown by a department store, not by a shoe dealer. The department store stole a march on the shoe men. A repair kit

is a valuable outfit in the workshops of many farms, especially in the West. In some districts of New England farmers are acquainted with hand methods of shoemaking, and they can readily repair a shoe. In the West, in sections remote from towns, farmers often have to tap their own shoes, and in other cases they prefer to spend their leisure moments in cobbling rather than to take a long trip to the cobbling shop in town.

Probably everybody has been to a cattle show at some time or other, and realizes that these displays of footwear are made in the hall or big tent, with the needlework, the bread and cake, the photography and art work, and the display of mechanical productions, not alongside the ox, the cow, the horses, sheep or swine.

Both the farmer and the city man appreciate advertising in the parade, for everybody likes to see a big display when the agricultural show parade comes along. So the shoe man has a chance to appeal to two classes of trade. A common idea for such a parade is to get a fancy wagon, perhaps a tally-ho, and mount the clerks, or a bevy of pretty girls on it, and have them distribute cards of the retailer, perhaps advertising a particular line of shoes. The man who has the time to rig up a big shoe on a float, and send it out as a moving home for "the old lady who lived in the shoe and had so many children she did not know what to do" has a display that will be talked of for many a day, especially if the rhyme is completed with the remark that she brought them all down to our store and bought them a pair of Kicker proof shoes.

It is worth while to take an afternoon off and go to the big show. It makes a man yearn for the happy pastoral life of the farmer. And at the same time it offers him a chance to do business if he does not get yearning too much. The farmer is a good talker; as a rule he won't consider it an insult to get your business card, and he may be pleased to accept your invitation to call when he is next in need of footwear.

While the jokers make fun of the farmer, yet the average business man classes him as the most potent factor in American affairs. Once upon a time, in old Boston, the proud aristocrats who made the laws on Beacon Hill laughed at a petition from the farmers for the repeal of a law that bore heavily on them. "All right," answered the farmers, "you may laugh now, but you'll grant our petition or go hungry." Then they went home and refused to send their produce to market. In a surprisingly short time the aristocrats began to starve for green goods, and they quickly proceeded to make peace with the farmers and get in connection with their food stuffs again.

It is true to-day that most of the 75,000 retailers of the country are located in cities or towns, but a great bulk of the retail trade of the country is derived, directly or indirectly, from the farmers. There is now a special need for catering to this trade, for the mail-order houses are supply-

Building Up Business



requires not only continuous application and thought on the part of a merchant but it also requires good dependable goods. The successful merchant with a large patronage is the man who has educated his townspeople to buy good goods. They rely on his judgment—they appreciate the merits of his goods. The majority of the people of your town want good shoes—if you can't supply them they will go elsewhere.

Walkabout Shoes

are good shoes—popular priced—and everything desirable in style and fit. They please the best dressers in the large cities and are being demanded more and more by the residents of smaller towns. We have a proposition to make one dealer in each town about this "\$3 shoe with a \$5 look."

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.

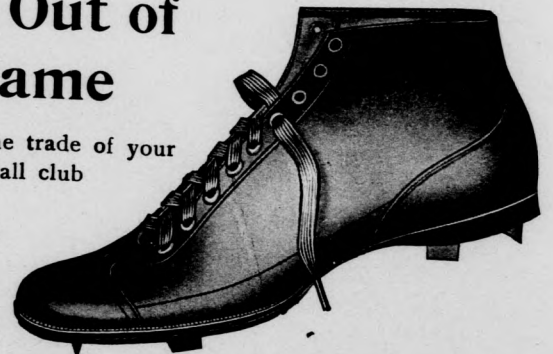
SAGINAW, MICH

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

ing the farmers with catalogues, and are mailing them the latest styles in footwear, guaranteed to fit, and only 25 cents per pair plus the ordinary market price. The mail-order man is going after the farmers' trade with all the enthusiasm of a twentieth century advertiser, and the retailer must always keep ahead of him in order to hold the farm trade to his own store.

A harvest window is always a drawing card during cattle show. A display of prize potatoes, a guessing contest on the number of seeds in a big squash, decorations of autumnal leaves, a window lighted by pumpkin lanterns, and others are among the schemes that have been worked in some sections. One very clever harvest window show last year consisted of a cornucopia from which streamed in artistic confusion a line of the latest fall and winter styles.

Another window, which was prepared in anticipation of a clearance sale during cattle show, was done in black and white. White canvas shoes and white summer novelties were shown on black silk handkerchiefs, spread in squares over white paper, and on the white paper black and shiny leather shoes were arranged. Thus, the white goods, which were being cleaned out, were made conspicuous on the black squares, and the black goods, which were being shown up for the fall trade, were made conspicuous on the white squares.

The farmers have gotten over their habit of riding into town in a farm wagon, equipped like an army quartermaster's wagon, with a tent and a week's supply of provisions, for they now come to town in electric and steam cars. But many of them still have the habit of doing their shopping while on a visit to town, and the wise retailer will watch for their trade, and try to cultivate it. A retailer who has had a long experience with the farming trade says that a farmer customer once captured can be relied on during good behavior, that is, as long as the retailer treats him well. He does not shift around, as the bargain sales show up, like many city people, but he continues to buy his footwear of the man whom he knows and who treats him well.—Fred A. Gannon in Boot and Shoe Recorder.

Evidences of Prosperity on All Sides.

Battle Creek, Sept. 12—The Meyenburg Terra Cotta & Brick Co., of Chicago, which has bought clay beds in the southwestern section of the city, has received its first shipment of machinery. The Superintendent says that he will have his first kiln of brick burnt and ready for the market in six weeks. The yards will be run on the eight hour system.

The Postum Cereal Co. has paved with brick all of the alleys and driveways between its many buildings, which is quite an innovation, as it does away with the driving through mud, and enables the alleys to be kept clean.

President Hanna, of the Hanna Iron Works, of Chicago, was here last week looking over the plant of the Battle Creek Iron Works, which

was closed some months ago. The buildings and machinery are all new. Mr. Hanna was much pleased with the property, and if suitable terms can be arranged will move his plant here. He employs 150 men.

The Nichols & Shepard Threshing Machine Works has been closed for two weeks for the regular fall invoicing, cleaning up of yards and buildings and repairing of machinery.

The Phillis Knitting Mills, of Chicago, employing 150 girls, has written here for information about this city and the prospect of getting a site. It is the same old story—wants to leave Chicago on account of union labor troubles.

For many years Battle Creek has had much notoriety on account of a mammoth sign board on the river bank opposite the Michigan Central depot, advertising the advantages of the city and enumerating the big manufacturing plants already existing here. It was painted with such large letters that it could be easily read by the passengers on all trains passing through the city and always attracted much attention and comment. The side of the Kalamazoo River upon which the board is situated is very unsightly, and it is now proposed to build upon its entire length, a distance of one block and four times as long as the present sign board, one about thirty feet high, covering up all of the unsightly places, and pay for the expense of building the same by selling space to local manufacturing institutions. It has been approved by the Business Men's Association and is a go.

C. L. Yost & CO.

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.

577 Forest Ave. West, Detroit, Mich.



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.

**M. O. Baker & Company
Commission Merchants**

Toledo, Ohio

Car load receivers

Peaches, Plums, Apples, Potatoes

Make a specialty of peaches and plums in season, can handle car lots daily.

Wire car number and routing day you ship and mail manifest with shipping bill.

REFERENCES: Commercial agencies. First National Bank, Toledo, Ohio. This paper.

MEMBERS: National League Commission Merchants; International Apple Shippers' Association.

Be friendly. Wire or write us. Know we can make you money.

Butter, Eggs, Poultry

Shipments Solicited.

Prompt Returns. Phone or Wire for Prices Our Expense.

SHILLER & KOFFMAN

Bell Phone Main 3241

360 High Street E., DETROIT

Ship Your Peaches, Plums, Apples, Etc.

to the old and reliable house.

Sales and returns daily. Write us for information

LICHTENBERG & SONS, Detroit, Michigan

**BREAK
YOUR BONDS!**

Don't be tied down with your old shelf worn stock a day longer! Don't let your inability to buy for cash tie your goods for one hour more! Don't be bound down with old slow-going business methods one more day!

Break your bonds with one of our Special Ten Day Sales combined with our Expert Sales Promotion and Publicity Plans.

Contract with us to send your business speeding along at such a rate that the Broom of Demand, wielded by the strong arm of our Expert Sales Promotion and Publicity Plans, will have swept all your shelf worn stock off your counters along with two-thirds of the rest of your goods, and swept into your till the ready cash that will enable you to buy all your goods for Spot Cash chandising gained by thirty years of hard work and by gaining every advantage, gathering in every discount.

We apply our knowledge of Human Nature and Merit-earnest study to the work of Special sales.

If we can prove to you that we can make big money for you in a straight, legitimate manner, will you grasp that opportunity to make the money?

Will you?

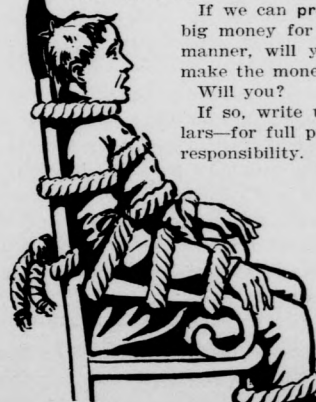
If so, write us to-day for further particulars—for full proof regarding our ability and responsibility. Better write to-day.

NEW YORK & ST. LOUIS CONSOLIDATED SALVAGE CO.

INCORPORATED

HOME OFFICE, Contracting and Advertising Depot, Century Bldg., ST. LOUIS, U. S. A.

