



A Man's Smoke

and with a flavor an inveterate user of the weed will appreciate is the

S. C. W. Cigar

Thousands know its value and thousands more are "getting wise" as the days go by. Just think! It will cost you only 5 cents to sample this famous brand.

Try One Now

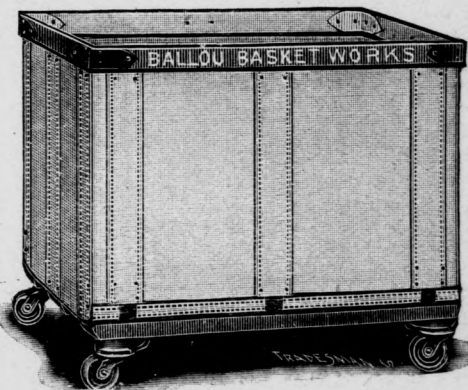
G. J. Johnson Cigar Co., Makers
Grand Rapids, Mich.

BALLOU BASKETS ARE BEST

CANVAS TRUCK

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

Write today for our prices. Made only by



BALLOU BASKET WORKS, Belding, Mich.

DO IT NOW

Investigate the

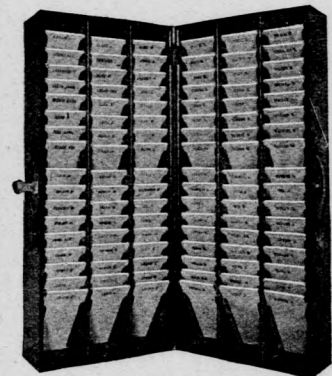
Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

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

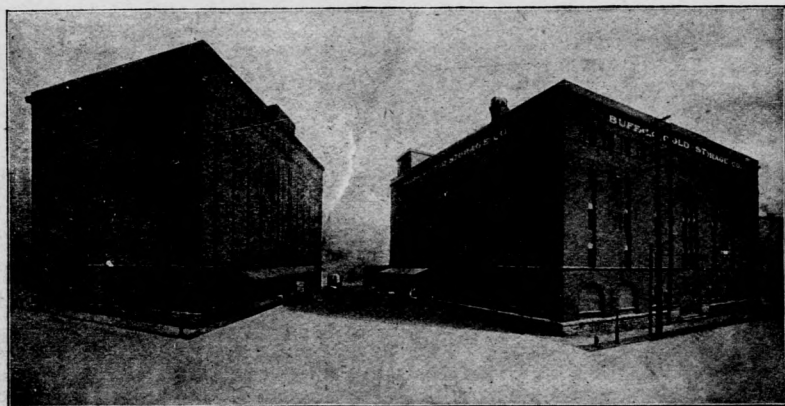
FRAZER
Axle Oil

FRAZER
Harness Soap

FRAZER
Harness Oil

FRAZER
Hoof Oil

FRAZER
Stock Food



Rates Moderate. Write us.

Buffalo Cold Storage Company

Buffalo, N. Y.

Store Your Poultry at Buffalo

And have it where you can distribute to all markets when you wish to sell.

Reasonable advances at 6 per cent. interest.

PAPER BOXES

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

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

Prices Reasonable.

Prompt Service.

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

A Good Investment Citizens Telephone Co.'s Stock

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

You Can Buy Some

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

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

E. B. FISHER, Secretary

The Best People Eat

Sunlight Flour lakes

Sell them and make your customers happy.

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

Every Cake



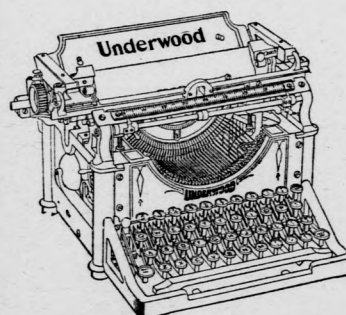
of FLEISCHMANN'S

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.

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.

You Are Reading This Ad! Why?

