

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Third Year

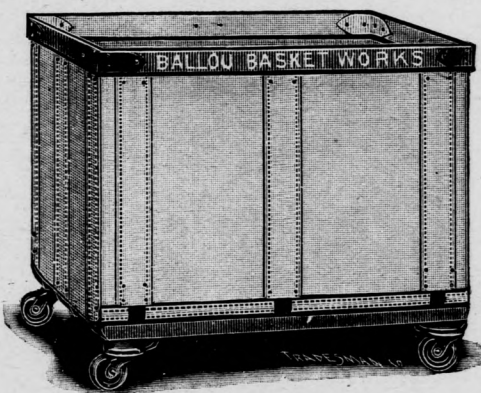
GRAND RAPIDS, WEDNESDAY, SEPTEMBER 20, 1905

Number 1148

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.



Enjoy Yourself

and let strife, discontent and disgust with the world fade away by smoking an

S. C. W. Cigar

High grade as this cigar is, it sells everywhere for five cents each.

Smoke one now and cease worrying.

G. J. Johnson Cigar Co., Makers
Grand Rapids, Mich.

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

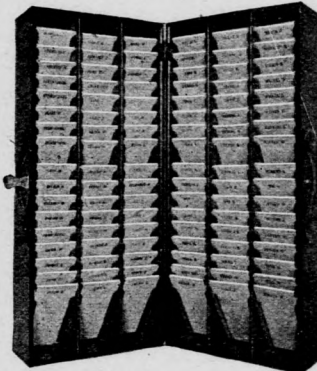
DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

It earns you 25 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.
105 Ottawa-St., Grand Rapids, Mich.
Both Phones 87.



Pat. March 8, 1868, June 14, 1868, March 10, 1901.

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:

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

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.

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.

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

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.

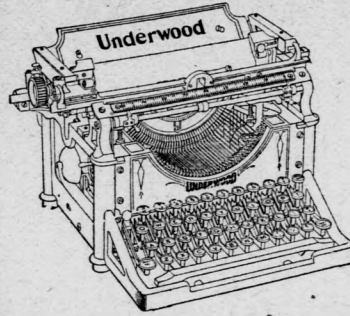
WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

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

Visible Writing



No carriage to lift

All of the work visible

Specially adapted to billing

Send for free catalogue

UNDERWOOD TYPEWRITER CO.

31 State St., Detroit, Mich.

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

Every Cake



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

The Fleischmann Co.,

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

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.

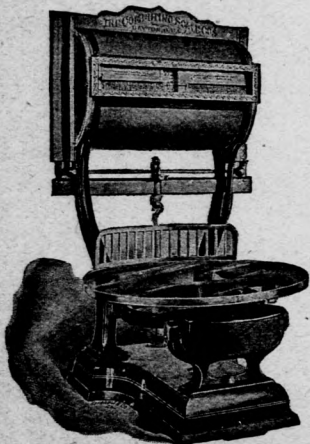
The Moneyweight System is Indispensable

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 20, 1905

Number 1148

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. McCrone, Manager.

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY

BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advices, and Collections

OFFICES

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

GRAND RAPIDS

FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

ELECTROTYPES

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

SPECIAL FEATURES.

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THE PRINTERS' STRIKE.

If the members of the typographical union had instituted a strike for the closed shop and nine hours' pay for eight hours' work ten years ago, or five years ago, or even two years ago, they would probably have won the day, but public sentiment has undergone such a change in the last few months that it is not possible for them to win to any extent at this time. In the face of many recent decisions to the effect that closed shop agreements are criminal, and in the light of recent occurrences where the closed shop prevails, it is not at all surprising that business men generally are prejudiced against the closed shop and refuse to do business with any one who adheres to that policy. While it is probable that some of the smaller printers in the country will bow to the yoke of the union, it is quite evident at this writing that a large percentage of the large establishments will be open shops from now on. This is an encouraging feature, because it will tend to make better printers. Good printers can not be educated under union auspices, because of the narrow limits arbitrarily exercised over apprentices. The apprentice in a union office learns to do one thing only, whereas the apprentice in a non-union office becomes a competent workman in several different branches of the trade, if he is disposed to improve his opportunities. Furthermore, the removal of the arbitrary restrictions of the union will increase the number of apprentices and tend to improve the quality. Under existing circumstances no painstaking parent would permit his son to enter an office where union men only are employed, because the lad would be sure to graduate with an appetite for tobacco, liquor, profanity and obscenity, and acquire sojering habits which would prevent his achieving any measure of success in his chosen occupation.

A hopeful feature of the situation is the number of union men who stand ready to abandon the union as

soon as they are satisfied that the open shop is to prevail. This class comprises the home-owning, home-loving, tax-paying portion of the union membership. These men have nothing in common with the anarchistic, socialistic and communistic tendencies of the trade union and welcome an opportunity to throw off the yoke of unionism and be able once more to walk erect and look every man in the face. An excellent illustration of this is afforded by the following letter, which was recently sent to the Tradesman by a Chicago printer, giving valid reasons for his determination to break away from the tyranny of the union:

Chicago, Dec. 22.—In reply to your enquiry as to why I am willing to give up a position at \$40 per week to take a job in your shop at \$20 per week, I would say that \$40 a week in Chicago is a myth, because my wages do not net me, on the average, over \$20 a week. I am never permitted by the union to put in a full week—no matter how busy the shop may be—and I am never assessed less than \$3 a week by the union to assist the strikes which are always in progress in Chicago. If I was permitted to work all the time, I could pay \$3 a week union assessments and still come out ahead, but a union man gets the hot end of the poker from both sides—from the shop when business is slack and from the union when business is good.

Another reason why I want to make a change is that a union man in Chicago has no standing with decent people. He is looked upon as a bum and a thug—and most of them deserve the reputation we all enjoy, not only on account of actual participation in strikes and lockouts and riots, but because we are terrorized by the business agent to support strikes and boycotts and contribute to their prolongation, whether we believe in them or not. No respectable woman will speak to a union printer. No business man will recognize one on the street. Every union printer feels that he is a social outcast—the he is scorned by woman, and despised by man—and honestly, Mr. Stowe, three-quarters of the union printers in Chicago hate the union as they hate a snake and welcome any opportunity to break away from its tyranny and treachery and place themselves in a position where they can associate with respectable people and meet men of character and standing on an even basis.

Furthermore, I can see by the handwriting on the wall that in time no union printer will be employed in Chicago. The employers are getting stronger and stronger and will soon be in control of the situation. I shall welcome that time, because I have invariably had better treatment from employers than the union—they are better friends to their men than the union officials are to their members.

If you were to give me a position in your office, I would feel that I was a man among men. I could meet people as they came in the office and gradually form acquaintances which would elevate me and enable me to hold up my head like a man, instead of feeling that I am a social and professional outcast, with no hope of creating friendships among business men, of associating with my employer on an even basis, of gaining a foothold, financially, or of creating a social position in the community.

I trust you will accept this explanation as coming from a person who detests his environment and looks to Grand Rapids as a place where he can throw off the shackles of the slave and become a free man.

The writer of this letter is a type of about one-half of the membership of the typographical union throughout the country, composing men who are law-abiding and well-intentioned citizens. They will not take part in riotous demonstrations, but their affiliation with the union compels them to countenance wrong doing and contribute to the support of the thug and criminal element in the union.

The editor of the Tradesman was in Chicago last week and happened to call on a couple of employing printers who had signed the closed shop scale. In both cases the time of day was passed with the foreman of the mechanical department. One denied that the employing printers would be able to replace the strikers with competent men and insisted that no violence would be undertaken by the union printers. The other unionist asserted that the employers were gaining ground and would continue to do so until the printers got out their sluggers, which they expected to do within a week. "Then we will put the non-union printers in the morgue and the hospital faster than the bosses can import 'em," remarked the printer. This represents the two types of men in the union—one who believes in peaceable methods and the other who preaches and practices the doctrine of force, intimidation, maiming and murder. Unfortunately for the country, the latter element usually gains the supremacy in every union and almost invariably comes to the front in times of strike and stress.

Science frequently comes to the aid of law and order. A wave of reform sought to drive pool rooms out of Chicago. Accordingly the gamblers hired a steamboat and put out on the lake a sufficient distance to evade arrest and received their messages by wireless telegraphy. It has been discovered that when an immense magnet owned and operated by the Illinois Steel Company is working the wireless telegraph apparatus will not work. When the magnet is idle between 1 and 2 p. m. the messages go according to programme, but at other hours they refuse to go at all. Unless the gamblers can find some way of controlling the magnet they will have to go out of business. This is a condition on which they had not reckoned, and suggests how others who may want to adopt the same plan can be thwarted. The magnet comes to the rescue of the Chicago police very effectively.

The city of Baltimore is rapidly recovering from the effects of the great conflagration by which it was visited eighteen months ago. Many millions have been expended for new private and public buildings. When Baltimore is completely rebuilt it will be a much handsomer and more conveniently planned city than it was before the fire, and to this extent that calamity may be said to have been a blessing in disguise.

The fellow who travels on his uppers can not expect a lower berth.



Is Priority in Opening Displays a Detriment?

It is often a question in the minds of rival dealers which business policy is the better to pursue, in regard to so-called Opening windows—whether a store gets the greater prestige with the buying public by being the very first to set forth the begin-season novelties and goods of a staple character, and so wins the reputation of extra push, or whether more is to be gained by waiting until competitors have "shown their hand," and then cut a big dash, with the experience gained by knowledge of what others have displayed as representing their choicest merchandise, and outshine them all.

There might be a great deal argued on both sides:

There's certainly a charm about "firstness" that can not be gainsaid. To be Number One in any undertaking is to establish the fame of the possession of a spirit of enterprise, of a go-ahead-a-tiveness to be envied and emulated. It shows confidence in one's ability to think and do while others are "getting good an' ready."

On the other hand, by never being "the first by whom the new is tried," a man in business—or a firm—is liable to acquire the undesirable distinction of old-fogyism, of not being up to date, and not making hay while the sun shines. But as intimated, in the matter of clothing, by being second, or third, or even fourth, there is the knowledge to be obtained from the preceding Opening exhibits that is valuable in the matter of the avoidance of pit falls. One can trade on their mishaps and come out with flying colors. I have known a comparatively insignificant firm to have the finest Opening exhibit of all by not being in a hurry and then bringing out such a novel idea that it eclipsed all its predecessors.

* * *

Herpolsheimer's Opening windows present a gorgeous scheme of color, which is repeated inside on the first two floors.

Tall bunches of giant purple Iris are used effectively at intervals. In the background hangs profusions of some sort of lavender-colored vetch. Being so large, they fill in the space admirably and while giving a hint of the warmer tints of autumn as to apparel, they still breathe of summer airiness. Entering the store, one beholds hundreds of these purple blooms hanging from the ceiling at varying lengths, so that it is like going into an immense arbor, and one can almost imagine a perfume stealing on the nostrils from the maze of blossoms.

In the corner window are five handsome dummy ladies arrayed in fetching gowns of fashionable cut and fine millinery harmonizing with the costumes, which are as follows: Green velvet, severe in style, as requires this

regal fabric; a soft heliotrope voile, the large drooping hat accompanying this pretty toilet having a long chiffon veil falling in the graceful folds that the soft shimmering stuff can not help but assume; a dainty cream-white lace evening dress; a black jetted net, contrasting pleasingly with the other dresses, and a pastel-gray skirt, with a hint of pink, topped with a knee-length evening coat of pink heliotrope.

The flower accessories employed in such profusion in window and interior are new to the town, and everybody who saw them—and that was everybody—admired them greatly.

Outside merchants attending the West Michigan State Fair, if they have a little time on their hands that they don't know what to do with, could employ it to advantage by studying Grand Rapids windows and thereby assimilating useful suggestions that they could work in in their own decorations.

Home and Export Trade in Hardware Excellent.

An excellent demand for all lines of general hardware is noted in all sections of the country and prices are being well maintained. In fact the general condition of the entire market could not be greatly improved, and with the assurance of great crops of grain, the outlook for business in the remainder of the year is very promising. Retail hardware men are ordering fall and winter goods earlier than usual and jobbers are busy shipping skates, snow shovels, pipe elbows, stove boards, hods and scoops in much heavier volume than is usual so early in the fall. Some retailers are even placing contracts to cover a part of next year's requirements in spring lines, and big contracts for lawn mowers, screen cloth and other lines for next summer's consumption are being awarded. Most of this contracting calls for deliveries in December and January of next year.

Prices in all lines where iron, steel and other metals form the chief constituent are decidedly firmer. Soldering copper has been advanced 1c per pound. Nuts, bolts, lag screws and similar lines are being held at higher figures and manufacturers are generally taking advantage of the present active demand to make reasonable profits, despite the increased cost of the raw material. Such manufacturers of wire products as were offering their products at concessions of \$2 a ton have now advanced their prices about \$1 per ton, making the price of wire nails firm at \$1.75 per keg, which is also the minimum figure on cut nails.

The manufacturers of cold rolled shafting, who recently held a meeting in Chicago, have decided to reaffirm prices and try in every way to prevent further price-cutting. Business in builders' hardware continues very active and the mills are still behindhand with deliveries on special designs, and also on standard goods.

Export business is very brisk as, the conclusion of peace in the Far East is affording an opportunity to cultivate trade with Russia and Eastern Asia.

Prosperous Business Conditions Prevail.

Lansing, Sept. 18.—The Lansing Auto-Body Co., which is one of Lansing's young and prosperous institutions, held its annual meeting this week, declared a dividend of 10 per cent. and voted to increase the capacity of the factory so as to double its output.

The Lansing Gas Co. will greatly increase its capacity during the coming year. The company furnishes gas at an average of about \$1 per 1,000 feet, and is making money. During the past two years it has laid twelve miles of new mains, and is extending the system on the presumption that Lansing is to have a population of 50,000 before a great many years. Rufus Dawes, of Chicago, a brother of ex-comptroller Dawes, is a prominent stockholder in the company.

During the past week the Lansing Street Railway Co. has awarded the contract for the construction of entirely new car barns on property purchased at the corner of Shiawassee and Cedar streets. The building will be of steel and brick, 50 by 250 feet in size. The company is now building a belt line in the western part of the city, and is substituting heavy sixty-foot rails for lighter rails in streets. Lansing's development is strikingly manifested by the improvements made in the street railway service.

The Reo Motor Car Co. has during the past few days transferred its general sales department from New York to this city in order to better accommodate the western trade, which is increasing more rapidly than that of the East. The company is enjoying enormous sales, and is preparing for a large output of 1906 cars.

Endeavoring To Secure Two New Plants.

Bay City, Sept. 18.—Within two days, it is announced, the promoters of the proposed automobile factory for Bay City will have made a decision as to whether the company will be located here. The promoters claim that about \$75,000 capital is necessary, of which \$50,000 is in sight. The Board of Trade will also this week close up the deal for the new chemical plant, work upon the buildings of which is to begin about the first of October.

Considerable sentiment has been aroused by the announcement that the Brooks Boat Manufacturing Co. is considering moving to Baltimore, Md. The company is now occupying six small buildings and wishes to secure suitable quarters. It is negotiating for the Michigan sugar factory buildings, which may soon be put out of commission owing to the decline of the sugar beet raising industry. The company, however, says that if suitable arrangements can be made here it will remain and employ 200 additional hands.

Recent Trade Changes in the Hoosier State.

Indianapolis—The patent medicine business formerly conducted by Dr. N. C. Davis will be continued under the style of the Dr. N. C. Davis Co.

Indianapolis—The Yost Flour Co., which conducts a milling business,

has incorporated under the same style.

Laporte—The General Chandler Mfg. Co. has discontinued business.

Laporte—The Home Remedies Co. will continue the manufacturing business formerly carried on by the Dr. Reeder Food Co.

Medaryville—The millinery business formerly conducted by Miss Dora White will be conducted in future by Brown & Posey.

South Bend—John F. Leslie will continue the sheet metal business formerly conducted by Brown & Leslie.

Indianapolis—A receiver has been appointed for the N. A. Moore Co. which conducts a grocery business.

Indianapolis—Fred E. Wetzel, grocer, has cancelled a chattel mortgage for \$550.

Lawrenceburg—A petition in bankruptcy has been filed by the creditors of the James & Mayer Buggy Co.

Michigan City—A receiver for the American Pressed Brick Co. has been applied for.

The blood that is thicker than water rarely flows in the veins of rich relatives.



Come to

Hollywood

The most beautiful suburb of Los Angeles. A city of Homes 7 miles from Los Angeles and 12 from the ocean. I can find you business or investment that is both safe and profitable. I was formerly a Michigan merchant.

Life is worth living in this delightful climate. Spend the winter here. You can make expenses and see the sights, too.

Write me, I will be pleased to reply.

J. E. FARNHAM, Hollywood, Cal.



Also instruction by MAIL. The MCLAGHLAN BUSINESS UNIVERSITY has enrolled the largest class for September in the history of the school. All commercial and shorthand subjects taught by a large staff of able instructors. Students may enter any Monday. Day, Night, Mail courses. Send for catalog. D. McLaglan & Co., 19-25 S. Division St., Grand Rapids

C. P. B.



It's in a Bottle
Condensed Pearl
Bluing

Put up in convenient form. It's very strong, will not freeze. Retail price, 5 cent and 10 cent size. Every bottle sold makes a customer. "There's a reason." It's a profitable article to handle and requires little space.

JENNINGS MANUFACTURING CO.

OWNERS OF THE
Jennings Flavoring Extract Co.
Grand Rapids, Mich.

Largest Factory of Kind in the World.

Pontiac, Sept. 18.—The big factory of the Rapid Motor Vehicle Co. is making good progress and by cold weather the company expects to be located in a plant which will take care of the demands made on the business. The factory will be the largest in the world devoted exclusively to the manufacture of commercial cars.

The present season is one of rest in the vehicle industry of the city. All of the factories have their samples out for this year's lines and the big buyers are now paying their annual visit to Pontiac. The contracts which are being made for big shipments promise that this year will be a good one in the vehicle line and the majority of manufacturers are sanguine of good business. The lines this year embrace a number of new designs, which are already catching on. The Pontiac Buggy Co. has the largest show room this year in its history and it is literally packed.

The invention by Martin Halfpenny, one of the pioneer wagon manufacturers of the city, of an automobile spring calculated to make riding in the rear seat safe, at least, if not more comfortable, promises to bring a new departure to the vehicle industry of the city. The spring prevents the jumps which the rear seat in the ordinary car now takes at every bump when the machine is going at high speed.

Prisoners Will Soon Be Busy Again.

Jackson, Sept. 18.—The Trade Table Co., of Portland, which at the

last meeting of the prison board was awarded a contract for the labor of 250 convicts, is placing its equipment and will be manufacturing before many weeks. It is using the old brush shop vacated by the manufacturers who annulled their agreement with the State. The company has another contract at Ionia, which is welcomed at the prison as being of a desirable character. For many months a considerable number of prisoners have been eating the bread of idleness. Last summer, the destruction by fire of the inside shops of the Withington & Cooley Co., maker of farm tools, three more than 200 men out of employment, and the cancellation of the brush and skirt contracts added to the unemployed. The new shops of the Withington-Cooley Co. are approaching completion, and when these are finished all the prisoners will be busy again. Also, for the first time in nearly two years, all the prisoners can be locked up in cells, as the new cell block is, with the exception of some of the plumbing, completed.

The Field-Brundage Engine Co. is established in its new factory and is arranging to increase its output, as is the Jackson Automobile Co., while business at the big Buick Engine Co. plant is beginning to boom.

Be Honest in Little Things.

Character building begins in the small things of life and if a man is not perfectly honest in them he cannot be trusted when graver matters are to be decided upon. There are in New

York hundreds of persons who delight in beating a street car conductor out of five cents, a salesman out of a few pennies or in taking a check at a restaurant for a sum less than they know they should rightly pay. These persons feel that it is business shrewdness. They would be shocked to be told they are cheats and swindlers. Nor would they—at this stage—rob anyone outright or tell a deliberate lie. They are only half conscious of the wrong. But they are greatly in the wrong. The boy who starts out with the petty swindle or who consoles himself with the conclusion that there is no evil in the "white lie" is not going to develop into the man of correct precepts and strong character. And there is no real success unless the foundation is laid on absolute truth and honesty. The honorable man will not cheat or misconstrue an account of a pennyworth of gain—not for a million dollars. He never requires to be told that an error has been made in his favor at the bank, if he discovers it first; nor does he ever permit the conductor in the car to pass him through oversight and neglect the fare. Boys who wish to be good men and strong will be careful of the little temptations to cheat.

Has Captured a Growing Industry.

Saginaw, Sept. 19—Caro has captured a growing industry which has been in operation in this city the past five years, and a fine plant is now being removed to that thrifty little city in Tuscola county. It is that of the Howell & Spaulding Co., man-

ufacturer of steel horse collars, the only plant of its kind in the world. All of the stockholders reside in Caro. The company will occupy a part of the fine \$12,000 building built for the Lacey Shoe Co. The business has made rapid strides in the last year and the company intends to greatly increase its capacity in the new location. The collar is largely used in the South, and at one time it was contemplated locating the factory at Chattanooga.

Recent Business Changes in the Buckeye State.

Dayton—Frank Samuel has sold his grocery business to B. A. Barlow.

Dayton—D. H. Fuller will be succeeded in the grocery business by a Mr. Haverstick.

East Liverpool—Mrs. Ann Viney, who conducted a grocery business at this place, is dead.

Nelsonville—The meat and grocery stock of Maurice L. Wilson has been destroyed by fire.

Antwerp—D. S. Hughes, grocery and crockery dealer, has made an assignment.

Bellaire—An assignment has been made by A. S. Heatherington, men's furnisher.

Mansfield—Theo. New, dealer in clothing and boots and shoes, has made an assignment.

Toledo—Ray Samberg (Toledo Sporting Goods Co.) has filed a petition in bankruptcy.

Hope deferred maketh the creditor kick.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than Any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent. profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in the business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit—viz., the customer's confidence—is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.



Movements of Merchants.

Yale—L. F. Van Camp is closing out his grocery business.

Mackinaw—Wilburt E. Robinson, wholesale fish dealer, is dead.

Lowell—D. F. Butts has bought a bakery and confectionery business at Lapeer.

Hudsonville—J. N. Waite is succeeded by Edson & Co. in the drug business.

Wolverine—Chas. H. Giles succeeds Wm. F. Johnston in the meat business.

Lake Odessa—B. D. Armstrong will succeed H. E. Pratt in the bakery business.

Ann Arbor—Louis A. Markham, dealer in bazaar goods, has filed a voluntary petition in bankruptcy.

Gladwin—P. F. McCormick & Co. have sold their grocery stock to Squire Fouch and William Southwell.

Woodmere—Krause & Sahs, dealers in dry goods and notions, are succeeded in business by Chas. E. Ackley.

Overisel—H. D. Poelakker is succeeded by Klienheksel & Nyhuis in the hardware and implement business.

Lapeer—D. F. Butts will continue the grocery and bakery business formerly carried on by Francis McElroy.

LeGrand—W. H. Ostrander is erecting a store building in which he will install lines of dry goods and groceries.

Pottsville—Mrs. A. E. Locke, dealer in groceries and men's furnishing goods, has uttered a chattel mortgage for \$1,169.

Athens—A. L. Carpenter has removed his dry goods and grocery stock to Factoryville, where he has resumed business.

Jackson—The millinery business formerly conducted by Celia Lourium will be conducted by Standberg Sisters in the future.

Elsie—Hawkins Bros. have sold their grocery stock to Heaton & Neeley and will devote their entire time to their produce business.

Hart—C. W. Noret has sold an interest in his furniture stock to E. A. Noret. The new firm will be known as the E. A. Noret Co.

Belding—C. G. O'Bryon has sold his dry goods stock to Wagar & Co., of Detroit. Mr. O'Bryon has been engaged in trade here for twenty years.

New Haven—The New Haven Coal Co. has been incorporated with an authorized capital stock of \$20,000, all of which is subscribed and paid in in property.

Hancock—E. H. Lee, who has conducted a wholesale and retail confectionery business under the style of the Lee Bros. Co., has closed out his retail department.

Laurium—The firm of Ryckman & Manier has dissolved partnership and each has decided to continue business independently. Mr. Manier will con-

tinue the dry goods, grocery and general merchandise business in the old stand on Lake Linden avenue. Mr. Ryckman will engage in similar business in the Hustad building, and expects to be ready for business by about Oct. 1.

Traverse City—M. Herron, who for the past year has had charge of the clothing department at the Boston store, has bought the Wm. Hopkins grocery stock.

Yale—Jacob Miller has sold his interest in the general stock of Newell & Miller to C. A. Ponsford, of Detroit. The new firm will be known as Newell & Ponsford.

Lansing—Albert L. Cooper has opened a cigar store on the first floor of the building occupied by F. R. Savage at the corner of Washington avenue and Washtenaw street.

Battle Creek—Geo. L. Kelner and Frank Kelner have formed a copartnership under the style of G. L. Kelner & Son for the purpose of engaging in the clothing business here.

Cadillac—Byron Winter will remove the grocery stock of the Misaukee Meat Co. from Lake City to this place and add a line of hardware. The change will be made about Oct. 1.

Holland—Henry Kleyn has leased of the Ottawa Furniture Co. the old Harrington dock property south of the Ottawa factory and will engage in the wholesale and retail lumber business.

Bear Lake—Edgar J. Kingscott has purchased the interest of Wm. O'Rourke in the clothing and shoe stock of Walker & O'Rourke. The new firm will be known as Walker & Kingscott.

Albion—Allen D. Sanders has purchased the interest of E. T. Borner in the fuel, feed, lime and cement business of the Gibbs-Borner Co. The new firm will be known as Gibbs & Sanders.

Holland—Members of the Holland Candy Co. have dissolved partnership, Peter Spero taking over the interest of John Notaras, who has returned to St. Louis, Mo., after spending nine months here.

Douglas—Wm. Drought has sold his flour and feed stock to C. D. and C. M. Brownie and Clarence Lynds, who will continue the business under the style of Brownie, Lynds & Co. The new firm will add a line of groceries.

Mt. Clemens—Reuben C. Ullrich has merged his hardware business into a stock company under the style of the R. C. Ullrich Hardware Co. The company has an authorized capital stock of \$28,000, all subscribed and paid in in cash.

Lowell—C. J. Bradish has moved here from Cedar Springs and opened a harness shop in the Pullen block. The firm name will be C. J. Bradish & Son and they will handle fur overcoats, robes, blankets and make a specialty of hand made harness.

Detroit—Moses I. Schloss, the well-known Jefferson avenue clothing merchant, lies very ill at his home, 32 Winder street. He has not been able to visit his store at 143 Jefferson avenue for over four months. He is suffering from asthma and heart

trouble and it is feared that these diseases are complicated with Bright's disease, so that his relatives and friends are very anxious about his condition. Mr. Schloss has been engaged in his present business nearly all his life. The business was founded by his father fifty-three years ago and for nearly half the period has been directed by the younger man.

Manufacturing Matters.

Monroe—The Monroe Glass Co. has increased its capital stock from \$120,000 to \$150,000.

Tower—The shingle mill of Finan & Finan, which has been shut down for some time, has resumed operations.

Port Huron—The Huron Cycle & Electrical Co. has changed its name to the Huron Automobile & Electrical Co.

Niles—The United States Brass & Specialty Works has been reorganized to manufacture the many specialties of which C. A. White, of this city, is the patentee.

Grand Marais—The Cook, Curtis & Miller Co. lost 50,000 feet of logs by the recent storm on Lake Superior. The new hardwood plant here is receiving machinery and soon will be in shape to do business.

Buchanan—Buchanan has a new concern under the firm name of the Lee & Porter Manufacturing Co. It is the upbuilding and enlargement of the Lee & Porter Axle factory, with larger capital stock.

Constantine—A corporation has been formed under the style of the Constantine Creamery Co. for the purpose of conducting a creamery business, with an authorized capital stock of \$4,800, all of which is subscribed and paid in in cash.

Adrian—The Michigan Tobacco Works, which manufactures smoking tobacco, has been merged into a stock company under the same style. The new corporation has an authorized capital stock of \$30,000, all subscribed, and \$1,400 paid in in cash and \$28,600 in property.

Detroit—A corporation has been formed under the style of the Meaker Sales Co. for the purpose of manufacturing devices for handling money. The company has an authorized capital stock of \$150,000, all subscribed and \$300 paid in in cash and \$149,700 in property.

Grand Marais—The new shingle and tie mill of Lombard & Rittenhouse is to be located on the east side of Sable Lake, near this place. The work of erecting the mill will begin at once. The firm will cut posts and poles also and has a large amount of timber available.

Marshall—The Common Council is considering granting the Hardy Food Co. a site on the river near the Michigan Central Railway. The Hardy Co., which is backed by F. A. Stuart, of this city, began business in a very unpretentious building which was originally a mill. The factory is now running night and day and is unable to fill all its orders.

Tawas—The announcement is made that the stockholders of the Tawas Sugar Co. have decided to sell the

plant, which has never been a success, and the machinery is to be moved to some point near Minneapolis. The failure of the farmers of the vicinity to raise beets enough to run the plant is the sole reason for its dismantling. The Tawas plant was controlled by the American Sugar Refining Co., and beets contracted for delivery at that plant this season will be shipped to the Bay City plant, which is also a trust factory.

Zeeland—The Ver Plank Manufacturing Co., after conducting a carving business at the plant of Chris. De Jonge for over a year, has sold its business, machinery and other equipments to the Waddell Manufacturing Co., of Grand Rapids, to which city the outfit has been moved. Peter F. Ver Plank, President of the old company, has been engaged as traveling salesman by the Waddell Co.

Bay City—The German-American Sugar Co. started its factory to-day, being probably the first plant in the State to commence the campaign for this season. The factory will work over an accumulation of brown sugar left from last season, which will keep it busy until the new beet crop commences to come in, about Oct. 1. This company was originally organized on a co-operative basis and has 200 or 300 farmers who hold small blocks of stock, and through them it is assured of a larger beet crop every year than are the factories in which the growers have no personal interest.

Detroit—A small block of Parke, Davis & Co. stock changed hands recently at \$49 per share. This is really an extraordinary price and is largely speculative in character. The company is capitalized at \$4,000,000. The par value of a share is \$25. At \$49 the sale was at nearly 200 per cent. The stock is paying only 6 per cent. dividends. It will be remembered, however, that about three years ago the company declared a 100 per cent. stock dividend to its stockholders, and since that time it is believed, it has been putting aside \$600,000 to \$750,000 per annum into its surplus. It is this big reserve fund, no doubt, that holds the stock at its high level.

Traverse City—J. M. Isgrig, who for the past thirty years has held the responsible position of head miller in Hannah, Lay & Co.'s flour mill, will be the general manager of a new corporation to be known as the Traverse City Milling Co., with a capital stock of \$25,000, \$16,000 of which has already been paid in. The company has purchased a 50-foot frontage on the north side of West Front street, just west of Straub Bro. & Amiotte's new candy factory, and ground is now being broken for the erection of the mill, adjoining the P. M. tracks. The property on which the mill will be built was purchased for \$3,000 cash. Work on the construction of a grist mill and elevator will be begun at once. The building will be 34x150; the front portion will be one story high and will be used as a warehouse and cold storage. The main building will be three stories high and basement, with an engine room at the rear.



The Produce Market.

Apples—Green varieties command 50@75c per bu. Prices are not declining, which would seem to indicate that the crop will be short, as reported previously. The trade will be more active as soon as some of the other fruits get off the market.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos.

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 meager.

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

Carrots—15c per doz.

Celery—15c per bunch.

Crab Apples—75c per bu. for Siberian. The crop is light.

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

Eggs—Local dealers pay 17½@18c on track for case count, holding candelled at 20c. The demand is better than the supply just now. While there are plenty of eggs in storage, no one feels like pulling them out just yet; the price is not high enough. In case of an advance of another cent, however, it is not impossible that some of the storage stock will be taken out for a quick turn. The shrinkage in the receipts is still large.

Grapes—Wordens, Concord and Niagaras fetch 15@16c per 8 lb. basket.

Green Corn—10c per doz.

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

Honey—14c per lb. for white clover.

Lemons—Messinas have declined to \$7 for 360s and \$7.25 for 300s. Californias are steady at \$8. The demand has been lighter this week than last, and from now on is likely to decrease unless the weather should be unusually warm. Supplies are short and even at the quotations it is not always possible to get the desired sizes.

Lettuce—75c per bu.

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

Oranges—Jamaicas fetch \$4.25.

Musk Melons—60@75c per bu. for home grown Osage.

Peaches—Albertas fetch 75c@\$1; Engles and Chilis command 50@75c; Gold Drops fetch 40@50c; Late Crawford's command 65@80c; Kalamazoo's range from 60@80c. The crop is a great disappointment to all concerned, owing to the poor keeping quality of the fruit, due to the presence of too much moisture in the fruit.

Peppers—Green, 50@60c; red, 75@85c.

Pickling Stock—Cucumbers command \$1@1.25 per bu. Small white onions command \$3 per bu.

Pieplant—50c for 40 lb. box.

Plums—The crop is small and prices for standard varieties range from \$1@1.25.

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

Potatoes—The price hovers around 40@50c. A firmer feeling exists in the market and prices are higher, due to smaller receipts. The receipts have not decreased alarmingly, but are simply lighter because the farmers have been busy with other and more important work than marketing potatoes. It is generally felt that the price will not be any lower anyway, so there is no particular hurry about hauling in the tubers.

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—\$2.50 for Virginias and \$3.50 for Jerseys.

Tomatoes—50@60c per bu.

Turnips—40c per bu.

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

The Grain Markets.

There has been a steady market in grain the past week, wheat having shown a slight advance with a good volume of business. Receipts of wheat in the Northwest are increasing and quality and yield are reported as very satisfactory. The demand for flour, both from domestic and foreign trade, is good. The visible supply of wheat, according to Bradstreet's, showed an increase of 719,000 bushels for the week, which is about the same as last year. The market seems to be in rather a nervous state, weak one day and strong the next. Trade in futures is increasing and the news seem to be about equally divided between the bulls and bears.

The trade in corn has been quite brisk, old corn still continues to command a good stiff premium, two and three yellow are quoted now practically at 57 cents per bushel delivered Michigan points, while new December and May are quoting at about 44 cents. This premium on the old corn is likely to work out pretty well during the next thirty days, as new corn is being harvested in fine condition and will come on the market earlier than usual.

Oats continue in good demand; prices have now worked up three to five cents from bottom quotations. The movement is small as farmers are busy with corn harvest and wheat seeding. The oats now coming are running a little better in quality than the early deliveries.

L. Fred Peabody.

Saginaw—William H. Ryan will continue the clothing business formerly conducted by Griggs & Ryan.

Not Affected by the Printers' Strike.

The Michigan Tradesman is not affected in any way by the strike inaugurated by the union printers of Grand Rapids on Tuesday of last week.

The strike is due to the refusal of the local job printers to sign a scale providing for the closed shop and nine hours' pay for eight hours' work, to take effect Jan. 1, 1906. About seventy men walked out in obedience to the command of the union officials, and over half of them will probably never have an opportunity to resume their occupations in Grand Rapids. Between thirty and forty non-union men have been secured to take the places of the strikers and, in all probability, a full force of non-union men will be secured by the end of the present month.

It is due the strikers to say that very few of them are in sympathy with the strike, but are forced out against their wishes by the arbitrary orders of their superior officers, and most of them felt impelled to obey the commands. Some have gone back to work in defiance of the union and, in all probability, the other members of the union who are home owners, taxpayers and good citizens will do the same. The bum element in the union, which is always in the majority, will seek employment elsewhere.