Adam Goldman, Pres. & Gen. Mgr



HARDWARE

Stage Management Needed in Selling Stoves—or Anything.

Many merchants seem to think that stoves can be sold on a sample floor in any condition—in a dark, gloomy room, sitting on a dingy, dusty platform, half blacked, nickel dull and tarnished, castings lying under and between them, covered by tinware, dust, etc.

Stoves and ranges should be displayed on a platform made nine inches high and thirty-two inches wide. For convenience the platform should be made in either ten or twelve foot lengths. Do not nail to floor, but use quarter round moulding tacked to platform and to floor. The baseboard should be 1x8, using one inch stuff on top. The top should be made to extend 1½ to 2 inches on sides and ends, using quarter round to brace. Have edges of top nicely rounded off. The best material to use in top is hardwood that will take natural finish, such as hard pine, oak or hard maple. If natural finish is used, after filler is applied to surface, finish should be used containing a quick dryer such as turpentine or Japan. Natural finish should only be used where the fixtures are very fine, and finished natural. Stoves and ranges show up to better advantage upon a platform painted a light vermilion. Wherever possible ranges should be displayed against the wall. Put a joint pipe, an elbow and a pipe collar on each range and make it appear as if set up ready to operate. Never display ranges where back of high closet can be seen. Arrange stoves and ranges on floor with low goods in front. Always have bright attractive goods in front, where you enter sample floor with a prospect. Remember first impressions are lasting.

The walls of a stove sample room should be painted, tinted or papered a turkey red, the ceiling a light lemon. Plenty of light should be used, but never have it shine over back of ranges, but have the light thrown on top and front as much as possible. Aisles between platforms can be painted a dark gray, or covered with linoleum, or better still, use a cocoa matting such as is often used in church aisles. And last, but very important in showing and selling stoves, have the samples well blacked, put on two or more coats of polish and rub hard; don't be satisfied until the goods are shined perfectly.—Buck's Shot.

The Business of Selling Names.

In New York alone are perhaps half a dozen firms which buy and sell or rent out letters written in reply to advertisements in newspapers and magazines. In the stockrooms of one Broadway letter broker are 40,000,000 letters of recent dates from people in all parts of the world. Few of the brokers sell letters. They prefer to hire them out for a special number of

days. Most brokers require a lot of 10,000 or less to be returned in ten days, the larger lots to be used at the rate of 1,000 a day; thirty days, however, being the limit even for 250,000 lots. A "lot" usually consists of 1,000 to 250,000 letters—as many as have been purchased from any one advertiser at one time. Few brokers will "split" a lot. Among the most valuable letters are those written by would-be investors in stocks and bonds. Such letters have been known to sell for \$250 a thousand. Other letters commanding a fancy price are those from people seeking a cure for blood poisoning and the morphine habit. The first use for envelope addressing of letters from morphine sufferers is worth about \$75 a thousand. Strange to say, letters seeking a cure for the liquor habit are of little value. One shrewd broker volunteered the opinion that most drunkards do not want a cure and most replies are from drunkards' wives, who, in most cases, have little or no money. Men's letters are worth more than women's letters, because men generally have more money to spend than women. The brokers usually buy letters directly from the advertisers to whom they are addressed. For instance, we will suppose Blank to be an advertiser who treats of cancer. He possesses a lot of letters of 1901 and 1902 dates written in reply to his advertisements. He writes to a letter broker, requesting an offer and a copy of the advertisement to which the letters are replies, guarantees that none of the letters have been used by anybody but himself, and a list of the number of letters and the dates of the oldest and freshest. The broker offers \$60 a thousand and the letters are shipped. The first rental of a lot of letters usually brings the broker about half the amount he paid for them outright, and the second rental about three-fifths as much as the first rental. The first three rentals usually pay the broker the cost of purchase, after which every cent is profit. "Bald head" letters are cheap. Letters from students and would-be students of hypnotism and astrology can also be hired at reasonable rates, from \$2 to \$5 a thousand. Agents' and would-be agents' letters are always in demand and sometimes rent for as much as \$25 a thousand. A few letter brokers have established for their protection "dummy" systems. Before sending out a lot of letters a broker mixes in several letters signed with fictitious names, a key to which is kept. Though the name on each dummy letter is different, the address is generally the same—that of some friend of the broker residing in a small town in another state. As fast as that friend receives mail matter addressed by dummy names he forwards it to the broker, and if a person hiring letters violates his agreement by permitting somebody else to circularize the names and addresses the broker will learn the fact.

Advertising Sells Pianos in Summer.

The department stores of Philadelphia must be credited with teaching

the public that summer is a good time to buy pianos. How have they done this? For many years it was the custom of the legitimate piano dealers of Philadelphia to cease advertising during the warm, dull months, and consequently the public was little interested or gave little thought to piano buying in warm weather. The department stores continue their heavy advertising during the summer, and naturally give as much space to piano and musical instrument buying as in the winter. The result is that the public have begun to look upon the warm months quite as favorably for piano buying as in the winter.—Music Trade Review.

The path to perdition is lubricated with smooth talk.

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.

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.

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.
Grand Rapids, Mich.



SINGLE INSIDE LIGHT
600 CANDLE POWER

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 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
FRAZER Axle Oil
FRAZER Harness Soap
FRAZER Harness Oil
FRAZER Hoof Oil
FRAZER Stock Food

The Relation Between Producer and Consumer.

In the discussion of the economic questions brought to view by disagreements between employers and employed, sight is often lost of the relation between producer and consumer, or to speak more correctly, of the fact that the consumer is identical with the producer. Instead of two classes there is one, with which the producer and the consumer are both identified. They may be placed in subdivisions of the same class for certain purposes, but when the general principle is being considered no division is permissible. The producer is the consumer and the consumer is the producer. With that axiom in mind it becomes obvious that when, by strikes or other processes, they increase the price of products, they also increase their own cost of living or their difficulty in obtaining a living, which is practically the same thing.

Then it becomes apparent that the consumer is the real employer. In the United States the consumers are the wage earners, always the great majority of the people. It is they who eat the products of the farms, who wear the clothes and utilize the many devices produced in shops, mills and factories, and who live in the houses erected by the labor of their own class. The capitalist, that is, the so-called employer, is an organizer—an intermediary who takes his commission for his services. The public pays, and the price it pays is fixed by its own attitude toward the various products.

If the farmer must pay a higher price for his plow or his boots, he must charge a higher price for his grain and potatoes. If the cotton mill operator or the coal miner, because of a strike in an iron foundry or a brickyard, must pay higher price for his house rent or his stove or his frying pan, he must find some way to get more for his services from the public by way of the so-called employer.

This will ever remain true as a fundamental principle in prices and in cost of living, so long as the people of the United States are both producers and consumers of ninety-five per cent. of the merchandise required for their use and maintenance. Compared with our domestic trade, our foreign commerce is an item of small

significance. The people of this country live largely by and upon their own labor. They exchange their labor among themselves, and the so-called employer is practically no more than an agent in the transaction. The public itself pays any increase in the income of any part of that public, and the beneficiaries of a local increase must, sooner or later, be called upon to contribute their share of the increase enforced in other localities by their own act. Incomes and cost of living move in conjunction, and the better paid public pays more for its living with no real gain by the process.

The condition most to be desired for all is not high wages and high prices, but steady employment at reasonable wages and stability of every kind.

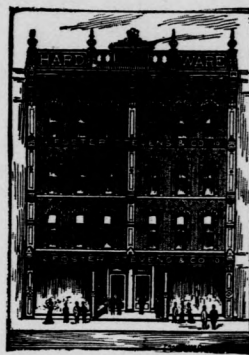
The Self-Conscious Man.

In every large work there is usually one man who has forever lurking about his person the idea that others are "doing him," that his associates or his competitors are continually putting the knife in his back. He sees visions and dreams dreams; is suspicious of every one.

Usually the trouble is that he is tricky himself, and naturally thinks others are—fears he is being trapped at his own game. Sometimes the trouble is supersensitiveness or over-consciousness. I once knew a man who was afflicted that way. He told me his experience and told me how he overcame his weakness. He said, "I used to imagine everybody was thinking and talking about me, but one day a great light dawned; I found that I was simply thinking and talking about myself. Others were attending to their own business and giving me no thought. I was haunting myself."

There is much in the idea. Attend to your own business. Smother suspicions; do not nurse them. You think Jones and Smith are working up a conspiracy against you, when in fact they may be planning a goose hunt—don't let yourself be the goose in the case.—Business Men's Magazine.

It is better to be wrecked on a desert island with a parrot than to dwell in Paradise with a woman who pouts.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

Do You Know The
SHIELD
of
QUALITY
?

It makes a money-saving
in your daily expenses

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

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.

Prism Glass—For Utilizing Natural Light. Gives from 30 per cent. to 80 per cent. more light than Window or Plate.

Leaded and Ornamental Glass—Very artistic for the home or store interior. Made for 50 cents per square foot and higher.

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.

DRY GOODS

Weekly Market Review of the Principal Staples.