You are interested in knowing what is best for the successful conduct of your business and know that what we say is absolutely reliable. If, after reading this, you are still in doubt as to whether we have what you want, we would ask you to read this old adage:

Seeing is Believing

Then let our salesman call at your place of business and explain the interesting features of our various money-saving systems. They are built on any of the known principles of scale construction. If you want an

Automatic System

we can show it to you. If you want an even balance system—we have it. If you want the system which will give you the greatest degree of satisfaction and service and one which will

Pay for Itself

before the final payment has been paid by you, send your card to DEPARTMENT "Y" and we will send a booklet gratis, and ask our representative to call on you with the understanding that it will place you under no obligation to buy.

Do It Now

COMPUTING SCALE CO.,

DAYTON, OHIO Manufacturers

MONEYWEIGHT SCALE CO.,

47 STATE ST., CHICAGO Distributors

Mention that you saw our advertisement in the Michigan Tradesman.



One of Our Automatic Pendulum Computing Scales

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 27, 1905

Number 1149

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2221 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

ELECTROTYPES

DUPLICATES OF

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

SPECIAL FEATURES.

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43. Drug Price Current.
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SHOULD ACT QUICKLY.

The retail merchants of the coun-
try now have an opportunity to show
their strength. Two or three weeks
ago the Fourth Assistant Postmaster-
General promulgated an order to the
effect that the letter boxes on each
rural free delivery route should be
numbered serially and that carriers
should deliver mail even when ad-
dressed to a rural box by number
only. He further ordered that post-
masters should, on application, make
known the number of routes radiating
from their respective offices, as well
as the number of boxes on each
route.

The effect of this order would be
to permit the mail order houses to
address their envelopes with a box
number and rural route number and
the name of the town from which the
route started and they would be as
near to the farmer's front door as
though they were doing business in
the next town.

The protests received in Washing-
ton from the retail merchants of the
country were so numerous and so
vigorous that this order was tempo-
rarily suspended, pending the re-
turn of Postmaster Cortelyou on
Oct. 1.

If the retail merchants now do
their duty and communicate at once
with the Postmaster-General direct
and through their Senators and Rep-
resentatives, the suspension of the
order will probably be made perman-
ent. It is now in order for the mer-
chants to show their strength, which
they can do by taking up the matter
at once along the lines indicated.

AUTOMOBILE INDUSTRY.

While they are not noted for their
mechanical genius, it is a fact that
the French lead in the manufacture
of automobiles. They make the larg-
est, the swiftest and the costliest ma-
chines to be found in the world. French
automobiles and French
chauffeurs have had the call every-
where until now, when there appears

to be a prospect that Americans will
pass to the front in this new and im-
portant industry. It is surprising,
indeed, that Americans with all their
enterprise and inventive skill have al-
lowed Frenchmen to obtain the lead
they have enjoyed up to the present
time. In machinery of practically all
other kinds Americans have excelled
the manufacturers of all other nations.
Our devices have either been bought
or copied throughout Europe.

It was, of course, only a matter of
time when American automobiles
would equal the best made abroad
and be offered upon the market at
prices that would attract foreign pur-
chasers. On account of the inferior
roads in this country the industry
was slow to gain headway, but now
the American manufacturers, whose
models have become popular have
more orders than they can fill. There
is no doubt that automobiles have
come to stay and that the number in
use will rapidly increase each year.
They will soon be offered on terms
that will enable persons of moderate
incomes to own them. The French
already anticipate the rivalry of
cheaper American machines and may
demand protection in the way of in-
creased tariff rates. In France, it
seems, owners of automobiles are
taxed thereon at the rate of \$4 per
horse-power, and sometimes when
machines change hands frequently
the tax is collected several times. Pro-
tests are being made against these
and other conditions. Americans can
make anything that other people can
make, and having cheaper materials
possess an advantage that must help
them to succeed in the manufacture
of automobiles as in other things.

The Prohibitionists of the country
are manifesting a good deal of activity
at the present time and some of their
platform declarations are noteworthy.
The Massachusetts Prohibitionists
adopted a resolution, which they sent
to the President, requesting that the
sale of liquor for beverage purposes
be prohibited within the Panama can-
al zone. Temperance reform in the
army, suggested by the revelations of
the Taggart case, has also furnished
numberless resolutions to the party.
It is a whole loaf or none with the
Prohibitionists, their motto being:
"Between two evils choose neither,"
but it is possible that the agitation
which they keep up is beneficial. It
would seem that all temperance work
has been entrusted entirely to the
Prohibitionists in recent years.