The reason the Tradesman is not involved in the strike is that it fought out the battle of the open shop over a dozen years ago when the union demanded that it discharge its pressman because he had employed a non-union carpenter to do some work at his home. Three separate committees called on the Tradesman and demanded the discharge of this man on penalty of the boycott and other dire results. The Tradesman stood firm, however, holding that when a man had earned his money and had that money in his pocket, it was his, to do with as he pleased. The union was quite as strenuous in insisting that the Tradesman should dictate to its men where they should "spend their money for their beer, beefsteak and breeches," as the committees expressed it, and the battle was somewhat fierce for some weeks. Pickets were posted in front of the establishment to inform the people that the Tradesman was unfriendly to the union and committees visited the customers of the paper and undertook to alienate them from the establishment by cajolery and threats. Instead of destroying the business of the Tradesman, as they predicted they would do, their actions tended to build it up and make it stronger than it was before, because it cemented the friendship of its old customers and brought it new customers who would not have known of the position of the Tradesman on the subject of the open shop but for the visits of the committees. Ever since that time the Tradesman has stood firmly and unmistakably for the square deal and the open shop and the manhood and integrity of the working printer. As the result, the Tradesman became known, far and wide, as one of the

pioneer open shops of this country, and a place where any man could work, whether he was a free man or a union slave, providing he conceded the right of every man, under the constitution of the United States, to enjoy equally the blessings of liberty and the right to labor on terms and conditions which were satisfactory to himself.

The Tradesman recently issued the following letter to its brother printers in Grand Rapids and is doing all it can to assist them in maintaining the supremacy of the open shop principle:

Upwards of a dozen years ago the Tradesman Company made a fight for the open shop and won. Much as we think of our establishment, we would sink it in the bottom of Lake Michigan rather than go back to the days of union domination and tyranny.

While, from a selfish standpoint, it would be to our advantage to have you continue a union office, we are disposed to take a broader view and rejoice with you in the stand you have taken, because we believe that any man who signs a contract with a union which includes the closed shop commits a criminal act.

We have a well-organized and harmonious force and anything we can do in this emergency to assist you will be cheerfully undertaken. Our people stand ready to work night and day, if necessary, to uphold and maintain the principle which has long been a cardinal one with us.

The Boys Behind the Counter.

Cadillac—Andrew Olson has resigned his position as traveling salesman for Cornwell & Sons to assume the management of the Losie & Olson general store at Boon.

Niles—Ed. Hildebrand, formerly in the employ of A. Kaatz, the Goshen (Ind.) clothier, has taken a clerkship in the clothing store of A. Green, Jr.

Flint—Robert Seeley, of this city, and Roy T. Smith, of Montrose, have taken positions in Smith, Bridgman & Co.'s store, the former in the carpet department and the latter in the ladies' shoe department.

Port Huron—William Gleason has resigned his position as head clerk in Skimin's drug store to take a course in pharmacy.

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

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

Eggs—Fresh, candelled, 22c.

Live Poultry—Fowls, 12c; ducks, 12½@14½c; geese, 10@11c; springs, 12@12½c.

Dressed Poultry—Chickens, 15@16c; fowls, 13@14c.

Beans—Hand picked marrows, new, \$3@3.25; mediums, \$2.15@2.20; pea, \$1.75@1.80; red kidney, \$2.50@2.75; white kidney, \$2.90@3.

Potatoes—New, \$1.75 per bbl.

Rea & Witzig.

Otto Weber will continue the business formerly conducted by the Grand Rapids Sheet Metal & Roofing Co., at the corner of Louis and Campau streets.

Gains W. Perkins and Frederick C. Miller left yesterday for New York, where they will attend a meeting of the directors of the American School Furniture Co..

H. A. Sutherland, who formerly conducted a grocery business at 989 Burton avenue, is succeeded by Mrs. F. Wehrle.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 16.—The speculative coffee market has been less active, and this seems to have an influence on the actual article, which during the past day or so has been less firm than last week, and quotations have been slightly shaded. The European markets seem to be to blame for the less steady feeling here, as the situation there has been weaker. At the close Rio No. 7 is quotable at 8 $\frac{3}{8}$ @8 $\frac{1}{2}$ c. In store and afloat there are 2,043,421 bags, against 3,459,240 bags at the same time last year. Receipts of coffee at Rio and Santos from July 1 to Sept. 14 aggregated 3,146,000 bags, against 3,540,000 bags at the same time last year. Neither jobbers nor roasters are showing much interest this week in mild grades and the movement has simply been of a hand-to-mouth character. Good Cucuta, 9 $\frac{3}{4}$ c, and good average Bogotas, 11 $\frac{1}{2}$ c. There is little doing in East Indias, which are practically without change.

Sales of teas consist mostly of rather small lots. Prices, however, are firm and holders have confidence in the future. Advices from abroad all indicate a hardening tendency and buyers here will find it hard to pick up "bargains."

Very little new business in sugar has been recorded, most of the trading being in withdrawals under old contracts. Refiners are pretty well caught up on deliveries, and business from now on will doubtless be of the average character for fall trade.

There is some improvement shown in the rice market, and so far as can be seen the outlook is most favorable for a good fall business. Holders are not at all inclined to make concessions. Stocks are not large at the moment, nor is there likely to be any undue amount here.

Jobbers report a moderate volume of trading in spices, but the market is gaining in activity and holders are hanging on grimly, rather than make any reductions. Buyers realize that nothing is to be gained by delaying purchases and are displaying more and more readiness to pay asking rates.

With the advancing season the molasses market is getting in better shape. Some fairly good orders are coming in almost every day and quotations are well sustained. Supplies are moderate. Low grades are firm and active. Good to prime centrifugal molasses is quoted within the range of 16@26c. Syrups are steady at unchanged figures.

In canned goods the expected seems to have happened. Tomatoes, which have been going up by leaps and bounds, seem to have tumbled "on top of themselves." The rise is thought by many to have been caused largely by a few speculators

and not justified to the extent we have witnessed. True, holders seem to be able to see nothing less than the dollar mark and are, apparently, unwilling to part with holdings for 99c, but buyers are waiting. They have been able to secure some supplies at 97 $\frac{1}{2}$ @95c and, in fact, 92 $\frac{1}{2}$ @90c have been the rates of settlement for some lots. Maybe packers are giving only the quality that 90c will purchase, but the chances are that the goods will average well with the dollar stock. The weather has been rather "agin" the growth of tomatoes in this part of the country for several days, but is much more favorable at this writing. Corn is selling in a very limited way and, in fact, the whole line of vegetables lacks animation. Salmon are without any particular change.

There is less call for butter, as dealers seem to be pretty well supplied at the moment. Receipts of really desirable goods are not large and the quality of much stock coming to hand is faulty; not that it is bad, but it is hardly up to the standard. Extra creamery is worth 21 $\frac{1}{4}$ @21 $\frac{1}{2}$ c; seconds to firsts, 18 $\frac{1}{2}$ @21c; imitation creamery, 17 $\frac{1}{2}$ @19 $\frac{1}{2}$ c; Western factory, 15@17c; renovated, 17@20c, the latter for extras.

Cheese closes very quiet. There is some pressure to sell and quotations have been slightly lowered. Top grades are held at 11 $\frac{3}{4}$ c.

Best Western eggs, 22c; firsts, 20@21c; seconds, 18@19c. There is a good call for best grades of eggs and the market is well cleaned up.

Prosperous Conditions at the Pure Food City.

Battle Creek, Sept. 19.—Although the big Vibrator Threshing Machine Works has been closed for the annual invoicing, 200 men are still employed filling orders for extra pieces of machinery and repairs, cleaning up the yards and shops and doing other work preparatory to the reopening of the shops.

The Michigan Canning & Preserving Co. put on 200 extra hands the past week in order to get through with the rush of peach canning.

The Central National Bank, the youngest of the four banks here, from its quarterly report just made, shows deposits of \$1,043,449.62. The larger part of this is deposits of the mechanics of this city.

The Perkins Refrigerator Co. has made 3,000 refrigerators this year. This is the first year of the existence of the company and its success has been so great that plans have been made for a large output of refrigerators next year.

The Moshier Plating Works has been removed from Chicago to this city, and has already commenced business.

The Advance Pump & Compressor Co. has shipped a large pump and boiler to Detroit to be used in work on the Detroit River tunnel in testing the approaches.

It is stated that the Grand Trunk Western will commence preliminary work for the erection of its large locomotive works here this fall, but that the real work will not be com-

menced until next spring, when the shops will be rushed to completion. These works are to employ 1,000 skilled workmen. The Grand Trunk payroll here is already about \$50,000 a month.

A practically unnoticed industry is the V. C. Squires violin factory. This shop has been in existence for twenty years, and skilled men are employed making violins that go to every country in the world.

An improvement that has left much money in the city is the double tracking of Main and Jefferson streets by the Michigan Traction Co. The company has not only been to the expense of the track work, but has been obliged to pay for the repaving of the streets. The work will be completed in about one week. It has cost the company \$60,000, and kept about 100 men employed all summer.

Messrs. Robertson and Thrift, representing the firm of Charles Gustrine & Co., manufacturers of pictures and picture frames, have been in the city in consultation with the Business Men's Association regarding the removal of their business from Chicago. Their payroll last year amounted to \$115,000.

Will Add To Ranks of Workers.

Flint, Sept. 18.—The past week has been one of the most notable in the industrial history of this city and marks a new era in its material advancement. The announcement that the Weston-Mott Co. would move its business here from Utica, N. Y., the coming winter, supplemented by the further announcement that work on the plants of the latest industrial acquisition and the Buick Motor Co. would be commenced within the next three weeks and prosecuted with all possible diligence in order that they may be ready for occupancy before the advent of spring, has resulted in a perceptible advance in property values, and during the past week there has been unusual activity in real estate circles.

In view of the increased demand for houses that will be in evidence when the two new industries get ready to do business here, preparations are being made for the erection of a large number of dwellings, and from now on the local contractors will have all and more than they can attend to in the building line.

According to a report from Utica the removal of the Weston-Mott Co. will be attended by the shipment of at least twenty-five carloads of household furniture belonging to the married employes of that concern, while the Buick Co. will bring here all of the men now employed at its plant in Jackson.

It is confidently expected that the two industries will add 500 or 600 persons to the ranks of the workingmen in this city within the next five or six months, and that within a year this number will be increased to at least 1,000. Flint is actively moving in the matter of getting ready for the newcomers and to cut out the pattern for a new municipal dress that will just fit when it gets to be a city of 20,000 population two years hence.

Established 1872



Jennings' Flavoring Extracts

Terpeneless Lemon
Mexican Vanilla

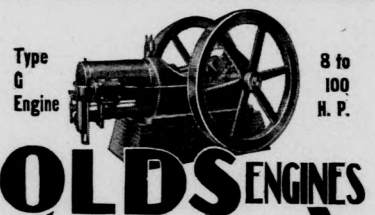
are in demand by the consumers.

Why? Because they have always proved to be PURE and DELICIOUS FLAVORS.

Wood alcohol has never been employed in the manufacture of Jennings' Extracts.

"There's a good reason."

Jennings'
Flavoring Extract Co.
Owned by
Jennings Manufacturing Co.
Grand Rapids, Mich.



Type G Engine 8 to 100 H. P.

OLDS ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS,
Lansing,
Mich.

Adams & Hart, Agts., Grand Rapids, Mich.

Clever Woman Who Devises Advertising Oddities.

It was a perfect curiosity shop, that modest flat in an apartment house. In the corner of the sitting room stood an Arab, stately in draped burnoose and jeweled belt. On the piano was a black elephant, flanked by a cross-legged Turk on either side. A row of camels meandered across the mantlepiece, and black plaster heads of Turks and Moors grinned down from the walls.

One whole side of the room was covered with gay paper butterflies, their shining coats of green and gold glittering in the gaslight. It was the clothespins for these butterflies that had attracted my attention, says a writer in the New York Sun. Two thousand clothespin went to the making of those 2,000 butterflies. The writer, prowling over the roof by night in search of a cool spot, came upon these clothespins, crate upon crate of them, stored upon the roof.

"Of all things!" she gasped. "Has somebody a clothespin factory in this house?"

Enquiry led to her presence in the queer Turk laden room. Reminiscences of a hundred cigar store windows peeped at her from every corner and she was hauntingly reminded of a thousand other advertisements seen in streets and windows and half forgotten.

These advertising novelties, many of them at least, have originated in the brain of a woman who makes a living selling ideas. It was ten years ago that she found her knack, and since then she has made many thousands of dollars. She was working in a department store for \$6 a week when an idea came to her. She made a calendar, at the top of which she placed a large painted pansy. By a little sliding arrangement the pansy pulled down, revealing a packet of courtplaster. Under the courtplaster was the legend, "I'll stick to you when others cut you." Below was space for an advertisement. She took this model to a brewing company. They bought it and paid her \$100 for the idea. Since then she has not worked any more for \$6 a week.

Her next idea was a parrot. The parrot stood on a horizontal bar, which in the original design was made of a bit of broomstick. He was a gay and beautifully painted parrot, and in one claw he held a little card, advertising a cigar. Her parrot stood on cigar store counters from Boston to San Francisco. She was not paid a lump sum for this idea. Instead, she was employed at \$18 a week, with twenty girls under her, steadily making advertising parrots until that idea grew old and a newer one took its place.

A good part of her pay comes in this way. She submits an idea, and if it is accepted the manufacturer gives her an order for so many of the articles at a specified price. Much of this work she does alone at home. Her butterfly order has kept her busy all summer, and the last of the 2,000 are just being turned out. She will get \$500 for the lot. The butterflies

will be used in window decoration by a big firm.

A recent order was for 1,000 burnt leather postal cards for a grocery firm. There was a picture of a grocery window on the card. On the window pane was inscribed: "Families Supplied Cheap." In front a gentleman of the hayseed type gazes and remarks: "Wonder what'll take to supply me with a wife and five children." She sold the cards for 6 cents apiece.

She works in all sorts of materials and with all sorts of tools—paper, burnt leather, burnt wood, plaster, paint, wall paper, glass, lithographs. She has molds for plaster casts and tiny pyrograph needles that cost her \$2.50 apiece. But some of her work is accomplished with absurdly feminine tools. A round plaque hangs on the wall, with a ferocious bull terrier's head springing from it in high relief. The dog's face she modeled in the plaster with a hairpin.

Many of her most profitable ideas have been made up of the simplest material. A certain newspaper in Chicago got out three handsome lithographed posters of feminine figures. These posters were used in the windows of news-stands for a time and, finally getting old, were retired. She took one of each variety of the posters, cut out the figures of the three girls, mounted them on a large sheet of cardboard in such a way that they were coming downstairs, one after the other, each reading a copy of the paper. The pictured stairs were cut from another poster and properly mounted. She covered the background with a plain pale green wall paper and painted masses of roses around the edge. Then she framed and glazed the whole in passepartout style. She took it to the office of the publication, and as a result the paper turned over some thousands of its old posters to her and gave her several months' work in preparing them for window display.

She did the same sort of work with the old theatrical posters of a company of five cakewalkers, receiving \$7.50 apiece for cunningly devised passepartouts of the five figures. A certain breakfast food company has an old farmer on all its advertising material. She clipped the picture of this old farmer and mounted it so ingeniously that they gave her an order for 500 of them.

One of her \$100 ideas went to a New Orleans tobacco manufacturer. It was a horse on a pivot, so constructed that however it was thrown or tossed about on a counter it would land right side up. It bore the legend, "Can't Be Downed," and rocked its way from one end of the country to the other.

The Phrase Applied.

The judge was impatient. "Hurry up, gentlemen," he said tartly. "We're not making a bit of progress in this trial." "No," responded the prosecutor, with a malicious glance at the attorney for the defense, who had objected to every salesman examined. "we're delayed by head winds."

Walker, Richards & Thayer
Muskegon, Mich.

Manufacturers of

Confectionery

Our Specialties:

Marguerites, Elks and Duchess Chocolate Creams

Our line of fancy imported boxes will be ready to show the trade within two weeks. Please inspect it before placing your holiday orders.

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.

Our Line of Candies

is made to meet the demands of a most exacting public. We know this line does meet those demands on account of our constantly increasing business. If you are not handling our line you should. Our travelers will call if you say so.

Hanselman Candy Co. Kalamazoo, Mich.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

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

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

Sample copies, 5 cents each.

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, September 20, 1905

TRADES AND PROFESSIONS.

While special education is being provided for professional persons, such as doctors of medicine, lawyers, theologians and school teachers, and while technical courses are set for those who wish to be chemists, electricians, civil and mechanical engineers and for those who want to be scientific farmers, the special courses proposed for journalists and business men have so far proved of little benefit.

The reason for this is that journalism and business are trades instead of professions, and trades can not be learned in theoretical schools.

Many journalists are indignant when their special calling is not rated at the dignity of a profession, but since so much of it can only be learned from actual practice, it is useless to talk of teaching it in theoretical schools. Some able journalists had only a limited amount of schooling, and rose from the ranks of a printing office to the highest places in newspaperdom.

Education, of course, is of extreme importance. If the conductor of a newspaper knew every language, all science, all history and all literature, and possessed, in addition, a thorough knowledge of banking, commerce and manufacturing of every sort, and were an adept in law, medicine, theology, national, state and municipal politics, and national and international economics, he would be none too well educated for the proper conduct of his business, and yet to his vast stores of knowledge he would have to add a certain quickness and alertness and comprehensiveness of mind to enable him to give attention to all that might be occurring at each moment in his purview in human affairs.

The journalist must deal with such a vast variety of subjects, and he must handle them on the spur of the moment with so little opportunity for immediate study, that he must have secured and stored up his information beforehand, or else he will often be placed at great disadvantage when he is pronouncing upon immediate occurrences. A slip of memory or other mistake at such a moment by a journalist may subject his newspaper to ridicule or to a more serious

action for damages; while the judge on the bench may be guilty of the grossest error of official judgment, yet he is above criticism, although he has had all the time and opportunity desired to study the case.

But coming to the business man for whom it is proposed to establish a college course, it becomes necessary to define what "business" means in this connection. The merchant, the banker, the conductor of a great factory, the railway manager and many others engaged in various unlike branches of traffic and industry are all business men, and each must learn his specialty from the ground up.

There is a "course in commerce" for the education of business men in the University of Wisconsin, under Prof. W. A. Scott, Ph. D. In an article in the World To-Day for August Prof. Scott gives some information as to what is required to turn out graduates in business. The studies embrace certain fundamental courses in English, mathematics, history, political economy, modern languages and the physical sciences. The special studies, now often called commercial, include commercial geography, economic history, money and banking, public finance, transportation, insurance, commercial law and business administration (book-keeping, accounting and auditing, and business forms and practices). All provide elective studies, which give students an opportunity to make a special study of particular industries and to select such engineering, law or other courses as have a direct bearing upon these. All permit a certain amount of general electives, that is, of studies that need not have any relation to the student's future occupation or to the special subjects of his course.

This is about all that can be taught out of books concerning business. There are really no technical studies possible in a general business course. The principles of business are the same in all branches, but when any particular department is reached it must be learned from practical handling. There is never likely to be any system of schools that will turn out graduates with titles of "Doctor of Banking," "Captain of Commerce," "Regulator of Railroads," "Bachelor of Business," and the like.

Nor are such foolish titles necessary. If a man who has been educated as a gentleman knows enough about the business as to be able to operate, as does Stuyvesant Fish, one of the world's greatest railway systems, nothing more can be desired. If another man, like the first Commodore Vanderbilt, without a college education, was able to carry on great railway and steamboat enterprises, so much the better for him; but the famous old Commodore, despite his magnificent success in business, always felt his lack of culture, and he built and endowed a university so that others might profit by opportunities which, as a youth, he did not possess.

Business and journalism are trades,

not professions, but no man proposing to devote himself to either can have too much education. All he can get will not only help him in his business, but it will enable him not only to occupy successfully the highest places in his calling, but also to adorn them.

THE SHIFTING SCENE.

The wealth of New England, and it is certain that New England is to the head of population the wealthiest part of the Union, has been made from manufacturing and fisheries.

The United States Census for 1900 shows that Boston has the highest per capita valuation of real estate and personal property of any city in the Union. In the days when whale fishing was at its height all the wealth and business activity growing out of it centered in Boston, while for years all the cotton manufacturing and the making of shoes and cutlery were carried on in New England and were largely expressed in the business of Boston.

While New England is still rich in accumulated capital, her industries have declined. The oil wells of the West and South have taken the place to a large extent of the whale fishing and the centers of manufacturing are moving to other parts of the country.

According to a Boston writer to the London Times the last census report on manufacturing furnishes positive proof of a relative decline in New England's productive industries when compared with the progress made in practically all other sections of the country. In the case of the greatest manufacturing center of New England, the city of Boston, the industrial position in the census year of 1900 was much worse than in the year 1890. The country had gone ahead in its manufacturing enterprises with leaps and bounds, but Boston manufacturing interests had fallen behind in this great decade of progress. It was also found that the number of banks throughout the country had increased about 8 per cent. and there had been also a material increase in the amount of capital in the different sections of the country. General as these favorable conditions are when the country as a whole is taken into account, there is one, and but one, exception, which is found in the New England States.

Not only did New England have a smaller number of banks in 1904, but it had less banking capital and less aggregate resources than were placed to its credit in 1902; in other words, while the country as a whole has forged ahead, the New England States have plainly fallen to the rear. The reason for this change is not far to seek. In the first place, the decline in the whaling trade, due to the enormous use of petroleum, had its effect. In the next place, all articles manufactured in New England were from raw material brought from a distance. Cotton, hides and leather and metals furnish the chief material for manufactures in those States, and not one of them is produced in the region where they are manufactured. They must be brought from distant parts of the country.

It, therefore, has come about that the states which produce the raw materials have learned to manufacture them, and finding profit and advantages in this manufacturing, the business has constantly increased.

GENERAL TRADE REVIEW.

With grain maintaining a level which gives it a parity in the world's markets it is not strange that its export added to that of general manufacture and merchandise is enough to carry the volume of outbound trade far above all records. The report of August business from the Department of Commerce shows a total export for the month of \$117,453,581, as against \$92,253,881 for the same month last year, a ratio of increase which, added to the recent free imports of gold, indicates that money conditions here will be soon equal to any local demands of crop moving or other disturbing elements. In the meantime the temporary tightness is operating to hold speculation down, the gains of last week being succeeded by a reactive tendency at the latest. In view of the fact that the average of prices is so high, very near the highest ever recorded, it is a matter for congratulation that the advance which general conditions seem to warrant is retarded. Most observers are predicting another period of advance, but if it should come the slower and the longer continued, the better for the general prosperity.

Domestic trade is still characterized by the absence of any important disturbing factors. Visiting buyers in the great trading centers are placing liberal orders for distant delivery, influenced by the assurance of ample money in the hands of buyers as a result of the abundant returns from all kinds of production. Not only are agricultural products assuring the buying capacity of this division of producers, but in all other lines of work the ratio of the unemployed is very small—indeed, the scarcest commodity in the country to-day seems to be labor. Another reason for the more liberal placing of orders is the desire to forestall the loss and annoyance of delayed shipments, either from inability to meet requirements on the part of manufacturers, or on account of inadequate facilities of the transportation companies.

The only disturbing factors in the leading manufacturing industries are the fluctuations in prices of raw materials. The increasing pressure of demand is assuring the activity of all machinery for a long time to come, although some manufacturers are refusing the more distant, for the reason indicated. Cotton goods orders are stimulated by the low stocks on hand. Woolens are in a most healthy and favorable condition all along the line. Footwear is affected as to future business by the uncertainty in raw materials. Pressure of demand in structural and transportation material is giving all that can be desired in the iron and steel industry. The most notable feature in this branch is the placing of unusually heavy orders for steel mills.

INDIAN DAYS.

Experience of a Merchant's Wife at Mackinac Island.

My father, William Scott, was baptised William Hull Scott, but after Hull's disgraceful surrender of Detroit the name Hull was cut out of the family record in the Bible.

I know little of my grandfather. Some old Masonic papers he had gave his birthplace as Balley Bay, on the northern coast of Ireland. He was a Master Mason when he came to America. He had been in the English army, resigned, came to Detroit, and was in our army during the war of 1812. The Masonic papers speak of him as Dr. William McDowal Scott. He was married to Mary Ann Meldrum, a daughter of General George Meldrum. He died June 10, 1815. I have been told that he died in England as a prisoner of war.

After Senator Zach Chandler, of Detroit, went to Washington, he found there a large hair-covered trunk filled with valuable papers belonging to the family, and sent it on to Wisconsin to my father.

With childish curiosity my older brother, Meldrum, and myself improved the opportunity, when my father had gone out driving, to look over some of the papers and old letters. There were numerous land patents, some located in Canada, others from Detroit to Vincennes, Ind., a long list of silver, mirrors, furniture, etc., as I remember, lost during the war, and some Balley Bay letters, which told that at different times an uncle, a cousin and the family barrister had been sent to America to try to persuade my grandfather to return to Ireland, and said that if he would do so he would be reinstated in his old position in the army. Another letter told of \$10,000 being sent to my grandmother—held, I think, in Philadelphia for her—and urging her very strongly to take her children and come to the old family home, as they were especially desirous to have my father there. Very soon after, all the papers were destroyed by fire, except a very few, mostly Masonic, which were in a small tin-enameled box, which father had brought over from his office to the home.

From my father I learned that my grandmother's family had at that time ample means. Grandmother Scott, knowing her husband did not like English rule, concluded to remain in Detroit with her relatives.

I think it was during 1812, or soon after, in Detroit that an ugly-dispositioned Indian Chief, Kish-Kon-Ko, while drunk, wantonly killed an inoffensive Frenchman. Acting as United States Marshal, my grandfather, with two assistants, went to arrest the Indian. In attempting to do so my grandfather was obliged to kill the Indian Chief with his sword, in order to save the life of one of his assistants, whom the Indian was in the act of tomahawking. The dead Chief's followers took a vow of "life for life."

Grandfather Meldrum died about that time, so it left my father as the only son—the desired male for the

avenging death. For forty long years they sought his life. During all that period friendly warriors followed and watched Kish-Kon-Ko's band. I well remember the relief my father felt when he heard that he was at last safe from their revenge.

When an infant in his mother's arms, just as she had nursed him to sleep, she noticed some Indians skulking toward the house. With the quick presence of mind so necessary then, she hastily raised a loose board in the floor, laid the sleeping child on the earth underneath, replaced the board, covered it with an Indian mat and sat rocking over the spot when the Indians came in. They sprang to the cradle, felt to see if it was warm, then hastily looked on the beds and about the rooms for the babe. Not finding him, with brandishing tomahawks they demanded "medicine man's" papoose. My grandmother looked at them scornfully, saying, "You are squaws, not braves, all of you, to come for one little baby. If you want him, find him." With uplifted tomahawk and knives they threatened to kill her if she did not tell where the child was. Just then warning was given that some one was coming and they hurriedly left, and the brave little mother thanked God that the babe slept.

Another time a man on horseback dashed up to the door calling, "Kish-Kon-Ko's coming!" In a moment the child was quickly tied up as he slept in his little feather bed and quilts and handed out to the man, who dashed on toward the fort. The Indians soon reached the house and several leaped to the ground, again searching the house for the babe. Not finding him they concluded the man they had seen must have had the child, so they sprang on their horses and hurried after him. The man saw he would be overtaken, so made a short cut at a turn of the road, and threw the child over the high palisade fence into the graveyard. Hurriedly again taking the beaten road, he found his pursuers just back of him, and arrows flying all about him. He turned and asked what they meant to shoot at him in that way? They demanded the child. Feigning ignorance he asked, "What child? I have no child, I am going to the fort for the Doctor, woman sick." Then they asked why he had talked to grandmother. He innocently replied: "To ask if she had seen the Doctor pass by." As they were in sight of the fort, a sentinel noticed the Indians surrounding the horseman, so gave warning, and when a squad of soldiers, armed, hurried toward them the Indians at once dispersed, the detachment of soldiers following, but in the growing darkness the Indians were lost sight of. It was near morning before they returned and went to the graveyard to find the child, which was unharmed.

These two occurrences, of many, show how brave our ancestors had to be. One incident in my own dear mother's life I will give to show that she, too, was a "brave lady."

At one time, when they were having serious trouble with a large body

of assembled Indians, who were feeling very bitter because one of their number had been hung for committing a murder, the white men were feeling very uneasy over the result, and my father told mother he thought it advisable to take all of his men down to the store that night and circulate them among the Indians, to try to pacify them. So she locked the house, put the bars up on the back shutters and the door and saw that all was safe. A berridden aunt was in the family, and my mother and she and three little children, with one Indian servant, were all that were in the home that night.

Mother noticed that there were unusual bird-calls about the house and that the Indian girl seemed determined to go outside, giving every excuse possible. At last my mother sent her up into a dark attic to sleep and forbade her coming down. She then removed her shoes and put out the candles, so she could, unobserved, go from one window to another to listen. After some hours she noticed more bird-calls and then she noticed a draught. She quickly moved towards the stairway, leading down into the kitchen, and, hearing a slight noise toward the door, reached for a heavy maple rolling-pin which hung near by, and just as the Indian girl was removing the bar from the door, and before she could make any outcry, mother felled her to the floor. Then she drew the unconscious girl to the stairs and threw her into a dug-out cellar under the dining-room. There was enough water there to either drown her or bring her to—mother did not, just then, care what the result was. Later the Indians told father a massacre had been planned, to begin at our home, and she was to open the door to let them in.

I have been requested to tell you about an experience of my childhood:

General Cass, my father's godfather, and guardian, thought it advisable for father to leave Detroit, where his life was so constantly sought, so he, for a time, went to the Lake Superior country, acting as clerk for the Hudson Bay Company. After a few years he settled down on the Island of Mackinac, where he engaged in the mercantile business. D. J. Campau, a relative, was in partnership with him for a short time. He also dealt quite largely in furs, fish, etc., common in those days, employing a large number of French Canadians and Indians.

One winter, when navigation bade fair to close early, several thousand Indians had assembled, as was the usual custom, to be paid by the Government paymaster, and also to receive winter provisions of flour, pork, etc. The Indian agent had been very dishonest, in every way defrauding them, until they were so incensed that they threatened his life and he left.

Just at that time the troops in the garrison had been ordered away, leaving only the "Corporals' Guard" in the garrison. Day after day all watched for indications of a boat

coming from the south. But none came. "Townsppeople," too, began to feel very anxious, as the supplies were short in every line.

During this time the saloonkeepers were not idle, and not only "promises to pay with their marks" were given but every available thing was sold for whisky, and nearly every dog had to go into the soup kettle for food.

I remember how one day, as my brother "Mich" (Michigan D. J. Campau Scott) and I were skipping stones on the beach, our attention was attracted by the sound of hard blows and distressed cries from a dog. On running to the spot we found an Indian woman paddling a fox-colored dog to death. Mich was a dauntless little fellow, and at once seized hold of the paddle, while I threw myself over the dog to protect him. After some exclamations of astonishment from the Indians the squaw said, "Boil! Eat!" pointing to the kettle of boiling water, thus adding to our horror. At our protest she said, "Pork, me give you dog." So I stayed to guard the dog, while the little man ran as fast as possible to the store and told the clerk to give him, quick, a big piece of pork. Holding it tightly in his arms, he came back and made the exchange to the three parties interested, and we led our little fox-colored Indian dog home. Mother, with a rather dubious expression on her face, consented to our keeping the dog, but said that we had better not go near the camp any more. We named the dog Prince, and as each month passed we concluded that he was well named, as he became a faithful, intelligent, protective little dog.

Many fierce battles took place among these intoxicated Indians, and more than one nose was bitten off, to the horror of those who witnessed the act.

Just at that time, my father, in having a boat repaired, gave me the captain's cabin for a playhouse, and I at once planned for a party to be held in my new playhouse, and to bring into use, for the first time, a complete set of "Mulberry dishes," "just like mother's."

When everything was arranged I concluded some cedar was desirable to trim the white walls, so ran up to the cedars, just below where the "Grand" now stands, got all the branches my arms could carry and returned home. Thinking it must be near our dinner hour, I went into the kitchen to ask Mary, the cook, if dinner was ready. Just then we noticed an unusual noise of pounding, like a muffled tom-tom sound, and Mary said, "Sis, run and see what that funny noise is over towards the store." I at once ran out through the house yard, across the garden, over to one side of the palisade fence which inclosed the store yard. Then, locating the increasing noise as coming from the street or lane, as we called it, I quickly climbed on some boxes piled near the outside fence, gathered up my short skirts and made a spring over the fence into the lane. I heard

ejaculations from the Indians and in an instant two strong arms seized me and I was passed on and set upon the broad shoulders of a huge Indian Chief. I was such a tomboy, and so fearless, that the Indians made quite a pet of me, so my first thought was that they feared that in jumping over the high fence I had hurt myself, so I was not frightened, until I glanced around me and saw that all the Indians were assembled around the store, and that they looked very unlike our everyday Indians.

Most of the men were naked—only a slight covering about the loins. Some had buckskin leggings on, entirely open behind. They were generally ornamented along the outside seam with short scalps and feathers. Their bodies were painted with powdered charcoal and grease mixed, then over that were stripes, circles and figures of red, green and yellow paint. Their heads were decorated with eagle, hawk and turkey feathers. Many had animals' tails dangling from the back of the waist down. The medicine men were the most horrible in appearance, as everything that could add to their frightful attire was brought into use, some of them even having animals' faces for masks, and all had short horns on. Their hair hung in wild-looking locks over their faces, with feathers stuck about; also tails hung down their backs. The squaws, too, were painted, and looked and acted in a terrifying manner. Some were seated in a circle and beating the tom-tom sounding drums, some had Indian rattles, others rattling bones, and from time to time gave fiendish, blood-curdling yells. Other squaws were circling outside of the men, dancing with feet together but contorting their bodies and arms, while the men twisted their bodies like snakes and threw their limbs about in a way that would amaze one of our high school boys. No one who has not witnessed one of these dances could conceive how frightful they are.

When I had mentally grasped the scene, I became greatly alarmed, and cried out, "Me-Set-Ta-Go, put me down!" struggling at the same time to free myself. But arms like a vise held me and my outcry only called forth every gesture of instant death toward me. Tomahawks were thrown just to miss my head, knives were brandished at me, spears, with scalps dangling from them, were aimed at me. At intervals the dreadful warwhoop would ring out. I well remember two scalps I thought so beautiful. Both were very long, one bright red hair, the other very blonde, the first I remember of ever having seen, and I thought, "What a dreadful thing to kill women with such beautiful hair!" I think I was too horrified to cry or scream. Then I noticed an old Chief who had always made a pet of me and called to him, "Mis-Sua-Nia, make them put me down! I want to go to my father!" But he, too, leered at me, and struck at me with his long knife.

Then I heard my father call, "Sis,

my child, keep quiet. They want father to buy you back."

Then I saw he looked very unlike his usual jolly self. His face was drawn and pale and troubled.

I divided my attention between him and the horrible contortionists about me. I saw there were unusual piles of merchandise on the porch of the store, barrels of flour and pork, boxes of tobacco, pipes, mococks of sugar, sacks of coffee, bales of blankets, rolls of broadcloth, pieces of gay calico, Indian ornaments of silver, strings of beads, etc., etc. When it seemed as though the store must be emptied, I noticed a Chief separate himself from the others, go and look at the stock of goods, return, and talk a moment to the next Chief. Then both again entered the ring and the weapon-throwing at me began anew.