Coarse and Colored Goods—Coarse gray goods, particularly ducks, drills, ticks and osnaburgs, have been sought for with much persistency during the week, but few spot sales have been made, owing to the difficulty of agents getting supplies. Ducks are so scarce that cutters have resorted to denims, osnaburgs and drills. For future deliveries colored and printed drills and ticks have been active and prices are now a full half cent more than they were two weeks ago. Osnaburgs and coarse Southern stripes are fast getting out of the market. Southern mills formerly running on these goods entirely are changing over to heavy sheetings, where there is a larger profit. Denims are sold well into 1906 and future business is quoted on a basis of 14c for nine-ounce indigo-dyed goods. In ticks goods are being lightened and manipulated to meet a price and heavy twills are being worked along the same lines. Very little is heard of domestic wants for 3-yard sheetings. Now export business is quiet in 3-yard sheetings, new business is not forthcoming. Mills, however, are not pushing their sale, as a majority of productions are sold ahead until May at the least. The peace negotiations, it is believed, will bring about settled conditions in Manchuria and that section of China is looked upon as being in a position to absorb large quantities of these goods when merchants can resume business undisturbed. Three-yard sheetings continue to be quoted at 6 $\frac{3}{4}$ c and some prices are even higher. On 3 $\frac{1}{2}$ yard goods the situation is about the same as on heavier goods and prices are the same as formerly, or 6 $\frac{1}{4}$ @ 6 $\frac{3}{8}$ c. Four-yard 56x60s are quoted at 6c, and in this weight domestic markets are taking much interest. Considerable business has been taken for early spring wants. Twills and other gray goods of similar construction that are converted into linings are unusually active and nearby goods are bringing very full prices, with here and there a slight premium. Special goods are far above staples and against a serious problem.

Odd Grays—Odd grays, or New Bedford goods of combed and carded yarns, are very much in demand. Corded effects and goods of pique and poplin construction are very active. Leno and fancy warp effects are also good. Converters are very anxious to cover heavily on these goods now as spring business on finished goods is beginning to show up well with every possibility of becoming large for the season.

Prints—The print situation is perhaps the most talked of in the general market to-day and the prospects are brighter than has been the case for some time. Wide staples are moving ahead with usual freedom and

all left-over goods have been cleaned out. Very little new stock is in agents' hands. Talk of further advances is in the air and it seems quite probable that another advance will soon be made.

Underwear—On fleece goods the market is practically cleaned out, with those manufacturers who make a specialty of this character of goods well conditioned. Undoubtedly a good many more goods could be sold at present were they on hand, but it is possible that were they available, buyers might not be so anxious to take them. Although manufacturers claim that on fleeced goods, especially ribbed tops, competition has made necessary very low prices and that profits were hard to secure on account of the inability to obtain satisfactory prices on seconds, yet it would seem evident that the competition is not likely to be severe for the next season at least, inasmuch as certain makers who have been in the fleece business have determined to eliminate it and confine their efforts to other lines.

Building Boom On in Lansing.

Lansing, Sept. 11—The building boom in this city, which has heretofore been confined to the erection of residences for the large number of factory employes recently brought to the city, is now extending to the business section, and not less than a dozen business blocks are in process of construction. The new department store of Cameron & Arbaugh, now nearing completion, is by far the handsomest business building in the city. It is five stories in height, the west front and north sides being composed largely of glass. The company expects to occupy the building October 1.

The annual meeting of the Reo Motor Car Co. was held last week, R. E. Olds being elected President; R. Shettler, Vice-President; E. F. Peer, Secretary and Treasurer; R. H. Scott, Superintendent, and H. F. Thomas, Mechanical Engineer. Although the company has been organized barely a year, and the factory has been in operation less than nine months, a 10 per cent. dividend was declared. The company is now preparing for the season of 1905, and will commence shipping its new style cars within a short time.

The new Suction Gas Producing Co., which is one of the industries of this city that promise wonderful growth, is rapidly increasing the scope of its plant on the old State Fair grounds.

The three factories which were given sites on the old Fair grounds are together employing over 1,500 men. S. L. Smith, Fred Smith and James B. Seager, formerly of Detroit, are stockholders and managers of these great enterprises.

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.

Gloves and Mittens



We carry a large line made up in the following grades:

**Canvas, Muleskin,
Goatskin, Calfskin, Dogskin, Buckskin
and Horsehide**

We have some exceptionally good values, and it will pay you to see our line before placing your order. Our prices are right. Ask our agents to show you their line.

When you come to the Michigan State Fair, Sept. 18 to 23, make our store your headquarters.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

A Bakery Business in Connection

with your grocery will prove a paying investment.

Read what Mr. Stanley H. Oke, of Chicago, has to say of it:

Middleby Oven Mfg. Co., 60-62 W. Van Buren St., Chicago, Ill., July 26th, 1905.

Dear Sirs:—
The Bakery business is a paying one and the Middleby Oven a success beyond competition. Our goods are fine, to the point of perfection. They draw trade to our grocery and market which otherwise we would not get, and, still further, in the fruit season it saves many a loss which if it were not for our bakery would be inevitable.

Respectfully yours,

STANLEY H. OKE,
414-416 East 63d St., Chicago, Illinois.

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company
60-62 W. Van Buren St., Chicago, Ill.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., $\frac{1}{2}$ lb., $\frac{1}{4}$ lb. air-tight cans.



Curious Powers of Landlords.

In Germany a farmer can not marry without the consent of his landlord, and this consent is not always so easy to obtain. Very often a farmer has to purchase his landlord's consent to his marriage, and many of the poorer land-owners add a good deal to their incomes in this manner.

In Spain these peculiar privileges of the landed classes are confined altogether to the nobility. A man without a title in Spain, should he be in the position of a landlord, which is very rarely the case, has practically no control over his tenants, and very often finds it hard even to recover his rent.

In France there are very few territorial proprietors, most of the peasants being owners of their farms; such landlords, however, as do exist, have very little control over their tenants beyond receiving their rent, which must not exceed a certain standard fixed by the state.

There are no tenantry in the world so completely in the power of their landlord as the Russian peasants. The Russian peasant has no legal existence, for he belongs to his landlord, who, if he wishes, can flog him to death for the least offence. The Russian farmer pays no rent. All the profits of the farm must go to the landlord, who provides his tenants with just the bare necessities of life.

A Brace of Cases Where Memory Failed.

Written for the Tradesman.

Talk about forgetfulness—the old lady hunting her spectacles when she has 'em on top of her head or—more obvious yet—on the end of her nose isn't "in it" with the predicament of a man I heard of the other day; and his friends, who know him better than I who never saw him, say he gets worse and worse as time goes on:

He went down the street, not long ago, to execute a little commission for his wife. The weather fine, he thought he'd take the baby along in her perambulator.

It was noon and the walks were thronged with people. Making his way carefully along the outer edge, he reached the store where he was to find what his wife had asked him to obtain. The little one is big enough to be trusted not to fall out of her cab, so he left her out in front while he went inside.

The store was full of people and he had some difficulty in getting waited on. Finally, his errand completed, he was glad to be out on the sidewalk. Mopping the perspiration from his fevered brow, he hurried home, to be met with the excited exclamation of his better—and ten times more thoughtful—half:

"Why, where's the baby, John!"

Surprised at her tone, he looked at his wife confusedly, then, realizing that something was wrong, and for which he seemed to be held responsible, bolted out of the door without a word of explanation, got over the ground between their house and the store as fast as his two feet could carry him, recovered the child and pushed the baby-cart home in a relieved but very shame-faced manner,

a sadder but wiser man—he had again to meet his good frau, when there would be apologies galore on the one side—and something else on the other!

* * *

It was this same absent-minded lord of creation who had to drive out in the country about half a dozen miles and invited his wife to accompany him. The day was a pretty one, and she, without loth, accepted the invitation.

Her husband asked her how long it would take her to get ready. That was, we will say, about 1:30. The wife said she could be ready in twenty minutes.

"All right," cheerily said the husband, "I'll drive around a bit and I'll be back here at 1:50."

The wife was ready inside of the stipulated twenty minutes.

She might be waiting for her drive to this day, so far as the husband's keeping his appointment was concerned!

At 6 o'clock he leisurely drove into the yard; and never would the matter have entered his precious noddle again had not his wife's accusing eyes been looking at him steadily across the table as he glibly recounted the interesting events of the afternoon!

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.

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.

Genuine Gas Coke

For Furnaces, Base-burners, Grates, etc.

Clean!
Economical!
Perfectly Satisfactory!

Grand Rapids Gas Company

**To the Retail Grocers
Of Michigan and Ohio**

FOR 30 DAYS ONLY you can buy Leader Cream of your jobber at \$1.65 per Case (5 cent size, 4 dozen to the case), equal to 41 cents per dozen.

At this price these goods show a profit of 45 per cent — something unusual on staple goods. Do not miss this opportunity to put in a stock of Leader Cream.

MARSHALL BROS.

State Agents for the

Michigan Condensed Milk Co.



The Only Genuine

Beware of imitation brands

One trial order will prove its superior selling qualities.

Write for samples and prices.

Manufactured only by the
HOLLAND RUSK CO.
Holland, Mich.

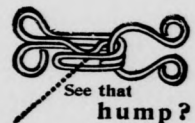
We Are

the only exclusively
wholesale dry goods es-
tablishment in Western
Michigan.



We Have

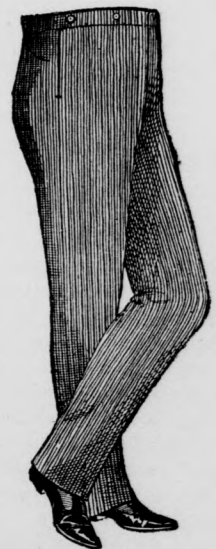
but one aim and that is
to study and cater to the
wants of the retail dry
goods and general mer-
chant.



See that
hump?

We Will

try to please you if given
an opportunity.



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



Michigan Knights of the Grip.
President, H. C. Klockseim, 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.

Avoid the Appearance of Poverty.

"If Mr. Stumpack hadn't written to me about you and if I hadn't made an appointment with you, I'd have turned you down before you could have opened your mouth," said the successful merchant to the pale youth who stood before him.