Mexico has abolished its official lot-
tery and is to abolish all private lot-
teries within a year. The Mexican
people are learning better ways to
make money.

GENERAL TRADE OUTLOOK.

There is still enough of tightness
in the financial situation, caused by
the tremendous requirements of crop
moving, to prevent a rapid advance
in general stock values. While there
is an abundance of money for other
business needs the indication that
large operations in speculation might
be met by an increasing stringency is
enough to hold trading quiet and
thus prevent the rapidity of advance
which would certainly hasten the
more serious reaction. Price move-
ment is still upward or stationary in
most important properties, until the
average of values is again at the high-
est for many years.

The advancing autumn is character-
ized by such a demand on transpor-
tation companies as greatly increases
complaint on account of scarcity of
cars and delay in shipments. It
should be remembered that with the
phenomenal crop requirements and
the pressure of coal and iron traffic,
building supply transportation and
other generally heavy needs the rail-
roads are subjected to demands im-
possible to meet at the moment. It
would not be reasonable to expect
that an increase of equipment could
be made to meet such a condition,
even if the managements should be
justified in so greatly increasing their
investment in moving plant, likely to
lie idle in less rushing seasons.

In many of the manufacturing in-
dustries the only elements of uncer-
tainty are found in the distrust as to
supplies of raw material. Price fluc-
tuations and advances in some lines
are making the factories cautious in
taking the future business which of-
fers. This influence is especially felt
in boot and shoe circles, where or-
ders for long future delivery are not
accepted unless the leather and hides
are in sight. Cotton still maintains
a healthy tone, but operators are
closely watching export trade, on
which its continued activity seems to
depend. There is nothing for mis-
giving as to the woolen situation, the
mills being well employed and the
output absorbed at good prices. The
steady strength of the iron and steel
situation is indicated by an increase
in the price of some forms of its
manufacture.

In an article in Everybody's Maga-
zine, Eugene Wood figures that a
useful, capable man is worth to soci-
ety, on the average \$10,000, while
each criminal man does about \$2,000
damage a year for twenty years or
\$40,000. So as a financial proposition
he argues that it is important to take
care of the boys, to educate them,
and to reform them in case they start
wrong.

WINDOW TRIMMING

Exhibit Proclaiming an Idea, Time and Assiduity.

No need now to complain because of a dearth of interesting things in the various windows, ranging from the exquisite autumn productions in women's wear to the garments which are the necessary concomitants of the fads of the Sterner Sex. The fall is a delightful season for shopping, bringing, as it does, the goods of a heavier type and warmer tints, a hint of the cumbersome clothes fitting, later on, to cope with Old Boreas.

With the temperature a trifle cooler, the buyer shows more than an inclination to lay in the necessary

The new handbags and pocket-books are simply irresistible. As to belts, there seems nothing new to go with shirt waists and separate skirts.

* * *

A window attracting much attention of pedestrians is the large west one of Foster, Stevens & Co.

The half-tone given herewith would indicate it to be extremely simple of construction, but as a matter of fact the window dresser was some two weeks planning it and gathering the material together for presentment, so that when he had to get up the trim he would have everything literally "in trim."

The scene is one to rouse the enthusiasm (if that were needed) of men and women who are fond of the pursuit of game, the scene representing a hunter's cabin in a setting of forest. Two shades of sand cover the floor to a depth of an inch or so.

would make when reconnoitering or browsing around.

"I might have added our dummy man to the picture, but that would not be true to nature for a deer would not be staying so near a habitation if any one were in evidence.

"Some of the boys in the store poked fun at my deer tracks, claiming they are much too large for the size of the deer's head seen in the bushes. But I told them the hurrying public would not be so discriminating as they were."

The card in the middle distance bears the following wording:

This is

The First Trail

To be observed. Going hunting? Begin with a good gun—good ammunition.

Foster, Stevens & Co.

The goods used in this exhibit are such as are carried by the very

through which they are shown by a committee of employes and everything connected with the business explained to them.

The Interior Finish Co. has just placed upon the market a patent cabinet for holding the rolls of music used in the mechanical piano players now so much in vogue.