Then I watched my father, and saw him order the clerks to bring out more stores. Soon the old Chief took another look, and possibly seeing that the store was about depleted of its stock, he gravely seated himself on the edge of the porch. Other Chiefs followed until the elders were all there.

Then my father sat down, too, not one word being spoken; silence reigned after the terrible pandemonium. I saw the head Chief get out his long red "peace pipe," fill and light it, then take a long puff and very slowly blow the smoke through his nostrils. When he was through it was passed to the next—I wondered if he, too, could hold so much smoke at one time and blow it out so long. So it proceeded until it reached my father, and I noticed that, even although he tried to be deliberate, he made a failure at blowing smoke. Then the old Chief stood up and began talking and I was set down.

Like a frightened deer I dashed through the crowd of demons, down the street, into the yard, up on the porch, through the hall and the dining room into "mother's room." Not finding her there, I rolled under the high-post mahogany curtained bed, back under the valance, until I reached the wall. Then I drew the quilts down to cover me and lay there hardly daring to breathe. Soon the maids began to call my name, then my older brother, then I heard mother call: "Sis, my child, where are you?" But I was too terrified to answer. Then some one came in, saying that they had looked all over and could not find me. Then mother said, "Have you looked into all the closets and under the beds?" My brother, Mell, then looked under mother's bed and called out, "Mamma, I see her red shoes—here she is!" Then mother sent them all out of the room, locked the door and said, "Now, Sis, come to mother, no one else can come in." Then I crawled out and cuddled into mother's arms, and mother hugged me, so close, and cried, Oh, so hard. Then my tears came and, with our arms wound tightly around each other, we cried out all the pent-up anguish of our hearts. Later I found that the Indians, feeling desperate over the

condition of things, determined to hold a war dance to give vent to their feelings, but when I, an only daughter, jumped into their circle so opportunely, a ransom at once presented itself to them as a desirable gift.

The following day my father called a council and told them that, even although the ice should prevent the boats coming, he would never let them starve but that he had already sent to every point for provisions and that under no circumstance must they ever hold another war dance on the Island.

Later they found that one boat had gone down in a storm and that the paymaster, fearing the journey, held the supplies in Buffalo all winter, apparently not giving a thought to the thousands of natives who might starve during the long winter months.

Not wishing to leave you only a disagreeable memory of my Indian friends—for friends they were, tried and true—I will give one other instance of my childhood days:

One winter when the months of our shut-in island life seemed unusually long and dreary to my father, as, on account of his being lame, he could not join in many of the pastimes with the other gentlemen—tobogganing, snow-shoeing, skating, etc.—and, as so little business was done, he announced that next winter would find him outside where he could come and go as he wished and not be icebound upon a small island for seven or eight months, as he had been that winter. So the next summer my mother had the seamstress begin early on father's new outfit: a dozen shirts, with deep linen cambric ruffles down the bosom, such as he always wore at that time; then two grades of underwear, for in those days everything had to be hand made, socks must be knit, handkerchiefs hemmed, also a supply of square yards of black silk hemmed, which he folded and wound tightly about his neck and tied, to hold his head very erect and stiff. As fast as the articles were ready they were packed away in a sole-leather trunk, ready for the outing. Then one evening, while entertaining a party of friends, mother announced that it was the last gathering before father left. He looked up astonished and said, "I have made no arrangements to be gone; I think I will have to put off going." But mother assured him that all was in readiness, a good doctor in the garrison, a governess, and also a cousin in the family for company, and plenty of good help in the house, so that there was not one thing to keep him at home, and she would not have him stay where he would again find a winter so long and tedious.

As navigation drew to a close my father's trunk was carried to the boat, and the populace generally, as well as the family, gathered on the dock to say good-bye. Father's last call of "God bless you all!" was very tremulous.

It was fully six weeks before our first mail came up from Detroit, an

overland trip of over 400 miles, which was made by Indian carriers on snowshoes with toboggans and dogs. There were always great interest and excitement when the carriers were expected and half of the populace went out on the ice to meet and cheer the long-looked-for men. Offers of general assistance were made in distributing the mail. That day when mother's letters were given her there was a general interest to know what father had written, but the news was not happy, for it was that father had taken a very hard cold, was sick and wished he were at home.

When the Indian mail carriers came in they seldom stayed longer than through the first day and over night, the following morning going on to the "Old Mission" on Traverse Bay with the mail for that point. Part of the carriers dropped off, as they passed through their own villages, for a rest and visit of a few days in their own homes. As the leaders returned from the "Old Mission" with the out-going mail, after their home visit and rest, they gathered from the different villages these men who were awaiting them, with new moccasins and often new buckskin leggings and jackets which their wives had made for them. The Northern mail consisted only of letters, as at that day no newspapers were printed north of Detroit. During the week that the carriers were gone to the "Old Mission" our letters would be written so as to be ready to be taken very early in the morning, that the carriers might cross the lake and get into the shelter of the forests before night came on. Mother had several letters written to father, as in those days envelopes were unknown and letters were written on one sheet, with enough left blank to address the letter on one side and seal it on the other.

The friends were all very thoughtful, rarely a day or evening passing without visitors coming, but the weeks were long ones until the next mail could come bringing word from the absent father.

When the next mail came Mr. King, our postmaster, said, "We will find Mrs. Scott's letters first." There was one from father; but it was very brief—it was scarcely more than a heart-cry from the invalid for mother, the children and home.

From the relatives and many friends we learned that the doctors gave no hope of his recovery, and they feared that he would not be alive when the letters reached the Island. They asked if father should be buried there, or should his body be kept until navigation opened? The letters were all of such a hopeless character that little could be said that was comforting.

Several mornings later an Irish girl, who had been with us only since fall, came rushing down the front stairs and into mother's room, saying, "Oh, Mrs. Scott, mum, the kitchen do be filled with savages! I stepped right on one as I came down the back stairs!" Mother told her not to be afraid, that they were un-

doubtedly friends, and to put some extra wood on the fire in the fireplace and she would dress at once and go out to see who they were. So quietly had they come in that not even the hired man, whose room opened out of the kitchen, had been disturbed. When they came in they added more wood to the fire and lay down by the warmth, wrapped in their blankets. When mother went out she found some nineteen Indians, old Chiefs and braves. They said that the carriers had told them that "the father and brother was sick—to die—so they had come at once to beg mother to let them go and bring his body home, as they could not let him be buried among strangers." Mother told them to go over to the store and she would think it over. She then told the girls to hasten and prepare breakfast for them—to cook a big kettle of corn, potatoes, pork, coffee, etc., as they had probably had little to eat for twenty-four hours, or longer, as many of them had come from Cross Village, Little Traverse, Abrebroche and other points.

We were scarcely through with our own breakfast before the neighbors began coming in, as the news of the Indians' coming and desire soon went from house to house. It did not take mother long to weigh the matter and conclude to let them go. She sent for the Indians to come over to the kitchen, also some of our employes, to talk the matter over. Then mother decided how many should go, and selected nine of the wisest, strongest and best "all round" men for such a trip. Me-Set-Ta-Go was to be the leader. Poor Mis-Sua-Nia and some of the other older Indians felt broken hearted when Mother told them they could not go, as there was no wisdom in sending more than were necessary on such a severe journey. She told the older men that she knew how faithfully they had loved and served father and how gladly they would serve him now, if he was alive, but only those who were well and strong must be sent now, and they, as Chiefs and elders, must give instructions to these younger ones who were going.

The clerks were then told what to prepare in the line of robes, blankets and uncooked food. Fire had already been started in the large brick baking oven, bread set to sponge, in an immense maple bowl, placed over a large kettle of hot water near the fireplace to keep warm. The ladies were soon supplied with aprons and all went to work, for much had to be accomplished during the short winter's day. White and Indian bread were made, hams boiled, pork and beans baked, roasts of beef and venison cooked, coffee was browned and ground and put into little bags ready to be boiled, loaf sugar crushed, crackers were made that would not break or freeze and little cakes hot with spices were baked. Indian corn was boiled and prepared so that it had only to be warmed over. The brick oven was cleaned out, tested and found hot, and was filled with what was prepared for baking.

I know that the hardest task for mother, that day, was to write the letters to send.

It was near morning before all was ready. The food had to be cooked, cooled, packed and wrapped, then fastened in place on the toboggans. The dogs, also, had to be provided for. One toboggan was to be left, with robes and blankets, for father. All eyes were wet with tears as the thought came, "How will he be brought home?" Before day dawned, the men and dogs were fed and started on their long journey of 400 miles through the unbroken wilderness, one fishing shanty on Saginaw Bay being the only house they saw on the entire journey. Inland lakes, rivers and bays had to be crossed. There was also constant danger from wolves, bears and other wild animals; also unfriendly Indian tribes were to be avoided.

Now we will go to Detroit, into an upper chamber in the old Michigan Exchange Hotel, where father lay sick, very weak, and the doctors had said that he was "liable to go any hour."

About midnight an unusual noise of barking dogs was heard, and soon the landlord came to father's room, saying, "I hate to disturb you, Mr. Scott, but some strange Indians are here, and have your name and address. They keep saying, 'Scottess, Scottess,' and we can do nothing with them." Like a flash the sick man rolled out of bed and into the hall, calling out in Indian, "Here I am, here I am!" With wild shouts of joy the Indians sprang over each other up the stairs, all talking at the same time, and father cried like a child. They picked him up and, with the landlord's assistance, placed him on the bed again. The doctors and friends were hastily sent for, as the landlord said that the excitement would surely kill him. My father called after the landlord, "These are my men. Mother sent them for me and I am going home. Take these men and feed them the best you have in the house—give them all they can eat. Feed the dogs until they are ready to burst, for they are going to take me home!"

The doctors and friends came, but not one word of entreaty or discussion would he listen to. "I am going home!" was his one cry, even when the doctors told him the exposure would surely kill him.

The Indians were soon summoned to a sumptuous meal in the dining room. But they did not remain there long. Back they came, each with his supper in the corner of his blanket, and then seated themselves on the floor about the bed and ate where they could look at father and answer his many questions.

My father sent the landlord down to get a thick overcoat and some moccasins. When the landlord protested, telling him how late it was, that the stores were closed, he said, "Smash a window in then and get me what I want!" There was nothing else to do but to rout out the proprietor of one of the stores and get

the articles. In consulting the Indians he found that little extra in the line of supplies would be necessary, as the best of everything had been reserved—even the choice liquor had remained unopened!

Very early the following morning the Indians dressed him and after a hot breakfast they wrapped him in blankets and furs and, with a heavy green silk veil over his face, he was laid on the sled and strapped in, amid words of caution, tears and good-byes. The party then started for "mother, the children and home."

Each hour in the day he gained in strength and health and his cough improved daily. Finally it was entirely forgotten. The Indians tarried every few hours, long enough to boil a cup of coffee and prepare a lunch for him, they themselves taking none until noon. Toward evening, when they would reach a wooded spot shielded from the wind, they would make camp for the night, a good fire would be built, then a cave in the snow dug out and lined with hemlock or cedar, and after supper father would be slid into it for the night. The Indians and watchful dogs lay about the fire, as special vigilance was necessary. So the days and weeks passed, each one bringing them nearer home.

One morning, just as we were about to have breakfast, we were startled to hear a cannon boom from the garrison. We all ran out upon the porch, and mother said, "It must be our men returning." When we looked up to the garrison, we saw General W— waving from his porch, an orderly running down the hill and general excitement prevailing. Soon the orderly was seen turning the corner and coming toward our house. As he reached us he called out, "Mr. Scott is alive—the Colonel's compliments!" The sentinel had reported the party on mainland and with his field glasses had recognized father. We all rushed out on the lake. But we could not even see specks, at it were. None of us were hungry for breakfast that morning, although the governess insisted upon our eating. When we were told we could not go out until we had our breakfast the cakes were bolted in short order, so we could go out on the ice and watch for the coming of the dog train. We took turns holding, for each other, father's large field glasses, in hopes of being able to discover them.

In the house all was hurry and bustle again. Tears of joy and laughter mixed, for this was to be a joyful feast. The Dutch oven was brought out and placed before the roaring fire in the fireplace. Soon a large turkey was dressed and being slowly roasted on the "spit." The brick oven was again heated, hams and roasts were cooked, oysters were opened and loaf sugar broken, crushed and sifted, for cakes must be made. The large ice cream freezer was filled, to be frozen, and many other preparations were making. Every lady who chanced to have an appetizing dish already prepared at

home donated it for the coming spread, as well as eggs, cream, milk and such things as were apt to be scarce during our long winter.

Word was at last given that the party was in sight off Bois Blanc Point. Between us, however, there was not only broken and floating ice but a long space of open water. Horses and sleighs, loaded with two large boats, were sent out, so as to row across the open lake to get the party. We ran back and forth from the house to the ice, too eager to wait quietly at either place.

Soon the message came that the party was safe on our side. This was greeted amid great cheers. On his arrival father was taken into the house at once, and left alone with mother. But after a while he held a reception to all the friends and people; and the faithful Indian friends received many compliments and "Well dones." Then came the feast, for young and old, master and servants, the red men having the seats of honor. Class, nationality and creed were forgotten, all were equally welcome. Mr. O'Brien, our good rector, and Father Pierre shook hands over and over again, so giving expression to their feeling over the happy event. The weary, foot-sore dogs were made to feel that their "lines had fallen in pleasant places." The festivities were prolonged far into the small hours before the last good night was said and the excited household could retire. When the faithful band of Indians were rested and ready to leave father wanted to compensate them. But they turned away in disgust, and would not take one cent, "Hadh't they brought him home safe and alive? What more could they wish?" Where among white men could you find friends willing to take such a long dangerous journey for love's sake! It is needless to say that the great kindness was never forgotten by father, or family; and many times have we had cause to know of the devoted love of our red brothers.

During the war of the sixties, when our home was in Green Bay, Wisconsin, when all of our brave boys were at the front, startling rumors were on every side. The Indian agents from the Stockbridges, Menominees, Oneidas, Keshenas and all the reservations about us reported that they did not like the actions or appearances of the Indians. Some of the younger men, when under the influence of liquor, had made threats of a "coming time" which the people did not like. The older Indians kept away from town, which was noticeable.

One morning, my brother, Ed, came rushing in, saying, "Father, a lot of Mackinaw Indians are coming up the river to our house!" We all hurried through the small park between us and the river and there were the familiar Mackinaw boats heading our way. They were soon drawn up and the dear old friends sprang out. Me-Set-Ta-Go was the first one to offer his hand with a "How?" to us. All were invited to

come up with us at once to the house for breakfast. Hard times and high prices were forgotten as we prepared for them the best the house afforded. After they had eaten the older Chiefs said they wanted to see father alone, for many of the townsmen had come in, wondering why the long journey in such small boats had been made; they knew that only a matter of great importance could have caused it. Father took them over to the old "Doty" office, as we had purchased Governor Doty's home and office when he had his appointment to go West. When they were entirely alone and the door locked the Indians told father that the dreaded purple and black wampum belt had been passed all along, from Minnesota down to Mackinac, then on up the Lake Superior shore, among all the Indian tribes, giving the date for a general uprising. They had also been told that all Canadians were to join against the States and that all the Indians not joining would be exterminated. The older Indians were troubled, and were urged by the younger ones to join in the general uprising. After a prolonged council they concluded to secretly make a journey to Green Bay and ask father's advice, as they knew they could trust him. They had traveled day and night, not daring to land in the strange country, fearing alike both the white and the red men they might meet. With childlike faith they felt that, if once they could see father, his advice would be right. Father told them that they themselves knew the Sioux had always been a bad set, lacking wisdom, always thirsting for blood and that advice from them was bad. If they listened and joined them only trouble would come to them, for the "Great Father" at Washington was strong, had more braves than they could count and were sure to win. Father told them he would like to have a few of the city officials counsel with them after dinner. It took some time to persuade them to talk to any one that they did not know. At last, however, they complied with the request. Ample provisions were sent to them, also word was given out that they were not to be disturbed. Only my brother, Ed, and some of the little ones went into their camp while they were preparing and eating dinner. In the meantime my father held counsel with the Mayor and older citizens, in the Provost Marshal's office. Frank Desmoyers, Grigons, John Jacobs and the Laws and others familiar with Indian character felt the occasion a very serious one, and it was assigned to each what he had best say to the Indians. At once word was sent to each Indian agent, so that they, too, could act with wisdom. It was a period of extreme anxiety, some fearing that the strange Indians had been seen. Wise counsel won the day. The Indians promised to remain friends and to "hold the young braves." They were loaded with gifts of food, etc., and a steamer took the boats in tow, accompanied by father and some of the new friends, so as

to get them out of the Bay as soon as possible, away from the Wisconsin Indians, whom they dreaded to meet. In open lake they were bidden farewell, with assurances of warm friendship. After they returned about 200 young braves, under Garrett Graveratt's command, went into our army and fought bravely. Not a few were buried with their leader in a soldier's grave in a strange country. Who can say what the confidence and friendship of those same Indians may not have averted at that period! The horrors of Minnesota might have extended all along our shores when we were in such a helpless condition.

Eliza M. Scott Schettler.

Honesty Among Business Men Especially Pays.

Written for the Tradesman.

"Murder will out."

A very true saying, but no more so than the old-time copybook line, "Honesty is the best policy." How strange it is that so many business men fail to take this fact into account. The business farmer is usually up in the ways of the world and as a rule is honest in his deals. The lazy, shiftless, lying tiller of the soil has to content himself at the bottom of the ladder.

Fruit buyers have the sly old rascal who tops his baskets to deal with, and in the long run generally get ahead of the cheat. There are farmers who are honest, as square as any business men on earth, but there are others—and they are not a few—who imagine that it is legitimate to beat the produce buyer or the railroads at every possible opportunity. Such men are honest with their neighbors, and pass as pillars of substantial business honesty in their community. But are they living up to the old copybook line? There is the farmer who stores his wheat for months and even years, waiting to take advantage of a rise in price. Sometimes the rise comes and then, instead of taking the market at its flood, the over-wise old fellow lets slip the golden opportunity and sells at last on a falling market and is worse off financially than he would have been had he sold as did his neighbor before the rise in price.

One instance is recalled:

It was during a political campaign and the free silver craze had taken firm hold on this farmer as well as on many of his neighbors. He was convinced that Coin Harvey was the ablest financier this country had ever produced and that the wily politicians and party bosses were robbing the people at every turn. The "Crime of Seventy-three" was an ever-present nightmare and the only way to beat the robbers of the people was to bring about free and unlimited coinage of silver at sixteen to one. The price of wheat and silver were synonymous terms.

When, as a result of speculation, the price of wheat went up and that of silver remained stationary our cute farmer only saw the wicked manipulation of the Goldbug while his pet theory was undisturbed by the logic of events.

"They'll put wheat sky high," said he, "and the wise man will hold on to all he has until it goes to the top notch, then sell." It so happened that this farmer had several hundred bushels of wheat and as the price soared he rubbed his hands in glee and hung tight to his grain.

"Them blasted Goldbugs are putting up the price to hurt Bryan," he declared. "They won't stop at anything to win." The price of the cereal continued to soar. When it reached \$1.35 a dealer came to our farmer and wanted his wheat to put with some of his to make a carload. But our wise fellow would not sell. "No, sir," said he, "I am going to have \$1.50 before the month is out." In vain did the other argue that the bubble was likely to collapse at any moment, the hoarding farmer was obdurate.

While holding to his grain for a higher price the bottom dropped suddenly out of the inflation and down it went, below the dollar mark. The farmer was chagrined and angry. He finally sold at about one-half the price he could have obtained had he been satisfied with legitimate profits.

To this day that old fellow curses the Government and the party in power for his failure to strike while the iron was hot. He is but a sample of many others who "go it blind," regardless of common sense.

The song of the ancient bard has sounded the praises of the "honest farmer," never once taking into consideration that a man's occupation has nothing to do with his qualities of

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.

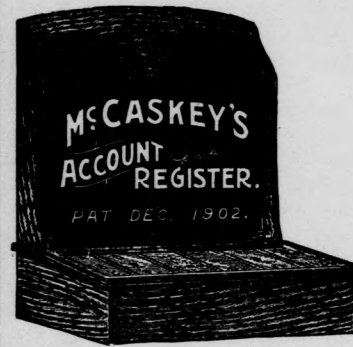
Alabastine makes a covering as enduring as the wall itself and that does not rub or scale off.

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



What the Users Say About
The McCaskey Account Register

1. Bills are **Always** ready.
2. Insures **Closer** and **Quicker** payments.
3. Avoids **Mistakes**, as customers check their bills.
4. You see what **Each** customer owes.
5. You **Don't** have to work **Nights**.
6. Your **Accounts** are **Totaled** and **Balanced**.
7. It keeps accounts **Fresh** and helps **Collect** them.
8. It reduces large balances.
9. The customer gets a **Clear** title and is **Satisfied**.
10. It is the **Quickest** method ever invented.
11. Accounts posted with only **One Writing**.
12. Accounts posted **Before** customer gets **Out of Store**.
13. No **Forgotten** charges.
14. Your **Accounts** can be **Protected** from **Fire**.

The McCaskey Register Co.
Alliance, Ohio

Manufacturers of The Famous Multiplex Duplicating Counter Pads.

head and heart. There are a few farmers who bear such a reputation for fair dealing that a purchaser never thinks of measuring wood or grain after them to see if it is correct. "If Mr. Woodman brought that wood it is all right." "Those plums look nice on top. Where did you get them—of Mr. Thompson? Well, then they're nice all the way down."

Farmers with reputations of this kind are not the ones who dig and delve at the foot of the ladder. Prosperity meets them halfway. Their fruit is always sought after. It is a pleasure to deal with such men. The man, be he farmer or what not, whose word is as good as his bond, never has trouble to sell anything he has to offer on the market; his opportunities for forging ahead are 50 per cent. better than those of his neighbor who is so cute he can't be honest if he tries.

In times of glut in the produce or fruit market the honest farmer has no difficulty in selling at some price, always the top one, while his less conscientious neighbor has trouble to dispose of his products at even the lowest figure.

On the whole we may truthfully say that it pays to be honest. In the business world, among merchants, it is of equal importance. I knew a cute young man who was considered a remarkable salesman who, on entering business for himself, set out to cheat his customers systematically. He succeeded for a time, but at length was found out and had to quit the town and seek pastures new. So

strong was the habit of cuteness upon him, however, that he never made a success at anything and is now a poverty-stricken old man.

J. M. Merrill.

Great Merchant Shows Ignorance.

A large department store changed hands. The goods in stock, to cover freight and other charges, were marked up 10 per cent. They were sold at real cost, but for convenience's sake were invoiced as marked. The inventory having been completed, nothing remained to be done but take off the 10 per cent. that had been added.

The parties to the sale accordingly approached the accountant having the matter in charge with a request that this be done. The man of figures set about making an elaborate calculation with this object in view, when he was questioned by the seller as to what he was doing.

"Reducing the goods to cost," he answered.

"Nonsense! Just take off 10 per cent.," said the seller.

"Do you want it done that way?" asked the accountant.

"Why not?" said the merchant.

"Well, just add 10 per cent. to a dollar and from the amount thus obtained deduct 10 per cent. and see if you have your original dollar left."

The merchant saw the point at once and said no more to the man of figures, who was saving him more than \$3,000 he would have lost and the buyer gained, without either of them knowing anything about it, and all on

account of a little lack of knowledge of percentage.

Nearly every merchant tries to mark his goods at a certain percentage of profit. In doing so he will find the following valuable:

To make 16 2-3 per cent. profit add 20 per cent. to cost.

To make 20 per cent. profit add 25 per cent. to cost.

To make 25 per cent. profit add 33 1-3 per cent. to cost.

To make 33 1-3 per cent. profit add 50 per cent. to cost.

To make 50 per cent. profit add 100 per cent. to cost.

You can mark goods by the preceding rule and any time you deduct the percentage of profit you will have the cost left.

Auto Bank To Collect Deposits.

The scampering cashier hereafter can flee Canadaward in a bank of his own. This motor bank, for which patents have been issued, is an electric car to be built of chilled steel, with double walls, with one-inch space between. In one corner is located a burglar proof safe, while desk and working room for several clerks are also provided. The car has a touring radius of fifty miles and will cost over \$5,000. It is to be used by the bank in collecting from depositors, especially from shopkeepers at night, and is to be sent to various parts of the city to receive deposits of commercial and savings accounts. This can be done with perfect safety since the automobile bank is to be absolutely burglar proof.

The Necessity for Caution.

It is a lamentable fact that there are persons in business who are either not capable of originating new trademarks or are desirous of stealing one belonging to someone else, in order to save much time and labor in introducing an inferior article. As a matter of fact, those who do so are usually guilty of placing inferior goods on the market, and it is for this reason that manufacturers and retailers alike should be very careful in the matter of specialty goods and see that they are getting what they ask for.

The writer had this matter brought to his attention most forcibly, wherein a manufacturer, upon being approached by the dealer selling the real goods, said: "Why, we are using your stock now, buying it from the Y. Z. Co." The fact developed that he really thought he was using it, and when he found that he was using a material which had a name not even copyrighted, but very similar to the goods he desired, he was very much disturbed.

There is no "just as good" argument which holds water. Goods must be better or worse than some others, or they have no comparison. Remember this fact: Whatever you buy make sure that you get what you want. No one can afford to be more vitally interested in this matter than the purchaser, and no one can less afford to make a mistake than you.

The best place to pray for corn is between the rows.

A Case With A Conscience



We CERTAINLY BELONG in this trade mark issue. We, in common with Grover Cleveland, Thomas Lawton, President Roosevelt and a few others have, apparently, created an era of investigation.

We've made a point of putting the merchant wise to "grafting" methods as employed in the show case business.

We believe there's a field for the "plunder" manufacturer with some dealers who are too closefisted to buy a square meal, to say nothing of a decent fixture. This class of merchants, however, are not reading THE TRADESMAN, and our arguments have been against the wolf in sheep's clothing who tries to make you believe that cheap varnish and a fancy trade mark make a good show case.

We've told the truth—have a lot more to tell—and we expect you to believe us just as far as our goods back up our statements. Our trade designation means what it says.

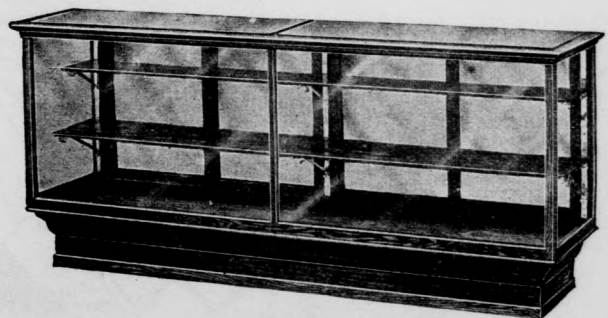
Grand Rapids Fixtures Co.

South Ionia and Bartlett Sts., Grand Rapids, Mich.

NEW YORK OFFICE: 724 Broadway

BOSTON OFFICE: 125 Summer Street

ST. LOUIS OFFICE: 1019 Locust Street



No. 63

GOOD MOTHERS.

They Are the Very Best Guide To Success.

Good mothers are not usually put down in the success specifications. In the early history of more than one millionaire, however, it is easy to recognize in the mental and moral qualities of a clear seeing and hard working mother the propelling force which has started her son.

Occasionally—and the wonder is that it is so seldom—men who have achieved great things attribute it to the incentive and aid which have come from this quarter. Herreshoff, who by establishing his great marine industry in the little coast town which had once ranked as the third seaport of America, raised it again to double its former maritime glory, did his work under the disheartening eclipse of total blindness. In an interview with Orison Swett Marden, he attributes his wonderful record to his mother's advice and sympathy.

"You have been handicapped in an unusual degree, sailing in total darkness and beset by many other difficulties. In overcoming such obstacles you must have learned much of the true philosophy of success or failure. What do you call the prime requisite of success?" The answer was:

"Select a good mother.

"If I have one thing more than another to be thankful for it is her care in childhood and her advice and sympathy through life. How often I have thought of her wisdom when I have seen mothers from Europe (where they were satisfied to be peasants) seek to outshine all their neighbors after they have been in America a few years, and so bring ruin to their husbands, and even goad them into crime, and curse their children with contempt for honest labor in positions for which they are fitted, and a foolish desire to keep up appearances, even by living beyond their means, and by seeking positions they cannot fill properly."

"You must have been terribly handicapped by your blindness?"

"It was an obstacle, but I simply would not allow it to discourage me, and did my best just the same as if I could see. My mother had taught me to think, and so I made thought and memory take the place of eyes. I acquired a kind of a habit of mental projection which has enabled me to see the models in my mind, as it were, and to consider their good and bad points intelligently."

John Wanamaker attributes his success to the early teachings of his mother, and when he was earning a few dollars a week and saving the greater part of it, he made one regular weekly purchase which was out of all proportion to his expenditures. This was a book for his mother.

"Where did you get that intangible something which has always spurred you on to new endeavor?" he was asked.

"From my parents," he answered calmly.

"My mother was a descendant of the French Huguenots and my father was

of German lineage," an answer which threw a rich light upon the combination of thrift and religious bent which have both played such important parts in Wanamaker's career.

Rockefeller's mother was a wonderful woman, and to her intelligent guidance and watchful care the Rockefeller boys owe the success to which they have attained. She ruled them with a firm but kindly hand, and was tireless in her task to fit them for manhood. She was a well educated woman, and, in spite of the busy life which she led, she found time to supplement the work of school teacher. In the long winter nights she helped them with their lessons or read to them from such books of history and good fiction as were

found in the little library. She soon perceived that the boys, and especially John, had no taste for farming. She brought her husband to give up his plan of making them farmers, and won him over to her view of giving them the best education that could be had in that part of the state and then fitting them for a mercantile career.

The Oswego academy was famous as a school, and both the boys became ambitious for the coming day when they could qualify for admission. With their mother's help in preparation they both succeeded in passing the entrance examinations. Both were exceptionally good pupils, John easily excelling in all those branches most useful in business and William in the more ornamental studies. Both

graduated with high honors. That they had this opportunity was due to the fact that they were blessed with a mother of far more than the average intelligence and ambition.

Thomas Lawson's mother displayed a wonderful intuitive perception at a critical point in life, though apparently it led in a different direction in deciding his education. His father was a carpenter and when he was 12 years old he ran away from school at Cambridgeport and walked into State street, Boston, where he secured a job as office boy. The next day his mother sent him back to school. He ran away again, coming back to his place in the street. His mother sent him back to school again, but after having a talk with a member of the

BEN-HUR



Time Upholds the Quality of Ben-Hur Cigars

We never were egotistical enough to tilt back and think that there is no such thing as improving a Ben-Hur cigar.

Nothing would please us more than to succeed in pulling Ben-Hur quality up just a notch better than it ever has been.

BUT—the fact remains that we have never been able to roll a better Ben-Hur than the first one made. This standard is as constant as a nugget of gold.

Cost but five cents for a dime's worth of goodness.

Dealers who buy them do not keep them—they sell too fast.

GUSTAV A. MOEBS & COMP'Y

Makers - Detroit

firm, she decided to let him have his try at business on condition that he would study nights, which she helped in every way in her power.

Henry Phipps derived his mental qualities from his mother, and it was she who imbued him with ambition. His father was a hard working man with no pretense except a pride in his English origin, and with little ambition except a keen appreciation of his own good workmanship. His wife, who also came of a Shropshire family, had far more than average mental equipment of the English middle class of her day. She was fond of books and had a good memory for what she read. She was earnest in the discharge of her duties and brought up her children in thrift and industry. It was she who was instrumental in the move which the family made to Allegheny, where there was brisk business activity and where the future millionaire obtained his first business start.

J. Pierpont Morgan's career is one more tribute to the influence of the mother. His wonderfully acute mind, his will to do, his capacity for organization were a natural heritage. His mother, whom many of the older people of Hartford and Boston remember as Juliet Pierpont, was the daughter of a family that dated back to the time of William the Conqueror and that took first rank in the early life of New England. True to her heritage of achievement, she was a woman of exceptional capacities. One of the belles of Boston when she lived there before her marriage, she had rare beauty, a sunny disposition which she never lost, a ready sympathy that found many an object for its exercise, a wide culture, and an intellectual vigor that was the delight of people of her time.

More strenuous was the help which Carnegie's mother gave her son, in all of whose early history her hand is plainly to be seen. Back in Scotland she was the dominating force of the little household. She was a plain working woman without pride or pretense, but with thrift of such amount and character that it endowed her with a rude strength. She stimulated the often reluctant efforts of her husband and eked out his efforts with many a little here and there which she had earned by her own hands. When her boys came home at night she

patched and darned and at the same time talked of the advantages of learning and coddled and nursed into activity their dormant ambitions. Early every day she started them off after a porridge breakfast, with a dozen or more pairs of boots into which she had sewed the elastics and which were to be taken to the manufacturer who employed her. Those were days of storm and stress which the boys were too young to know of, but they left their mark on the harassed mother which remained even to her old age.

Carnegie's father owned two or three hand looms at Dunfermline, but the introduction of steam power killed the hand loom and drove the weaver into the family. Counseled by his wife, he refused to be driven, and decided to emigrate, although the terrors of that undertaking were so great that he turned faint hearted more than once, and but for her determination would have given up. Finally the looms were sold, and then it was found that they did not have enough money to take them to America. In this emergency the mother came to the rescue by appealing to her brother for a loan which was promptly advanced and with which the family reached Allegheny.

Afterward when Carnegie had his first opportunity for investment while in his first position as a telegraph operator she came to the rescue in the same way. An adviser and friend of young Carnegie came to him and told him of a chance to obtain ten shares in the Adams Express company at \$60 a share. Carnegie, in telling of the council which was held at home over this matter, tells of his mother as the oracle whose wisdom decided everything and who he says was "never wrong."

"It must be done," was the decision which she made in this case, and, although mortgaging the house was the alternative, she took the steamer the next morning and started for Ohio, where the money was obtained. The first dividend which was paid upon this money was the first experience in this family of the earning power of money and fully justified the mother later in her decision to mortgage the home in the effort to "give our boy a start."
G. R. Clark.

No Terrors for Him.

"Sir," exclaimed the Rev. X. Horter, "I'm surprised to hear you swearing at the heat. What will you do in the next world, where there's not a drop of water to moisten your parched—"

"Huh!" grunted the fat man, "are you sure there's no water there?"

"Positive."

"Ah! then there's no humidity; that's what knocks me. I can stand the heat."

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.

You Can Make Gas

100 Candle Power Strong at

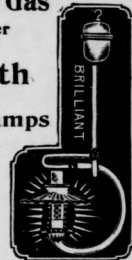
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We guarantee every lamp

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

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Saves Oil, Time, Labor, Money
By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

Buy a Seller

The point we wish to emphasize is that Quaker Flour is made to conform to the highest standard of purity and excellence and offers an opportunity to sell a good article at a fair price and maintain a profit.

The increased sale is the best argument.

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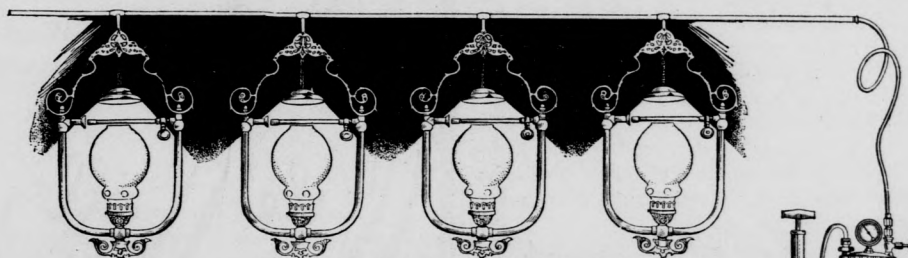
WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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

**Here
It
Is
At
Last!**



\$35

A FLYER!!