"It was kind of Mr. Stumpack to write," said the young man, "but I thought, perhaps, these papers—the diploma—"

"All very well in their way," said the merchant. "They show that you are intelligent, industrious and honest. That's why I'm going to give you a show. But, as I tell you, you'd never have got a chance to convince me that you had the qualities I speak of if it hadn't been for Mr. Stumpack's letter. Do you want me to talk with perfect plainness to you and tell you why?"

"If you please, sir," said the young man.

"Very well, then. Remember, I'm talking for your good. You are wearing a cheap suit. It's an old one, too. It isn't well taken care of, either. You look as if you needed a job. That's the one thing you shouldn't do if you are hunting one. If a man is in a hurry—and most business men are—he hasn't time to look through a batch of certificates and diplomas; he looks at the fellow who comes to him and he sizes him up. If his trousers bag at the knees and his coat is wrinkled and shiny at the cuffs and elbows he comes to the conclusion that the man who wears them is hard up. Some mighty good men get hard up, but the presumption is that they won't. Poverty is a disagreeable thing, so an appearance of poverty never creates an agreeable impression. A man may wear good clothes and have his trousers creased neatly and yet be an all-round skate, but his neatness takes the raw edge off his cussedness. We don't like to have to correct our first impressions, either. It's a sort of reflection on our judgment and perception, and we won't do it unless we are absolutely compelled to. If I meet a seedy stranger on the street and I make up my mind that he's going to strike me for a dime it annoys me to find that he's wealthy enough to buy me out. I make up my mind that he didn't begin to make his money by dressing like a tramp, anyway. You get my idea, don't you?"

"I believe I understand you, sir."

"If you had come to this office well dressed and holding your head up the office boy wouldn't have looked doubtful and apologetic when he brought in your name to me. I would have re-

ceived you with courtesy—not on account of your clothes, for the same garments on a tailor's dummy wouldn't have inspired me with any sentiments of respect, but because you yourself had the respect of yourself to set off your anatomy to good advantage. You treat yourself with proper respect and the world will do the same.

"I'm taking the trouble to tell you all this because from what Stumpack tells me I should judge you have good stuff in you. Now, you take my advice and go to a good tailor the first thing and spruce up. You'll find it will pay."

"Thank you for the advice," said the young man. "May I ask what wages you intend to pay me?"

"Let me see," said the merchant, reflectively, "I don't suppose you will be of a great deal of use to us just at first. I might give you \$6 a week to start with."

"That's very liberal," said the young man. "I'll go and hunt up the best tailor in town right away. All that kept me from it before was that I was afraid I wouldn't have enough money to pay him."—Chicago Daily News.

Appreciation of an Education.

The value of an education is appreciated not only by the man who in his youth was given its high privileges, but by the man who by force of circumstances was denied early educational advantages. Men of experience in any line of business will advise their young friends to grasp every opportunity for educational training offered in early life. The educated man well knows what his early training has done for him, and the uneducated knows that men who were denied the privilege of an early education are frequently in the course of life's experiences forced to face serious embarrassments and obstacles.

Willmott said that "education is the apprenticeship of life." Franklin said: "If a man empties his purse into his head no man can take it away from him. An investment in knowledge always pays the best interest." Ruskin said that "education, briefly, is leading the human mind and soul to what is right and best and to make what is best out of them, and these two objects are always obtainable together and by the same means. The training which makes men happier in themselves also makes them most serviceable to others." Channing said: "He is to be educated, not because he is to make shoes, nails or pins, but because he is a man."

Education is never finished, and no one knows this better than the really educated and cultured man, adds a writer in Maxwell's Talisman. One may be the graduate of the highest educational institution in the land, but still he finds that "there is more to learn." The storehouse of knowledge is never depleted, and there is none so rich or so poor that he may not draw something therefrom. Those who were denied the advantages of an early education may in the course of later life, by devoting only a few hours every week to study

at home, acquire an education along special or general lines. Books are now within the reach of all, and every home, however humble, may have a library. The "home study" will make home life more attractive to both young and old. If we make "Live to learn" our life motto, we shall always find life worth living.

Couldn't Lose It.

Naggs—My wife never loses her temper.

Jaggs—How do you account for it?

Naggs—She keeps it in such constant use it has no chance to get lost.

A Whole Day for Business Men in New York

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

Michigan Central "Wolverine"

Leaves Grand Rapids 11:10 A. M., daily; Detroit 3:40 P. M., arrives New York 8:00 A. M.

Returning, Through Grand Rapids Sleeper leaves New York 4:30 P. M., arrives Grand Rapids 1:30 P. M.

Elegant up-to-date equipment. Take a trip on the Wolverine.

LIVINGSTON HOTEL

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

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

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.

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

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Sold only in bottles bearing our address

Foote & Jenks
JACKSON, 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.

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.

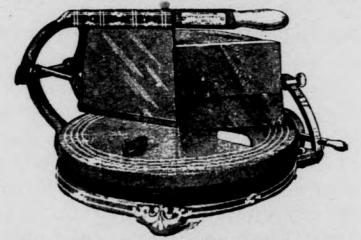
Crackers and Sweet Goods



TRADE MARK

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

Aikman Bakery Co.
Port Huron, Mich.



Twelve Thousand of These Cutters Sold by Us in 1904

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

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

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

Abandonment of Best Mileage Book Ever Devised.

The Tradesman regrets to announce this week that on and after Oct. 1 the sale of the Northern mileage book will be discontinued and that the Northern Mileage Bureau will be closed, except for the redemption of books sold before Oct. 1 and used any time within one year after that date.

This action was precipitated by the notification on Sept. 1 of the retirement of the Michigan Central and Pere Marquette systems from the Northern Bureau. Under the rules of the Bureau any road wishing to retire therefrom is obliged to give thirty days' notice, and the action of the roads in question will, therefore, become operative on Oct. 1, which is only about two weeks hence.

The Tradesman has written the passenger departments of both systems, asking for their reasons for taking this action, but no replies have been received in either case. The supposition is that the Michigan Central was forced into making the change by reason of the position taken by the Lake Shore road and that the Pere Marquette was compelled to adopt the Central Passenger Association book because the C. H. & D. uses that book and found it inconvenient to have two books in use on the same system.

Whatever may be the reason, the deplorable fact remains that the best book ever originated and put in operation by the railroads of this country is to be abandoned and that its successor is a book which merits the universal condemnation and execration of the traveling fraternity, because it compels the holder of the book to obtain a trip ticket from the depot agent in exchange for a strip from the mileage book. To a man who has never used the Northern book, the C. P. A. book is not especially obnoxious, but any one who has ever been so fortunate as to travel in Michigan and have the privilege of using the Northern book will find it difficult to become reconciled to the C. P. A. book, with its endless red tape and its more or less annoying and conflicting conditions.

To the credit of the G. R. & I. it may be said that it held out for the Northern book as long as possible, confidently believing it to be the best book ever devised for the purpose; and, although the other connections of the G. R. & I. used the C. P. A. book and the G. R. & I. was at a disadvantage on its Southern division on account of being the only road in that portion of Indiana on which the Northern book was used, it stood its ground, in spite of the opposition of the Pennsylvania system, and, in so doing, created a bond of sympathy between the road and the traveling fraternity which time will never efface.

Gripsack Brigade.

The news of the death of "Cap." Read, the veteran landlord of the Read House, will cause sadness in the heart of every traveling man who has been in the habit of making Lud-

ington. "Cap." enjoyed a host of friends among commercial travelers. Before going into the hotel business he sailed the lakes for twenty-eight years.

Kalamazoo Gazette: Walter Baker, of West Dutton street, completed on Thursday his fifteenth year as salesman for the Hanselman Candy Co., of this city, and believes that during that period he has done as much to sweeten the lives of the children of Michigan as any one person. While he has no record of the exact number of pounds of candy he has distributed in the various towns of the State, from Monroe to Isle Royale, and from the Soo to Three Oaks, he knows that he has built up a fine business for his firm and has been the first of what is

now a considerable force of traveling men who spread the fame of Kalamazoo confectionery over the country. "Stick and common mixed candies were the standard goods when I first went out on the road," said Mr. Baker to the Gazette Thursday. There was scarcely a pound of chocolates handled then, and our trade was mostly in the old styles of striped stick candies, such as you can see now in the country stores. Grown people did not care much for the confectionery we sold, but children were just as fond of striped lemon, peppermint, paregoric and all the other flavors of stick and broken candies as they are to-day. Gum drops were in favor, too, and licorice had a good sale. But the chocolates, bon bons, and all the other high-priced confec-

tions, that have the great majority of trade now, were at that time practically unknown. They have come in with better times, so far as the State trade is concerned. Another development that has meant a good deal for our business is the fashion of putting out package goods. The idea of selling candy in anything but bulk is a modern one, and when it came in it meant the cutting off of a lot of the bulk trade. Now we send out candies of many varieties in boxes and other forms of packages, while a trade has developed in articles put up in small packages only. Such things as Cracker-jack, package peanuts and sweet chocolate in tablets are some of the things that have come into popularity since I started out to take orders on the road."

In The Race

For Supremacy in 5 Cent Cigars



Are Always First Under the Wire

Stock Up

Worden Grocer Co., Distributors, Grand Rapids

Gustav A. Moebis & 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. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; L. 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.

Some Methods of Attracting Trade.

A window in a store in Albany, N. Y., was entirely filled with toilet soap, with a placard in the center reading: "We do not sell this soap! It sells itself. 10 cents a box."

A Rhode Island drug firm in order to advertise their own make of candy, gave away on Thanksgiving Day about one thousand miniature airships to children in their city.

A display of wall paper was arranged by having the rolls placed in the window so as to represent a pipe organ. Considerable time and ingenuity were required to arrange this display.

A beef, iron and wine preparation was advertised by displaying, in the center of the window, a miniature wine cask, with a bar of iron on top, and a dummy calf standing beside it, the whole being surrounded with bottles of the tonic.