By order of the United States Court the property of the defunct United States Food Co. will be sold at auction by the receiver, Erles B. Kresga, Sept. 29.

The Postum Cereal Co. is a great benefit to the farmers of this vicinity. Just now it is advertising for wheat and buying thousands of bushels, paying the highest market price and a little more for a good grade of wheat.

The Michigan Canning & Preserving Co. is now putting up 20,000 gallons of peaches a week. After the peach canning is over work will commence on apples. The company has an order for two years for 50,000 cases of beans annually, from an Indianapolis, Ind., firm.

Active Factor in Growth of Muskegon.

Muskegon, Sept. 26 — Muskegon may well boast of having for its industrial growth one of the best organized Chambers of Commerce in the State. As a result of the well-planned and carefully executed work the city has within the last few years won signal victories in the commercial world. In spite of the opposition of some of the foremost industrial centers it has landed several large factories.

Several times have the citizens shown their confidence in the organization by voting that the city might be bonded in order to further develop the plans.

The city's bonded indebtedness for helping out the Chamber of Commerce amounts to approximately \$200,000. As the result of having this co-operation the industrial growth of the city has been very rapid in the last few years. Factories that have been brought here in the last three years are the Racine Boat Co., makers of launches, yachts and motor engines, employing 400 men; Linderman Manufacturing Co., employing 200 men; American Electric Fuse Co., employing 300 men and girls; Superior Manufacturing Co., makers of store and office fixtures, employing 300 men; Independent Manufacturing Co., rubber stamps, employing 100 men; Atlas Parlor Furniture Co., employing 200 men.

The Brunswick-Balke-Collender Co., maker of pool tables and bowling alleys, will soon erect a factory here which will employ 500 men. To secure this plant the Chamber of Commerce was obliged to promise a bonus of \$60,000.

Noah Not First.

George—Who was the first one that came from the ark when it landed? John—Noah.

George—You are wrong. Don't the Good Book tell us that Noah came forth? So there must have been three ahead of him.



cold-weather supplies, and many a garment of style (generally the first consideration) and quality is being "gathered in," so as to be sure it will not be "snapped up" by a rival trader.

Grand Rapids storekeepers have laid in quite extensive stocks of velvet suits. They are a hard thing to sell, however. They make a large woman look ungainly and seem, somehow, to bring out all the angularity of anatomy of one not blessed—or the opposite—with embonpoint, which is another and prettier name for "too much fat!"

Some of the new hats seen in the windows are hideous creations and seem to possess actually no "raison d'être." They would be extremely "trying" to even the prettiest of faces, not to mention those who are compelled to look carefully to their choice of chapeaux. They would more appropriately be labeled

Beware!

than with some of the cards which accompany them.

"Dead easy to get," said Mr. Haines. On the right are to be seen deer-hunting togs and gunnery, while the customary outfit for duck-shooting is to be observed in the center. The cabin is made of boxes and boards covered with a layer of basswood bark, which Mr. Haines, the trimmer, had some difficulty in obtaining. The small trees he got with a horse and delivery wagon about a mile beyond the street car terminus on Division street. It took him some three hours to collect them.

I asked him why he had the dirt of two colors and he replied:

"So that the deer tracks would show was why I used the lighter in the center. They would have been too indistinct in the darker of the two."

"How did you make the marks of the deer's feet—your deer has no body?"

"Well, I had to 'make tracks' some way, so I whittled out of wood a couple of deer's feet and made prints in the white sand such as an animal

commonest of hardware stores, and their employment as depicted but indicates what may be accomplished by the man of ideas, ingenuity, patience and activity.

United Effort To Build Up City.

Battle Creek, Sept. 26—The Battle Creek Business Men's Association has at last completed its organization of the committees of business men who are to boom Battle Creek. For over a month the Executive Committee has been preparing the names of active workers to comprise fourteen committees, who are to advance the welfare of this city for the coming year. No person has been appointed upon any of the committees unless he expressed a willingness to do the work of that committee and to work hard. The most prominent business men of the city have been named on the committees. The campaign will be inaugurated at once.

The guests at the Sanitarium are now making one visit each week to the manufacturing institutions,

NO DELIVERY OF MAIL

To Letter Box Numbers on Rural Routes.