FOR THIRTY DAYS ONLY we will ship to enterprising merchants our famous American Hollow-wire System, consisting of four No. 5-LP Lamps, 5-gallon steel tank and pump as illustrated and 100 feet of hollow wire for only \$35.00. Don't miss this opportunity to provide your store with a 2500 candle power light.

WHITE MANUFACTURING CO., Chicago Ridge, Illinois

182 Elm Street

**The
Light
That
Draws
Trade**



Marked Increase in Expense of Running a Store.

Within the last few years the cost of running a dry goods or department store has increased in a marked degree. This increase is visible in more than one direction. In these days everything about a store is far more elaborate than was the case a few years ago. The store itself is larger. Merchants will not tolerate the crowded conditions which they at one time were content to put up with.

Store buildings also are most costly. This is due rather to the greater attention paid to fireproof construction than to a tendency to ornament and ginger-bread work. In fact, the big stores now being erected show a tendency to excess of plainness, and it is questionable whether in the desire to avoid dust and dirt-catching ornamentation, their buildings do not err on the side of severity. The tendency to erect enormous store structures, however, is apparent, and it is clear that the interest on such buildings, as well as on the sites, must reach enormous figures.

When we come to store fittings and equipment we find even greater lavishness in expenditure. The importance of having beautiful, as well as convenient fittings, has become so thoroughly recognized that no merchant who deserves the epithet of progressive is content with old-fashioned and inconvenient fixtures.

In addition, an increasing amount of floor space is devoted to purposes other than those of keeping stock and selling. Resting rooms for women visitors, more or less elaborately fitted up, are essential to the modern store. There is also a restaurant or tea room, which may or may not prove a directly paying proposition.

Many stores devote a large amount of space to the comfort of their employes, in the shape of rest and recreation rooms, or places where meals can be eaten, whether the food is served by the house or not.

Another source of expense is the delivery of packages. Competing merchants vie with each other in the promptness of delivery, as well as in style and appointments of their wagons. The distance which packages are delivered free of charge, especially during the summer, when many of the customers are staying at nearby resorts, represents a decided increase in expenses.

The advertising appropriation has also grown, and many stores which formerly used a small advertisement now take a newspaper page every day in the year. Other forms of publicity, such as booklets and circulars, have assumed a more expensive character, all this being a direct result of more general recognition of the fitness of things, and of the desire on the part of the merchant to have everything connected with his store

assume the best and most up-to-date appearance.

Another item of expense is the purchase of high-class costumes and millinery, which are shown at the beginning of each season, with a view to attracting trade, and sold without profit, and in many cases at an actual loss.

To go still further, we may cite the entertainments of various kinds nowadays provided by stores which cater to the medium and popular trade.

About these various forms of expense there is no question. They have not only attracted customers, but have imbued the public with a desire for better merchandise. In exerting this influence the merchant has been aided by the general prosperity of the country, which has greatly increased the purchasing power of the public.

With the increase in expense it seems reasonable to suppose that the public are paying relatively more for their merchandise than they did a few years ago. To determine this with any degree of accuracy would be a difficult matter. In fact, any statement that might be made on the subject would be based on guesswork. One thing, however, is certain, and that is that we seldom see the sensational price-cutting conflicts which a decade ago were everyday matters.

Nor is this an occasion for regret. Retailing to-day is conducted on far more scientific lines, and while merchants may be lavish in some respects, they are wholly averse to fooling away money as they did in the more happy-go-lucky days.—Dry Goods Economist.

The Busy-Looking Store.

The store that looks busy, the store where there always seem to be customers, is the store where there soon will be lots of business even if the appearances were a little deceptive not long ago. People like to trade where other people trade. Business follows the crowd. If you are not doing business enough to keep your store looking busy, cudgel your brain until it produces some plan for making people come into your store in goodly numbers, although they may come for nothing more than an advertising card. Of one thing you may be certain: if you can make people come to your store, you will sell them goods. Out of every hundred visitors a certain per cent. are bound to be customers.—Spatula.

Not What She Wanted.

A teacher was instructing a class of infants in the Sunday school, and was letting the children finish her sentences to make sure they understood.

"The idol had eyes," she said, "but it couldn't—"

"See," cried the children.

"It had ears, but it couldn't—"

"Hear," said the class.

"It had lips, but it couldn't—"

"Speak," said the children.

"It had a nose, but it couldn't—"

"Wipe it!" shouted the little ones.

PANTS

Jeans
Cottonades
Worstedes
Serges
Cassimeres
Cheviots
Kerseyes

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

**Two Factories
Grand Rapids, Mich.**

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.

Indications of an Early Season in Clothing Trade.

The heavy-weight clothing season for the fall and winter of 1905-06 is being rapidly drawn to a close. Retail merchants have concluded their purchases for the time being, and until the season opens in the retail stores there will be little business transacted in the wholesale warehouses of the manufacturers. In the factories, however, the busiest season of the year is at hand, for during September and August the orders are completed and shipped to their destinations, and the results of the months of labor in the factories are seen in the huge cases which are daily sent forth. The season has been a very satisfactory one to clothing manufacturers, and it is expected that the grand total of business transacted for the past six months will be far in excess of any other season's business. A feature of the trade which is most satisfactory to all engaged in the clothing business is the fact that the demand has been for the better grades of clothing. It is said that a greater volume of business has met the efforts of the manufacturers of high-grade suits and overcoats than ever before. Every firm engaged in the business of making ready-to-wear clothing endeavors to create the very highest class of clothing which his trade will purchase and this fact has been the means of educating the purchasers of these garments to buy higher grades, and it is astonishing the values that are furnished at the present time for a very reasonable amount of money.

While the manufacturing departments are busily engaged in shipping the goods on order, the manufacturers and designers are by no means idle as they are engaged in work of the most vital interest as to the success of the business for the coming spring and summer season, and that is the designing of the new samples which will be shown to the trade by the traveling salesmen soon after October 1. During the weeks which have passed many thousand samples of woollens have been inspected and from these the orders have been placed for the coming season. Sample pieces are arriving at the factories daily and as soon as possible they are made up into sample garments in accordance with the designs already planned. After the sample suit is made it is altered often until the manufacturer is perfectly satisfied and from this perfected garment the samples for the salesmen are made. When the fact is taken into consideration that each firm shows lines consisting of hundreds of sample garments the enormous amount of detail can easily be appreciated. By the introduction of swatches, to take the place of so many sample garments, this work has been reduced to some extent during the past few seasons, but the lines are still so large that the entire attention of manufacturers and designers is needed for several weeks before the season begins in order to make the proper preparations. It is as yet too early to give any

idea of the lines for the coming season. It is not expected that there will be many radical changes from the lines which were shown for the present summer. The coats will be long and will be of good proportions. The opening at the neck will be deep, with a wide, graceful collar. Trousers will be of graceful proportions and will be rather full. The new styles which will be introduced are still the secrets of the designers, and will be only shown when the lines are ready for inspection.

Every indication at the present time points to an early season, and the efforts of the manufacturers in getting an early start last season will be repeated for spring and summer. Traveling men expect that they will begin on their first trips early in October, which is at least a month earlier than last year. This month, however, makes a vast amount of difference to wholesalers. It is said that a great majority of the buyers are willing to place their orders early. In previous seasons where the season has been a late one, the orders were all received within a few weeks and, in order to have the garments made and ready for delivery, it was necessary to work the factories day and night for several weeks. By beginning the season a month earlier this necessity is obviated, and a vast amount of expense saved, and each order has individual attention instead of being put through the factory on a rush schedule.

Remarkable progress has been made during the past few years in the use of leather for clothing. Leather is now used in creating many kinds of garments, and there are a great variety of handsome and novel effects which have resulted from the experiments of designers, in which the fine skins which are the productions of the tanneries in the East are used to great advantage. The black leather garments so much worn by motorists are familiar to all, but this represents but one grade. Leather is now used for trimming suits for women, for fancy vests, for auto coats, both in reefer and overcoat styles, and at frequent intervals a new use is discovered in which leather plays an important part in the production of other garments. Coats made of fine brown leather have frequently been adopted for sporting purposes, and they are not only wear proof, but are almost impervious to the action of the elements. Thousands of skins are tanned with the wool on and they are made up into coats for motormen, teamsters and others who are out of doors on cold winter days. Leather garments range in price from a few dollars to several hundred dollars each, according to the material, style, etc. But they are considered economical for they will wear for years. One of the leading tanners stated recently that the steady demand for leather for the purposes mentioned above demonstrates that the fashion is only in its infancy and that there will be a tremendous increase in the wear of leather garments as tanners continue to turn out more and better fancy leathers.—Produce and Furnisher.



The Best Medium-Price Clothing in the United States

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

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

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

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

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

Write for samples.

HERMAN WILE & CO.
BUFFALO, N. Y.

NEW YORK
817-819 Broadway

CHICAGO
Great Northern Hotel

MINNEAPOLIS
512 Boston Block

Michigan Fire and Marine Insurance Company Detroit Michigan

Established 1881.

Cash Capital \$400,000. Assets \$1,000,000.
Surplus to Policy holders \$625,000. 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.

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

FAKE ADVERTISING.**Where a Merchant's Good Money Went To.**

Written for the Tradesman.

"Sure," said the dry goods man to the advertising solicitor, "I am willing to pay out money for advertising, but I want results. Advertising is an investment, not an expense, and I must see my dividends, the same as in other lines of business."

"We give you ten thousand circulation," said the solicitor.

"Where?"

"Well, we've been to the office of the County Treasurer and got a list of all the heavy tax-payers on the rural delivery routes, and they will all receive the paper."

"How do you get them through the mails?" asked the merchant.

"At pound rates," was the reply. "Our paper is regularly entered as mail matter of the second class."

"And these are all sample copies?"

"Certainly. We are trying to increase our circulation in the outside districts."

"And you are trying to do it by sending out a sample chock full of advertising matter? It won't work, my son."

"Oh, we're going to give lots of reading matter."

"That's all right," was the reply, "but you can't get ten thousand sample copies through the postoffice. The postal authorities won't stand for it. You are allowed about 25 per cent. of your circulation, and in that case you may be able to get about five hundred through. No, sir, it won't do."

"Then we'll stamp the papers," said the solicitor, desperately, for he needed the dry goods man's money in his business. The merchant smiled serenely.

"And pay out \$100 to carry out your contract with me?" he asked. "You can't afford it, my son."

The solicitor went away in a rage, declaring that all the merchants were down on the local newspapers.

"I run up against a proposition like that about every week," said the dealer to a customer, after the solicitor had flung himself across the street. "If the local newspaper men would pay more attention to getting results for regular advertisers, they would get more business. It's discouraging for a dealer to pay out a big sum of money to advertise a certain line of goods at a certain price and never hear from the advertisement. Newspaper men must push circulation, put advertisements in good display, and not bunch them all on one page."

"I had an experience with a fellow who guaranteed to reach the country trade not long ago," he added. "He was, according to his own statement, a union painter out of a job. He proposed to paint signs on fences. I don't believe in that sort of a thing, but I thought I'd give this fellow a show."

"He came around one day and said he had the work all done. I was busy that day, but sent a clerk who was in need of an outing out to see that he had painted the requisite number of signs and done the work well, with

paint that would last for months, as per agreement. The clerk came back and said it was all right, and I paid. Two weeks later I was out in the country and found every blessed sign washed off. The robber had put them on with whitewash in order to make more money. He had shown one or two made with real paint to the clerk and dodged the rest. Now, that was a case of highway robbery, and the man should have been prosecuted, but I had no time to follow him up. He was pursuing union tactics and putting into execution union ideas."

"Served you right for going into the fence business," laughed the customer.

"I guess you're right," was the reply, "but I got bit worse than that on a railway guide. I was to have a whole page for \$10 and the man was to get out a new edition every time train schedules were changed and send them out through the town. I didn't quite see how he could do that, but I thought the railroad company might be in with the scheme and gave up my money. He delivered a number of copies of the first issue to me and got his pay."

"That same night I dropped in to see a rival merchant and there on his counter lay a copy of the guide. I picked it up to show him my advertisement, but it wasn't there. His own advertisement was on the page I had bought and paid for! A little investigation showed that my advertisement had appeared only in the copies he delivered to me and that he had worked about every merchant in town in the same way."

"We made complaint and tried to get him for false pretenses, but he had skipped and the officers never caught him. Another man came to me with a picture scheme. He put leaflets containing advertisements in standard illustrated papers and distributed them through the town. He caught me. Later I found that he had had ten copies of the leaflets printed, and set out to find him, blood in my eye. I found him anchored in a saloon playing poker. My good money was going to a gang of toughs who were billing a circus."

"I gave up fake advertising right there. It is me for the newspapers, cutting out special editions and all that. When I want to pay a big price for an advertisement, I take a big space, and when I want to reach all the people within trading distance of me I put advertisements in every paper in the county. I usually name some special thing in every advertisement, so the announcements are not all alike, and I can tell which paper brings the best results. I understand that advertising is an important factor in modern business life, and I am studying it as such, but I make sure that my money does not get into the hands of men who either will not or cannot carry out their contracts."

Alfred B. Tozer.

Art in Telephoning.

The accompanying suggestion has been printed and distributed to its

employees by a large concern in the West:

When using this telephone remember that a stranger is at the other end of the line.

Remember that the tone of your voice may make him a customer or drive him away.

Make a customer of him and you increase your usefulness to this store.

Therefore, when using this telephone always be polite, agreeable, accommodating and patient.

Act, when you answer a call, as though it were the only bit of work you are called upon to do all day, and do it in a perfect manner.

A greedy woman is the easiest thing in the world to take in—except a greedy man.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

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

Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

Empire Produce Company

Port Huron, Mich.

DO YOUR BEST.

Be a First Class Man, No Matter the Rank.

With "success" as the goal as it has been laid down by traditions, the world's worker occasionally is moved to some strange questioning of the fates. For example, one of my correspondents wishes to know "whether it is better to be a second rate man in the first class or a first rate man in the second class?" To attempt to answer such a question along the lines laid down by the interrogator would be unworthy of the highest ideal of ambition. To attempt the highest peaks of attainment, even at the cost of failure, always has been considered praiseworthy; to seek a place in the world's work where by the expenditure of less effort the success in a smaller field may be comparatively great is a proposition not to be considered.

Only the processes of evolution, and especially the law of the survival of the fittest, can be considered in this connection. Society will have its demand for the fifth rate man in a tenth rate class of men. The man of that type will be found and ready for his work. Presumably, however, he will have gravitated unwittingly to his classification, and there, by reason of his deficiencies and lack of ambitious training, will fall to a fifth rate man in his class. As a factor in evolution, coming down through evolutionary processes, this man will be necessary to the world's best accomplishments. Without men of the type, who would clean the choked sewers? Who would cart away the garbage that collects as a city refuse which must be disposed of?

Nature and her complementary civilization has an easier process to these positions than flinging a man, unprepared, to such duties. In kindly mood he is allowed to lose hold on whatever of ambition he may have had and by the slow gravitating process he finds his place and his level. It would be a cruelty in the public schools to hold up sewer cleaning and garbage hauling as the aim of any boy's ambition, however fixed the chances are that some of the boys in the schools will clean sewers and cart garbage. How to avoid these positions in life is the thing to be taught, however necessary the filling of these positions may be to society.

To be a first class man in a first class walk in life is a worthy ambition. For unworthiness, one would mark the man who insists upon being a second class man in a first class place; there would be the elements of dishonor. The man who has had the character and ambition to seek a first place and a first position in that place makes a better second or third class man in a position than anyone could hope to be who deliberately has sought the second rate position. The whole proposition for my interrogator may be put in this form:

If you have to put up with a second rate classification in the world's work be a first class man in that class.

Only be sure that you have to put up with a second class post.

Occasionally some half baked philosopher who has been in the world but not of it springs to his feet under the impulse of the discovery that the man who makes a success in the world does so at the expense of his fellow man. In this fact he pretends to read a cruelty hardly approached by the inquisition. He would have it done away with in a Christian civilization, only that as to the manner of doing away with it he is puzzled a little because in this evolution of the evil the foundations of the world are laid a million years deep. This is the type of man who has done so much to preach a doctrine of truth which has its base in a premise of falsehood and impossibility.

The best service that a man does for the world is to be found in an earnest, consistent, persistent, industrious following of his bent. If the bent of such a person is evil, always, the better he carries his efforts to a logical end the sooner his career may be expected to be cut off and the best deterrent to crime found in it. If the disposition be good, the wider and more accentuated will be the lesson of his life and work. It is not within human nature to criticize the man who honestly and earnestly has done the best possible for himself. He has no better contribution to society as society now is. The Ionic column on the facade of a splendid structure is not to be condemned because its weight is at rest upon the foundation stone buried in the mire of a darkened earth.

Equal justice for all; special privileges to none. This is a golden rule of modern civilization quite enough for the present demands of society if it might be heeded or if the heed

might be enforced. Nowhere could it bind upon the young man seeking to make the most of himself, thus giving the most in himself to the world. For when a man honestly has made the most of himself he has done most for his world.

It is in the worldly beginning of a young man that a good deal more than his untried judgment is essential. The college and the university may not be looked to conscientiously to help him determine his work. Rather they may mislead him, taking his money. He may have ambition for something far beyond his mental equipment, only to learn when it is too late that he has wasted his time and money preparing for a work which he cannot do. Before an applicant for place on a metropolitan police force may be considered, he submits to a physical and mental examination, without which he could have no chance for the post. But in the case of the professional man, for instance, he has no opportunity for trying out until his years and his money alike have been spent in preparation.

Considering such a man, who has but failed, he should be the better man in the place to which he gravitates simply because of the failure. It should be easier for him to be the first rate man in the second class place than to be the first rate man in the place of his first choice; he could lay claim to no more merit for the fact, either. Indeed, as a first class man in the second rate position, he might easily be subjected to criticism for not having attained the first place in the first position.

The young man who is working at the work he despises is deserving of a sharp questioning from his friends, if not of the state itself. If this work be

definitely to another end in keeping with his ambitions, it may be possible; if he has bound himself to it, he is handicapped for all time compared with his competitor who may have a heart in the work. Be a first class man if it is possible; be a first class second man if you can't be the other; or, at the worst, be a first class tenth rate man if it must be. But if somewhere you have not earned a title of "first rate," you are a failure in life.

John A. Howland.

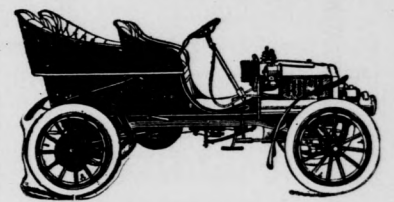
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YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO.

You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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

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

SMALL THINGS.

The Extent To Which They Count Most in Life.

Ages ago the injunction was to despise not the day of small things. To-day this has become a material maxim in the world of materialism. Nothing is too small for the consideration of the manufacturer and the social economist. And yet in the small incidents and incidentals in this day of small things the average young man is blind to them.

Not long ago I was in a private office into which a bright looking young man had come on an important message. It was so important that the proprietor of the office excused himself to me, and, turning to a telephone at his right hand, called a telephone number. The man wanted at the wire was out, but was likely to be in at any moment. Would the man call up Mr. So-and-So's office when he returned? He would; and imparting this word to the young man in waiting, the proprietor of the office turned to me again.

It was a rainy day. The young man had an umbrella in one hand as he sat. He had a package in the other hand, and his hat was in his lap. Sitting at his ease awaiting the telephone call, his gaze wandered around the walls at pictures and office paraphernalia. He was sprawled even more at his ease, when suddenly the telephone bell rang. The proprietor took down the receiver and in a moment turned to the young man:

"Here he is on the wire now."

And the young man? He got his feet under him with a rush. He rose in confusion with his umbrella, package and hat grasped helplessly in his hands, looking wildly for a place of deposit for them. The proprietor's desk was out of the question. There was no table. Only the chair that he had vacated promised a place for the disposition of his incumbances, and into this he let them all drop in chaos. Incidentally the package fell short, hung in the balance for a moment, and dropped to the floor, bursting the wrapper, through which, from other things, protruded a can of sardines.

But the young man got to the telephone after his embarrassments and, still affected by them, transacted the business with some stammerings and incoherencies. Still red and embarrassed he left the room after a few minutes, a victim of one of the commonest forms of heedlessness.

There was no doubting the intelligence of the man. But he was not all together as he sat. His mind was wandering idly when, as a business proposition, he should have concentrated himself on his situation in that office. The least he could have done would be to have selected in his mind the repository for his chattels when the expected bell should ring. The hat and package in the chair and the umbrella across the arms of it would have been the solution. Then, recognizing the time of the office man, he could have had his message to the person at the other end of the wire

so studied and concentrated as to have delivered it in a moment.

It is out of a situation such as this that young men beyond count have lost some of the best opportunities of their lives. Nothing is more distressing under ordinary circumstances than to be a partner to a scene of embarrassment, either as principal or witness. The witness, indeed, may become resentful in the emergency, and resentfulness on the part of a possible employer or partner is an ugly condition.

Forethought in the most trivial of everyday environments, especially in the great cities, is something not to be underestimated. Lack of it makes so much friction in the world that the economic loss to civilization would have to be counted in billions as a sum total. And money by no means can measure its ramifying evils.

Do you know how to go in and out of a door?

This question in the great cities of the world is worthy of the emphasis of a paragraph. Tens of thousands of city dwellers have no more idea of the importance of this simple bit of knowledge and the necessity for exercising it than they have knowledge of the need for a certain percentage of white corpuscles in the blood. "Keep to the right" is this universal solution virtually of all traffic, but millions never have given the rule a thought as applicable to themselves. They wish to get in or out; there is a door; they are reconciled to the collisions that result from their wrong turns; and as for the loss of time and temper by the other fellow, it has no place in their philosophy.

Not long ago I paid a visit to a great university, the grounds of which are intersected by open streets, well paved, and lined with beautiful cement walks under the shadow of trees. But that green campus was cut diagonally and criss-cross by footpaths of students beyond any necessity of sheep in a great pasture. These paths were cut into the green, and had deepened into the earth until rains made impassable ponds and dry weather made impassable dust, while the cement walks were given up to the ants and the English sparrows. But this was a great university with a rich endowment, charged with the education of men and women, while these men and women in process of training and culture were offending against the whole esthetic scheme of the institution. Is this education as education should be?

One may look into a moving crowd in a city street—pick out the trained intelligences in the individuals as they move. It is an ignorant man or an untrained one who, fixing upon the spot which he desires to reach, tangles himself in the crowd. Manifestly he is exercising only one brain impulse—to get to the spot without regard to possible impediments.

I would not bank much upon the intelligence of the man, for instance, whose hat under ordinary conditions, is blown off into the street. If the windy condition is up or down the

street in which he is walking, he has a continual reminder of the necessity for watching his hat; if the draft is up or down the cross-street toward which he is walking, a dozen indications of that windy condition should appeal to him before he nears the corner.

I know an office building on one floor of which are the two rooms, 304 and 340. The occupants of one room are absolutely independent of the work of the occupants in the other, but in the routine of the first floor business hundreds of people a year are directed to room 340. Yet there is never a day in the year in which from three to seven of these directed persons do not appear at room 304 instead of at the other.

Heedlessness, quite as much as lack of mentality, is responsible for such errors. It is the observation of men who are in the work of directing people at large that more than half of the enquirers expect to ask directions of one or more other persons before they reach their desired place. Learn not to ask the same information twice. Let one experience lesson in a certain line last you for life. Think several things at once if you need to. These small things of life may be capital or handicap. It is worth while to make intelligent choice.

John A. Howland.

Selling Furs in Summer.

The furs displayed in a show window of the fur establishment were certainly handsome enough, but just now, when all the people walking past in the street were attired in summer garb and wearing straw hats, they seemed, if not out of place, at least superfluous; for it didn't seem that anybody could want to buy furs in July.

But it seems that there are people who do, and there are always more or less furs sold in summer.

"We sell fur lined cloaks in summer," the salesman said, "to travelers for steamer and other use in traveling, and the cloaks thus bought purchasers use for carriage cloaks on their return.

"We sell in summer furs of various kinds for regular winter use to purchasers from various parts of the country visiting New York, or passing through the city in traveling. New York sells furs not only to its own people, but to people all over the country, who come here for fine furs just as they do for the finest of everything else designed for use or luxury, and so visitors or travelers here in summer buy at that season fine furs just as they would buy fine clothes.

"And besides such garments as fur lined cloaks for traveling use, we sell also to city customers in summer furs for winter use. Such customers may be going abroad or to their country homes, and they buy furs now and have them ready when they want them on their return to the city.

"If they are going to Europe they buy them here because here they can more conveniently be fitted, and here more conveniently for them any changes or alterations can be made.

And in summer, when we receive our stocks of skins, we have customers who come in not to buy garments, but to inspect our stocks of skins and to select from them the skins from which they desire their garments to be made.

"So in one way and another, while winter is, to be sure, the great season for selling furs, there is always some sale of furs in summer.

"Of course, summer is the great season for work on fur garments in the way of alterations and repairs, all through the summer, and whatever the weather, you will find, in furriers' work-rooms, men and women busily engaged at this work; but we also sell furs at this season. We are liable on any day, although the thermometer might say 90, to have customers looking for furs."—New York Sun.

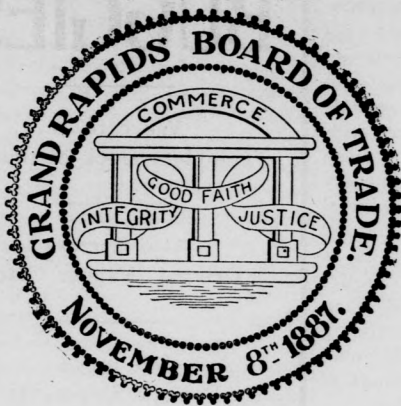
Niagara's Power for New York.

The latest auguries on Pennsylvania coal predict its abdication of New York power in favor of Lake Erie water within ten years. "This must be," says Alton D. Adams, "because the great cataract develops power more cheaply than any steam plant, and electric energy is transmitted over wires at a cost below the charge of the railways for carrying coal." At this time the prospect for Niagara power in New York is much increased by the certainty that the great generating plants now under construction at the falls cannot find a nearer profitable market. The length of the transmission circuit between these joints may fairly be taken as 350 miles. This a greater distance than electric power has ever been transmitted for commercial purposes. On the other hand, it is well known that the greater the amount of power the longer the distance becomes to which transmission is practicable. The Niagara-New York mileage is greater by only 50 per cent. than the line from De Sabla power house to Sausalito, Cal., 232 miles, which delivers perhaps 10,000 horse power to a number of cities about San Francisco Bay, whereas Niagara's generating capacity will soon exceed 600,000 horse power.

The Briar Pipe Not Briar.

The so-called briar pipe is not made of briar at all, but from the root of a particular kind of heather, called in French bruyere, which grows on the hillsides of the Tuscan Alps in north Italy and on the mountains of Corsica. English tradesmen, finding the correct word bruyere somewhat difficult for the English tongue to pronounce, reduced it to briar, and in this way the corruption crept in, and was established by popular usage. Originally Swiss peasants made snuff boxes of this wood, and when snuff-taking became unfashionable the peasants turned their attention to making pipes from the root, and found a ready market for them.

Radium is discredited as a remedial agency by a doctor who has given it a fair trial and has found that in spite of its great activity it is no match for the squirming germ.



Perpetual Half Fare Trade Excursions To Grand Rapids, Mich.

Good Every Day in the Week

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

Amount of Purchases Required

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

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

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

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

SUCCESSFUL SECRETARY.**Some Important Qualifications He Should Possess.**

The position of secretary of an association brings into play all the qualifications necessary to make a man successful in any line of business, whether it be as a profession, scholar, business man or laborer.

He would find it convenient to be able to speak several languages, to have some knowledge of law, be a book-keeper, a student of human nature, and above all possess an inexhaustible fund of tact and diplomacy.

Honesty and common sense are the foundations of success in any walk of life, and nowhere are they more needed than in a position such as ours.

The man who is looking for "a nice soft berth" at a large salary, right on the jump, had better side-step the job of secretary, because it "isn't in the wood."

Of the numerous qualifications that, in my estimation, are essential to your success, I may mention:

1. Unselfish enthusiasm. Very few associations at the beginning can afford to pay large salaries, and a secretary of an association can not succeed if he figures that he is earning just what he gets, no more, no less. He must demonstrate that he is worth to his association more than he gets, in order to secure advancement. Just in proportion to your enthusiasm, so will your membership grow, so will your association revenue increase, and if you had my experience you will find that your association will pay you a salary in proportion to your association's income.

2. Another important qualification to your success is "sticktoitiveness."

Very few people realize the discouragements that fall to the lot of the association secretary, and a man whose temperament is such that small things can discourage and worry him is not the man for the position of secretary of a retail merchants' association.

I have many a time walked into our office and spent an entire day adjusting grievances and listening to "tales of woe," and on summing up at night, wondered if I had really done a day's work, or been asleep and had the nightmare.

An illustrated reading of school days has always stayed with me, and while a simple thing, yet it illustrates. The picture was a man, leaning on a fence, watching a small boy digging into a snow drift about twice as high as himself, with a small coal shovel. The conversation was as follows: "Say, young man, how do you expect to shovel away that drift with that shovel?" The boy looked up with determination written on his face and replied, "By sticking to it—that's how." You have got to stick everlastingly at it. Forget the mountain ahead of you, and draw encouragement from the result obtained.

3. The secretary must be diplomatically aggressive. A secretary must essentially be a man, not a machine.

A secretary who waits for his asso-

ciation to turn on the steam will die of "dry rot."

He must have ideas and practical ones, not necessarily original, but applicable to his work of building up an association. His aggressiveness must be diplomatic, as new ideas do not lodge any too quickly in the brains of many of those who compose our membership.

To illustrate: Some years ago we had a couple of members who were first-class association men, but they had certain ideas about employes keeping in their place. They were good personal friends of mine, however, and gave me a little advice once in a while—something like this: You know, Edgar, you stand in the same position to the Association that my clerks do to me, and it is very presumptuous in you to suggest how the Association should run its business, and my advice to you is just do what you are told and you will get along O. K. The consequence of this attitude made it necessary for me to enlist some member to put forward any ideas I might have as to the workings of the Association or "bump into a fight."

4. Always be on the lookout for new ideas. It is the easiest thing in the world for a secretary to get into a rut, and to avoid that disaster it is necessary to be a "human sponge filter." Absorb all the ideas you can get poured into you, and nearly everyone you meet has a different idea as to conducting the association business.

Absorb all the trade literature in the line of association work that you can.

Study men. There is nothing more important than to be able to sift human nature, and to know the men you work with down to the ground.

Filter the whole business. Be intensely practical. Theory and practice do not associate a whole lot in association work, and as a general thing you will find that the man with the most beautiful theory hates to have you change the subject to a question of paying a dollar or so on his back dues.

Our work is a campaign of education. First, to educate ourselves to learn those things which are essential to give us the knowledge that we need, in order to impart ideas along practical lines in such a manner that the slowest and most skeptical of our membership will place that confidence in us which is requisite for successful co-operation.

5. Make haste slowly. Slowness is not fatal. I have had a number of secretaries visit our Association, and have always tried to impress them, not with our present prosperity, but in starting in a small way and in gradually developing into a solid and healthy organization. Particularly in the purchasing department (which is interesting so many of our associations) is it necessary to keep on the brakes. Our growth in this department has been a gradual development, and means a gradual education to the retailer and the hottest kind of a fight with the jobber and manufacturer.

Do not dive in. Wade, and wade slowly. It is a thousand times easier to fill up a warehouse with merchandise and file the bills than it is to get your members to take the goods out and pay the bills.

6. Be systematic. System counts a large per cent. in the secretary's success. By system, I do not mean an endless detail which takes up every minute of time with form and ceremony. Boil it down. The shortest possible cut to accurate results is what we need, and there is no harder proposition in a secretary's life than this same question of systematizing association work. The average man hates to have to do certain things at a certain time in a certain way.

To illustrate: Ten years ago some of our members paid their dues monthly, some quarterly, and just in time to avoid getting expelled. Now we collect them quarterly in advance, and on August 1 we had less than \$5 outstanding for dues. One of the best things I ever heard said about our Association, and which applies to all successful associations, was when one of our members, in speaking at our annual banquet, said: "Our Association is making business men out of us, and just as long as our Association is run on systematic business principles, so long will its individual members be benefited by our work and thereby raise their business to a higher plane in the business world." J. A. Edgar.

The religion that lacks sunshine is all moonshine.

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Prompt Shipments

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Be sure you're right
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Stands Highest With the Trade!

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Stands Highest in the Oven!

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Minneapolis, Minn.

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Grand Rapids, Mich.



HAPPY-GO-LUCKY MEN.

They Wonder Why They Do Not Succeed.

Written for the Tradesman.

The traveling man sat down by the open doorway of the country store. As he leaned back in his chair he saw a neat street lined with maples and elms and showing pretty patches of grassy lawn. Evidently village affairs were in good hands, the business men tasteful and progressive. Yet the store in which he sat was in a tangle, nothing in its place, barrels, boxes and packages blocking the floor space in front of the one long counter.

The traveling man had just returned to his pocket a long bill-book, and in that book were several over-due notes which the gray-haired merchant sitting at his side had just falteringly announced his inability to pay. The traveling man was not angry at this condition of affairs. He was just disgusted. The merchant was an old friend, honest and industrious, but the vim was departing and he needed an intellectual tonic. The traveling man decided that he should have one.

Before he found an opportunity to administer the dose a freckle faced youngster entered the store and asked for a can of baking powder. The merchant leaned a little farther back in his chair.

"All right, sonny," he said, "you'll find one on the top shelf back there. Climb up and get it. I'm dead tired," he added, turning to the traveling man. "Boy left this morning, and I've been lugging goods all around town."

"Where's the horse?" asked the other.

"Died," was the discouraged reply, "and business is so bad that I thought I wouldn't get another right away. I've got those notes to pay first, and other bills to meet. I can't see what's getting into my old customers. They are turning me down, I guess."

The traveling man thought he knew what was the matter with the old customers, but before he could launch his solution of the mystery there came a crash and a whine from the rear end of the store. In climbing to the top shelf in quest of the baking powder the youngster had fallen and overturned a cask of pickles which stood where pickles had no right of way. The youth howled as he floundered around in the brine.

"Now you've done it," cried the merchant, springing to his feet and lifting the boy by the collar of his jacket. "Your father will pay for those pickles, and you'll get your's when you get home."

"You let go of me!" howled the boy, swinging his bare feet against the merchant's legs. "Next time you get your own baking powder. I ain't no clerk for you. Everybody says you don't half tend to your business. You won't get no more of our trade. You let me go."

The boy wiggled away and darted through the doorway and the merchant began clearing away the wreck.

"Just my luck," he said. "There's no knowing what lies that fool boy

will tell when he gets home. I guess I'm up against it all round."

"The boy was right," said the traveling man. "You ought not to have sent him after the goods. He is not your clerk, and he has a perfect right to complain."

"You seem to think that you've got a right to roast me," said the merchant, hotly, "just because I can't pay those notes. You keep your comments to yourself."

The traveling man laughed.

"You keep your temper," he said, "and I'll keep the notes until you can pay them without unnecessary distress."