A tombstone in the churchyard at Greenwich, England, bears the following inscription:

"Here lies Clarinda,
 wife of Joseph Grant,

who keeps a chemist shop
 at No. 21 Berkeley Road,

and deals only in the purest of drugs."

On every package that goes out from the store of a New York druggist a little sticker is placed bearing the name and address of the firm and the following: "Should you require a prescription filled don't forget that we make this a specialty. Purest ingredients obtainable at a living profit."

To stimulate interest in his photographic department with the coming of spring, one pharmacist offers a prize for the best photograph of some local scene. The photos as they are received are displayed in the window in which are shown his stock of cameras and other photographic supplies.

Another druggist in a large city had good sized cards for free distribution bearing on one side a map of the business section of the city, with the location of his own store prominently noted. The reverse side was used for talking up his tonics,

blood purifiers and other specialties for the season's trade.

On all the letterheads and wrapping paper used by another druggist are printed the names of four specialties which are likely to be needed at some time or other in almost every family. These comprise headache tablets, cement for china and glass, a rheumatism remedy and a corn killer, all his own preparations.

Blocks of paper for telephone messages are prepared by a wide-awake druggist and furnished free to all the pay stations in his vicinity. At the top and on one side of the blank space for the message is printed his name and address and an advertisement of his prescription department, while the backs of the slips are utilized for advertising some of his specialties.

A druggist whose store was used as a waiting room for passengers on the street railway hit upon a happy scheme to benefit both himself and the traveling public. He installed an umbrella exchange, something after the plan of the circulating library. Any one caught in a storm, unprovided with an umbrella, could procure an umbrella by depositing one dollar, which amount was refunded on the return of the umbrella, the druggist deducting 3 cents for each day the umbrella was kept by the person borrowing it.

The Drug Market.

Opium—Has again advanced and is tending higher.

Morphine—Is as yet unchanged. Higher prices are looked for.

Quinine—Is quiet and unchanged in price.

Alcohol—Is firm at the last advance.

Balm Gilead Buds—Are scarce and tending higher.

Bromides—The German Syndicate has announced an advance of 2c per pound. The different bromide preparations are very firm.

Glycerine—Is very firm at the decline noted.

Lycopodium—Has again declined and is tending lower.

Menthol—On account of disturbance in Japan and a possible export tax holders have advanced the price.

Nitrate Silver—Is firm and advancing.

Oil Peppermint—Has again declined in New York on account of a very large crop. Prices are tending lower.

Ipecac Root Powder—Has been advanced.

Linseed Oil—Is weak and tending lower.

Check the Weight of Alcohol.

Money may be saved occasionally by druggists who use a considerable quantity of alcohol, if they ascertain the gross weight of the barrel when it is received and subtract from it the weight of the empty barrel, and pay for only what they get. The difference between the two weights, divided by the weight of a gallon of alcohol, shows the actual number of gallons of the spirit which the barrel contained.

A Perfume That Smells.

The perfumer took from his desk a small flask of copper.

"In flasks like this attar of roses comes to us," he said. "Attar of roses is worth from \$10 to \$25 an ounce, according to the market. This flask is empty now, but in it a little odor still lingers."

The visitor smiled delightedly. He had never smelt pure attar of roses before. Now he unscrewed the stopper, and, closing his eyes with an ecstatic look he applied his nostrils to the flask.

But only for an instant. Then he threw back his head, twisting his features into a grimace of disgust, and he exclaimed:

"Garbage! Bone yards! Glue factories!"

The perfumer laughed.

"All essential oils smell like that," he said. "Yet no good perfume can be made without them."

He took from a shelf a cut glass jar, filled with a thick yellowish oil that looked like petroleum, partly refined.

"In this jar," he said, "there are forty ounces of pure attar of roses, worth over \$500. You know how the attar smells alone. Now watch me make a rich perfume by adding things to it."

He put a few drops of the attar into a phial, with spirits of wine. He added a drop of the extract of musk, another of orris, then one of neroli, one of rose, of violet, of orange, of vanilla, and, finally, the oil of cloves and bergamot.

"There," he said, "smell that. Isn't it exquisite?"

"Exquisite!" said the visitor.

"Well, without its foundation of the malodorous and costly attar of roses it wouldn't smell any better than a plate of soup."—New York Herald.

Purify Water by Electricity.

Philadelphia's notoriously bad water is now washed and made clean by ozone. Water from the Schuylkill River contains as much as 2,500,000 bacteria per cubic centimeter; but after a preliminary straining this noisome populace is reduced to 700,000, and after the ozone treatment to from 5 to 55, and these few survivors are said to be innocents. The water is also deodorized and freed from color. It is all done in this wise: A motor generator, producing a current of 100 alternations, is operated by a current taken from the city supply. The current from the generator is raised by transformers and condensers to a voltage of 10,000. Voltaic arcs are prevented and sparks are limited by means of resistance coils and condensers, and the current in form of a pencil of blue light passes from each of some millions of metallic discharge points across a short air gap to nickel receivers. By means of a pump air is drawn across this gap, and in its passage is partially converted into ozone; it is then forced through a stand-pipe in which it meets a current of water flowing in an opposite direction. The bacteria

contained in the water are instantly destroyed by the ozone and the water is purified.

Perfectly Safe.

Prospective bather (on the Florida coast)—But doesn't anybody ever get drowned here?

Native—No, sir; I never knowed anybody to die by drownin'.

Bather—That's curious.

Native—Not very. You see the sharks never lets 'em git to th' bottom.

For Rent

Down town store, 242 East Fulton street, good location for any kind of business, rent very low. Enquire of Closterhouse, corner Monroe and Ionia streets, or Mr. Oltman, advertising man at Herpolsheimer Co.

DO YOU SELL

HOLIDAY GOODS?

If so, we carry a **Complete Line Fancy Goods, Toys, Dolls, Books, Etc.** It will be to your interest to see our line before placing your order.

Grand Rapids Stationery Co.
 29 N. Ionia St.
 GRAND RAPIDS, MICH.

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.

OUR CASH AND CHARGE SALES DUPLICATING BOOKS



ARE SATISFACTION GIVING, Error Saving, Labor Saving Sales-Books.

THE CHECKS ARE NUMBERED, MACHINE-PERFORATED, MACHINE-COUNTED. STRONG & HIGH GRADE-CARBON

THEY COST LITTLE

BECAUSE WE HAVE SPECIAL MACHINERY THAT MAKES THEM AUTOMATICALLY.

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE. A SALES BOOK DETROIT.

W.R. ADAMS & Co. MAKERS - 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.

Table with 2 columns: ADVANCED and DECLINED. Lists various grocery items and their prices.

Index to Markets By Columns

Index to Markets By Columns. A vertical list of market categories from A to Y, including items like Axle Grease, Bath Brick, Brooms, Butter Color, Confections, Candles, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Cocanut, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring extracts, Fly Paper, Fresh Meats, Fruits, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Eye, Meat Extracts, Molasses, Mustard, Nuts, Nives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

1

Table 1: Lists various grocery items such as AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BUTTER COLOR, CANNED GOODS, CEREALS, CHEESE, COCOA, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLAVORING EXTRACTS, FLY PAPER, FRESH MEATS, FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, EYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, NIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALERATUS, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

2

Table 2: Lists various grocery items such as Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Strawberries, Tomatoes, Carbon Oils, CEREALS, CHEESE, COCOA, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLAVORING EXTRACTS, FLY PAPER, FRESH MEATS, FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, EYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, NIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALERATUS, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

3

Table 3: Lists various grocery items such as CHEWING GUM, CHICORY, CHOCOLATE, COCOA, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLAVORING EXTRACTS, FLY PAPER, FRESH MEATS, FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, EYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, NIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALERATUS, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

4

Table 4: Lists various grocery items such as Honey Fingers, Honey Jumbles, Honey Crumpet, Imperial, Jersey Lunch, Lady Fingers, Lady Fingers, hand mad, Lemon Biscuit Square, Lemon Wafer, Lemon Gems, Lem Yen, Marshmallow, Marshmallow Cream, Marshmallow Walnut, Mary Ann, Malaga, Mich Coco Fs'd honey, Milk Biscuit, Mich. Frosted Honey, Mixed Picnic, Molasses Cakes, Scol'd, Moss Jelly Bar, Muskegon Branch, Iced, Newton, Oatmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, Pilot Bread, Pineapple Honey, Pretzels, hand made, Pretzettes, hand m'd, Pretzettes, mch. m'd, Raisin Cookies, Revere, Richmond, Richwood, Rube Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped, Sugar Squares, Sultanas, Superba, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, CREAM TARTAR, DRIED FRUITS, Apples, California Prunes, Lemons, Raisins, FARINACEOUS GOODS, Beans, Pearl Barley, Peas, Sago, Taploca, FLAVORING EXTRACTS, Foots & Jenks.