The Postoffice Department has suspended the order of Fourth Assistant Postmaster-General DeGraw, under which catalogue houses and other applicants would have been able to secure complete mailing lists covering the entire rural free delivery service. The action taken is the result of a flood of protests by mail and telegraph that has poured in upon the Department since the character of Mr. DeGraw's order became known and the matter will now be held in abeyance until the return of Postmaster-General Cortelyou, who is expected to reach Washington about October 1.

There is good reason to believe that the order will ultimately be rescinded and that the Department will stand pat upon its time-honored record in the matter of treating as confidential the names and addresses of all patrons of the postal service.

The original regulations provided that each rural mail box in use on a rural route, which, under the regulations of the Department is entitled to service, should be designated by number and authorized the delivery by rural carriers of ordinary mail matter of all classes addressed to such boxes by number alone, so long as improper and unlawful business is not conducted thereby.

When it was determined to suspend this order a circular letter was prepared and forwarded to all postmasters from whose offices rural routes radiate substantially in the following form:

"Referring to the Department's recent order regarding the numbering of rural mail boxes, you are informed that that portion of the order authorizing the delivery by rural carriers of ordinary mail matter of all classes addressed to such boxes by number alone is hereby suspended."

Mr. DeGraw's original order did not authorize postmasters to furnish to applicants the number of routes radiating from their offices and the number of boxes on each route, but authority to supply this information was given to postmasters as rapidly as enquiries with regard to the scope of the new order were received.

In some sections the retail mail-order concerns appear to have applied to postmasters in anticipation of the new order, and these postmasters submitted the applications to the Department, which authorized the furnishing of the information. Those postmasters who have received this authorization will hold it in abeyance, and to all new enquiries that may be received replies will be sent stating that no information whatever is to be furnished until further orders.

One feature of the Department's plan, that of numbering the boxes, will stand. There is no objection on any score to this plan, which was primarily designed in the interest of the country merchant. It has been found that substitute carriers have frequently made errors in de-

livering local mail in the shape of letters, circulars, packages, etc., through their lack of familiarity with the names of the patrons of their routes.

Mr. DeGraw thought that the local merchants would soon fall into the way of addressing all such mail to their customers by both name and box number. Such a system would obviate many errors and would be of no special advantage to the catalogue houses. If this feature of the new plan is retained, it will doubtless be entirely satisfactory to the country merchant, whose objections to Mr. DeGraw's order are based upon the feature permitting carriers to deliver mail addressed by box number alone and not by name.

The action of the Department in suspending the DeGraw order will be hailed with gratification by retailers throughout the country, who have been filled with consternation and surprise that the Department should so soon reverse its well defined policy. The Department stands well with the retail merchants, who have come to rely upon it for fair treatment in their competition with the retail mail-order houses.

The attitude of retailers in all lines toward the Department and their views with regard to the DeGraw innovation are succinctly set forth in the following communication received from a prominent merchant in a Western town:

The retail trade of the entire country is more than surprised at this reversal of the policy of the Postoffice Department. The action taken certainly puts the Department in an astonishing position. Merchants have come to regard the Department as disposed to take a very broad view of its duty in such matters. The propriety of action in such cases should be not merely a question of what the Department can legally do with regard to the rural free-delivery service, or what can be done on the basis of precedents already established in other branches of the service. In creating the rural free delivery, Congress made a very remarkable departure in the nature of a gigantic experiment, and the results have not been wholly beneficial to the country at large. The small community has suffered, and must continue to suffer, no matter how conservatively the institution may be developed. But the Department certainly owes it to the people at large to reduce this injury to a minimum. Fourth Assistant Postmaster-General Bristow took this view, and it was largely due to his activity that Congress wiped out the rural carriers' express-package privilege and reformed other abuses. The late Postmaster-General Payne was not slow to see the propriety of the protests filed against Machen's order and rescinded it. Postmaster-General Cortelyou only recently strengthened Mr. Payne's order and thereby greatly pleased retailers everywhere. We are not prepared to believe that the Department proposes to abandon these reforms and take the back track.