"You'll have to keep them, I reckon," replied the merchant, "unless you sell me out, and even then you'll have most of them left."

"We're not afraid of any loss," said the other, "if you will only wake up and do things. What's the use of your being broke, anyway? You're doing business in a lively town, you've got a good location and your credit is good for all the goods you want. You ought to be president of the little bank up on the corner, with the chances you have."

"I'm from Missouri," said the merchant, with a sickly smile. "I don't even dare look into the bank as I pass by."

"And no wonder," said the other. "Now, don't get angry, and I'll tell you a few things. That boy was right. People are saying that you don't attend to your business. You need to get a move on, my friend."

"Don't tend to my business!" echoed the merchant. "Here I've been lugging groceries all around the town this morning, and I was up at four o'clock. I don't know anyone who works more hours than I do."

"Yes, you've been lugging groceries all around the town," said the traveling man. "Lugging them around in a basket, I presume. Do you think you'll make a hit that way? 'Not on your whiskers,' as the boys say on Canal street. I'll wager that half your customers shook their heads when you left and declared that you were going down hill. They'll be trading with some rival next. People don't sympathize with men when they get on the down grade. They are more likely to give them a kick. Now, you go out this afternoon and buy a horse, a nice one, and then hire the best delivery boy in town. Put this truck down cellar or throw it away, and scrub the floor until it shines. Keep at it till you've the neatest prettiest store in town. Get the dust off the goods on the shelves. Wash the windows. When a small boy comes in wait on him as if he were a millionaire. Give him a stick of candy to munch on his way home. Tell the girls how nice they look, and praise every baby that is brought into the place. Put on a white apron and keep your hands clean. Act as if you respected your customers, and you'll pay these notes when they come due again. Come, now, you get the horse and the delivery boy, and take on a general brace, and I'll hold the notes

a year, two years—three. Is it a bargain?"

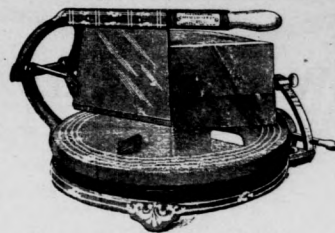
The merchant did not take offense. Instead, he took the advice, and the next time he saw the drummer he had the best trade in the town. His happy-go-lucky days over, he bids fair to become president of the little bank on the corner.

Alfred B. Tozer.

Be Careful With Designing Tattlers.

Do not believe all that your customers tell you! The greatest source of trouble in towns in which schedules are maintained by mutual agreement are reports of cutting, carried about by customers. Patrons will come into a store and declare that goods can be obtained at a much more reasonable price elsewhere, all for the purpose of lowering the price to themselves by a few cents.

A druggist who has had experience advises his fellow pharmacists not to heed such stories. "Give your competitor the benefit of the doubt," he says. "Ten to one he is keeping his agreement as carefully as you are, while your customer's talk is only bluff." He tells of reports brought in by old customers in effect that his nearest neighbor had reduced the price agreed upon for a medicated liquor by some seven cents. Our friend offered to buy any quantity of the preparation from the dissatisfied patron at the schedule price. It is needless to say that no supplies were ever received through that channel.



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Some Shortcomings of the Modern Woman.

In the great market-places of the world—Paris, London, Vienna and New York—there is a continuous performance, without admission fee, for all who have eyes to see. It rivals the combined theatrical performances of two hemispheres, and casts in the shade a composite operatic production exhausting the scenic resources of the stage. It is a splendid drama, typifying the pride of the eye and the lust of the flesh, a great spectacular presentation—the luxury of the modern woman.

In the history of every nation luxury has been the parasite, the exquisite and clinging vine which adds beauty and grace to the rough bark it enwraps; but which, as it grows strong and lusty and flowers with a thousand marvelous blossoms, exhausts the life of the tree of progress.

The woman of the early twentieth century has not yet approximated the luxury of the woman of the Roman decadence, whose religion was the cult of personal beauty, decoration and ease; she is merely making an earnest effort in that direction.

Let us take our drama quietly at home, and view it at the closest range—New York. Study it from the curb, as it were. It becomes, by the time we weary of overmuch gazing, a kaleidoscopic and brilliant memory of sumptuously appointed carriages rolling up and down Fifth Avenue; of sleek, prancing horses; of rigid coachmen and footmen; of the furs and feathers of richly gowned women; of gorgeous theaters; of bric-a-brac, rugs, pictures, behind the glitter of plate glass; of garish and over-decorated hotels; of that favorite resort of the modern woman, the department store.

These, and especially the last-named, afford food for thought. The department store is an institution which has arisen to supply an essentially feminine demand, to furnish her ladyship's manifold needs. One could, with a rather strenuous effort of will, picture a sort of idealized department store which should be a delight and an education to the eye. One can fancy a vast emporium wherein are exhibited rare fabrics, delicate gauzes, glowing silks and brocades, the plain, useful stuffs forming a pleasing contrast. But what is the reality? It suggests to the mind a topsy-turvy palace constructed by madmen for the pleasure of madwomen. It is a temple of confusion. Articles trivial, useless, unnecessary and ugly obtrude themselves upon the eye on every side. It is full of the things which no one should possibly want; but, nevertheless, it fulfills its ends. It supplies the demand. It is exactly what wom-

en wish or it would not exist and flourish.

Follow the luxurious woman to the theater; to church; to the hotels where she eats rich food to a musical accompaniment; to her home. Of course, there are exceptions and exceptions; but in the great majority of cases, her presence is proclaimed by the loud rustle of silks, the jingling of chains, the display of jewels reminiscent of a jeweler's window and suitable only for the elaborate evening dress. Her environment is apt to be as ostentatiously gorgeous as her appearance, and the whole is hardly suggestive of "the splendor that was Greece and the glory that was Rome."

One ponders on the picture and recalls Julia Ward Howe's words on the worship of wealth: "It means the bringing of all human resources, material and intellectual, to one dead level of brilliant exhibition, a second 'Field of the Cloth of Gold,' to show that the barbaric love of splendor still lives in man, with the thirst for blood and other quasi-animal passions. It means in the future some such sad downfall as Spain had when the gold and silver of America had gorged her soldiers and nobles; something like what France experienced after Louis XIV. and XV."

Women dislike criticism. That is because they take it in a personal sense; but it is a very poor picture or statue which can not stand the white light of the public square; and simply because woman is used to a diet of sugar plums, she should have too much sense to scorn the healthful if bitter tonic so much more stimulating to her mental digestion.

And noting all the ugly and abortive magnificence with which women of wealth surround themselves, and its cheap imitation by women of small means, one is impelled to ask, Has woman any real love for or appreciation of art or abstract beauty? Must it not be admitted that, in spite of the tendency of the hour toward an increasing luxury in the methods of life and an ever-widening culture, woman, save now and then in the case of the individual, has no true feeling for the intrinsically beautiful? It is splendor that she demands, and the love of splendor and the love of beauty are two very distinct qualities.

The lover of beauty finds his joy in a sunset, an exquisite painting, a flower, a vase, whose harmony of form and color fills him with an increasing and undying delight. The lover of splendor, on the other hand, desires quantity and not quality. The flower must be a hothouse blossom sufficiently out of season to make it incredibly costly; the interest in the picture lies in its famous signature; the vase must be worth a king's ransom, and as for the sunset, it is a mere reminder that it is time to dress for dinner.

When man has crystallized his dreams into facts, there has arisen the "frozen music" of architecture; there have been cathedrals, palaces and towers, "imagination's very self

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in stone;" there have been wonderful canvases, marvelous symphonies, poems, statues.

But woman expresses herself in clothes. Her idea of art is to tie a bow on a flower-pot or to put a frill of lace on a lamp-shade. She is still barbaric in her tastes, exhibiting this in her love for and desire of furs, jewels, feathers and perfumes. Her passion for decoration is but another proof of it. It has not been so many years ago that the kitchen utensils—rolling-pins, broilers, potato-mashers, et cetera—were torn rudely from their shelves and, gilded and beribboned, placed upon the parlor walls in thousands of our homes.

These are slightly cruder evidences of a mania for decoration than would be exhibited by that creature of careful cultivation, that heiress of the ages, the dame du monde; but she, too, expresses herself in clothes. However, nothing appeals to her fastidious and morbid fancy but the bizarre, the enormously costly. In dress she aims to achieve the novel, the striking, almost the impossible—velvet embossed on lace, wraps of fur and chiffon; everything must be diverted from its original purpose, must be fragile, perishable, ephemeral. She trims her cloth of gold with frieze, and adorns a gingham frock with point d'Alencon.

Her houses she wisely puts in the hands of professional decorators. They are thus apt to be correct and inoffensive in style, even if they are mere replicas of a few thousand others. They serve as excellent examples of properly furnished interiors; but are, of course, entirely colorless and lacking in that expression of individual taste which alone gives a soul to a house. According to the fashion of the moment, the drawing-room may be old French, the library stately Florentine, the dining-room Flemish, and the rest of the house polyglot and painful. If she adds the so-called "feminine touch," it is apt to be a litter of expensive trifles not differing widely in artistic value from the gilded rolling-pins and potato-mashers.

To show where a woman's real interest lies, take the case of an average woman—average in appearance, average in intelligence and of limited means—and let her awake one morning to find herself the possessor of riches. What does she do? Why, in nine cases out of ten, she follows her first and imperative impulse and proceeds to establish a wardrobe—one, too, so varied and extensive that it is apt to require a special maid to keep it in order. Everything must be en suite, and every costume have its manifold accessories—hats, wraps, gloves, lingerie, shoes and stockings. It is no leisurely, delightful acquisition of beautiful things, but a purchase by wholesale. Next, she buys jewels. This, too, is not a labor of love, but a matter of business. She orders a quart or so of precious stones at one time, and has done with the matter. Now she turns her attention to the personal beauty to be acquired or maintained. A competent corsetiere looks after her fig-

ure, her maid attends to her complexion; only her mind and soul escape supervision and cultivation.

Thus we meet her, well-groomed, bejeweled, gorgeously attired, perfumed, painted, refusing to view life except in its scenic and spectacular aspects and asking of it only amusement. The question rises in the mind, What is this product? She is not art, she is not nature; but, with a subtle if unconscious irony, she herself prefers to be called "the fine flower of civilization."

Observing all this ostentation and insolent display of wealth, one naturally ponders, Whence flows the Pactolian stream to supply all these feminine whims and caprices?

Women must walk gay. That is a feminine creed. Having the "gear," they are not in the least interested in the fact of the sailing-vessels "filching this way." The burden of the responsibility lies on some one else's shoulders. They merely shrug theirs and adjust the "gear."

The worship of the purely material has always meant decay and death, must always mean it; but in this stage of human development, when the social consciousness is slowly evolving after ages of suppression, will the parasite again attain sufficient growth to exhaust the life of Progress?

In this age the thoughts not only of men but of women are widening with the process of the suns, and the time is surely coming when woman will no longer regard personal adornment as her only avenue of expression. That she has done so, and still does so, is due entirely to her economic dependence through the long ages. She has had no proper estimation of labor, no real knowledge of the value of what she consumes and wastes. Why should it not be so? Her whole chance of establishing herself well in life, of securing a maintenance for her old age, has rested on her personal attraction, consequently she has only shown the most rudimentary business sense when she has striven in every possible way to enhance her beauty and grace. This has resulted in an enormous demand for every article conducive to personal adornment. She has created a great market for the meretricious and the trivial. This has been a deterrent rather than a stimulant to the best art and the truest industry.

But the conditions under which woman lives are daily, hourly changing, and with the conditions, her viewpoint, her ideals, her entire outlook upon life.

She is awakening to a new consciousness, a new understanding of herself, and she is torn by contending emotions, for she is urged onward by the Zeitgeist, the spirit of the age, to the utmost radicalism in independence, and she is held back by the iron thought-molds of ages to a rigid conservatism of action.

Instinctively, she feels that the day of her destiny is at hand. She repudiates the horse-leech and refuses longer to remain his daughter, crying, "Give! give!" Instead, she is realiz-

ing, slowly and with difficulty, that all fields are open to her and that she may enter in and compete for the prizes.

Even among the rabbit-brained women "who must walk gay," and ask nothing of life but ease and amusement, a new ideal of woman is gradually superseding the former one. They openly scoff at the clinging, fainting, weeping heroine of the eighteenth century over whose sentimental sorrows their grandmothers shed many tears. Instead, they reserve their admiration—and incidentally their emulation—for such women as Whitman describes:

"They are tanned in the face by shining suns and blowing winds. Their flesh has the old divine suppleness and strength. They know how to swim, row, ride, wrestle, run, strike."

It is true that woman has contributed nothing to art, science, invention or discovery. She has not even designed her personal ornaments. But what of it? It simply means that her hour is not yet. Statements of this kind are always controverted triumphantly by the mention of such women as George Eliot, Mary Somerville, Mrs. Browning, Rosa Bonheur, Mme. de Stael, Mme. Curie, Sonia Kovalefsky, et cetera. They prove nothing. These isolated instances are but a promise that woman will one day expand into marvelous expression.

Personal embellishment has been the only outlet for her mental energy; her very passion for luxury is a crude, ineffective reaching out toward art and beauty; but to-day she enters upon a new era.

She will inaugurate and enjoy the real luxury, the luxury of comfort and convenience. She will be clothed in beautiful fabrics and surrounded by beautiful objects. The garish, the ostentatious, the vulgar, will disappear because she will be educated above them. Her clothes and ornaments shall become the mere fitting and gratifying expression of her individuality, nothing more.

As her social consciousness widens, she will not expend all of her care and affection upon the narrow family circle, but spare some of it for her brothers and sisters all over the earth. She will learn that luxury and civilization are not synonymous, and that she is not even civilized if she be content to remain the possessor of hoarded wealth so long as there is one hungry or ill-treated child in the world. Her own children will be a thousand times dearer when she realizes that all children are equally hers; her own home sweeter because of her interest in the welfare of all other homes.

Dorothy Dix.

An expert lately figured that the American habit of taking a run over to Europe costs \$150,000,000 annually. Steamship officials say that this is a conservative estimate. The sum is a big one, but it does not disturb Americans. The country is so rich and prosperous that it can easily spare some of its overflowing abundance to the people of other countries.

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Putting Up Butter in the Most Attractive Style.

Passing one of the butter stores on Reade street last week I was attracted by the testing of some creamery butter that had just come in from Ohio. Several tubs had been stripped and weighed, but some question came up as to the tares, and there was considerable discussion on that point. On the top of the butter in every tub there was fully a half pound of salt, possibly more in some tubs, and all of this had to be taken off before the correct weight of the butter could be ascertained. It is impossible that the creamery company expected to get pay for the salt, hence it was entirely useless; indeed, the butter would look a good deal neater if there was just a slight sprinkling of salt on the cap cloth. Several years ago there was a popular idea that plenty of salt on top of the butter, and for that matter on the bottom as well, aided in keeping it moist and sweet, but in these days of rapid handling of goods from the factory to the retail counter, and the good refrigerator car service while in transit, the need of salt for that purpose is practically eliminated. What I am striving for in the little "sermons" in these columns is to get buttermakers and creamery managers to see the advisability of cutting out everything that is useless, and to put up the butter in the simplest and yet most attractive manner.

If I were asked to state briefly just what I mean by the most attractive style I would reply about along this line: First secure first class white ash tubs of uniform size and style—wood well seasoned, clean and put together as only a skilled manufacturer knows how. How little consequence the small difference in cost if the tubs are strong and perfectly made. Better by all means to pay 2c or even 3c a tub more and get such as command attention when they come on the market, and which are most likely to stand hard usage in transit. After the tubs are well soaked put in good parchment liners—not the cheap thin papers that tear and look ragged when the butter is exposed—and then pack the butter carefully, putting only enough in the tub at a time to pound well so that there shall be no holes or cracks on either the sides or bottom. When the butter is stripped in the market it should show perfectly full and smooth sides. Fill the tubs up to the top and cut off the butter with a string or stick prepared for that purpose. The liners should extend an inch to an inch and a half above the top of the tubs so that when they are filled the paper can be turned over on the butter. On top of this should be placed a wet linen cap cloth, then a very little salt, and if desired a parchment circle may be used, although this is not necessary. The cover should be fas-

tened on neatly with four tins, equal distances apart. From very careful observation extending over years I think I can safely say that the most fastidious buyer in the great New York market would have only the highest words of commendation for shipments put up in that way. Appearance with many buyers counts for a good deal more than some people think.

I do not believe that it will be a breach of confidence if I say in this connection that I saw a straight carload of creamery that did not score within two or three points of extras sold last week at 22c with an official quotation of 21½c for extras. When asked the circumstances of the sale the receiver remarked that it was a "good piece of butter but the elegant style is what sold it."—New York Produce Review.

The Best Squab Producing Pigeon.

No other breed equals the Homer for producing squabs for market. No one should ever keep any kind or variety of squab producers that are under size, slow breeders, or that are enfeebled through breeding. Have large, vigorous, non-related specimens and keep in mind the fact that the large, vigorous hen pigeons produce the fine large squabs, and that the under size ones must necessarily produce squabs small sized and inferior in quality.

Do not expect to get squabs that will average more than 9 pounds per dozen. We hear and read about the 12-pound per dozen kind being produced from Homers. We doubt this and will continue to do so until fully convinced that they can be produced from Homers. Some few pairs do this well, but on the average 9 pounds to the dozen is all that can be expected from Homers of the best quality. The best managed Runts will not average 16-ounce squabs when ready for the spit. Runts do produce squabs that weigh full 16 ounces with their feathers off. We have seen many of these, but at the same time a large loft of Runts will not have such a high average.

Do not hope for a profit from squabs the first season. If you make it, be pleased at your success; if you do not, do not blame the pigeons, the sellers or yourself. It is doubtful if one out of ten makes money the first year; those who do are fortunate in their management. It is a well known fact in all business that one must become established to succeed and make a profit. It is just the same with growing squabs, poultry, bees, fruit or anything that must increase to return a profit. Sad to relate, many take up these vocations, believing that they can make a living from the moment they start. This can not be done for many reasons. You must make haste slowly to succeed with growing squabs.

The effect of irregular hours on the road may be largely overcome by an enforced regularity in the other matters of living. Every working hour should be tuned to "concert pitch."

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New Secretary of Agriculture Needed by the Apple Industry.*

Our Association receives some consideration through the different bureaus and divisions of the Government, under the direction of the Secretary of Agriculture, yet when we consider the volume of business transacted yearly in apples alone, we feel that we are not receiving the attention which our industry merits.

We should not expect a member of the President's Cabinet to give us highly colored and uniform sized apples, free from worms and fungi every year, and prevent operators from becoming excited and paying exorbitant prices, with a full crop in the country, after being notified of such conditions through the Press Committee, appointed by our Association, and their reports made upon very careful estimates by the different state Vice-Presidents and other reliable reports from those directly interested, but he could very materially assist us in producing better crops by using the authority which would be given to him by right of office.

The committees named by our President each year meet with us and make their report, but succeed only as far as their authority permits. We need one standard sized barrel or box for every apple growing section in the country, with a penalty attached for violation.

We never had too many good apples at fair prices and properly put up. Prices will rule low some seasons and high others, according to the crop, but there is no valid excuse for men becoming reckless year after year and losing every season for lack of good common sense.

The next and most important measure that needs the attention of such an official is the grading and packing of apples. I am of the opinion that fully 85 per cent. of losses to apple men in the last ten years resulted from two causes—paying too much and poor judgment in grading and packing.

The orange growers of California and Florida have unions and a competent judge to examine the fruit before being loaded into cars, and the inferior grades are rejected. The vineyardists have a similar rule in marketing their fruit, but the apple men, with very few exceptions, are behind in this very important point.

If it were possible to have all the apples examined carefully and the inferior fruit rejected before being loaded on steamers for export, our shippers would receive returns that would show a profit instead of losses, which so often occur, and let the same

*Paper read at annual convention International Apple Shippers' Association by L. K. Sutton, of Columbus, Ohio.

rule be in force at all our cold storage plants, and the results would be far different in the spring.

Some of these suggestions may seem almost impossible at the packing time, when help and barrels are difficult to secure and the weather unfavorable, but it is just at such times that the greatest care is needed. It is far better to put away one thousand barrels of carefully selected apples and make a profit than to store two thousand poorly packed and lose money. The same rule should apply to those who store in much larger quantities, but unless some stringent measures are adopted and enforced by some official authority, losses will follow every year.

It is not my intention to criticize one act of the past work of this Association, except that it has failed to ask for the help that we deserve and need from the proper authorities.

Our sister Association, the National League of Commission Merchants, through a very competent committee, have familiarized the public with the unjust discrimination against the fruit industry by the Armour car lines and the railroad combines. It is not necessary to enter into the details at this time, as you are familiar with the progress which is being made, but it is our duty to assist in every way possible to bring about better results.

We are not selfish, even if the apple is the only subject under discussion in our meeting. We need to be aggressive, progressive and broader minded to secure the results so much needed here. We want to ask the co-operation of every state and county horticultural society in the Union, the support of each and every trade paper and fruit journal published and the influence of every grower of citrus and deciduous fruit, to assist us in petitioning for the appointment of the Secretary of Horticulture, who will represent our interests and not be controlled by any railroad monopoly, nor permit any false returns being made. We need an official who has ability and courage to represent all interests in a fair and just manner to all concerned.

The Great Test Question.

To be successful in the ordinary acceptance of the word should not by any means be the object of the highest ambition, says an authority. Many a robust, magnificent nature has been hopelessly withered and shriveled by the hot blast of so-called good fortune. The question is not How can I get rich or win a seat in Congress or a governor's chair? but, What will be the result of my life work upon my own mind and nature? How will it help me to develop that divine germ within me without which development

life must be a failure, though I accumulate millions. If I develop the brute faculties by cultivating a grasping nature; if I harden my finer sensibilities while struggling to accumulate that which rightfully belongs to another, have I succeeded?

The only real success possible to any human being is the higher growth of himself. Many a man has made millions, but lost the right to be respected. Many a man has accumulated lands and houses and stocks and bonds who cannot face his own manhood, for he knows that he has forever forfeited the right to his own self respect. The man who cannot respect himself, who is guilty of violating the sacred divinity within him, can never even regard himself as successful. He may, to be sure, take a

little satisfaction in the thought that the world thinks him so, and that thousands covet the luxuries which he enjoys, but there is a self-condemnation which is constantly dragging at his heart and robbing life of its supreme satisfaction. The great test question after this proposed transaction, after the carrying out of this thought or plan, this projected course, "Can I respect myself as much as before?" would doubtless save many self-abasements and check many a character wrecking scheme. It is surely a question which it would often pay to ask, for self-respect is the great bed rock of real happiness.

Many a fellow has won a girl's hand only to discover that he hasn't won her heart.

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

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

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MODERN OPPORTUNITIES.

Chances To Rise in Life Were Never Better.

It would seem that Judge Grosscup should be the last man to commit the blunder of preaching a sermon without being sure of his text, but, in spite of his judicial training, he has permitted himself to be influenced by certain pessimistic assumptions, and has used them for the background of a very discouraging picture of the future of the workman. In an article in a magazine which has devoted itself to the task of unsettling confidence in the ordinary processes of evolution, the Judge tells us that "the effect of the corporation under the prevailing policy of the free go-as-you-please method of organization and management has been to drive the bulk of our people other than farmers out of property ownership; and if allowed to go on as at present, it will keep them out."

If there were foundation for this assertion and the assumption reared upon it some evidence of it would be found in the figures of the census of 1900. That compendium of information respecting the material condition of the American people should show distinctly, provided the Judge was right, in terms of percentages, that the opportunities of the American worker to get ahead in the world were contracting. A close examination, however, will disclose nothing of the kind. To the contrary, the pages of the census report are crammed with evidence that now more than ever is there a chance for the alert and enterprising worker to better himself and to win prizes which would have been regarded as unattainable in "the good old days" when the story of the work of the so-called "self-made men" was easily compressed into the pages of a very small book.

The trouble with Judge Grosscup and his fellow-pessimists is their disposition to keep their gaze fixed on the Carnegies, Rockefellers and Morgans and to make them the standard of measurement. If they will let their eyes rove a little they will see that "there are others." There is only one Carnegie, but the census of 1900 enumerated 708,628 proprietors and firm members of manufacturing concerns. In this vast aggregate will be found whole regiments and brigades of men who worked up from the ranks while the pessimists were bewailing the lack of opportunities. In 1880 there were 253,852 manufacturing establishments and a population of 50,155,783. In 1900 there were 512,191 manufacturing establishments and the population was 76,994,575. In the first named year there was only one establishment to every 198 inhabitants; in 1900 every 148 inhabitants were provided with a factory. Obviously the opportunity to become the proprietor of a manufacturing plant or to obtain a partnership in it was greater in 1900 than in 1880. Not only have the opportunities to become a factory proprietor been measurably enlarged, but the chances of starting up independently in a hand trade have

likewise increased. In 1880 the number of establishments where hand trades were practiced was 75,381; in 1900 it had expanded to 215,814. During the period the value of products turned out by these independent operators increased from \$263,616,370 to \$1,183,615,478.

It is quite clear from this showing that the formation of gigantic corporations has not operated in the manner assumed by Judge Grosscup. Doubtless if the great big concerns were cut up into little ones, each to be presided over by an individual proprietor or by a limited number of partners in the old way, there would be more opportunities to become a boss, but it must always be borne in mind that there is not the least probability that the demand which the great concerns supply would exist if they were not in existence to supply it, and consequently there would be less factories needed. The multiplication of small concerns would be fatal to that cheapness of production which has been made possible by the creation of large factories and would repress consumption.

But we need not bother with that phase of the matter; we are only concerned to demonstrate that opportunities to advance are increasing and not diminishing. Unless the census figures are misleading, there is a better show now for a man to set up for himself in manufacturing than there was twenty years ago. It is equally true that the opportunities to engage in trade have increased. In 1870 there were 357,647 persons doing a trading business on their own account; in 1900 there were 833,212. A simple calculation will show that whereas in 1870 there was one merchant or storekeeper to every 108 inhabitants, in 1900 there was one to every ninety-one inhabitants. Not only were there more merchants, big and little, relatively and absolutely, in 1900 than in 1870, in the latter year, in the vast army of salesmen, agents, clerks, etc., employed there were many whose compensation exceeded the amounts gained by some of the most ambitious merchants of the earlier period. Indeed, the plums are no longer to be found only in the walks of trade and the manufacturing industry. Since 1870 the number of actors has increased from 2,053 to 14,708; there were 2,017 architects in 1870 and 10,581 in 1900; in 1870 there were 7,839 dentists and 62,383 physicians and surgeons; in 1900 the former numbered 29,665 and the latter 132,002; 40,000 lawyers sufficed in 1870; in 1900 there were 114,469; of journalists there were 5,286 in 1870, and 30,038 in 1900; the number of teachers rose from 126,822 to 446,133 during the period. In all the professions the number has increased more rapidly than population. In 1880 the number of those in professional service was 2.9 per cent. of the total inhabitants; in 1900 it had increased to 3.5 per cent. That the increase in number is more than matched by the improvement in compensation hardly needs demonstration.

These figures and plenty of others with which they might be supple-

mented prove that there is no ground for Judge Grosscup's declaration that "America is now confronted with the loss of individual hope and prospect—the suppression of the instinct that, heretofore coming into the American boy's grasp of the idea of individual career and stimulating him ever afterward, has made us a nation of individually independent and prosperous people." We were never more individual and prosperous than we are at present; there are more chances for the American boy to cut out a career for himself than ever before, and will continue to be if men pessimistically inclined will discontinue the pernicious habit of generalizing from insufficient and incorrect data. If it is true that "the bulk of our people other than farmers" do not possess property (real estate) there is no proof that the condition is relatively worse now than it was formerly, and absolutely none that more are driven out or prevented from obtaining property than say thirty years ago. The conditions of production and distribution present so many other modes of profitable investment that many think that it is cheaper to rent than to own. There are thousands of wealthy persons occupying apartments who find it more convenient and comfortable to do so than to run a house; they could easily provide themselves with the latter if they wished to, but they do not. As for the assertion that "the corporation has come to be for those only who are experienced in corporate ways or are willing to take a chance on the corporate wheel," it is a meaningless one. If the Judge intended to imply that the formation of a corporation is difficult, he is misleading his readers; there are thousands of them in this State, and the other commonwealths are equally well provided. If he sought to convey the impression that their operation is especially risky, he is wide of the mark, for they may be as safely conducted as a partnership concern.

Some Things Not To Be Permitted.

Success in life depends largely on conversation.

In conversation use clear, distinct words.

Allow others to do their full share of talking.

Do not appear to notice inaccuracies in others.

Do not talk of your private personal matters.

Do not find fault, but you may gently criticize.

Do not speak excitedly or lose your temper.

Do not prelude conversation by reference to the weather.

Do not allude to any deformity in others.

Do not force yourself in the confidence of others.

Do not betray the confidence of others.

Do not appear absent-minded in conversation.

Do not use profanity, slang or vulgarity.

Do not show affectation by using large words.

Do not allow yourself to speak ill of the absent.

Do not ridicule a locality you are visiting.

Do not contradict another while talking.

Do not parade your family descent.

Do not discuss politics or religion in company.

Do not parade the merits of your own family.

Do not aspire to be a great story teller.

Do not parade your acquaintance with the great.

Do not pry into the secrets of others.

Do not get impatient while others talk home affairs.

Do not interrupt another while speaking.

Do not introduce topics company do not appreciate.

Do not indulge in satire or witticisms.

Do not make a promise you can not fulfill.

Do not exhibit excitement in case of an accident.

Do not look over shoulder of another while reading.

Do not answer questions put to others.

Do not refer to a gift you have made.

Do not read letters addressed to others.

Do not speak much of your own performance.

Do not laugh at the misfortunes of others.

Do not question servant or child about family matters.

Do not pass between two persons talking.

Do not be too familiar with a new acquaintance.

Do not waste any one's time, better steal his purse.

Do not cut your nails or pick your teeth in company.

Do not, if a new comer, make the first call.

Do not prolong call if the room be crowded.

Do not touch the piano unless invited.

Do not handle ornaments in a room.

Do not go in room of invalid unless invited.

Do not fidget with watch chain or hat.

Do not turn back on one seated near you.

Do not remove gloves in making formal call.

Do not assume an ungraceful position.

Do not make a display of consulting your watch.

Do not resume your seat after rising to go.

Do not continue call when conversation lags.

—◆◆◆—

Fools rush in where angels fear to tread, but in the theatrical business fools and angels are often synonymous.

—◆◆◆—

Tact is like money—there are lots of people who do not seem to have as much of it as they need.

A Cash Register That Satisfies PROPRIETOR—CUSTOMERS—CLERKS

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

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



Satisfied Clerks Make Satisfied Customers

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

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

A NATIONAL CASH REGISTER

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

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ store. Please explain to me
what kind of a register is best suited for my business.
This does not obligate me to buy.

Name

Address

No. Clerks

COMMON CLAY.

This Earth Only One of the Small Planets.

Life does not begin with this earth, nor does it end here.

Time was when the materialistic philosophers, in their groping after facts that would bolster up their theories, did not look beyond our little world for evidences of animal or vegetable life. They dealt only with what they found around them. They theorized only concerning the men, animals and vegetables upon our planet, and the matter of which they and it are made.

But the time came when they learned that our earth is only one of the small planets and that there are many other celestial bodies not only vastly greater in size and weight, but there is reason to believe that they occupy positions and relations to the universe of nature enormously more potential and important than possibly could be our earth.

Science has been able to state in terms and numbers, dimensions, weight and distances of many of these bodies, from us and from each other, and their movements real and apparent with reference to us and to each other. They have also by means of the spectroscope established a belief that they have discovered the materials that compose those bodies, and that these materials are much the same as those which constitute our globe. We have also secured fragments of the matter which at different times has fallen from the heavenly bodies to our earth, and we know that it is identical with substances which exist upon and in our earth.

It may therefore be considered established that matter did not originate with our little planet, but that it exists elsewhere in quantities so enormous that the material of our globe is but a trifle in comparison. If matter exists beyond and outside of our terrestrial sphere, and that it does can not be doubted, it must be conceded that life exists elsewhere also. What sort of life we know not, but that the motion and force which, when conjoined and operating with organized matter, are known as life operate in other celestial world as well as ours, and originated in some such world older and more important than ours, must be considered as fairly established.

It is only recently that the physical philosophers have concerned themselves with the origin of life, and that question is brought into prominence by recent experiments in which it is alleged that living beings are created by bringing together matter and electric or radial influences. These pretensions can not be accepted here and have no pertinence to these observations, but they prove the efforts that are being made to show that life is only a quality of matter and is discoverable like its other properties. Matter is indestructible, therefore it is immortal, and life being a property of matter is also as immortal as the matter.

Profound thinkers who can not es-

cape from their own consciousness, and recognize in spite of themselves some sort of superior and supernal existence, wrestle with the mystery. It is in this wise that Prof. Hugo Munsterberg, of Harvard University, writes in the Atlantic Monthly, under the title of "The Eternal Life," some sentimental expressions concerning the death of an intimate and dear friend. He says:

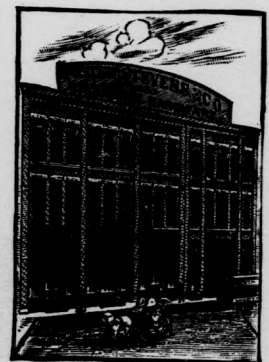
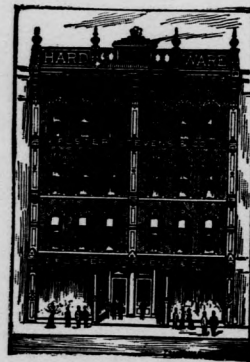
"In our temporal, casual world there is not, and there can not be, anything of real value, because everything comes to view as the cause of something else, and nothing is an end in itself. The clay may be valuable because you can make bricks from it; and those bricks valuable because you can make houses from them; and the houses valuable because they protect the human body; and the human body is valuable because it preserves the nation; and the nation is valuable because it preserves the human race; and the human race is valuable—why, I do not know. In that temporal order of things that human race may fall into the sun, or a comet may overturn the whole earth—why are the atoms of the universe not just as good if they go on without that swarming humanity on the surface of the earth-planet; why was the earth not just as good before that surface protoplasm grew into human shape? Who has the right to say that one combination of atoms is better than another—it perhaps produces a special effect, but why is that effect better than another? In that temporal world there are no good and bad, no value and no ideal—it is merely a change in complication; and if we carelessly speak of development, we really mean a change to greater and greater differentiation; but the end of the so-called development is not better than the beginning as in that world nothing is valuable in itself. Values are found merely in the world of subjects, but these values have reality, because our will assumes attitudes in which ultimate ends are acknowledged and respected—they are good in themselves, they are absolute values, they give to life that which makes it worth living; and these subjects and their acts are real outside of casuality and time, valid in the world of eternity."

What does this mean? Does it mean anything? Is it any more than rhetorical bosh? If there be nothing but atoms in motion or at rest, if acts in this life have no value, if there be no good and evil, if in the relations of human beings with each other there be no more value or importance than if there were a mere relation of atoms, there is nothing for us in this life but mere atomic struggles to disturb and then to regain equilibrium, and all that is lovely, and noble, and true, and heroic and splendid in human action is mere froth and not the expression and inspiration of divine goodness and power operating through the soul.