5

Table 5: Lists various grocery items such as Jennings, Terpeness Lomon, No. 2 Panel D C, No. 4 Panel D C, No. 6 Panel D C, Taper Panel D C, 1 oz. Full Meas. D C, 2 oz. Full Meas. D C, 4 oz. Full Meas. D C, Mexican Vanilla, No. 2 Panel D C, No. 4 Panel D C, No. 6 Panel D C, Taper Panel D C, 1 oz. Full Meas. D C, 2 oz. Full Meas. D C, 4 oz. Full Meas. D C, No. 2 Assorted Flavors, GRAIN BAGS, Amoskeag, 100 in bale, Amoskeag, less than bl 19 1/2, GRAINS AND FLOUR, Wheat, Old Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker paper, Quaker cloth, Spring Wheat Flour, Roy Baker's Brand, Golden Horn, family, Golden Horn, bakers, Calumet, Dearborn, Pure Rye, dark, Clark-Jewell-Wells Co.'s, Delivered, Gold Mine, 1/8 cloth, Gold Mine, 1/4 cloth, Gold Mine, 1/2 cloth, Gold Mine, 3/4 cloth, Gold Mine, 1/8 paper, Gold Mine, 1/4 paper, Gold Mine, 1/2 paper, Gold Mine, 3/4 paper, Pillsbury's Brand, Best, 1/8 cloth, Best, 1/4 cloth, Best, 1/2 cloth, Best, 1/8 paper, Best, 1/4 paper, Best, 1/2 paper, Best, 3/4 paper, Worden Grocer Co.'s Brand, Laurel, 1/8 cloth, Laurel, 1/4 cloth, Laurel, 1/2 cloth, Laurel, 1/8 paper, Laurel, 1/4 paper, Laurel, 1/2 paper, Laurel, 3/4 paper, Wykes-Schroeder Co., Sleepy Eye, 1/8 cloth, Sleepy Eye, 1/4 cloth, Sleepy Eye, 1/2 cloth, Sleepy Eye, 3/4 cloth, Sleepy Eye, 1/8 paper, Sleepy Eye, 1/4 paper, Sleepy Eye, 1/2 paper, Sleepy Eye, 3/4 paper, Meats, Bolted, Golden Granulated, St. Car Feed screened, No. 1 Corn and Oats, Corn, Cracked, Corn Meal, coarse, Oil Meal, new proc, Oil Meal, old proc, Winter Wheat Bran, Winter Wheat mid'n, Cow Feed, Car lots, Oats, Corn, HAY, No. 1 timothy car lots, No. 1 timothy ton lots, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, JELLY, 5 lb. pails, per doz, 15 lb. pails, per pail, 30 lb. pails, per pail, LICORICE, Pure, Calabria, Sicily, Root, LYE, Condensed, 2 doz, Condensed, 4 doz, MEAT EXTRACTS, Armour's, 2 oz, Armour's, 4 oz, Liebig's, Chicago, 2 oz, Liebig's, Chicago, 4 oz, Liebig's Imported, 2 oz, Liebig's Imported, 4 oz.

6 MOLASSES New Orleans Fancy Open Kettle... MINCE MEAT Columbia, per case... MUSTARD Horse Radish... OLIVES Bulk 1 gal. kegs... PIPES Clay, No. 216... PICKLES Medium Barrels, 1,200 count... PLAYING CARDS No. 90 Steamboat... POTASH 48 cans in case... PROVISIONS Barreled Pork Mess Fat Back... Smoked Meats Hams, 12lb. average... Sausages Bologna... Beef Extra Mess... Pig's Feet 1/2 bbls... Tripe Kits, 15 lbs... Casings Hogs, per lb... Uncolored Butterine Solid, dairy... Canned Meats Corned beef, 2...

7 RICE Screenings... SALAD DRESSING Columbia, 1/2 pint... SALT Common Grades 100 3lb sacks... SALT FISH Cod Large whole... Herring Holland White Hoop, bbls... Mackerel Mess, 100lbs... Whitefish No. 1 No. 2 Fam... SEEDS Anise... Sausages Bologna... Beef Extra Mess... Pig's Feet 1/2 bbls... Tripe Kits, 15 lbs... Casings Hogs, per lb... Uncolored Butterine Solid, dairy... Canned Meats Corned beef, 2...

8 A. B. Wrisley Good Cheer... Soap Powders Central City Soap Co... Soap Compounds Johnson's Fine... Scouring Enoch Morgan's Sons... SODA Boxes... SOUPS Columbia... SPICES Whole Spices Allspice... Pure Ground in Bulk Allspice... STARCH Common Gloss... SYRUPS Corn 20lb packages... TEA Japan Sundried, medium... Young Hyson Choice... Oolong Formosa, fancy... English Breakfast Medium... India Ceylon choice...

9 TOBACCO Fine Cut Cadillac... Plug Red Cross... Smoking Sweet Core... TWINE Cotton, 3 ply... WICKING No. 0 per gross... WOODENWARE Baskets Bushels, wide band... OYSTERS Cans Extra Select... Shell Goods Clams... HIDES AND PELTS Hides Green No. 1... Pelts Old Wool... Tallow No. 1... Wool Unwashed, med... CONFECTIONS Stick Candy Pails Standard...

10 Pails 2-hoop Standard... Toothpicks Hardwood... Traps Mouse, wood, 2 holes... Tubs 20-in., Standard... Wash Boards Bronze Globe... Window Cleaners 12 in... Wood Bowls 11 in. Butter... WRAPPING PAPER Common Straw... YEAST CAKE Magic, 3 doz... FRESH FISH Jumbo Whitefish... Mackerel 15@16... OYSTERS Cans Extra Select... Shell Goods Clams... HIDES AND PELTS Hides Green No. 1... Pelts Old Wool... Tallow No. 1... Wool Unwashed, med... CONFECTIONS Stick Candy Pails Standard...

11 Jumbo, 32lb... Mixed Candy Grocers... Competition... Special... Conserve... Royal... Ribbon... Cut Leaf... Leader... Kindergarten... Bon Ton Cream... French Cream... Star... Hand Made Cream... Premio Cream mixed... O F Horehound Drop... Fancy-In Pails Gypsy Hearts... Coco Bon Bons... Fudge Squares... Peanut Squares... Sugared Peanuts... Salted Peanuts... Starlight Kisses... San Blas Goodies... Lozenges, plain... Lozenges, printed... Champion Chocolate... Eclipse Chocolates... Eureka Chocolates... Quintette Chocolates... Champion Gum Drops... Moss Drops... Lemon Sours... Imperials... Ital. Cream Opera... Ital. Cream Bon Bons... 20lb pails... Molasses Chews, 15lb... cases... Golden Waffles... Topozolas... Fancy-In 5lb. Boxes Lemon Sours... Peppermint Drops... Chocolate Drops... H. M. Choc. Drops... Dark No. 12... Bitter Sweets... Brilliant Gums, Cryst... A. A. Licorice Drops... Lozenges, plain... Lozenges, printed... Imperials... Mottos... Cream Bar... G. M. Peanut Bar... Hand Made Crms... Cream Buttons, Pep... and Wintergreen... String Rock... Wintergreen Berries... Old Time Assorted... lb. case... Buser Brown Goodies... Up-to-Date Assmt... lb. case... Ten Strike Assortment No. 1... Ten Strike No. 2... Ten Strike No. 3... Ten Strike, Summer assortment... Kalamazoo Specialties Hanselman Candy Co... Chocolate Maize... Gold Medal Chocolate Almonds... Chocolate Nugatines... Quadrule Chocolate... Violet Cream Cakes, bx90 Gold Medal Creams, pails... Pop Corn Dandy Smack, 24s... Dandy Smack, 100s... Pop Corn Fritters, 100s... Pop Corn Toast, 100s... Cracker Jack... Pop Corn Balls, 200s... Cicero Corn Cakes... per box... NUTS-Whole Almonds, Tarragona... Almonds, Avica... Almonds, California sft shell, new... Brazils... Filberts... Cal. No. 1... Walnuts, soft shelled... Walnuts, Chili... Table nuts, fancy... Pecans, Med... Pecans, ext. larg... Calfskins, Jumbo... Hickory Nuts pr bu Ohio new... Cocoanuts... Chestnuts, New York State, per bu... Shelled Spanish Peanuts... Pecan Halves... Walnut Halves... Filbert Meats... Alicante Almonds... Jordan Almonds... Peanuts Fancy, H. P. Suns... Roasted... Choice, H. P. Jbo... Choice, H. P. Jumbo, Roasted...

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
2 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

S.C.W.
G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras.....35
Londres35
Londres Grand.35
Standard35
Puritans35
Panatellas, Finas.35
Panatellas, Bock35
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 @ 5 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 1/2
Dressed @ 7 1/2
Boston Butts @ 10 1/2
Shoulders @ 9
Leaf Lard @ 8 1/4

Mutton

Carcass @ 7 1/2
Lambs @ 11

Veal

Carcass 5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
12ft. 6 thread, extra..

Jute

40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 25
70ft. 1 40

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
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 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz .. 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

For One Cent

You May Have the Market Come to You

In the form of our big fall catalogue we will send the market to your store— at an expense to you of a cent for the card and a moment for writing a request for the book.

This book shows the fall and holiday lines complete and quotes the only prices—net and guaranteed—of the foremost jobbing house in America.

In other ways it is a catalogue in a class by itself and built especially for the BUSY merchant.

Shall we send the market to you? The number of this catalogue is J550.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

NEW YORK CHICAGO ST. LOUIS

After All It is largely a question of demonstrating to the better class of grocers that a jobber can fill an order promptly and completely and that prices are with the market. A look at our stock convinces you that all orders can be filled AT ONCE.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

Fire and Burglar Proof Safes

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

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

Tradesman Company, Grand Rapids

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.