It goes without saying that retail merchants who are opposed to the DeGraw order will consult their own interests if they continue to memorialize the Department urging the rescinding of the obnoxious regulation. The order of suspension will provide an opportunity for all who are interested to write Postmaster-General

Cortelyou at length with regard to the matter, as no further action will be taken before October 1.

Some people are too much afraid of freckles to make hay while the sun shines.

Electric Signs of all Designs

and general electrical work.
Armature winding a specialty.

J. B. WITKOSKI ELECT. MFG. CO.,
19 Market Street, Grand Rapids, Mich.
Citizens Phone 3437.

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.



Traveling Men Say!

After Stopping at

Hermitage European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor.

E. Bridge and Cana

45 Highest Awards
in Europe & America

Walter Baker & Co.'s

COCOA AND CHOCOLATE

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

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

Walter Baker & Co. Ltd.
DORCHESTER, MASS.
Established 1780

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.

Grocers

Your best trade will demand the original

Holland Rusk

Most delicious for Breakfast, Luncheon or Tea.
Sold in packages and bulk.
See price list on page 44.

Holland Rusk Co., Holland, Mich.

Order through your jobber.
Get the original, the only genuine.

AROUND THE STATE

Movements of Merchants.

Lakeview—C. E. Davis, jeweler, has gone out of business.

Gladwin—H. H. Snyder has engaged in the grocery business.

Coldwater—Olmsted & Holmes have opened a new grocery store.

South Haven—B. Marvin will shortly open a bazaar and crockery store.

Battle Creek—Fred Fisher has purchased the grocery stock of H. B. Waters.

Traverse City—Frank Smith succeeds Lane & Adams in the bakery business.

Flint—Ed. C. Pierce & Co. have opened a new store at 320 South Saginaw street.

Kilmanagh—Reuben Schluchter is succeeded in the blacksmith business by Wm. McLeod.

South Haven—Chas. L. Carey, of Bay City, has purchased the Red Cross pharmacy of A. F. McDowell.

Ishpeming—Joseph and Samuel Lowenstein have opened a new dry goods, clothing, shoe and millinery store.

Pottersville—Mulholland & Edwards will continue the hardware business formerly conducted by H. G. Mulholland.

McBain—The drug business formerly conducted by Hurkett & Platts will be continued in the future by G. D. Platts.

Charlotte—Henry Levy will continue the clothing and men's furnishing business formerly conducted by Greenman & Levy.

Clare—E. F. Sherman has sold his meat market to W. N. Cole and purchased a general farm produce and elevator business at Allegan.

Channing—John F. Dreiss will open a general store here about Oct. 1, handling lines of groceries, furnishing goods, shoes, hardware and crockery.

Delray—Chas. E. Ackley has purchased the men's furnishing goods stock of Krause & Sals and will continue the business at the same location.

South Haven—The E. W. Edger-ton grocery stock has been purchased of Ed. Burge, of Otsego, who will continue the business at the same location.

Adrian—Ed. F. Cleveland has sold his grocery stock to Truman Brainard, who has removed it to the corner of South Main and Beecher streets.

Wyandotte—Richard J. Lynch and Fred Ginzle have formed a co-partnership under the firm name of Lynch & Ginzle, to engage in the furniture and house furnishing business.

Adrian—John W. Gunsolus, who has been connected with the flour and feed trade in this city for twenty-four years, has sold out to Wm. J. Somerville, who has been in Mr. Gunsolus' employ for the past seventeen years.

Monroe—Leonard Bros. have sold their grocery stock to Hugo Beck and Joseph Verhoeven, who will continue the business at the same location under the style of Beck & Verhoeven.

Pontiac—A corporation has been formed under the style of the Pontiac Clothing Co. to deal in clothing and hats, with an authorized capital stock of \$5,000, all of which is subscribed and paid in in cash.

Traverse City—H. E. Turnbull, of Port Huron, has begun the erection of a cement building, 22x40 feet in dimensions, at the corner of Eleventh and Maple streets, and will occupy same with a grocery stock.

St. Joseph—The former E. S. Curran drug store, for the past year owned by Schaefer, Hauser & Gast, has again changed and the firm now is Schaefer & Gast, J. J. Hauser selling his interest to these gentlemen.