But truth, goodness and justice, righteousness, heroism, nobility of character and all that is best in human life are not to be learned from

Do You Know The
SHIELD
of
QUALITY
?
It makes the
home cheerful

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

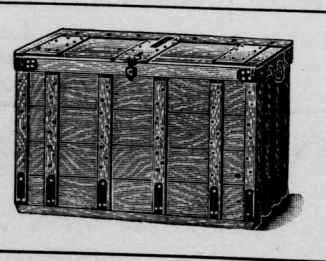


FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

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.

mere matter, from stocks and stones, but from Divine power, knowledge and wisdom. If we get them not through special inspiration, we get them not at all, and such divine gifts are given to those who reject and misuse them as well as to others. We are not wholly of base clay, whether we believe it or not.

Frank Stowell.

Some Forms of Competition Which Approach Absurdity.

It would seem scarcely necessary to say to the average business man that there are different sorts of competition; he has to encounter a numberless variety of them, and he has his own particular methods for getting ahead of the other fellow. It is not the purpose of this article to go into details as to the relative merits of various business systems, the field would be too large for anything more than a general outline of such a subject in the largest tome. But there are some forms of competition that come under the head of absurdities and it is remarkable how many people adopt them. To such let us give our attention.

It is told that a number of years ago the competition was so keen between two Western railroads that when a disastrous flood washed away an important bridge on one of the lines and incidentally a passenger train crossing it, causing thereby a great loss of both life and property, the competing road decorated its general offices with bunting and flags. To-day the competing road would, within half an hour, perfect an agreement with the flood sufferer so that its trains would have run over the former's tracks, and its traffic be but slightly interfered with. We are all willing to admit that competition carried to the extreme of brutality as shown in the first instance is simply absurd, and yet in our own relations with our competitors there exist conditions different only in detail.

At the first glance it seems the easiest thing in the world to say to our friends, those who have confidence in our statements, that the roll of carpet we are offering for sale is a better grade, contains more wool, or is a finer sample than the roll of the same design that they tell us Jones is showing in his window. The

temptation is very strong and salesmen like to make sales. The progress is easy from that point to a mild insinuation that Jones' business methods are like his carpet, not up to the standard, and from mild insinuations of this kind stronger ones spring until the condition of affairs is pretty close to that of the two railroads.

But, as stated, the railroads do not go in for that sort of thing any more, they have progressed beyond it. Not being personal and governed by personal impulses, the managements discovered that to hurt the other fellow did not help them. It was found out that it was decidedly better to make two blades of grass grow in one spot than to struggle over a division of a single blade, or, in other words, by running down their competitor they discouraged travel altogether and lessened their own receipts as well as those that would have gone into the coffers of the other road.

Now exactly the same thing results in retail merchandising when this rule is followed as it frequently is, particularly in the smaller towns and cities. If you proclaim that Cornowheat which is handled by Jones is non-nutritious as well as tasteless, your customers are very apt to believe you and you will hurt the sale of the breakfast cereal, but when you try to sell them Wheato-Corno or something else in which there is a distinction without a difference, the chances are that you will find that you have raised an obstacle that is impossible to surmount.

Many of the larger retail stores realize this. The writer has asked leading questions of salespeople for the purpose of discovering the position taken upon this matter, suggested that a certain commodity could be secured at a lower figure elsewhere. But in these instances it may be stated that the replies given here have been non-committal. A little polite surprise on the part of the salesperson perhaps, or the suggestion that there might be a mistake, would be the nearest it would be possible to come to criticism. It was plain that the salespeople were under orders.

Now experience is the best teacher and it is reasonable to suppose that the large department stores of the

great cities having the greatest opportunities have the most experience. It is among these that the competition, at least as far as the customer, the man or woman in the street, the buying public, is concerned, is the cleanest. All of them make their advertising as attractive as possible. They endeavor to impress upon the minds of the people that the articles offered for sale are exceptionally low in price and have extraordinary value along with it, but the closest study of a hundred such advertisements will fail to show a word or a sentence that would indicate that they have reason to warn their customers or readers to distrust the other fellow. It is a policy that they have discovered to be absurd.

There is another bit of business absurdity that is more or less common and about which a word might be appropriately said here. It is in reference to the "fake" marked down price. It was only a few days ago that the writer walking along one of the business thoroughfares of the city, not the most prominent one to be sure, but a street that is far from obscure, looked into a clothing store window. There were possibly fifty suits of clothes on exhibition in the window, all of them price marked, and all of the cards showing a reduction of from 50 to 70 per cent. Now, as a matter of fact, the veriest tyro could see, and that without making a very severe examination, that the reduced(?) price shown on the cards was at the least all that the clothes were worth, while the so-called original cost would have driven the house to bankruptcy for lack of custom.

It would scarcely seem necessary to comment on this, the absurdity is so evident, and yet in different guise the same idea is so often worked out by others. The idea is that the public has no judgment or discrimination and will believe exactly what is told. It does, once or twice, but it gains experience rapidly and the store can not live that depends upon a customer for only one or two purchases. There are few people who can be fooled all the time and a store that gains the reputation of fooling the public had just as well put up its shutters before the advent of the sheriff makes such action necessary. —J. Walter Scott in Salesmanship.

Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gal. cans.

Standard Oil Co.
Grand Rapids, Mich.

HARNESSES

Special Machine Made

1 1/2, 1 3/4, 2 in.

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

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

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

**OUR CASH AND CHARGE SALES BOOKS
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.

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.



Experiments in Making Chrome Glazed Kid.

The hardship and discouraging failure met by the leather manufacturers of Wilmington in the early history of glazed kid are known to many, but their perseverance and firm belief that they were on the right track toward obtaining the goal which they sought placed them at least among the leading leather producing concerns in the world. Now Wilmington is known to every shoe manufacturer of prominence as the producer of the best leather made for shoes.

It was in the latter part of the eighties and the early part of the nineties that the manufacturers here became deeply interested. Previous to making the leather as it is now made goat skins were used the same as now, but the skins were tanned in sumac. The tannage followed was a combination of alum and gambier. This made a satisfactory leather, which was put in finishes known as Bush kid pebble and straight grains.

At this period a leather known to the trade as French kid, but to the manufacturers as griscom kid, manufactured in and about Paris, was being heavily imported into the United States and used almost exclusively in the better grade of shoes. It came into the United States to the extent of \$12,000,000 or \$14,000,000 worth a year. The American manufacturers saw that they should control their own market and Wilmington, which was always a pioneer, began to experiment to see if anything better could not be put on the market.

A man by the name of Schultz finally took out a patent on what was known as the chrome process. He came to Wilmington and tried to interest the morocco manufacturers. He succeeded in getting Pusey Scott & Company to experiment with it, and the patent was finally bought by Nat Roth, who was at that time a member of the firm of F. Blumenthal & Company, of this city. He, in turn, sold the rights to use the patent to a group of Wilmington manufacturers, and experiments began to be made on a large scale. All the manufacturers in the county and elsewhere took a hand in the experiments.

The factories in Wilmington were among the first to perfect it. It was with considerable difficulty that the manufacturers of the old leather making the entirely new leather by an entirely new process radically different from any other thing on the market could convince the shoe manufacturers of the country of the real merits of their product.

This fact, together with the thousands of dollars that had been lost in experimenting, was most discouraging to them, but notwithstanding this, so great was their confidence in the wonderful superiority of their product over the old leather that they per-

sisted, although for the time suffering loss, in pushing this new leather known as glazed kid until not only was it generally adopted by all the factories in the United States, but soon not a dollar's worth of the French kid was being imported into this country.

The statistics of the United States Custom House last year showed that \$1,600,000 worth of chrome glazed kid was exported. It is to-day acknowledged by all the expert leather men to be the best all-around process for making a strong, tough and enduring leather in existence. The chrome process by which this leather is made is now even being adopted by what is known to the trade as the heavy leather men, or those who make sole leather.

The glazed kid gets the name "glazed" from its finish. The grain side, the hair side, is burnished to a brilliant brightness just as gold and silver are burnished. One of the chief qualities of glazed kid is the finish. It has all the appearances of a patent leather finish. It is not an artificial finish, any more so than the finish on gold and silver. It is the leather's own finish, and can be retained and maintained just as the finish is kept on gold and silver. If done in a sensible and right way the service and wear of its finish will equal the wear of the shoes. Real glazed kid is made from the skin of a goat. When tanned by the chrome process the leather, besides being light and pliable, is so tough and strong that it may be soaked in water and dried and still retain its unequaled comfort and wearing qualities.

Nothing but goat skin will make glazed kid. Millions of sheep skins have been tanned by this chrome process to look like glazed kid. But the sheep skin has not the toughness and fibre of the goat skin, so it does not wear as well.

When worn in wet weather glazed kid keeps out the dampness. The glazed kid tanned by the chrome process can even be boiled in water, and after it is dried out it will retain its velvety softness. Only the brightness is affected. Unlike the shoes made of some other leather it will not crack or burn the feet, nor will the finish peel off. The gloss may be dulled down by the hard wear, but this can soon be brought back by using a little care and dressing.

There are sixteen glazed kid factories in Wilmington in operation, and their daily output at the present time amounts to about 5,500 dozen.

The glazed kid industry is valuable to Wilmington, not only because of the glazed kid made here, but because of the factories which locate here to use the products. The small pieces are sold almost exclusively to the Delaware Glue Company, at Newport, and go into glue. The hair is a valuable product. The finer sorts are used largely in rugs and carpets, and the common hair is used by the plasterers. The sixteen large glazed kid factories in Wilmington support two large hair factories, the Illinois Leather Company, and the one operated by Joseph Rictka. Both are lo-

When it Comes Right Down to Business

It's profitable results you are looking for. You want shoes that have the right material in them, made right and that will sell at a profit. That's exactly our proposition.



Hard-Pan Shoes

"For Men, Boys and Youths"

wear like iron. They are made over foot-easy lasts—one pair sold will sell another. A good dealer wanted in every town to sell Hard-Pans.

Shoes will be shipped same day order is received.

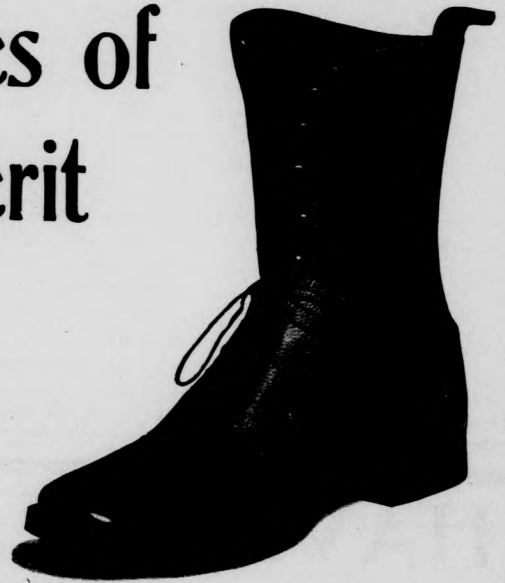
Samples for inspection by prepaid express. See that **our name** is on the strap.

Hard-Pan shoes are made only by the

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

Shoes of Merit

No. 737
at
\$2.25



Just the Thing for Fall Trade
Solid as a Rock in Every Respect

Geo. H. Reeder & Co.

Grand Rapids, Mich.

cated beyond Market street bridge.

Wilmington and Philadelphia produce 90 per cent. of the glazed kid made in this country. Wilmington's share of this is 40 per cent. The balance is made in Lynn, Mass.; Brooklyn, N. Y.; Newark, N. J., and a few other places.

Because of the exports, Wilmington is particularly fortunate in having the glazed kid factories located here. Every week large consignments are sent to all the countries of Continental Europe, as well as to Great Britain, Canada and Australia. Every skin of this admirable leather brings to Wilmington the name of being progressive and having wonderful resources.

The goat skins from which the leather is made come altogether from abroad. Although many attempts have been made to raise the goats here in sufficient quantities to meet the demand, the efforts have met with failure. However, two attempts are now being made to raise the goats in Virginia and Arizona.—Wilmington (Del.) Journal.

Carry Out a Special Sale To a Big Success.

More and more, as the years pass, does the exclusive shoeman feel the competition of department stores. Why is this? One dealer will explain by saying, "Oh, women are dragged into the general stores after other things—they see a yard of ribbon or lace 'marked down' from 10 cents to 9 cents—or some other 'bargain offer' gets them into the department store, and while they are in there, for something else, they see shoes; a glib tongued salesman gets hold of them—and they buy footwear. Pretty hard for me to overcome that handicap."

It surely is, Mr. Shoeman, if you feel that way about it. In that one sentence the shoeman acknowledges his inability to compete. The fault does not lie in woman's peculiar disposition or predilections, but in the shoeman himself. If women were passive, not to be enthused and interested in "special offerings," you and the department store manager would both be helpless. Neither would have or could produce a trade-pulling advantage.

Women adore bargains, they crave excitement and the manager of the department store, realizing that disposition, cleverly takes advantage of it, brings about at least the semblance of a "money-saving opportunity," and waxes fat. You do not.

There, in a nutshell, it is, and remember this, that when department stores first installed shoe departments, they had to fight hard to overcome a customer's very natural inclination to purchase footwear of specialists. Women felt then, as men feel now, that they were more likely to get good shoes in an exclusive shoe store than in an establishment where buying and selling endeavor was spread over so wide a field.

Mind you, this inactivity, this apparent inability to cope with conditions as they exist, doesn't extend to

every shoeman (unfortunately the average shoeman takes this view of the situation and points his finger at every shoeman save himself), but it is a safe statement that not one "department" exists to-day that was not placed in a spot not filled by an exclusive shoe store. There are retail shoe dealers who never hold a "special sale"—who would sooner throw a roll of bills into the fire than have a thorough and satisfactory clearance of stock—quite forgetting that all goods can not be sold for the maximum of profit, and overlooking the fact that an early loss is always the smaller; oblivious also to the tremendous advertising advantage of crowded aisles and surprised and pleased customers.

To those we say, choke down your prejudices—hold a big, earnest, effective clearance sale—get busy—and "get busy quick." Grasp a pad and pencil, take off your rose-colored glasses, perch a bright clerk on a step ladder and make a rough list of all the goods you can find to throw into the sale. Do not say, "Most likely we will sell most of those tan Gibson ties before the summer is over." List them for the bargain table instead. Drag out every shoe that you do not want to see next summer—look at it in that light. Go further still, put in footwear that you fairly hate to see sold for one cent less than the marked price.

You'd need "sweeteners"—get them—connect with your jobber. If you're near the city, run in; if you're not, wire or write in and say you want some small jobs of fine stuff "to tone up a sale." If your wholesaler is a good man, he'll appreciate your endeavor to push things, and he'll help you out.

Now about the publicity end of the sale. Plan to use at least half a page in your best local paper, one time anyway, to be followed (if it's a daily) by quarter pages. No, we're not crazy—retail shoemen are proverbially among the poorest advertisers that exist. If they'd be "extravagant" a few times they'd begin to appreciate the advantage of advertising. Just for once use big space, and if you can bring yourself to spend three or four dollars for striking illustrations, do so. For a week before your sale have little "locals" in the paper like this: "Something unusual is going to happen at this store," and sign your name to it—just that statement, repeated again and again, the type growing larger each day, the sentences scattered more profusely through the paper. It won't do any harm to print some stickers bearing the same sentence, or little slips of tough white paper, printed in a bold-faced type, to be well distributed before the first advertisement appears. Get out a circular on the lines of your newspaper advertisement, too. Make it a whole page in your newspaper when unfolded, for it should be printed on both sides and folded so that four pages greet the reader. Illustrate this circular profusely; you can secure the cuts from your manufacturers or wholesalers. Use more illus-

MISTAKES



make trouble and cost a lot of money—some more than others. The greatest mistake a retailer can make is to try and keep store with an inferior line of shoes. You are making this mistake unless you handle **Skreemer Shoes**

The most popular medium price shoe

manufactured. We want to make a paying proposition to one dealer in each town. Will you be that dealer?

MICHIGAN SHOE CO., Detroit, Mich.
Distributors

WORKING SHOE No. 408

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



\$1.60 per Pair

Kang. Upper 1/2 D. S., London Plain Toe.
For a Short Time Only.

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

trations in the circular than in your newspaper. Newspaper space is too expensive to crowd with dozens of shoe cuts, unless you are willing to reduce the amount of item type and subscription.

Swing out a good big sign—it may be light—made of cotton cloth stretched on a strong framework. Oilcloth is preferable for the covering; it costs more, but an oilcloth sign may be used again and again on special occasions, it is so durable. Do not jam the sign full of words and figures. It is not dignified. Neither is it so effective as a colloquial sentence like "We are holding the most phenomenal clearance sale of good shoes (add name of your town) this place has ever known." Such a sentence should be painted in thick, bold-faced letters, with an exceedingly wide margin of white surrounding them. Do not have the letters big and sprawly, but neat and black. Then when the broad margin of pure white gets in its striking help, you will have a sign that will fairly pound the eyeballs of the passersby. Similar signs of small size should appear in the windows.

Signs for the store interior?

You must have them—lots of them. Hang them from the gas or electric fixtures, pin them on the walls and shelving sections. The store should be full of them. A sentence like, "This sale stops at 10 p. m. sharp on August —," makes an effective interior sign. Have a printer strike off 200 half-sheet cards bearing those words, set in 72 point Post Old Style or some similar type.

When you write your newspaper advertisement throw modesty to the winds. Make that advertisement a screamer. Tell the public that you have big bargains that will make them gasp in astonishment. Tell them you are going to beat every selling record ever made in a week in your end of the State. Casually remark that prudent people will come prepared to buy enough footwear to last them an entire year. Tell them that you are going to sell men's and women's and misses' and youths' and boys' and children's and infants' footwear for prices that have been whittled down to almost nothing, when the value of the shoes is considered. Do not balk at strong language—"sales" can not be guided to success by the application of ordinary rules of advertising. You will have to shout at the top of your voice, and do it confidently.

After your first advertisement appears think of stronger things to say in succeeding advertisements, and change "copy" with each issue of the paper. Print more little slips bearing the words, "Have you been to this sale of ours yet? You'd better hurry." And see that they are well distributed. If you can find room in your store for temporary tables and shelves, put them in, and pile shoes on them with signs telling the prices. Show plenty of shoes in your windows—on the tables. All this may spell ruin to the man who has never pulled off a big successful sale. He must not forget that every shoe

in the store must be on sale, a portion at less than cost (those are the shoes he is going to be badly stuck with, anyway), a portion for cost (the next least desirable), a portion for a price allowing only a minor margin of profit, and the greater part of his stock for just a trifle less than usual prices.

The clever shoeman does not allow a "sale public" to skin his store of bargains, leaving the better goods. He introduces the regular lines, steers a woman or man skillfully away from "sale goods" and begins to fit them best with goods that show a good profit. Women have one peculiarity—one that you should take advantage of. It is, that in a crowd a customer begins to think everything shown is a great bargain, and she buys the shoes you try hardest to sell her; buys, too, in a hurry, lest some one else gets ahead of her.

No matter what prejudices you now have, after you have taken advice, after the doors close on the last bargain-hungry shopper and you turn from your full cash drawer to note the empty shelf spaces waiting to be filled with clean, fresh fall and winter footwear, take our word for it, you'll wipe your brow, draw a long breath of satisfaction and murmur to yourself, "I'll have to pull off another of these things next spring."—Shoe Retailer.

Timely Suggestions for Fall and Winter Trade.

"It seems," said a humorous shoeman recently, when the mercury was wearing the top off the thermometer and hovering near the century mark, "as if the backbone of winter were broken." And now it may be said that "the backbone of summer is broken," since the summer is entirely gone, and September introduces autumn. Of course many shoe dealers will know warm days—and nights, too, for that matter—in September, but that month usually shows a modification of temperature. Then the schools open for the autumnal and winter terms, and all city sojourners return to their urban quarters. Wearing apparel is now overhauled, and as a matter of course clothing includes footwear.

But the question for consideration now is, How best and most profitably to fill in the time between the present and the opening of the fall season. On first thought it might seem as if there were nothing at all to do, inasmuch as business is admittedly dull, most of the purchasing public being absent from the city, or if not away, well supplied with footwear. But the progressive retail shoe dealer will have enough to do, with brain and hands, to make time pass quickly, and the fall trade will be upon him before he is aware of it.

First, make allowance for prolonged vacations. Then, without delay, rake out from top shelves and hidden corners all accumulations of old stock of whatsoever kind or character, and mark this stock at a price that will close it out at once. Advertise in your local paper with a "scare head," if you deem it desirable, calling at-



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.

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.

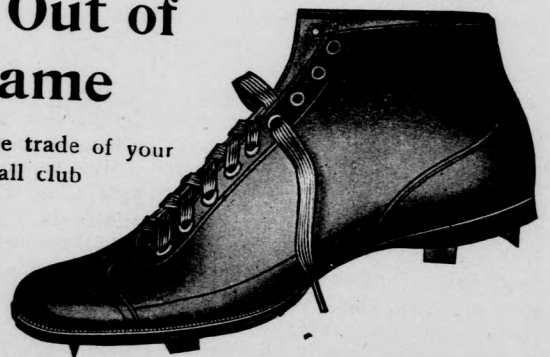
SAGINAW, MICH

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

tention to your "house cleaning," and in some sections handbills may be distributed to good purpose. Having created a furore over your reduction sale and installed your bargain table, "get busy." The next matter for consideration is, alteration to your store. Have carpenters rebuild your show windows if you think exhibition facilities can be improved. Add shelves where needed. Alter the arrangements of furnishings, fixtures and office fittings. Have shelves and cartons thoroughly cleaned and determine just what compartments are to contain your new fall stock.

Plan a series of live show cards for your windows, to be renewed from time to time throughout the season, and order a liberal supply of price tickets to attach to shoes in the window. Look over your files of your trade journal and read the articles relating to window dressing. Select illustrative sketches and lay them away carefully for a few weeks, until you want to use them.

The wise retailer placed his orders early for fall goods, either in Boston or with the traveling men, that he may benefit by the stiff and apparently still rising market. It is said by jobbers that they are compelled to charge an advance of from 5 to 25 cents per pair on all shoes sold. This has led to some lines being closed out by certain jobbers and other lines substituted. The leather market continues firm. Rubber prices will, no doubt, be higher, too. The general outlook is good, however, and prospects are bright for fall trade.

Industrial plants are busy, for the most part, and while the spring season was not altogether satisfactory to shoe dealers, on account of adverse weather conditions, a fall season to compensate is confidently expected. Moreover, buying for spring and summer is not like purchasing for fall and winter. The many novelties for spring make it difficult to decide what stock to purchase. In addition to regular lines of patent colt, vici, velours, suede, canvas and Russia tan for spring, styles have to be provided for, such as bare-foot sandals, strap sandals, oxfords, pumps, bals, buttons and bluchers. In the fall, however, buying is simplified. The lines to be most used this fall are patent colt, velour, calf, box calf and gun metal, and russet grain in storm boots for men. The last mentioned have viscolized waterproof soles.—Shoe Retailer.

Bad Weather for Shoe Retailers.

"This season is bad every way for my business," said the proprietor of a Greenwich village shoe store. "Rain-storms ought to give me trade in overshoes and rubber boots for children. But the weather is so hot that nobody wants to put on anything more than is absolutely necessary. They'd rather get their feet wet than cover their shoes with a thickness of rubber.

"Then, you might not think it, but a lot of my customers are out of town. It isn't only the Broadway

stores that are dull in the summer time.

"But just wait until they all come home in the fall, with their shoes worn out and nothing but light summer shoes to wear anyway—then I'll be busy again."

Not Set Straight.

Patrick Flinn was in the militia. He was at the range for the first time, and out of twenty-four rounds he never hit the target once. An officer, looking over the book, said:

"Pat, you have missed the target every shot. What is the reason?"

"Well, sor," said Pat, "the only reason Oi can think ov is that the man who stuck up the targets hasn't put them in a straight line from here."



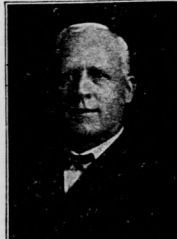
Attention, Merchants!

The Rapid Sales Company can reduce or close out your stock for spot cash without loss; we prove our claims by results; shelf stickers, slow sellers and undesirable goods given special attention; our salesmen are experts. Address Rapid Sales Co., 609, 175 Dearborn street, Chicago, Illinois.

MERCHANTS EVERYWHERE



J. A. STANWOOD Do you for any reason want to reduce or close out your stock? If so, we can make you money by holding one of our "SPECIAL SALES." We have done so for MANY OTHER MERCHANTS in all parts of the country AND THEY KNOW AND WILL TELL YOU SO. Our system of advertising NEVER FAILS to draw the crowds to our sales. YOU make the prices. WE sell the goods. We do not employ young and inexperienced sales managers. WE POSITIVELY get you a profit over all expenses. ASK US about our SPECIAL DEPARTMENT that we devote exclusively to sell stocks in bulk to parties wanting stocks and locations. Address STANWOOD & SMITH, 123-125 LaSalle street, Chicago, Illinois.



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.

The Old National Bank

Grand Rapids, Mich.

Accommodations for all the people

Old National Bank

Fifty Years No. 1 Canal St.

Assets Over Six Million Dollars

TRACE YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, 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.

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

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.**

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

NEW YORK AND ST. LOUIS CONSOLIDATED SALVAGE CO.

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

ORIGINAL SPECIAL SALES SYSTEM.

ADAM GOLDMAN, President & Gen'l Manager

HOME OFFICES GENERAL CONTRACTING AND ADVERTISING DEPARTMENTS, Century Building, ST. LOUIS, U.S.A.

We are Now Conducting a Series of Twenty Sales for One Syndicate

THESE TWENTY SALES FOR THIS SYNDICATE are at their respective towns and locations; and these sales were contracted by this syndicate and THE NEW YORK & ST. LOUIS CONSOLIDATED SALVAGE COMPANY to inaugurate sales as applied by our mode and system.

Here are some of the towns in which we have inaugurated these sales and, in fact, are now in operation: DILLON, MONTANA; IDAHO FALLS, IDAHO; BAKER CITY, OREGON; PENDLETON, OREGON; ELLENSBERG, WASHINGTON; BISMARCK, NORTH DAKOTA; MANDAN, NORTH DAKOTA; LA GRANDE, OREGON; ASTORIA, OREGON.

WE LEAVE IT TO YOU, MR. MERCHANT, TO DECIDE: If we can conduct twenty sales for one syndicate, CANNOT WE CONDUCT ONE SUCCESSFUL SALE FOR YOU?

Our sales are repeated from TIME to TIME and from SEASON to SEASON by the very same MERCHANT. Here are some of the sales that we have conducted for ANOTHER BIG SYNDICATE; not ONE sale but THREE SALES:

BURTON PEEL D. G. CO., CLARKSVILLE, TEXAS.
 BURTON PEEL D. G. CO., ARDMORE, IND. TER.
 BURTON PEEL D. G. CO., TEXARKANA, TEXAS.

EVERY DAY WE ARE STARTING SALES FOR MERCHANTS ALL OVER THE UNITED STATES; each one being conducted by our LEGITIMATE SYSTEM OF ADVERTISING that is applied ONLY by our MODERN MODE and SYSTEM.

We will conduct a sale for you on a strictly commission basis. YOU TAKE NO ABSOLUTE CHANCE, FOR WE MUST DO BUSINESS FOR YOU BEFORE WE ARE PAID FOR OUR LABOR.

SALES BOOKED UP TO JULY, 1906. WRITE US TO-DAY.

NEW YORK & ST. LOUIS CONSOLIDATED SALVAGE CO. INCORPORATED

HOME OFFICE, Contracting and Advertising Dept., Century Bldg., St. Louis, U. S. A.

LATE IN THEIR LIVES.

Millionaires Who Got Rich After Middle Age.

There is little to support the Osler theory in the annals of millionaires. One of these, who has made fortunes on two continents, declares that men are in their apprenticeship until they reach the age of 40, and that a business man is not ripe until he is ten years older than that. Some of the richest of our financiers did not reach success until they were between 35 and 40, while science, literature and art furnish many similar instances.

Samuel Sloan, the aged railway financier, admits that the turning point and opportunity of his life did not come until he was 40. Up to that time he had been only mildly successful financially, although he had won a reputation as a business man. He made his start in an importing house as a clerk and worked for the same firm for twenty years. He never faltered in his devotion to his house, and they rewarded it by advancing him steadily step by step until he drew a comfortable salary, although he was far from being rich. He was elected to fill a State position at Albany, where he was when he was put into the railroad business.

"I never had discovered any special inclination for this line of work in myself," he says, "but they were rearranging the Board of Directors of the Hudson River Railroad, and Gov. Morgan, who had known me as a business man for about twenty years, considered me a suitable man to be elected, so as a business man I was chosen."

At this time James Boorman had projected and built a single track road from the metropolis north on the east bank of the Hudson, but it was poorly equipped with rolling stock, unfinished at its northerly end, practically bankrupt when Mr. Sloan recognized the great opportunity for a Hudson River railway. He invested the bulk of his savings in the stock at 17 cents on the dollar.

"That was the turning point in my life," he declared. "I saw my work cut out for me. I took my place in the directorate fully determined to rescue the road and make it pay."

When D. K. Pearsons reached the age of 40 he had saved \$5,000 by practicing his profession and exercising the greatest economy. He has been practicing ten years in Chicopee, Mass. He felt the limitations which he was under professionally in such a small place, and had a restlessness burning within him to not only enlarge his scope, but to get rich. His wife backed him in giving up his practice altogether and coming to Chicago, in the face of the fact that relatives whom he had there discouraged him from coming West. They did not think he was fitted to get along in the bustle and scramble of a growing city, and advised him that the best thing he could do at his age was to stick to his country practice.

It was a rainy, disagreeable day when he arrived, and he and his wife left the old Galena railroad station,

in West Van Buren street, and walked over the bridge into the city, he carrying the \$5,000 in his satchel. The Western city looked forlorn enough that day to the Eastern wayfarers. They had made up their minds not to go to their relatives, although they practically knew no one else. They had the address of William H. Carter, whom they had known in the East, and they went to his house, at 46 Van Buren street, and persuaded him to take them to board for \$5 a week each. The next day Mr. Pearsons started out to hunt up an office, and began his business operations by putting an advertisement in the papers for the sale of 14,000 acres of land in Champaign county, which he had been authorized to dispose of by an Eastern friend. That was in April of 1860. By 1870 he had accumulated a great fortune.

Levi P. Morton was past 35 when he failed in his first large business venture. He had started to earn his own living by clerking in a store when he was 15. He got together a little capital and opened a small store in Hanover. When he was 31 he sold out and went to New York, where he opened a dry goods house. In a few years he failed and it was not until the early days of the Civil War that he began to make money. He had opened a little bank, which increased in business until at the outbreak of the war he began to lend money to the Government. He was 40 years old when he had made enough money to pay his creditors, which he did by inviting them to a banquet and putting under each one's plate a check for the amount of his claim, plus the interest.

Frederick Bourne was 35 when he was elected to an important position in the Singer Sewing Machine Company. One day, when he was only 14, he said good-bye to his school friends at the gate of the public school in New York. He had his own way to make and he was leaving school to find some kind of a place where he could support himself. He found it in the machine company and worked his way along from one small promotion to another, until he became Secretary to the President, Edward Clark. Clark had been the attorney for Isaac M. Singer, the founder of the company, in a long series of lawsuits. Singer was unable to pay the attorney's fees and Clark accepted a share in the business in payment of his bills. When Mr. Clark died, Bourne had given such a good account of himself that he was made manager of the Clark estate. This gave him a position of some importance in the Singer Company, which led to his being made Secretary and later President.

Among the men who came into fortune late in life was Samuel C. T. Dodd, who, as the "father of trusts," has been identified with the Rockefeller interests. His success followed long years of law work for which he had laid down certain lines for himself at the time when petroleum was discovered. This was in 1859, and it was at that time that Dodd began practicing law. The rush caused

many of the lawyers in that section to devote themselves to land practice and land litigation. Mr. Dodd looked far enough ahead to see that with the larger development must come the organization of corporations, and he devoted himself principally to corporation and equity law.

It was not long before he was considered an expert in his branch, but it was in the late '70s, and after he was 40, that his opportunity came. It was a case to which he was called in consultation in which the directors of the Standard Oil Co. and the directors of the Pennsylvania and other roads were arrested on a conspiracy charge growing out of the freight rebates. The case looked black until Mr. Dodd found an old statute under which it was possible to take it out of local jurisdiction and carry it to a higher court. This led to a compromise and after that Mr. Dodd was retained as general solicitor of the company.

When three years ago the highest tribunal in the land allowed Frank Eaton's claim to "Section 30," it fulfilled a dream of wealth which had been deferred from youth to old age. Many years before among the seekers after fortune who flocked to the Northwest was Frank Eaton, a mine projector and explorer, who was then in the prime of his life. Close to the shores of Vermilion Lake there was a strip of 320 acres in which his keen eye discerned richness in ore. He succeeded in obtaining a title to the land, but another miner, Thomas F. Hyde, had taken possession of it under the laws of preemption, as "squatter sovereignty."

There began a long wait, which lengthened out into years before the rival claims could be brought up. Then began a succession of suits, decisions and reversals during which the opponent of Eaton became the Midway Land Company instead of Thomas Hyde, and in which the Secretary of the Interior once decided that none of the claimants had any right.

Eaton had no money and no influence, and at the same time a howling mob waited around the local office to lay claim to the valuable holding as soon as it was officially declared vacant. He found somebody who would take up his claim on a contingent fee. There was a technicality which prevented the official announcement and upon which his case was again carried up. The next time the issue was sharply drawn and the grim persistency with which Frank Eaton had hung on for nearly two decades was rewarded by a complete and final decision in his favor. He is now full owner of one of the richest mines in the world.

When Charles T. Yerkes went West upon the land prospecting tour which later resulted in his making a fortune in Chicago, he was over 40, and some of the greatest of his enterprises have been accomplished since he has gone many years beyond what may be called the popular age limit.

Claus Spreckles made the bulk of

his fortune and promoted his greatest enterprises after he was 35. After having made \$50,000 as a grocer and doubled it in a sugar refinery, he sold out because he was dissatisfied with his methods. At 38 he started a new refinery after studying in Europe. He was 54 when he started his plan for great estates in Hawaii, and he was 58 when he opened the beet sugar industry in California, which had been the dream of his life. He had become an old man when he carried the sugar war into the East and forced the Eastern trust to capitulate and to leave him in control of the sugar trade of the coast.

There are endless instances of success in science and art made late in life. Lord Lister was between 30 and 40 when he devised the antiseptic system of surgery, which has been perhaps the greatest boon which any man ever conferred on humanity. Dr. Weir Mitchell was over 60 when he began to make his literary reputation, and although literature was the dream of his early young manhood, he deliberately put it away from him to first reach eminence in his profession. His last novel was published near, or upon, his seventy-fifth birthday.

G. R. Clarke.

Study and Its Purpose.

The late William C. Whitney, a practical and successful man, has offered a bit of advice that it would do any young man a power of good to ponder over. "One cannot know too much of a subject, he said. Every boy—every young man—should have a regular course of study of some kind, even if he does not expect to use his knowledge at once. He will learn to accumulate facts, and will eventually have his mind in good working order, a most important and desirable thing nowadays. In fact, there is everything in having one's mind systematized, or accustomed to system. It is a great mistake to try to do too many things at once, for certainly none of them will be done well. Try one thing at a time, and do that thing well. It is the best general rule of conduct to follow.