Will pay cash for grist mill and elevator combined or elevator separate in good location. Address F. W. Brown, 736 Cass Ave., Detroit, Mich. 954

To Rent—For dry goods or bazaar, modern brick store and basement 20x60 feet with shelving, counters and cases, in the booming city of St. Clair, Mich. Chas. May. 957

For Sale—Plumbing and tinning business; invoice about \$2,000; must sell at once. D. M. Miller, South Haven, Mich. 955

For Sale—Furniture and undertaking business in a first-class town of 2,500. No opposition in town or vicinity; consists of brick block, \$5,000; stock \$4,000. This is a fine opening; cleared \$4,200 last year. Address Gracey, 300 Fourth National Bldg., Grand Rapids, Mich. 951

For Sale—Wanted—You to invest in the great Indian Territory; \$40 buys a lot in the new town of Kinta, Choctaw Nation. Write to-day for particulars, tomorrow may be too late. Address O'Hara-Pendergrass Realty Co., 710 1/2 Garrison Ave., Ft. Smith, Ark. 950

Wanted—Stock of merchandise of about \$2,500 or \$3,000. Address No. 947, care Michigan Tradesman. 947

For Sale—Shoe stock in live town of 3,000 in Central Michigan. Will invoice about \$5,000. Doing good business. Ill health. A bargain if taken at once. Address Lock Box 83, Corunna, Mich. 938

Chadron, Nebraska, wants general stock or furniture. Investigate at once. Finest rooms, best location. Write P. B. Nelson. 940

Bakery—Only up-to-date new bakery in Michigan City, Ind. Well equipped with machinery. Come and see it and I will give reason. L. H. Sieb. 943

For Sale—Stock of groceries and bakery, good town, 25 miles Grand Rapids. Good trade. Address E. D. Wright, care of Musselman Grocer Co., Grand Rapids. 948

For Sale or Trade—Stock groceries and furnishing goods, 25 miles from Kalamazoo. Big bargain. Address E. D. Wright, care of Musselman Grocer Co. 949

For Sale—General stock of merchandise in the village of Fruitport, on the Grand Rapids & Muskegon Interurban. Stock about \$5,000, will rent or sell building. Good location for business. Reason for selling, want to go to California. R. D. McNaughton, Fruitport, Mich. 946

First-class legitimate business, protected by patent. For particulars address Postoffice Box 372, Buffalo, N. Y. 944

For Sale—Cigar, tobacco and confectionery store, with ice cream soda parlor, doing good business, town of 2,500. Ill health reason for sale. Address Box 653, Portland, Mich. 939

For Sale—Complete new stock of hardware and furniture in the most hustling town in Michigan. Best business, best location. Good farming country. Rare chance for a man meaning business. Address No. 942, care Michigan Tradesman. 942

Long Lease—Centrally located corner in Buffalo. Would make a fine location for out of town manufacturer of specialties wanting permanent headquarters there. Good location for saloon or small hotel. Correspondence solicited. Address W. Brigham, 118 Franklin St., Buffalo, N. Y. 941

For Sale or Exchange—Good stock of groceries, meat market and residence in Illinois mining town of 8,000 population. Doing business of \$45,000 annually. Address No. 952, care Michigan Tradesman. 952

What town in this State wants an up-to-date produce company which will pay cash for all kinds of farm produce? Address F. W. Brown, 736 Cass Ave., Detroit, Mich. 953

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

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

Wanted quick, for cash, general stock or stock shoes, or clothing. Address Ralph W. Johnson, Galesburg, Ill. 923

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 Lam Ave and S. Division street; lot 96 x 120, grocery and meat market in brick, 22 x 62 each, two suites of living rooms above, wall paper, 18 x 50, 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—Real estate business in town of 2,000. Good contracts. Will sell cheap. Address Lock Box 27, Fremont, Mich. 924

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

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—Country store with postoffice and small stock of groceries and notions. Only store in place. W. J. Hill, Otterburn, Mich. 907

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

Business For Sale—Real estate office in Buffalo, established in 1867, one of the largest in the United States, and \$60,000 fruit tree farm, also oil company for sale. E. Teal, Anderson, Ind. 914

Good Paying Business For Sale—The business has been established about 20 years in a very desirable location, stock consists of dry goods, groceries, boots and shoes. Will invoice about \$4,000. Located in Muir, one of the best small towns in Michigan, and a large farming community to draw trade from. Brick store building, 25x80 feet; will rent store building. Owner wishes to go to California on account of sickness in family. Address W. K. Pringle, Muir, Mich. 912

For Sale—A1 business chance. The general merchandise stock and fixtures of the Gamble-Latin Co., Ltd., at Pentwater, Mich., are to be sold. For particulars address Harry L. Andrus, Shelby, Mich. 913

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

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—Complete planing mill, machinery, boiler, engine, and all necessary buildings for conducting a retail lumber business. Location extra good. All necessary switches and our good will. Population 12,000. Good business. Object for selling, inducements at Fort Wayne for manufacturing fixtures and show cases. The Clark Lumber & Fixture Co., Barberton, O. 917

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. Loinsett Immigration Association, Harrisburg, Ark. 886

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

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 clean stock of groceries and crockery in one of the best business towns of 1,400 population in the State. No trades but a bargain for anyone desiring a good established business. Address No. 872, care Michigan Tradesman. 872

For Sale—One of the best paying meat markets in Iowa county seat of 6,000; be quick. Box 904, Webster City, Ia. 910

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

Great Bargain—Forced sale. Saw mill complete, dry kiln and river franchise. Address P. O. Box No. 458, Grant's Pass, Ore. 874

For Sale—A 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

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 4 1/2 miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 324

For Sale—The best water power mill, with two turbine wheels, well equipped, lumber mill. Good chance for electric light plant or any kind of factory, in the best little town in Northern Michigan. Good shipping point either by rail or lake. Address all communications to the Boyne Falls Lumber Co., Boyne Falls, Mich. 829

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—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. 713

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.

Representative wanted to handle Michigan state rights of absolutely new business; no competition; steady income; rare chance to hustler; write to-day. National Advertisers' Protective Association, Box 247, Lansing, Mich. 891

Wanted at once, lady clerk for general store. Give experience, age and wages expected. Address No. 956, care Tradesman. 956

Agents Wanted—Sea Bean watch charm, Old Shoe Pin and tag, Perfumed Sea Bean, four samples mailed for 10 cents. J. F. Powell, Waukegan, Ill. 958

Cabinet Makers—Several first-class workmen wanted. State experience you have had and wages desired. Address The Milner Seating Co., Canal Dover, Ohio. 935

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

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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, 32 Dearborn St., Chicago, Ill. 490

MISCELLANEOUS.

Joseph U. Smith Detective Bureau—All legitimate detective work promptly and satisfactorily done, highest references furnished. Both telephones. Bell, Main 1753. Citizens 4752. 71-72 Powers Theater Bldg. Grand Rapids, Mich. 915

Want Ads. continued on next page.

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and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.
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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

Late State Items.

Ionia—Price & Snell are succeeded in the grocery business by A. C. Snell.

Flint—The creditors of Wm. A. Foulds, grocer, have filed a petition in bankruptcy.

Bay City—Robert A. Hoover, dealer in cigars and tobacco, is succeeded by John W. Grant.

Burdickville—M. Farrant & Co. succeed J. H. & N. C. Helm in the general merchandise business.

Webberville—D. D. Kingsbury is succeeded by Geo. Dunn in the general merchandise business.

Bay City—Oliver P. McMullen will continue the grocery business formerly conducted by Adams & McMullen.

Romeo—Stafford, McKay & Brewer will be succeeded in the agricultural implement business by Stafford & McKay.

St. Joseph—John Reiber has purchased an interest in the drug stock of Gillespie & Co. The new firm will be known as Gillespie & Reiber.

Traverse City—Geo. E. Coleman, formerly engaged in the drug business at South Frankfort, will shortly engage in the grocery business here.

Pickling Stock—Cucumbers command \$1@1.25 per bu. Peppers fetch 60@75c or green and \$1@1.25 for red. Small white onions command \$3 per bu.

Crystal Falls—Herman Holmes has purchased the timber on about twenty forties on the Brule River and is making preparations to start the winter's logging operations. James Uren, also of Crystal Falls, has purchased a tract of timber on the Paint River and is getting ready to put in camps.

Northville—The lumber business formerly conducted by the J. A. Dubuar Manufacturing Co. has been merged into a stock company under the style of the Union Manufacturing & Lumber Co. The new corporation has an authorized capital stock of \$40,000, all subscribed and paid in cash.

Detroit—The brass, iron and wire goods business formerly conducted by Chas. Amos & Co. has been merged into a stock company under the same style. The company has an authorized capital stock of \$50,000, \$33,500 common and \$16,500 preferred, of which \$25,000 has been subscribed and paid in property.

Albion—At a meeting of the Business Men's Association Sept. 12, substantial aid was offered the Handy Baggage Truck Co., of Oxford. The company has decided to move its plant here and has rented the vacant factory of the Albion Buggy Co. The company is capitalized at \$20,000. Railroad baggage trucks are manufactured.

Menominee—C. J. Huebel, the cedar dealer, has contracted to take charge, during the winter, of the large consignments of Government timber to be shipped here from the State of Washington, to be used next spring in the rebuilding of the Government piers at this port. The timber will all be in large sticks and will total about 345,000 feet. The piers at

this port will be put in first class condition.

Flint—The stockholders of the Buick Motor Co. have voted to increase the capital stock of the corporation to \$1,500,000. The Directors authorized the addition of one story to the main building of the Buick engine plant here and the enlargement of the testing room. These extensions will be of a temporary character. The company was formed two years ago with a capital of \$75,000, and last winter it was reorganized with a capital of \$500,000.

Bay City—The Beutel Canning Co. has begun half a dozen suits in the Justice Court against farmers with whom the company had contracts for tomatoes for the price of tomatoes alleged sold by the farmers after they had contracted to deliver them to the company. The company, it appears, has contracts with many farmers for the delivery of tomatoes for canning. The tomato market is good just now and the prices paid on the streets and by the commission houses are somewhat better than those stipulated in the contracts. The farmers find the market prices more attractive and it is alleged they disregard the contracts.