Detroit—The Knock-Down Show Case Co. has been incorporated with an authorized capital stock of \$20,000, all of which is subscribed and \$2,000 paid in in cash and \$18,000 in property.

Carrs—John H. Koopman, formerly of Huber, has purchased the stock of general merchandise at this place owned by J. Norris & Co., and will continue the business. J. Norris & Co. also conduct a similar business at Kirk.

Detroit—The Fraser Trading Co. has been incorporated for the purpose of buying and selling grains. The authorized capital stock of the corporation is \$10,000, of which \$8,500 is subscribed and \$1,000 paid in in cash.

Detroit—A. W. Koenig has merged his dry goods business into a stock company under the style of the A. W. Koenig Co., with an authorized capital stock of \$40,000, all subscribed and \$2,100 paid in in cash and \$37,900 in property.

Middleville—L. Baker & Son have purchased the Walton & Carter stock of groceries and bakery business. The change was made principally on account of Mr. Carter's poor health and his desire to retire from this line of business.

Traverse City—W. O. Foote & Son have dissolved partnership, W. R. Foote, the son, taking the grocery business and W. O. Foote the dry goods, boots and shoes. They will remain in the same building on West Front street.

Albion—A corporation has been formed under the style of the Donkey Folding Machine Co. for the purpose of manufacturing and dealing in show cases. The company has an authorized capital stock of \$3,000, all of which is subscribed and \$685.42 paid in in cash and \$403.01 in property.

Detroit—The lumber business formerly conducted by Thomas Oulette has been merged into a stock company under the style of the Thomas Oulette Lumber Co., with an authorized capital stock of \$1,000, of which \$600 has been subscribed and \$250 paid in in cash and \$350 in property.

Charlotte—James A. Greenman, for the past six years associated with Henry Levy in the clothing business in this city, has sold his interest to Mr. Levy, who now becomes sole owner of the business so successfully built up by the late John Levy, and maintained with high standing for nearly forty-five years.

Jackson—The drug business formerly conducted by Weeks Drug & Chemical Co. has been merged into a stock company under the style of the Weeks Drug Store Co. The authorized capital stock of the new company is \$12,000, all of which is subscribed and paid in in cash.

Saginaw—The Heagany-Treanor House Furnishing Co., Ltd., has merged its business into a stock company under the style of the Heagany & Treanor Co. The authorized capital stock of the company is \$8,500, all of which is subscribed and \$3,500 paid in in cash and \$5,000 in property.

Northville—The annual meeting of the Northville Telephone Co. disclosed the fact that the affairs of the company are in a shape most gratifying to all concerned. The service and equipment are the best possible and the patronage so good that a 10 per cent. dividend was declared. The company operates nearly 170 miles of wire and has 211 phones in service.

Bay City—The drug firm of Fowley & Dayton, already owners of two stores on Washington street, west side, have added a down town store to their holdings by purchasing the C. M. LaRue stock on Midland street. Nearly three years ago the firm purchased the Eldridge drug store and about a year later they became the possessors of the Geo. C. Ray pharmacy in Banks. Messrs. Fowley and Dayton were clerks in local drug stores prior to engaging in business for themselves.

Dexter—Thomas Birkett, President of the Dexter Savings Bank during the past twelve years, feeling the weight of advancing years and the responsibilities upon him, has sold a controlling interest in the bank to Frank P. Glazier, of Chelsea. Mr. Glazier will have associated with him W. T. Bradford, of Detroit, formerly of the staff of the Commissioner of Banking, and Mr. Birkett will remain as President and adviser. The new Board of Directors will be composed of Thos. Birkett, F. P. Glazier, W. T. Bradford, Wurster Blodgett and H. Wirt Newkirk.

Oxford—The Consolidated Poultry Co. has filed articles of association with the county clerk. The company is capitalized at \$50,000. The stock consists of \$500 cash and property here previously held by the Oxford Heights Poultry Co. The last named company was organized nearly two years ago, but became embarrassed financially, the property finally passing to Harry A. Eastman, of Detroit, now the principal stockholder in the new company. The property is turned in at \$24,500 and one item placed at \$25,000 is the right to use the formula for what is known as Imperial forcing food during the existence of the company. The company is expressly prohibited from divulging the

formula of the food to anyone else than an officer or employe of the company.