Let us consider what the consequences are likely to be. A person so trained will be able to take advantage of the opportunities which are sure to come his way. I am a believer in opportunity. It comes to every one sooner or later, and it is indispensable that one be ready to take advantage of it. This is, by common consent, the only secret of success, so called. There is really no secret about it. It is world-wide experience. When opportunities do not come to us, it is entirely possible to make them for oneself. I certainly do not believe in waiting for them. I think they come to all of us sooner or later. We may not know it, but that is not the fault of the opportunities.

Feminine Idea.

"Why is it," he asked, "that women kiss each other? Men never do."
"Oh, that's easily explained," she replied. "Men have something better to kiss and women haven't."

Is It Worth the Price?

There are certain things that lead on to high success in life. There are others that lead toward failure. Well meaning boys sometimes get those mixed up. Let us see if we can throw some light on the problems that are so old, and yet so new, as they recur in the life of each youth, that they often seem like startling discoveries. The foregoing and what follows are from the instructful talks prepared by Archer Brown, whose aim was to help young men.

There are three aims for the control of high life—high aims, low aims and no aims. You can be what you want to be. Is this disputed? I would argue it out to a finish if there were need. But we will condense the argument into say five proper names—Livingston, Lincoln, Gambetta, Garfield, Carnegie; not what you would like to be—what you will be. The emphasis is on the "will." The world stands aside for a determined man. It never concerns itself about a man or boy with low aims, or, what is the same thing, no aims at all, unless it be to step on him and flatten him out.

But if a high purpose is the starting point and the all-conquering motive, no time must be lost in adopting it. The decisive time with every young man is when his ambition is fired and his will takes command. Until then impulses, freaks, indifferences, perhaps laziness, rule. We call it the calf age. Must we admit that with the great majority of young men the higher ambition is never fired at all? Most men drift; only the few, the very few, navigate. Our boys in good families are in peculiar danger. Soft surroundings stifle motive, paralyze effort. The sluggish, self-indulgent life is vastly easier than the struggle to achieve. Manhood of the higher type costs self-denial, sustained effort.

Candidly, now, is it worth it? The crowd drifts easily, aimlessly. Why not I? Laziness is easy; labor is hard. Mediocrity, and even the level below it, is the rule in life. What's the use of trying to scale summits? Why hitch your chariot to a star when you can hook on to a garbage cart? High character costs something. If it was money, and a father or uncle would pay it, by all means it would be the thing to have. But suppose it means hard, unflinching, intellectual work, and denial of lots of things that largely engage the attention of the youth of to-day. Why, of course, that comes too high. The great number reject the terms. They will not pay the price. Here and there a strong spirit, with faith in God and in his own undeveloped power, sets the high aim before him, summons his will to the command and goes forward. The great prizes come to him—ripe fruit plucked at his bidding. And the crowd looks on and wonders how some men can be so lucky.

The poorest people on earth are those who make the most of what they have and the least of what they are.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.				40
Hicks' Waterproof, per m.				50
Musket, per m.				75
Ely's Waterproof, per m.				60
Cartridges				
No. 22 short, per m.				2 50
No. 22 long, per m.				3 00
No. 32 short, per m.				5 00
No. 32 long, per m.				5 75
Primers				
No. 2 U. M. C., boxes 250, per m.				1 60
No. 2 Winchester, boxes 250, per m.				1 60
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.				60
Black Edge, Nos. 9 & 10, per m.				70
Black Edge, No. 7, per m.				80
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
125	4 1/4	1 1/2	5	10
154	4 1/2	1 1/2	4	10
200	3 1/2	1 1/2	10	12
208	3	1 1/2	8	12
236	3 1/4	1 1/2	6	12
265	3 1/2	1 1/2	5	12
264	3 1/2	1 1/2	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.				72
No. 12, pasteboard boxes 100, per 100.				64
Gunpowder				
Kegs, 25 lbs., per keg.				4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.				2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.				1 60
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.				1 85
Augurs and Bits				
Snell's				60
Jennings' genuine				25
Jennings' imitation				50
Axes				
First Quality, S. B. Bronze				6 50
First Quality, D. B. Bronze				9 00
First Quality, S. B. S. Steel				7 00
First Quality, D. B. Steel				10 50
Barrows				
Railroad				15 00
Garden				33 00
Bolts				
Stove				70
Carriage, new list				70
Plow				50
Buckets				
Well, plain				4 50
Butts, Cast				
Cast Loose Pin, figured				70
Wrought, narrow				60
Chain				
1/4 in 5-16 in. 3/8 in. 1/2 in.				
Common	7 c.	6 c.	6 c.	4 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB	8 c.	7 c.	6 c.	6 1/2 c.
Crowbars				
Cast Steel, per lb.				5
Chisels				
Socket Firmer				65
Socket Framing				65
Socket Corner				65
Socket Slicks				65
Elbows				
Com. 4 piece, 6 in., per doz.				75
Corrugated, per doz.				1 25
Adjustable				40 & 10
Expansive Bits				
Clark's small, \$18; large, \$26.				40
Ives' 1, \$18; 2, \$24; 3, \$30				25
Files—New List				
New American				70 & 10
Nicholson's				70
Heller's Horse Rasps				70
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				12 13 14 15 16 17
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s				60 & 10
Glass				
Single Strength, by box				90
Double Strength, by box				90
By the light				90
Hammers				
Maydole & Co.'s new list				dis. 33 1/2
Yerkes & Plumb's				dis. 40 & 10
Mason's Solid Cast Steel				30c list 70
Hinges				
Gate, Clark's 1, 2, 3.				dis 60 & 10
Hollow Ware				
Pots				50 & 10
Kettles				50 & 10
Spiders				50 & 10
Horse Nails				
Au Sable				dis. 40 & 10
House Furnishing Goods				
Stamped Tinware, new list				70
Japanese Tinware				50 & 10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz	5 00
Solder	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	56
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	8
Stewpans	
1/2 gal. fireproof, ball, per doz	85
1 gal. fireproof ball, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	9
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	31
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon	5 00
Caps	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carten Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 14
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 80
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 61
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 54
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 78
Electric in Cartons	
No. 2, Lime (75c doz.)	4 26
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 21
2 gal. galv. iron with spout, per doz.	3 11
3 gal. galv. iron with spout, per doz.	3 11
5 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	8 78
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	4 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl. 2 00	
No. 0 Tub., Bull's eye, cases 1 dz. each 1 25	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll	25
No. 1, 1 in. wide, per gross or roll	30
No. 2, 1 1/4 in. wide, per gross or roll	45
No. 3, 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000	

DRY GOODS

Weekly Market Review of the Principal Staples.

Carpets—The week past has developed a steady and satisfactory demand on Brussels carpets, and the mills in this country have been able to keep their looms fairly well occupied. This demand has come at a most opportune time, as other grades have been slow, and Brussels have in past years not been in public favor. Axminsters, although not in large request, have shown an improvement as the season draws to a close. Manufacturers are fairly busy on tapestries, as these goods hold a strong position in the fall business that has already been accomplished. Ingrains, although showing somewhat of an improvement, are still in but poor demand. Art squares, however, are in good request, and a very satisfactory business has been put through on these lines.

The Tailored Suit—Is recognized on all sides as a factor of great importance in the fall season. Here, too, there is some range in the styles of garments being sold. The heaviest business has been done on suits with a long coat, either semi-fitted or fitted, about 27 inches long, and it appears to be on this character of suit that the general trade relies to do its bulk business. To a certain extent Etons and even boleros and bloused coats have been sold, but it is not generally believed that these models will work into extended popularity. Broadcloth is a very strong factor as a suiting, making up very effectively in the long coat models. Black and plum are the favorites, but other shades are also being used. Gray worsteds on mannish lines are popular and have sold to a pleasing extent. Tweeds and English mixtures also play a part, as do also plain colored cheviots, coverts and venetians.

Bleached Goods—Are now attracting more interest and buyers placing orders on them are clearing the market of all available supplies, as the stock on hand of these goods is low and being constantly depleted. Late orders or duplicates will be taken and filled only subject to delay, and price conditions will at a future time probably favor the manufacturer more than they do at present. No immediate decrease in the volume of orders being placed in the general market is looked for. Disinclination on the part of the buyers has wherever present been dispelled, as they now have nothing on which to base a hope of shaded prices; therefore, those who were staying out because of price considerations are now taking steps to fill their wants as speedily and completely as possible.

Underwear—In jobbing circles reports are to the effect that retailers are at this time particularly active in placing orders for fall goods. Duplicate orders from jobbers to manu-

facturers are being placed in volume sufficient to keep ahead of this increased buying on the part of retailers. All of this business is being placed at advanced prices, initial orders from this source were large and at the time of their being placed it was felt by many persons that the buying of the season was being consummated, but this was reckoned without taking into consideration the increased consuming power of the trade.

Raincloths—An excellent business has been secured from garment cutters on raincloths during recent weeks and leading sellers expect to have one of the best season's trade they have ever experienced, the best business being done at from about 80c up to \$1.60. The great showing of low-grade fabrics, which proved the source of a good deal of trouble in the past, is not in evidence this season and consequently sellers of cloth view the situation with more than ordinary confidence. One factor which seems to lend added favor to the raincoat for women's wear is the wider variety and great improvement from an artistic and strict utilitarian point of view, which are evidenced in the models now shown. Plain effects and neat mixtures are selling in these goods with the stronger leaning to the former.

Wool Goods—It is not an unusual thing in the market to-day to hear predictions made by agents, not only by wool goods specialists, but also by certain factors that figure in the worsted business, to the effect that the fall season of 1906 will witness a more or less marked movement favorable to wool goods, with the result that the wool goods manufacturer will have a greater field of opportunity opened to him than he has had this season. It is not the opinion of these parties that the change will come all at once or that wool goods will occupy the same dominant place in the market next season that worsteds do now, but the leaven is even now working, it is contended, which, it is figured, will give them a larger proportion of the business than has fallen to them this season. This opinion is based in the first place on an apparent increased interest on the part of exclusive tailors and the higher end of the retail trade in wool goods, and is further strengthened by conclusions drawn from current and prospective conditions in the wool and yarn markets. According to certain sellers the cheap grades of worsteds sold this season are not going to give general satisfaction. Many of the all-worsted fancies priced under \$1.50 will, it is argued, fail to come up to the mark set by the buyers' expectations, and furthermore, according to the same authorities, no little dissatisfaction will be aroused in connection with certain of the mercerized and cotton worsteds priced at

HATS

For Ladies, Misses and Children

Corl, Knott & Co.

20, 22, 24, 26 N. Div. St., Grand Rapids.

Handkerchiefs



We have received and opened for inspection our fall stock of handkerchiefs. By placing an early order we secured some of the extra good values offered and our range of prices is such that they can be retailed at one cent to one dollar each. Past experience has proven that handkerchiefs are one of the most popular and profitable selling articles for holiday trade so place your order now and get first choice.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

To Florida and To California for The Winter Months

THE
G. R. & I.
AND ITS CONNECTIONS

Ask any G. R. & I. Agent, phone Union Station Ticket Office, Grand Rapids, or call E. W. Covert, C. P. A., for illustrated literature, time cards, reservations—any information.



C. L. LOCKWOOD,

G. P. A., G. R. & I. R'y

Grand Rapids, Mich.

from 80@85c down. With no apparent relief in sight in connection with wool and yarn prices, it is contended that sellers simply can not turn out satisfactory and reliable goods in heavyweights without getting advances that would stagger the buyer. Commenting on this phase of the situation, one seller said, "With raw materials as at present situated, a good, reliable, all-worsted fancy can not be produced in heavyweights at much under \$1.70. The clothier does a very substantial portion of his business on \$10 or \$12 suits

Women Don't Do as Men Say They Do.

Fallacies are the foundation of the civilized structure, the props of the building in which we dwell. It is only the pleasing savage who still stares Truth in the eye, who has retained candor, complete honesty, clear vision—all those primitive and naked qualities which accord so well with his scantily draped body. Women put their fallacies forth, clause by clause, as if they were a creed. Woman's slightest mental effort is solemn—she is so new to the process.

We believe that every woman is, of necessity, a born nurse, just as every man can design all things, or just as all human beings, even a philosopher or a minister, can write a good novel. These are what one may call fine, old crusted fallacies.

A twin fallacy is the belief that women are instinctively maternal, that every girl baby brings into the world with her this lovely material for the making of a good mother. She ripens it on her dolly; she pours the rich, full effect of it on her first child. Nothing of the kind. Maternity is a craft. Poets may be born and not made; mothers—never. A baby demands something more than the seductive "cluck" which is common to slovenly old nurses. This popular idea of maternity is the most expensive fallacy we have, from the nation's point of view. Hundreds of brave soldiers and sailor men in embryo are laid untimely to rest—in such pathetically small coffins—just because the girl mother's idea of devotion is to feed the new creature on "a little bit of everything she has herself."

A second maternal fallacy is that, merely because you are a mother, you, therefore, admire other people's children. In plain fact, the only women who do this are those who haven't any children at all, and never had. The barren woman either has a touching hunger for children or she frankly hates them, just as the celibate woman pretends to hate men (this is another feminine and spinster fallacy). The mother is jealous of all but her own. Her own is a phoenix; the others are aliens. In a more primitive state of society she would pinch and bite them.

The third maternal fallacy is that a man's best friend is his mother. She is often his utter ruin, and it is noticeable that the small boy only becomes endurable when he is sent away to school.

A solemn clause in the feminine

creed is that housekeeping is a craft, an occupation sufficient in itself for a grown woman. Also, we believe that servants are the chief thorn in our flesh. Perish this hoary fallacy! The wise woman does her housekeeping in less than an hour each morning, and then is free to work or to play. The stupid woman never does it at all. The wise woman has no difficulty with servants; never were servants more easy to handle than now.

It has become a latter day fallacy to insist that a sharp tongue marries a girl. It is said that men like satire. They may as a condiment, but never as a steady food. Men marry for two reasons—they like the looks of the girl, or they imagine they are going to educate her. To teach is an instinct in man, and accounts for all the foolish wives one meets about. Man loves to teach; there is an ineradicable strain of pedagogue in him. A man has tucked away in him a pretty ideal of what a woman should be. Sometimes he preserves this ideal, and then you get the happy marriages. A satirical tongue destroys this ideal; so that the ready spinster remains hanging on the celibate tree. In this prolific age of operations mothers who wish to get their girls off their hands should see that their strain of satire is cut out. It is also a fallacy to say that the domestic girl marries. No man is won through his stomach by the appeal of home made cakes. And however well a girl cooks and sews, she will never do either half so well as his mother did. A man does not care for the careful girl, the admirable creature who is her mother's "right hand." This is a painful admission, but true. The woman a man loves is full of helpless ways. These make her charm. She is clever enough to affect the fool. She is a bewitching mass of apparent incapacities and contradictions. He is constantly being allowed to do things for her. And man loves to "do"—to teach, as he complacently says—to "form" the woman of his choice. He prefers a helpmate of his own growing.

With regard to the things that men believe they believe about women there is a fallacy, so soothing to the masculine mind, that a woman loves but once, and that he is the object. Any woman worth her salt begins to love as soon as she can speak, and when she dies she leaves a sentimental legacy to her doctor. The one love, one life tradition is enshrined by those women who have never had the opportunity of marriage. Your constant lovers are only waiting to be shifted. Love is a policeman who perpetually says "move on."

A man believes that no woman can properly appreciate a joke; this fallacy flourishes in consequence of the feeble quality of male humor. He believes, too, that we love the spring cleaning; he cannot divorce desire from duty. Also that we can only shop in couples, whereas a woman only takes another woman along with her when she proposes to buy something extravagant.

Helen Dudeney.

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

Gasoline Mantles

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

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.

MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

Buys, sells and exchanges Store and Office Fixtures of all kinds. Bar, Meat and Drug Store Fixtures a specialty. Estimates furnished on new outfits on short notice.

79 South Division St.

Grand Rapids, Mich.

Warehouse on Butterworth Ave.

FOOTE & JENKS

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

Sold only in bottles bearing our address



Foote & Jenks JACKSON, MICH.



We 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.



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Flint.

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

The Long Chance That Was Safe To Take.

"All I want to know about a customer," the credit manager of Fletcher & Co. was saying, "is how much he is worth, how much he owes us, how long his account is overdue. I have kept my losses down to one-half of 1 per cent. for ten years on that principle. What do I want to bother with a lot of reports for?"

"The richest man in the world," I replied, "is the richest man because, when he got to the point where he was making a profit of three cents on a gallon, he immediately looked around to see what he could do to fix it so as to clear six cents a gallon. Now that you have succeeded in reducing your bad debts to 1/2 of 1 per cent., it is up to you to learn how to shrink that to 1/4 of 1 per cent."

"Credit in formation is peculiar. You have to acquire a mass of it merely on the chance of needing one fact at a time. A bit of a fact may lie dormant in your brain for ten years, and then its being there will save your house a thousand dollars."

"Just as an illustration let me tell you the story of the man from Salina, Kansas—Barnell was his name. He was running a men's furnishing business, and was buying from a half-dozen Chicago wholesalers. A young fellow, with slender capital, he was doing a good business, for he was turning over his goods often and quickly. Naturally enough, he had to carry a pretty big line of credit."

"If your house is doing any business out West, you remember the bad summer in Kansas nine years ago. There were no crops; the farmers could not pay up; Barnell could not meet his bills. The pinch began in June; he pulled along, hoping for better times. June, July, August passed; he extended his credits to unaccustomed lengths; his bills payable began to run up into the thousands—thirty, sixty, ninety days overdue."

"His record was so good that the Chicago wholesalers had let the matter run. But they, too, knew of Kansas conditions and they began to get anxious. Their collection methods became pressing—insistent; Barnell's orders in two cases were held up."

"He had been hoping that things would take a better turn; that the loss from one crop might be offset by a gain in another; but no improvement in conditions came. His wife told me how he used to worry and fret during these times. Every night

he filled sheets with figures, seeking some way out of his difficulty—only to crumble them up into the waste basket; for no combination of figures opened a path.

"Barnell was honest. When he found that his debts were in excess of his stock, when he found no improvement coming and saw the end of his Chicago credit, he wrote a letter to each of his Chicago creditors, briefly outlining his condition and telling them he would be in Chicago the next week to meet them."

"The five Chicago houses determined to call a creditors' meeting at which he should be present. It was held in the office of Morris, the credit man for the big clothing house of Hollenberg & Co. When the last of the representatives of the five houses had come in Barnell, a rugged, honest-looking young fellow, took a booklet out of his pocket and made his statement. He gave the exact figures of his indebtedness, the amount of stock he had on hand, and the amount of outstanding bills owing him."

"Gentlemen," he said in conclusion, "I have concealed nothing from you. I have given you the exact status of my business and my finances; the debts that are owing me by my customers in Salina will pay twice the amounts I owe your houses. I know I can not collect these debts for eight months, at least. There is no human power that could get this money out of my farmer debtors, for they haven't it. But I know my people; I know that they will pay me when they get money, whether it be in eight weeks, eight months or eight years. I have always had most pleasant relations with your houses; you have treated me fairly in the past; you have been indulgent to me in this difficulty. Up to this time I have always done what is right. If you will hold these claims in abeyance until my customers can pay me, or if you will take my notes for the amounts I owe you and extend me such further credit as I may need for purchases over the intervening period, as I stand here I believe I can pull through and save not only all your accounts, but my business and myself. If you can not do this, take what I have and divide it up among yourselves; it will not pay one hundred cents on the dollar; it will insure you part of your claims."

"Gentlemen, I am in your hands. What is your will?"

"The Westerner had spoken in the frankest and most earnest tones. There was a stir among the men present, but before anyone could speak, Morris, of Hollenberg & Co., raised his voice in a query. Morris was one of the old-fashioned kind of credit men—the kind who believed that every buyer was trying to get out of paying his bills, that every customer was trying to cheat the house, that the credit man's functions were that of the fox and the bloodhound."

"How much property have you outside of your business. Mr. Barnell?" he began. "Are you married?"

Has your wife any property? Wouldn't your family be able to put up any money to help you?"

"Without a pause, in an arrogant fashion and an I-know-you-are-trying-to-cheat-us-anyway tone, these questions were flung at Barnell. He began to flush; his mouth hardened."

"When Morris paused, there was silence. Barnell did not reply."

"Then it was that Emmons, the young credit man of a large furnishing house, spoke. Emmons was of the new school of credit men—one of those who believe that the seller's and the buyer's interests are identical, that only by co-operation between the two, co-operation built up by fair treatment and personal feeling, can the interests of both sides be furthest advanced."

"I am confident," he began quietly, "that I am voicing the sentiment of all the creditors when I say that we believe fully Mr. Barnell's good intentions, that we take his statement as true and have faith in his ability to work himself out of his difficulty. But good business men want more than beliefs and intentions. I have brought with me some of the data I have in my office which lays open very plainly Mr. Barnell's record with our house and his business career for the past five years."

"Without reading the figures he had, Emmons made his deductions from them. He estimated the average amount of stock that Barnell carried, the number of times a year he turned stuff, his annual income, the ratio of his expenses to his trade, the amount of credit he was capable of carrying—a good showing all through."

"Why can not we," he concluded, "co-operate with Mr. Barnell, save ourselves one hundred cents on the dollar, and keep a good customer, valuable to all of us? My house is ready to do that."

"It did not take that meeting half

an hour to outline a programme for Barnell and each of his creditors to follow, which would allow Barnell to stay in business, get the goods he needed, and finally dig himself out of his hole. That night Barnell went back to Kansas, hopeful of the future, confident and eager for the fight. And each of those five houses had a customer whom no one could ever steal away."

"What would have happened if Emmons had not had his own data to back up Barnell's statement and to show those creditors that what looked like a long chance was the best chance to take?"—Oliver Norman in System.

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 unequaled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table comments it to the traveling public and accounts for its wonderful growth in popularity and patronage.

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

The Fuel That's Right At the Price That's Light

4,125 families in Grand Rapids testify to the fact that Genuine Gas Coke is not only a big money-saver to them but is the cleanest and best fuel to use in Furnaces, Stoves and Grates.

If you live in the country send to our Works for a load.

GAS COMPANY,

Pearl and Ottawa Sts.

SUCCESSFUL SALESMEN.

Dell Wright, Representing the Musselman Grocer Co.

The homily "a chip of the old block" is susceptible of wide application. It is used in reference to the youth who develops hereditary traits that win the commendation of his fellows and which were admired in the sire as well as to him whose traits of ancestry are regarded disparagingly. In a word, the reference applies to certain readily discernible characteristics transmitted from sire to son. The hardy sons of the Atlantic Coast States and of New England, whose ancestry can be traced back to generations of men in the Old World long ago passed from the sphere of existence, who lived and moved and had their being when America was young and as yet a solitude, were nurtured in the wilds and forced to match their thought against the instincts of the beast and who were inured to every hardship and privation, in turn transmitted to those who came after them those characteristics of honesty, industry, sobriety and indomitable energy essential to rugged and fully developed manhood—qualities that were needed in transforming the forests into cultivated areas—and conquered forces of Nature, developed the illimitable resources of this great country and made of it a nation great, progressive and strong, as regards civilization and enlightenment the foremost of all the nations in the world.

In no branch of human effort has been produced a larger crop of "chips of the old block" than in the mercantile business, a calling that has developed those traits of industry and ruggedness in their widest application. Indeed, it may be asserted in the words of soberness and truth that in the diversified avocations incident to our industrial and business life have been produced no set of men who have impressed their individuality in a more pronounced form than those who have been engaged in selling goods; and they have made their mark as level-headed, self-made men, who from small beginnings have steadily worked their way to the fore and won respected and prominent positions in society and business. The representatives of one of the leading industries in the country are of the best blood and brawn that our civilization has evolved and they have filled every calling in the business ramifications of the age with credit to themselves and to their ancestry. They have never winced when called on to do their share in any undertaking in which their sympathies and energies have been enlisted.

Elliott D. Wright was born at Richland Center, Wis., Aug. 6, 1857, and four years later the family moved to Wright township, Ottawa county, locating on a farm. He attended country school and worked on a farm until 17 years of age, when he went to Coopersville and entered the employ of E. O. Phillips, who was then conducting a general store at that place. He remained there two years, when he went to Chicago and

worked a year as salesman in the wholesale millinery house of Gage Bros. & Co. He then returned to Coopersville and worked two years for J. E. Rice and afterwards three years for W. G. Watson & Son. His next move was to engage in business for himself, and for four years his sign hung over the door of a general store at Coopersville. On retiring from trade, he removed to Grand Rapids and worked a year in the clothing establishment of Geo. W. Woodburn. His next move was to secure employment as traveling representative for the Musselman Grocer Co. This was in 1889, and for the past sixteen years he has covered practically the same territory, which comprises the nearby towns north on the G. R. & I. and P. M. and south on the G. R. & I. and M. C.

Mr. Wright was married May 23,



Elliott D. Wright

1902, to Miss Frances M. Burnes, of Wright township. The family reside in their own home at 9 Calkins avenue.

Mr. Wright is the heaviest stockholder in the Coopersville State Bank and is a director as well. He owns a farm three miles east of Coopersville and has some other interests, none of which he permits to interfere with his duties as traveling salesman.

Mr. Wright is a member of Ottawa Lodge, No. 122, F. & A. M., of Coopersville, but owes allegiance to no other fraternity or society. He attributes his success to hard work and strict attention to business and to honorable dealing with everyone with whom he comes in contact.

Will Raise Ducks on Milk.

E. F. Dudley, known as the "butter king of Michigan," owns a 60 acre farm near Owosso, where he is establishing a breeding plant for the raising of Pekin ducks. Mr. Dudley will use the skim-milk from his butter factory to feed the ducks and anticipates great success.

Thinking of Business.

"Can you float alone?" asked the athletic girl as they paddled out to sea.

"I don't know," murmured the young financier absently. "How large a loan do you mean?"

Gripsack Brigade.

Grand Rapids Council, No. 131, U. C. T., will give a musical, pedro and dancing party in Herald hall Saturday evening, Sept. 30. The entertainment will be entirely informal and is given to the members of the order and their friends.

Petoskey Independent: P. J. Justin, who has been a salesman in the clothing department of S. Rosenthal & Sons' store, has resigned his position to go on the road as representative of the Harry H. Hamilton Clothing Co., of Detroit.

Fred Brunleib, for the past seven years in Michigan for Wallace, Smith & Co., of Milwaukee, has resigned to accept a position in the house. John Grotomat, for twenty years with the Sherwood Hall Co., of Grand Rapids, will take his place.

Hudson Gazette: Er Garrison, who represents E. R. Durkee & Co., of New York, as traveling salesman, returned to Hudson last week after an absence of seven months, during which time he covered nearly all of the territory comprising the Western, Northwestern and Southwestern States. After spending several days with his family he started out again for a short trip and will return here for another visit in about a week or ten days.

F. H. Wood, who for several years represented the H. A. Newland Co., Detroit, has succeeded Thomas A. Rogan as representative in the State of Michigan for the Moore-Smith Co., of Boston. Mr. Wood will have his office in room 17, Kanter building, Detroit, where Mr. Rogan had his headquarters for many years. Mr. Wood is to be congratulated upon his good fortune in becoming associated with such an old-established hat house as the Moore-Smith Co., which has been doing business in this territory for forty-five years.

An Owosso correspondent writes: H. P. Haff, traveling salesman for the Deland Soda Co., is lying at the point of death at Cass City, and his wife and Chief of Police Cady have gone there to bring him home. According to reports Haff was either drugged for purposes of robbery or took poison with suicidal intent. He has been very melancholy since the failure of Stewart's Bank, in which he lost all his savings, \$1,200. Shortly after the Bank closed its doors he created a sensation by declaring in a local restaurant that he had come home from Kentucky to kill Banker Charles D. Stewart, but he attempted no violence. He is thought to be mentally unbalanced. Haff is about 55 years old and has a son, Ethan Haff, who is bookkeeper for the Great Lakes Engineering Co., Detroit.

The Abandonment of the Northern Book.

The announcement in the Tradesman of last week that the Northern mileage book would be superseded on Oct. 1 by the C. P. A. book immediately raised the temperature of the traveling men, and the week has been productive of no end of discussion, criticism, denunciation and vituperation. Some of the boys are

already discussing the advisability of circulating a petition to Governor Warner, requesting him to call a special session of the Legislature to reduce the railway fares in the State to a flat 2 cent rate. This action is certainly not advisable at this time and will probably not be carried into effect. Feeling is running strong against the Pere Marquette and Michigan Central for their action in abandoning the Northern book, tempered very little by the thought that the Michigan Central would probably not have taken this action but for the fact that it was practically forced to do so by the Lake Shore and that the Pere Marquette was compelled to walk chalk by reason of the preponderating influence of the C. H. & D., which is now the big end of the system.

One of the most interesting situations under the new book will occur on Oct. 2, when about 800 traveling men will assemble at the Union depot to take the morning trains out. The depot officials say they will provide an extra window and put in an extra clerk to issue tickets, but, unless there is more than one window and more than one clerk, it is not likely that the morning trains will leave the depot much before noon, on account of the great number of traveling men who are to be served at that time.

A Detroit railway official makes the following statement regarding the abandonment of the book:

"While the traveling men are making the biggest kick, they are the only ones to blame for the change. It is their abuse of these books that has caused the railroads in the State to change to the other mileage system, so it is claimed. In such towns as Kalamazoo, where there is an electric line, these traveling men check their baggage for, say, Battle Creek, at the Michigan Central and then go themselves to Battle Creek on the Interurban. Of course this is cheaper for them, but the railroads can not see it that way."

On having his attention called to this statement, C. L. Lockwood stated that it was incorrect and calculated to discredit and reflect upon the traveling fraternity unjustly. He said that the Northern book affords just as much protection to the railroads as the C. P. A. book, and that the imputation that the Northern book was abandoned because of its abuse by a small percentage of the fraternity is untrue and unfair. He says, further, that the statement made in the Tradesman last week as to the change in books is correct and that no other statement need be looked for or expected from anyone who is in a position to speak by authority.

Grocers Sued for Sunday Selling.

There is a campaign on in Birmingham, Ala., against grocers who sell on Sundays. During the past week J. F. Batz, of the Gordon Grocery Co., was arrested and fined \$5 for selling potted ham, and John Papa-george, another grocer, met a similar fate.



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.

Write Your Own Show Cards.

All window trimmers, whether professional or amateur, should make it a point to learn show-card writing. This is especially important in the small stores located outside of the big cities. In large department stores there is generally a little room somewhere in which the ticket writer works. He is generally kept pretty busy. Whenever there is a special sale large cards are written and hung up in the various departments. If there is some particular thing on the bargain table a description of it and the price are put on the card and hung over the table. The goods displayed in the windows should always be ticketed with price and description cards. Every window trimmer should know how to make cards. It is not hard to master; the main thing is practice backed by patience.

A window trimmer who can make his own show cards increases his value to his employer and can demand more money than one who does not. At any rate, sign-writing as a side issue will do no one any harm and very often it can be used to great advantage.

Show-card writing requires little teaching. It is all practice and patience. Do not become discouraged at your first attempt. Your cards will look badly, but that is to be expected. Improvement will be gradual. Each card will prove better than the last; a little practice and you will be surprised at the results. The system now in vogue by all the big houses is the simple style of lettering in black or white, with perhaps a shading of red or green.—Spatula.

Zirconium the New Filament.

Zirconium is the material used in the production of a new filament for incandescent lamps by Prof. Wedding. To obtain the filament he submits oxides of zirconium and magnesium at a high temperature to the action of hydrogen. Pulverizing the resultant alloy and adding a cellulose solution, it is transformed into a plastic and homogeneous mass, from which the filaments are drawn, one pound of the raw material yielding upwards of 50,000 filaments. They

present a metallic appearance when carbonized in an atmosphere free from all traces of oxygen. Requiring a current of only thirty-seven volts three of the zirconium lamps can be placed in series across the usual 110 volt circuit, while for the 226 volt circuit another type using forty-four volts is made, five lamps being placed in series. For high candle power lamps, several filaments are placed in the same bulb and connected directly with the 110 volt circuit.

Opening a Branch in Toledo.

Saginaw, Sept. 11.—Edward Germain, who is at the head of one of the largest woodworking institutions in Michigan, if not in the West, some few years ago engaged in the manufacture of the Germain piano. In this he has been successful from the fact that he has from the first put an instrument on the market that found favor because of its workmanship and quality. Some time after, desiring a down-town salesroom, he purchased the Unitarian church, a fine brick edifice on Washington avenue, then on the market, and converted it into what is now known as the Germain Temple of Music. He afterward opened a branch salesroom in Detroit, and now announces his intent to install a warehouse and sales agency in Toledo. For this he has rented a large building on Manson avenue, which is now being fitted up. Already three car loads of pianos have been shipped and more are to follow. E. P. Groover, of Toledo, will be in charge. It will be opened the present week.

Good Business Report from Sturgis.

Sturgis, Sept. 12.—There is a dearth of houses in Sturgis. Agents say they have to turn away people who wish to locate here. Something must be done to relieve the pressure of the ever-increasing demand for tenant houses.

The Berridge Shear factory is doubling its capacity and will double its force. The Grobhiser factory has built a large addition.

All the factories want more help. The greatest trouble now is lack of houses for the laborers and families. They cannot come to Sturgis until houses are provided to shelter them.

Favorite & Shermerhorn shipped 10,000 Utility poppers to Hibbard, Spencer, Bartlett & Co., wholesale dealers in hardware, Chicago. It took six big drays to haul the big shipment. They were lined up on Main street and photographed.

During the past month 20,000 corn poppers have been shipped to various points, but 10,000 is the largest single shipment yet made.

Process of Obtaining Nicotin.

This process, patented May 16, 1905, by Alfred Koelliker, consists in mixing with tobacco extract containing sulphuric acid a lye of sodium hydrate to neutralize the acid, distilling the mixture, adding sulphuric acid to the distillate, evaporating until crystallization commences, and adding a lye of caustic soda to secure an alkaline reaction.

The Drug Market.

Opium—Is very firm at the recent advance, and will be higher.

Morphine—Manufacturers have not as yet advanced their price.

Quinine—Is steady at unchanged prices.

Bismuth — All preparations have been reduced in price 20c per pound.

Bromides—Are all firm at the advance of 2c noted on last report.

Russian Cantharides — Continue scarce and high.

Haarlem Oil — Is temporarily scarce and has been advanced 25c per gross.

Lycopodium—Continues to decline. A lower price is looked for.

Menthol—Is quite firm. This article fluctuates so often that it is hard to quote.

Balsam Copaiba—Is dull and weak on account of the large stocks.

Oil Peppermint—Continues low on account of the large crop.

Oil Citronella—Has advanced 5c per pound on account of small stocks.

Oil Cloves—Is dull and lower.

Gum Arabic—It is said that present low prices can not last much longer and an advance is certain.

Ginseng—There is no market at present. Buyers are waiting the outcome of the Chinese boycott.

Linseed Oil—Is dull and lower.

Artificial Cotton From Wood.

Good results have been attained in the production of artificial cotton extracted from fir and freed from bark and knots. The fibers are broken up by a special machine and then subjected to steam in a copper, lead lined cylinder for several hours. After being boiled for a day and a half in a solution of soda lye the material is washed, crushed more thoroughly, bleached, and dried by means of rollers. The cellulose thus obtained is heated and further manipulated to reduce the fiber, and then passed through a weak solution of carbonate of soda and between drying rollers. Finally, to give the necessary firmness to the thread, it is put into a bath of diluted ammonia, and then washed with cold water. Compared with the natural product it is difficult to distinguish the artificial, and it is said the cost of production will permit its becoming a competitor of the former.

The Philistine on Dough Mixing.