Marquette—A deal pending for several months was recently closed between the Oliver Mining Co. and Daniel W. Powell, of Marquette, and Dr. Frank Gregory, of Menominee, whereby the latter parties disposed of 7,160 acres of timber lands to the Oliver Co. for \$70,000. Nearly all the tract is located in Alger county. The timber will be used in the mining operations of the company in the Menominee and Marquette ranges, although it is unlikely that the tract will be logged for a number of years. The Oliver Co. uses annually nearly 15,000,000 feet of timber. Formerly nothing but pine was used, but hardwood is coming into use as pine becomes scarcer.

Muskegon—Work on the new boiler works at Grand and Southern avenues, to be erected by Lincoln J. Rodgers and Edward Behrens, has been begun and will be continued without interruption until completed. The main building will be of frame 50x150 feet, one story, with cement foundation. The boiler house will be 18x25 feet, of brick, and the office building, 20x24, will be of cement stone. Modern machinery is to be installed and the power will be furnished by the Grand Rapids-Muskegon Water Power Electric Co. Mr. Behrens, of the new firm, has been engaged in boiler manufacturing for nearly 40 years. He has been in Muskegon since 1869 and has been connected at different times with the Turnbull Boiler Works, Johnson Bros. & Co. and the Muskegon Boiler Works.

Sagola—John O'Callaghan, who has been President of the Sagola Lumber Co. since its organization, sixteen years ago, has decided to retire from business and has sold his one-fourth interest in the plant and holdings to Patrick Flanagan, the Vice-President, who has been connected with the active management

of the company since its incorporation. It is understood that the deal was conducted on a cash basis and that the consideration was \$75,000. John J. Flanagan, son of Mr. Flanagan, now in charge of a lumber plant at Moab, Wash., controlled by his father, will return to this place and become actively identified with the management of the business and will be a member of the Board of Directors. Mr. Flanagan, Sr., is half owner of the Sagola Co., the other half interest being owned by Thomas Hughes and J. M. Atley, of Chicago.

The Grain Market.

There has been very little action in wheat the past week, the price holding steady around 86c for May wheat at Chicago. The visible supply showed an increase of 497,000 bushels for the week. Receipts of grain in the Northwest are only normal, running from 500 to 700 cars, or about the same as for last year. Threshing is now quite general, however, and we may expect a more liberal movement within the next ten days. The September Government crop report, issued the 11th, gives an average condition of spring wheat when harvested as 87.3, as compared with 89.2 one month ago, and a condition on September 1, 1904, of 66.2.

The world's shipments of wheat and flour last week are reported as 10,088,000 bushels. Of this amount America furnished 1,312,000 bushels; Russia, 4,248,000 bushels; Argentina, 1,400,000 bushels; India, 400,000 bushels; Australia, 192,000 bushels, etc. The shipments from this country are increasing, the demand being quite active for both wheat and flour.

Cash corn is in good demand, and prices hold remarkably firm for old corn, bringing about 58c per bushel delivered Michigan points from the Southwest, while new corn for November and December shipments is quoted at from 43@45c per bushel. New corn is maturing in good condition and the present outlook, according to B. W. Snow's report, will give us a crop of 2,600,000,000 bushels. If frosts hold off ten days or two weeks Michigan will harvest the largest crop of corn in years. Cutting is already well advanced in the southern counties.

Oats are just about holding their own, the movement being fair but the quality is disappointing, many localities grading as low as No. 4 white and rejected. The weight is good, but the color dark and some of the grain slightly musty.

New beans are now on the market, several cars having already been shipped. The quality as a rule is very nice, grading from prime to three and four pound stock. Price is steady at from \$1.40@1.50 for hand picked stock, including bags.

L. Fred Peabody.

Postoffice Department After Tobacco Trust.

Postal authorities are now looking up the law to see if the American Tobacco Co. is violating those statutes that control the use of the United States mails. The investiga-

tion now under way is the result of the recent anti-cigarette law of Indiana and the means employed by the cigarette manufacturers to nullify that law. The law of Indiana does not prohibit the sale of tobacco in any form, but it does prohibit the sale of cigarettes or the "makings," as the papers are called. The law goes a step farther and makes it an offense to even give these things away. It being possible, therefore, to continue cigarette smoking if the "makings" could be obtained, the American Tobacco Co. stepped in and is now supplying these papers free through the mails. The Indiana courts have already held that it is not an offense or violation of law to smoke.

Warning of a fire in a store was given in New York recently by the explosion of several fully charged seltzer bottles. The reports made a noise like the discharge of a revolver. A policeman rushed to the spot expecting to discover burglars and owing to his prompt arrival was able to rescue several families occupying apartments in the upper stories of the building. But the utility of seltzer bottles as fire alarms does not explain the extent of their circulation.

Stories illustrating Senator Allison's strong sense of discretion are numerous. One tells how he was seated in a railroad car gliding through Iowa, when his traveling companion directed his attention to a flock of sheep. "I see they have begun shearing," he remarked. The Senator gazed thoughtfully for a moment at the shorn lambs and reluctantly admitted, "They certainly have sheared 'em on this side."

It is sometimes easier to set a good example than to follow one.

Don't measure a man's sincerity by the vigor of his handshake.

The height of folly is sometimes the depth of wisdom.

Business Wants**BUSINESS CHANCES.**

For Sale or Exchange—A sixty-barrel flouring mill for farm or stock of goods. Address Lock Box 12, Chelsea, Mich. 960

For Sale—A good chance for some one who wishes a first-class country point. In order to accept of a good position as traveling salesman, which is open for the next thirty days, I offer my place of business for sale, which consists of staple dry goods, boots, shoes and groceries, ½ acre of land, new store, good house, barn and other buildings. This is a snap for some one. We have a good trade and everything convenient to do with. We have telephone exchange with St. Johns. Good school and church privileges. Remember we only offer this for sale during the next thirty days. For further particulars address H. E. Pierce, Price, Mich. 961

HELP WANTED

Wanted—Registered Pharmacist. T. H. Paulson, Bloomington Mich. 959

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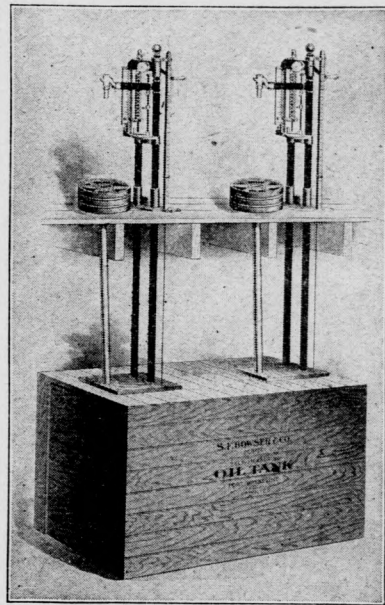
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WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

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DOUBLE CELLAR OUTFIT

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is greatly improved and the best we have ever made. It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write today for full information. It's free. Ask for Catalog "M" 

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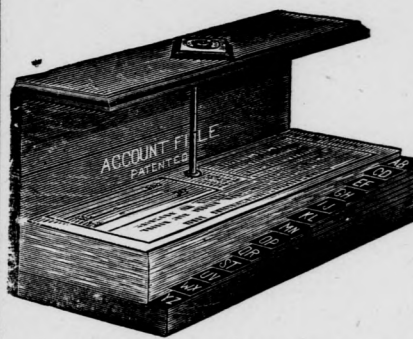
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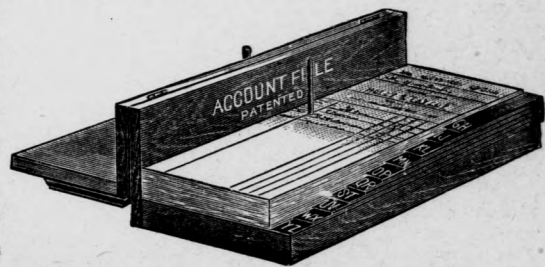


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you should not fail to visit our stores and view the grandest exhibit of every kind of profitable merchandise you ever saw. Make this house your

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Michigan's Most Popular Broom

"The Winner"

It's the best made broom on the market and will outlast any common broom made. Every wisp of corn used in these brooms is "especially selected" from the best

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for its length, evenness and color. It is made by expert union labor and every seam is machine sewed. "Your trade demands them."

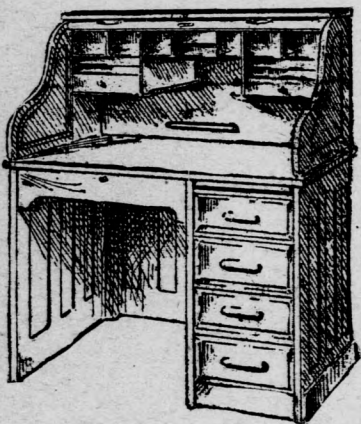
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This splendid, solid oak, roll top desk is finished a rich golden and has a built up writing bed, plenty of pigeon holes in top and two single and one double drawer in pedestal. Length 42 inches, depth 30 inches, height 48 inches. Price, \$12.85.

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are unusually strong this year and surpass in beauty of decoration and style anything ever attempted. It embraces the products of the

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and other famous makers of ceramics in

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Our prices are decidedly low, in fact **so low** that you can now procure the finest goods for almost the same prices you used to pay for the commonest kind.

We also show an endless variety of

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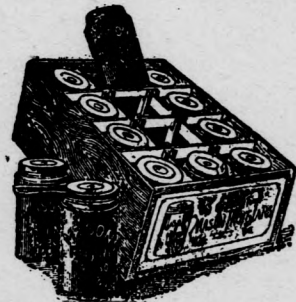
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stand all the rough usage they will get and run over carpets, up hill and down hill and even on gravel. Full line shown on page 93 of our holiday catalog.



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