Elbert Hubbard, the philosopher and editor of the Philistine, who conducts a unique settlement in the Western part of New York, expressed himself as follows, in his journal, when recounting the recent installation of a dough mixer at the East Aurora institution. His remarks would make good advertising copy for both the manufacturers and users of dough mixers. The former could employ with effect some of the following reasons why the machine-made product is superior to the home-made or hand-made article. He says: "When a machine will do the work quicker and better than the human hand can do it, we let the machine do it. Bread, cake and pastry are a little better

mixed by a machine than by human digits. If mixed by hand, no matter how cleanly and fine the girl is who does it, she will leave a little of her epidermis in the dough. Every live human is throwing off dead matter all the time, and the more healthy we are the more dead matter do we slough. Hence in all home-made bread we always get more or less cannibal diet."

Process of Producing Tartaric Acid and Its Salts.

An interesting process of producing tartaric acid and salts thereof consists in exposing an anodic oxidation of saccharine solutions to the action of an electric current in the presence of bodies forming with tartaric acid relatively insoluble compounds and in causing said compounds to be removed from the field of oxidation.

Process of Making Perborate.

A novel process of manufacturing sodium perborate, patented May 2, 1905, by Otto Liebknecht, consists in causing molecular proportions of sodium superoxid to react in the presence of water on boracic acid and an equivalent proportion of an acid that yields a readily-soluble alkali, salt, cooling the mixture and separating the precipitated perborate from the liquor.

Process of Fumigation.

A gas for disinfecting purposes, patented May 23, 1905, by Henry V. Walker, is produced by dissolving the gas desired in water and bringing this solution together with a sufficient quantity of reagent capable of uniting chemically with the water to entirely remove the water by chemical union.

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.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Table listing various drugs and their prices, including categories like Acidum, Aniline, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Semen, Spiritus, Sponges, Syrops, and Tinctures.

Table listing various chemicals and pharmaceuticals, including Rubia Tinctorum, Saccharum La's, Salacin, Sanguis Drac's, Sapo, Sapo M, Sapo G, Seidlitz Mixture, Sinapis, Sinapis opt, Snuff, Maccaboy, DeVoos, Snuff, S'h DeVo's, Soda, Boras, Soda et Pot's Tart, Soda, Carb, Soda, Bi-Carb, Soda, Ash, Soda, Sulphas, Spts, Cologne, Spts, Ether Co., Spts, Myrcia Dom, Spts, Vini Rect bbl, Spts, V'i Rect 1/2b, Spts, V'i R't 10 gl, Spts, V'i R't 5 gal, Strychnia, Cryst'l 105@125, Pyrethrum, pv, Sulphur Subl, Quina, S P & W, Quina, S Ger, Quina, N. Y., Theobroma, Vanilla, Zinci Sulph, Oils, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Linseed, boiled, Neat's-foot, w str, Spts, Turpentine, Paints, Red Venetian, Ochre, yel Mars, Ochre, yel Ber, Putty, comm'r, Putty, strictly pr, Vermillion, Prime, American, Vermillion, Eng, Green, Paris, Green, Peninsular, Lead, red, Lead, white, Whiting, white, Whiting Gilders, White, Paris Am'r, Wh't'g Paris Eng, cliff, Universal Prep'd, Varnishes, No. 1 Turp Coach, Extra Turp.

The Hazeltine & Perkins Drug Company Holiday Line

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

Table listing various gift items and their prices, including Albums, Ash Trays, Atomizers, Austrian Novelties, Autographs, Baskets, Blocks, Bronze Figures, Bouquet Holders, Candelabra, Candlesticks, Card Receivers, Child's Sets, Cigars Sets and Cases, Collar and Cuff Boxes, Curlios, Cut Glass, Desk Sets, Dolls, Fancy Box Paper, Fancy China, Fancy Hair, Cloth, Hat and Bonnet, Brushes, Flasks, Games, Gents' Leather Cases, German Novelties, Glove and Handkerchief Sets, Gold Clocks, Hand Painted China, Hargreave's Wooden Boxes, Hovvy & Harding Novelties, Infants' Sets, Ink Stands, Japanese Novelties, Jewel Cases, Lap Tablets, Match Safes, Manicure Sets, Medallions, Medicine Cases, Metal Frames, Mirrors, Military Brush Sets, Music Boxes, Music Rolls, Necktie Boxes, Paper Clips, Paper Files, Paper Knives, Paper Weights, Perfumes, Photo Boxes, Photo Holders, Placques, Pictures, Pipe Sets, Rogers' Silverware, Rookwood Pottery, Shaving Sets, Stag Horn Novelties, Steins, Tankards, Thermometers, Toilet Sets, Tobacco Jars, Whisk Holders, Books, Booklets, Bibles, Children's Books, Sundries, Stationery, School Supplies.

Hazeltine & Perkins Drug Company Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase

ADVANCED

DECLINED

Index to Markets By Columns

Table listing various grocery items and their market status (Advanced or Declined) with corresponding column letters (A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y).

Table 1: AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BUTTER COLOR, CANNED GOODS, CEREALS, CHEESE, COCOA, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOUR, FRESH MEATS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LIME, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPOICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table 2: Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Carbon Oils, CEREALS, CHEESE, COCOA, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOUR, FRESH MEATS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LIME, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPOICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table 3: CHEWING GUM, CHICORY, CHOCOLATE, COCOA, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOUR, FRESH MEATS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LIME, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPOICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table 4: Honey Fingers, Honey Jumbles, Honey Crumpet, Imperials, Jersey Lunch, Lady Fingers, Lady Fingers hand m'd, Lemon Biscuit Square, Lemon Wafer, Lemon Gems, Lem Yen, Marshmallow, Marshmallow Cream, Marshmallow Walnut, Mary Ann, Malaga, Mich Coco F's'd honey, Milk Biscuit, Mich. Frosted Honey, Mixed Picnic, Molasses Cakes, Scool'd, Moss Jelly Bar, Muskegon Branch, Iced, Newton, Outmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, Pilot Bread, Pineapple Honey, Pretzels, hand made, Pretzeltes, hand 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, Java, Mocha, Raisins, Citron, Currants, Peel, Lemons, Oranges, Farina, Beans, Soda, Oyster, Sweet Goods, Animals, Assorted Novelty, Currant Fruit, Barley Gems, Belle Rose, Bent's Water, Butter Thin, Chocolate Drops, Coco Bar, Cocoa Nut Taffy, Coffee Cake, N. B. C. 10, Coffee Cake, Iced, Cocoanut Macaroons, Cracknels, Chocolate Dainty, Cartwheels, Curlycue, Dixie Cookie, Fig Dips, Fluted Cocoanut, Frosted Creams, Frosted Gingers, Ginger Gems, Ginger Snaps, N B C 7 1/2, Grandma Sandwich, Graham Crackers.

Table 5: Jennings Terpeness Lemon, 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, 1/4s cloth, Gold Mine, 1/4s cloth, Gold Mine, 1/4s cloth, Gold Mine, 1/4s paper, Gold Mine, 1/4s paper, Gold Mine, 1/4s paper, 50 cases, Judson Grocer Co.'s Brand, Ceresota, 1/4s, Ceresota, 1/4s, Ceresota, 1/4s, Lemon & Wheeler's Brand, Wingold, 1/4s, Wingold 1/4s, Wingold, 1/4s, Pillsbury's Brand, Best, 1/4s cloth, Best, 1/4s cloth, Best, 1/4s cloth, Best, 1/4s paper, Best, 1/4s paper, Best, 1/4s paper, Worden Grocer Co.'s Brand, Laurel, 1/4s cloth, Laurel, 1/4s cloth, Laurel, 1/4s cloth, Laurel, 1/4s paper, Laurel, 1/4s paper, Laurel, 1/4s paper, Wykes-Schroeder Co., Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/4s paper, Sleepy Eye, 1/4s paper, Sleepy Eye, 1/4s paper, Bolted, Golden Granulated, St. Car Feed screened, No. 1 Corn and Oats 22 50, Corn, Cracked, Corn Meal, coars, Oil Meal, new proc, Oil Meal, old proc, Winter Wheat Bran, Winter Wheat mid'ng, Cow Feed, Car lots, Oats, Corn, new, HAY, No. 1 timothy car lots 10 50, No. 1 timothy ton lots 12 50, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, JELLY, 5 lb. pails, per doz, 15 lb. pails, per pair, 30 lb. pails, per pair, 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 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra.

MINCE MEAT

Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50

OLIVES

Bulk, 1 gal. kegs 1 00 Bulk, 2 gal. kegs 95 Bulk, 5 gal. kegs 90

PIPES

Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85

PICKLES

Barrels, 1,200 count 4 75 Half bbls., 600 count 2 88

PLAYING CARDS

No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60

POTASH

48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00

PROVISIONS

Barreled Pork Mess 15 00 Fat Back 16 50 Back Fat 17 75

Dry Salt Meats

Bellies 10 1/2 Extra Shorts 8 1/2 Smoked Meats Hams, 12lb. average 11 1/4

Lard

Compound 6 Pure 9 80 lb. tugs, advance 1/2 60 lb. tubs, advance 1/2

Sausages

Bologna 5 Liver 6 1/2 Frankfort 7 Pork 6 1/2

Beef

Extra Mess 9 50 Boneless 10 50 Rump, new 10 50

Pig's Feet

1/2 bbls., 40 lbs 1 10 1/4 bbls., 40 lbs 1 50 1/2 bbls., 80 lbs 3 00

Tripe

Kits, 15 lbs 70 1/4 bbls., 40 lbs 1 50 1/2 bbls., 80 lbs 3 00

Casings

Hogs, per lb 28 Beef rounds, set 16 Beef middles, set 45

Uncolored Butterine

Solid, dairy @ 10 Rolls, dairy 10 1/2 @ 11 1/2

Canned Meats

Corned beef, 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2

7

RICE

Screenings, 2 1/2 @ 2 1/4 Fair Japan 3 3/4 @ 4 Choice Japan 4 1/2 @ 5

SALAD DRESSING

Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Lurker's, large, 1 doz 4 50

SALERATUS

Packed 60 lbs. in box Arm and Hammer 3 15 Deland's 3 00

SAL SODA

Granulated, bbls 85 Granulated, 100lb cases 1 00

SALT

Common Grades 100 3lb sacks 1 95 60 5lb sacks 1 85

SODA

Boxes 5 1/2 Kegs, English 4 1/4 Columbia 3 00 Red Letter 90

SPICES

Whole Spices Allspice 12 Cassia, China in mats 12

SALT FISH

Cod Large whole @ 6 1/2 Small whole @ 5 1/2 Strips or bricks 7 1/2 @ 10

Herring

White Hoop, bbls 11 25 White Hoop, 1/2 bbls 5 8

Trout

No. 1, 100lbs 7 50 No. 1, 40lbs 3 25 No. 1, 10lbs 90

Mackerel

Mess, 100lbs 13 50 Mess, 40 lbs 5 90 Mess, 10lbs 1 65

Whitefish

No. 1, No. 2 Fam 50lb 9 50 3 50 50lb 5 00 1 95 10lb 1 10 52 8lb 90 44

SEEDS

Anise 15 Canary, Smyrna 6 Caraway 8 Cardamom, Malabar 1 09

SHOE BLACKING

Handy Box large, 3 dz 2 50 Handy Box small 1 25 Bixby's Royal Polish 85

SNUFF

Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43

SOAP

Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family 4 05

Gunpowder

Moyune, medium 30 Moyune, fancy 40 Pingsuey, medium 30

Young Hyson

Choice 30 Fancy 36 Formosa, fancy 42 Amoy, medium 25

English Breakfast

Medium 20 Choice 30 Fancy 40 Lenox 2 85 Ivory, 6 oz 4 00 Ivory, 10 oz 6 75

Star

Acme soap, 100 cakes 2 85 Naptha, 100 cakes 4 00 Big Master, 100 bars 4 00

8

A. B. Wrisley

Good Cheer 4 00 Old Country 2 40 Soap Powders Central City Soap Co. Jackson, 16 oz 2 40

Scouring

Enoch Morgan's Sons Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50

SODA

Boxes 5 1/2 Kegs, English 4 1/4 Columbia 3 00 Red Letter 90

SPICES

Whole Spices Allspice 12 Cassia, China in mats 12

Pure Ground in Bulk

Allspice 16 Cassia, Batavia 28 Cassia, Canton 26

STARCH

Common Gloss 1lb packages 4 @ 5 3lb packages 4 1/2 6lb packages 5 1/2

SYRUPS

Corn Barrels 23 Half Barrels 25 20lb cans 1/2 dz in case 1 70

TEA

Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36

WICKING

No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50

WOODENWARE

Bushels, wide band 1 10 Market 35 Splint, large 6 00

Butter Plates

No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45

Faucets

Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85

Mop Sticks

Trojan spring 90 Eclipse patent spring 75 No. 1 common 85

India

Ceylon choice 32 Fancy 42

9

TOBACCO

Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb pails 56

Plug

Red Cross 31 Palo 35 Hiawatha 41 Kyo 35

Smoking

Sweet Core 34 Flat Car 32 Warpath 26

Wrapping Paper

Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4

YEAST CAKE

Magic, 3 doz 1 15 Sunlight, 3 doz 1 00 Sunlight, 1 1/2 doz 50

FRESH FISH

Jumbo Whitefish @ 12 1/2 No. 1 Whitefish @ 11 Trout @ 11 1/2

OYSTERS

Extra Select Per can 35 F. H. Counts 40 Bulk Oysters F. H. Counts 2 00

HIDES AND PELTS

Hides Green No. 1 @ 11 1/2 Green No. 2 @ 10 1/2 Cured No. 1 @ 13

CONFECTIONS

Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2

PEANUTS

Fancy, H. P. Suns 6 Fancy, H. P. Suns, Roasted 7 Choice, H. P. Jumbo, Roasted 8 1/2

10

Pails

2-heop Standard 1 60 3-heop Standard 1 75 2-wire, Cable 1 70

Toothpicks

Hardwood 2 50 Softwood 2 75 Banquet 1 50

Traps

Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45

Tubs

20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00

Wash Boards

Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75

Window Cleaners

12 in. 1 65 14 in. 1 85 16 in. 2 30 11 in. Butter 75

Wood Bowls

11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00

WRAPPING PAPER

Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4

YEAST CAKE

Magic, 3 doz 1 15 Sunlight, 3 doz 1 00 Sunlight, 1 1/2 doz 50

FRESH FISH

Jumbo Whitefish @ 12 1/2 No. 1 Whitefish @ 11 Trout @ 11 1/2

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Extra Select Per can 35 F. H. Counts 40 Bulk Oysters F. H. Counts 2 00

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CONFECTIONS

Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2

PEANUTS

Fancy, H. P. Suns 6 Fancy, H. P. Suns, Roasted 7 Choice, H. P. Jumbo, Roasted 8 1/2

11

Boston Cream

10 Olde Time Sugar stick 30 lb. case 13 Mixed Candy Grocers 6

Competition

7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10

Kindergarten

10 Bon Ton Cream 9 French Cream 10 Star 11

Hand Made Cream

15 Premio Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts 14

Coco Bon Bons

12 Fudge Squares 12 1/2 Peanut Squares 9 Sugared Peanuts 11

Salted Peanuts

11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10

Lozenges, printed

10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13

Quintette Chocolates

12 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10

Imperial

11 l.t.l. Cream Opera 12 Ital. Cream Bon Bons 20lb pails 12

Molasses Chews, 15lb.

cases 12 Golden Waffles 12 Old Fashioned Molasses Kisses, 10 lb. box 1 20

Fancy-In 5lb. Boxes

55 Bitter Sweets, ass'd 1 21 Brilliant Gums, Cryst. 60

A. A. Licorice Drops

30 Lozenges, plain 55 Lozenges, printed 55

Imperial

60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55

Hand Made Crs. 80 @ 90

Cream Buttons, Pep. and Wintergreen 65 String Rock 60

Wintergreen Berries

60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 30 lb. case 3 50

Up-to-Date Assmt. 32

lb. case 3 75 Ten Strike Assortment No. 1 6 50

Ten Strike No. 2

6 00 Ten Strike No. 3 8 00 Ten Strike, Summer assortment 6 75

Kalamazoo Specialties

Hanselman Candy Co. Chocolate Malzu 13 Gold Medal Chocolate Almonds 18

Chocolate Nugatines

18 Quadruple Chocolate 15 Violet Cream Cakes, bx 90 Gold Medal Creams, pails 12 1/2

Pop Corn

Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50

Pop Corn Toast, 100s

50 Cracker Jack 3 00 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 50 per box 60

NUTS-Whole

Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft shell, new 15 @ 16

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
3oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 90
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand. 35
Standard 35
Puritanos 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb pkg, per case 2 60
35 1/2 lb pkg, per case 2 60
33 1/2 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 3/4
Dressed @ 7 1/2
Boston Butts @ 10 3/4
Shoulders @ 9
Leaf Lard @ 8 1/4

Mutton

Carcass @ 7 1/2
Lambs 10 @ 11

Veal

Carcass 5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
50ft. 6 thread, extra.. 1 25
2ft. 6 thread, extra..

Jute

10ft. 75
2ft. 90
10ft. 1 05
20ft. 1 50

Cotton Victor

10ft. 1 10
10ft. 1 60

Cotton Windsor

10ft. 1 30
10ft. 1 44
10ft. 1 80
10ft. 2 00

Cotton Braided

10ft. 95
10ft. 1 35
10ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 3 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 14 00
Knox's Acidu'd, doz .. 1 20
Knox's Acidu'd, gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

HOLD UPS
From Kankakee
Drawers Supporters like you want them. Missing link between suspenders, pants and drawers. A smile getter for a dime. Tell your traveling man you want to see them.
HOLD UP MFG CO., Kankakee, Ill.

HOLLAND RUSK
The Original
DELICIOUS, NOURISHING, HEALTHFUL

The most delicious food for all ages
Beware of imitations
Write for samples and prices
Made only by the
Holland Rusk Co.
Holland, Mich.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.

St. Louis Exposition, 1904, Awards
GRAND PRIZE and Gold Medal for Package Teas.
Gold Medal for Coffees.
All Highest Awards Obtainable. Beware of Imitation Brands.
Chicago Office, 49 Wabash Ave.
1 lb., 1/2 lb., 1/4 lb. air-tight cans.

Place your business on a cash basis by using Tradesman Coupons

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

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Drug stock, \$5,000. Good town. Good trade. Part cash. Address No. 977, care Michigan Tradesman. 977

For Exchange—For clean stock of shoes or gents' furnishings. Can handle odds and ends, but sizes must be good, and goods not over 5 years old. 150 acres of land joining town of 500 in Northwestern Nebraska. Some of this land laid off into town lots. Price \$3,000. Address J. E. Graber, Grand Island, Neb. 976

For Sale—Grocery stock in one of the best towns in Michigan. Stock about \$2,200. Good reason for selling. Address Box 235, Grand Ledge, Mich. 975

For Sale—Pine fruit and stock farm 3 miles from Grand Rapids, consisting of about 2,000 peach trees, 123 apple, 75 pears, plum and cherry trees, 5 acres raspberries. Good pasture with running creek, windmill, large basement barn. Fine 10-room house just 3/4 hour from city market. Will take stock of general merchandise as part payment. Address No. 969, care Michigan Tradesman. 969

Schipper & Block's Store Fixtures For Sale—841 feet counters, 772 feet shelving, 217 feet show cases, 44 feet glass wall cases, 10 glass counter cases, 6 glass suit cases, 1 Lamson cable system, 1 Lamson basket carrier system, 36 stations; most of the woodwork solid cherry; all going at low prices. Apply at once to Schipper & Block, Peoria, Ill. 967

For Sale—Country hotel; partly furnished; billiard tables, livery, soft drink bar, etc.; profitable business; reason, ill-health of landlady. The new Wixom Hotel, Wixom, Mich. 972

For Sale or Exchange—\$5,000 stock in \$45,000 incorporated department store, two years old; large business both years; located in fine climate and business district. Will sell for cash or trade for land if in desired locality. Will give reasons for selling to anyone interested in buying. Will answer any questions pertaining to present or past business records, etc. Fred C. Conner, Holden, Johnson County, Mo. 968

For Sale—Cheap drug stock and fine fixtures, corner of East St. and Wealthy Ave. W. B. Knapp, Grand Rapids, Mich. 963

For Sale—Bazaar store. Only one in Shelby, invoicing \$700. Rent \$16. Doing good business. Selling on account of sickness. Sales \$100 per week. J. M. Nathan, Shelby, Mich. 964

For Sale—Good clean stock of general hardware, invoicing about \$4,000. Best of farming country. Hustling town. Good schools. Address No. 962, care Michigan Tradesman. 962

For Sale—One hundred-acre farm in Richland county, Ill. Good land in best part of county; good house; young orchard; will take small stock of merchandise as part pay. Address Joe King, Olney, Ill. 966

Wanted—One or two round settees, five or six feet in diameter; must be in good condition. Address D. E. Sprankle, 1514 11th Ave., Altoona, Pa. 970

For Sale—County rights to handle our automatic gas system, which furnishes customers with gas for lighting, cooking and heating at 50 per cent. less cost than any city plant. 100 per cent. on your investment absolutely sure. We have plants now in actual operation and will be pleased to have you make a thorough investigation. Send for booklet. Safety Light & Heating Co., Grand Rapids, Mich. 973

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

For Sale—Drug stock. Big discount for cash or part cash, balance on time. Osceola 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 \$3,000 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 Lum Ave and S. Division street; lot 90 x 120, grocery and meat market in brick, 22 x 62 each, two suites of living rooms above, wall paper, 18 x 9, 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—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

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

For Sale—Real estate business in town of 2,000. Good contracts. Will sell cheap. Address Lock Box 27, Fremont, Mich. 924

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 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—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—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

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—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, 1/2 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

For Sale—A1 business chance. The general merchandise stock and fixtures of the Gamble-Lattin Co., Ltd., at Pentwater, Mich., are to be sold. For particulars address Harry L. Andrus, Shelby, Mich. 913

For Sale 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 Port Wayne for manufacturing fixtures and show cases. The Clark Lumber & Fixture Co., Barberton, O. 917

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., 895 Call Bldg., San Francisco, Cal. 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—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 Eoyne Falls Lumber Co., Boyne Falls, Mich. 829

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

For Sale—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 or Exchange—A sixty-barrel flouring mill for farm or stock of goods. Address Lock Box 12, Chelsea, Mich. 960

POSITIONS WANTED

Wanted—Advertising position by ad. writer with experience and ability. Very best references. Address "Advertising," Lock Box 55, Weldon, Ill. 971

HELP WANTED.

Wanted—Experienced saleslady for notion and underwear department. Steady employment to the right party. State salary and experience and reference. Address S. Rosenthal & Sons, Petoskey, Mich. 974

Salesmen—Visiting harnessmen and general dealers to handle meritorious article as side line. Petro-Pine Co., Richmond, Ind. 955

Wanted—Registered Pharmacist. T. H. Paulson, Bloomingdale Mich. 959

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, 322 Dearborn St., Chicago, Ill. 490

MISCELLANEOUS.

Joseph U. Smith Detective Bureau—All legitimate detective work promptly and satisfactorily done, highest references furnished. Both telephones. Bill, Main 1753. Citizens #152, 71-72 Powers Theater Bldg. Grand Rapids, Mich. 945

Want Ads. continued on next page.

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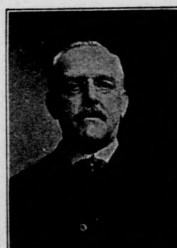


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Taylor & Smith, 53 River St., Chicago

The Grocery Market.

Tea—Jobbers are better buyers and the retailers are ordering more freely. This is due to the gradual cleaning up of the old stocks, which were large and supplied the trade an unusually long time. Now that buying is more active it would not be surprising to see the market assume a still firmer condition as the crop is badly short, as has been noted before. Not only are the high grades scarce, but the third or last picking of Japan teas was said to be practically nothing. The low grades will thus be hard to get hold of.

Coffee—The general feeling of the market seems to be a firm one, as it is thought the statistical position warrants a steady or advancing future for coffee. The demand is excellent.

Canned Goods—Corn is doing nicely and it is generally believed that the pack will be a very large one. It will be welcomed as the market is bare of old stock. Deliveries of peas are short. String and wax bean deliveries are not always full either. Current demand for these goods is not heavy. Retailers are fair buyers, but the consumption is light. Canned fruits still roost on the top shelf, where they are likely to stay for a while. There is scarcely a variety that is not higher than the average. The movement is light. The outlook for the apple canning industry is not bright, as the crop is undoubtedly short. Latest reports from Maryland indicate the tomato market as "unsettled." This in a measure bears out the suggestion that the market was not quite so strong as some would have the trade believe. When a market is very firm it is certainly not unsettled. However, there will be a short pack of tomatoes as compared with the record output of the last two years; there is no question about that.

Dried Fruits—Currants are unchanged and quiet, owing to stock sold for future delivery now coming in. Seeded raisins are firm and active at unchanged prices. Loose muscatels are in the same position. No prices on new raisins have as yet been made. Apricots are unchanged and steady. Receipts clean up well on arrival. Peaches are high and in good demand. Spot prunes are unchanged, a few being offered at stiff prices. The demand is only moderate. Future prunes are still strong at unchanged quotations. No Eastern sales, so far as can be learned, have been made on the 3 $\frac{3}{4}$ c basis for Santa Claras, but some coast packers are ignoring that fact and now ask 4c.

Syrups and Molasses—Glucose is unchanged, and so is compound syrup. The demand for mixed syrup is fair and will greatly improve from now on. Sugar syrup is quiet at unchanged prices. Molasses is unchanged and very dull.

Rice—Rice is firm, but is moving better than last week. The coming on the market of new stock and the approach of cooler weather have had a stimulating effect on the trade. The

outlook for the harvest is not altogether cheerful.

Provisions—As usual at the season, everything in the smoked meat line declined 1c during the week and will go even lower as the fall months come on. The demand is good for the season, although materially less than during the summer. Both pure and compound lard are unchanged. In the West the speculative market is slightly weaker, but the Eastern markets have not responded, as they did not follow all of the Western advance. Dried beef is dull and unchanged. The low price has stimulated the demand somewhat, but holders are still pressing for sale. Barrel pork is scarce and firm. Canned meats are unchanged and moderately active.

Fish—Cod, hake and haddock are in improving demand at unchanged prices. Whitefish is quiet and unchanged. New prices on Holland herring show an advance over last year of 10 $\frac{1}{2}$ c per keg, or about 20 per cent. Short catch is the cause. The market for salmon has been knocked endwise by the awful load of red Alaska. Shore mackerel have advanced \$1.50 per barrel during the week, and the situation is strong. Norways have advanced also, but the exact degree is not known, as holders in Norway have simply refused offers at ruling prices, but have not yet come back with a revised quotation. The demand for mackerel is good. Sardines are even more depressed than they were. The short-weight drawn can has been offered freely at \$2, and in some cases at \$1.90. The packers of full-weight cans have not reduced their prices as yet, but the low quotations are unquestionably depressing the market.

Substitute for Pine Boxes.

A new method of packing butter seems to be attracting some attention in Melbourne. It is claimed for the invention that it will do away with the necessity of using boxes made of New Zealand white pine, and that with the protection it affords butter may be exported in boxes made of any timber. The new appliance, which is known as the Bishop-Marks patent, consists of sheets of specially prepared lining resembling cardboard, but pliant, tough and glossy. It prevents the butter from coming into contact with the outside casing, and dispenses with the use of parchment paper. Butter packed in boxes lined with the material, which had been in the Government cold stores for nearly eight weeks, under the supervision of the expert, was opened in the presence of representatives of the trade and found to be in good condition. The patentee states that if the lining had been employed last year it would have meant a saving of £20,000 to the trade. The invention, which was explained by R. Varley, appeared to create a favorable impression amongst those present.—London Creamery Journal.

Port Huron—The Huron Cycle & Electric Co. has changed its name to the Huron Auto & Electric Co.

Shoe Prices Still on the Advance.

Reputable and reliable shoe manufacturers advise us that shoes can not be made at so low a cost as six months ago, owing to the continued advance in the price of sole and upper leather and numerous other materials that go to make up a shoe. One shoe manufacturer showed in plain figures the exact extra cost in the building of a woman's shoe which has for years wholesaled at \$2.50. The extra cost is between 14 and 15 cents. In order to continue to sell this shoe at \$2.50 something has been taken out here, something there, but so as not to injure the wear of the shoe. Now it is a question of lowering the grade or getting more money for the shoe. The manufacturer said that as he had built up a reputation on honest shoemaking he would refuse to rob the shoe of its wear, and that if the trade wished to continue to buy the shoe it will cost \$2.65 a pair, and at that the profit for the maker is less than five cents on the shoe.

Retailers can readily comprehend that it doesn't take many pairs of shoes returned to knock out the profits of several cases of shoes at this low margin of profit. Dealers should use care in ordering, be cautious not to over-buy, and buy of reputable houses. Then there will be no need of returning shoes, and the manufacturer, who works hard for the small profit he gets, will be grateful to know that he is dealing with a fair, square retailer. A retailer always has a right to kick if there is cause to kick, but he should first carefully consider whether he or the manufacturer is in the wrong before he returns any shoes.—Shoe Retailer.

Stand With the Strong.

It is all important that we believe in the good that is in men and not in the evil if we are to make the world better. There are good people and bad people and by that law of differentiation and integration Herbert Spencer has proclaimed they are drawn together in separate groups. If one gets among the forces of evil he will see nothing else and may shortly believe the world is full of them. He who lives in the shadow of St. Paul's Cathedral soon thinks everyone is on the way to Heaven, whereas, if his viewpoint be a thoroughfare of Whitechapel he sees only the way of destruction. These two forces are mostly well distinguished and easy to choose and measure. Good men are in vast majority and shall prevail. Try to believe in this—that the world is growing better; that men are moving upward. Stand with the army of the strong, or you shall fall before it. The scythe of change is very busy; mountains of mystery are being moved; walls of distance are falling; good and evil, Mongol and Saxon, infidel and believer, heathen and Christian, are coming shoulder to shoulder in friendly commerce. There can be only one result of it: The ancient thrones of darkness and oppression have begun to tremble. A new and world-wide and resistless process of differentiation and integration is at

hand. And the best shall prevail and the worst shall come to be like unto it.
Irving Bacheller.

Usual Result in Municipal Ownership.

Jackson, Sept. 19—For \$31,000 cash the Common Council sold the factory buildings originally built by the old Geo. T. Smith Middlings Purifier Co. and sold twenty years ago to the city for \$60,000. The latter amount was considered largely as a bonus to the purifier company to enable it to build the factory now occupied by the Buick Motor Co. For more than twenty years the city has paid interest and taxes until the total cost of the buildings is about \$120,000. The city is glad to get rid of its experiment in municipal ownership. The \$31,000 will be applied on the \$60,000 bonds for the original purchase, which will fall due next year.

At normal prices there seems to be no reason to doubt that the consumption of wheaten flour will increase in the Orient. At first the use of flour was largely confined to the production of many kinds of cakes or biscuit and of an indifferent quality of badly baked bread, made palatable by the use of sugar sweetening or pungent sauces or a combination of both. The art of making bread, as we understand it, was but little practiced. Of late, however, public bakeries have begun supplying a fair quality of bread to the coolies and other workers, who have not of themselves mastered the household art of baking; and a New South Wales Commercial agent in the East reports that the quantity of bread eaten by the coolies is quite noticeable, although, as he says, some of this was so badly baked it had to be eaten with quantities of sugar. Bread eating—especially yeast-raised bread—is an acquired taste in the Far East—American Miller.

Akron—Geo. P. Honeywell is closing out his drug, furniture and undertaking business.

A white lie is better than a yellow truth.

Business Wants**BUSINESS CHANCES.**

Small electric light plant for sale; a 250-light Edison Dynamo and a 50-Horsepower automatic Buckeye Engine, both good as new. G. R. Refrigerator Co., Grand Rapids, Mich. 979

Wanted—To buy drug stock \$1,000 to \$3,000, with good prospects for business. Cash, Lock Box 43, Brown City, Mich. 980

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

For Sale—\$20,000 of ten-year 6 per cent. Industrial Bonds. An attractive proposition for investors. In sums of \$100 and upwards. For particulars address G. A. Wigent, Watervliet, Mich. 978

Electric Signs of all Designs

and general electrical work.
Armature winding a specialty.

J. B. WITTKOSKI ELECT. MFG. CO.,
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TEN REASONS WHY YOU
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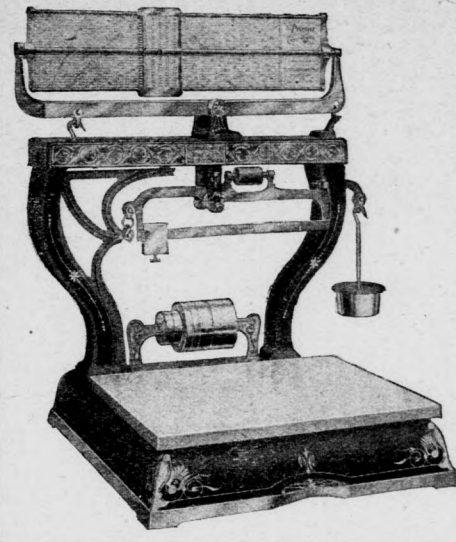
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The Finest Mill on Earth

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\$65 to \$75

Premier Computing Chart Scale

Capacity 100 Pounds

A truly wonderful Computing scale, pronounced by merchants to be the best on the market.

1. Your merchandise weighed and the money value of same indicated by one single operation.
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3. This scale represents accuracy, sensitiveness, durability and an immediate increase in your profits.

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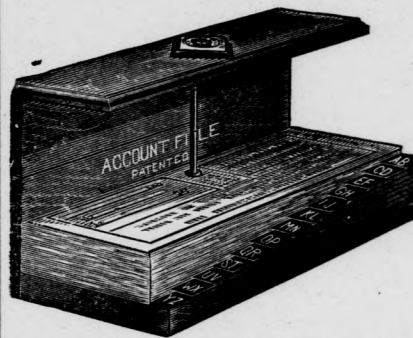
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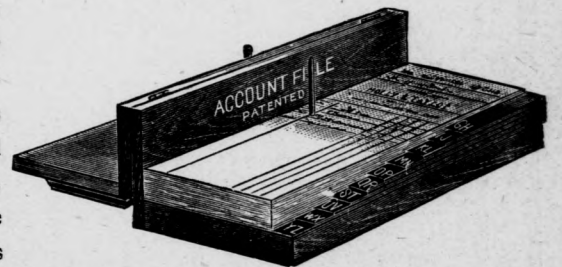
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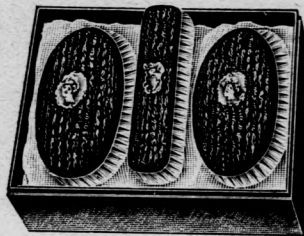
\$2.10 dozen



71c per set



Dressed Dolls, Six Styles, per dozen \$2.00



\$3.50 per Set



\$1.50 and \$3.50 per dozen



\$2.25 per dozen



72c doz.



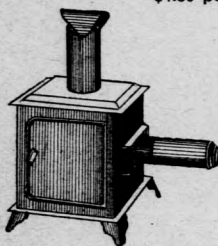
40c per dozen



39c dozen



\$4.50 per dozen



\$2.00 per dozen



40c dozen



\$2.10 per dozen



84c per dozen



\$1.75 per dozen



\$3.90 per dozen, Tea Sets



84c per dozen



38c per dozen



88c per dozen



84c per dozen



43c for Seven Piece set



72c per dozen



\$3.10 per dozen

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