Manufacturing Matters.

Big Bay—The Big Bay Lumber Co. has extended its dock 250 feet, giving it a total length of 700 feet.

Paw Paw—Eli Strong has purchased the mills and water power which were owned by the Paw Paw Milling Co.

Standish—James Noon, the lumberman and mill owner, is intending to bank about 8,000,000 feet of logs at his mills near West Branch.

Pinconning—Ed. Jennings is preparing to rebuild his big stove mill burned and blown up last week. His mills have been burned several times.

Chatham—Machinery for the saw-mill plant here has been shipped from Cadillac. Leo F. Hale, promoter of the enterprise, is superintending the erection of the buildings.

Portland—F. S. Lockwood, for the past five years in the elevator and coal business at Laingsburg, has purchased the elevator and other interests of E. C. Astley & Co.

Tower—The new Stratton mill plant will begin operation this week. The plant represents an investment of about \$50,000 and it will manufacture dimension stuff, broom handles and turned work of various kinds.

Detroit—The Motor Car Co. has been incorporated to manufacture automobiles and has an authorized capital stock of \$150,000, of which \$75,000 is subscribed and paid in in property.

Owosso—Hankins Bros., of Elsie, have bought the grain elevator at this place and A. J. Hankins expects to move to this place and take charge of the same. E. A. and H. J. Hankins will have charge of the elevator in Elsie.

Kalamazoo—The Diamond Skirt Co., which conducts a manufacturing business, has been incorporated under the same style. The authorized capital stock of the new company is \$25,000, of which \$15,000 is subscribed and paid in in property.

Blissfield—The beet crop being grown tributary to the Continental Sugar Co. shows a good stand on 6,000 acres and harvesting will probably commence about Nov. 1. Good growing weather has prevailed during the past three weeks.

Detroit—A corporation has been formed to manufacture electrical specialties under the style of the Detroit Electric Novelty Co. The new company has an authorized capital stock of \$30,000, of which \$2,500 is paid in in cash and \$24,110 in property.

Kalamazoo—A corporation has been formed to manufacture and sell baked goods, under the style of the Model Baking Co. The authorized capital stock of the company is \$5,000, of which \$3,000 is subscribed and \$1,500 paid in in cash and \$1,500 in property.

Battle Creek—A corporation has been formed under the style of the Battle Creek Food Products Co. for the purpose of manufacturing and dealing in foods. The new company has an authorized capital stock of \$100,000, all of which is subscribed and \$40,000 paid in in property.



The Produce Market.

Apples—Green varieties command 50@75c per bu.

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 20c for No. 1 and 15c for packing stock. Renovated is in moderate demand at 20c. Receipts of dairy are more liberal, but they are confined mostly to the odds and ends purchased by grocers and shippers from small butter makers. The large butter makers apparently use separators or dispose of their output to private customers.

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

Carrots—15c per doz.

Celery—15c per bunch.

Cheese—Conditions for production have been favorable and the output at the present time is nearly as large as in August, but there is a growing feeling that we shall not have much if any cheaper cheese this fall. How much influence certain short interest may have upon the present situation can not be stated positively.

Crab Apples—75@90c per bu. for Siberian.

Cranberries—Cape Cods have put in an appearance. They command \$3.25 per bu. or \$9 per bbl.

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 receipts are not equal to the demand.

Grapes—Wardens command 12c. Concord fetch 13c and Niagaras command 14c—all in 8 lb. baskets.

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 \$6.25 for 360s and \$6.50 for 300s. Californias have been reduced to \$7.

Lettuce—75c per bu.

Onions—Home grown are in large supply at 65c. Spanish are in small demand at \$1.40 per crate.

Oranges—Jamaicas fetch \$4.25.

Musk Melons—75@85c per bu. for home grown Osage.

Peaches—This week will nearly close the season. Smocks and Gold Drops command about 60c, Banners about 80c and Late Crawfords 85c@ \$1.25.

Pears—\$1@1.25 for Duchess.

Pickling Stock—Cucumbers command \$1@1.25 per bu. Small white onions fetch \$2.25 per bu. Peppers command 50@60c for green and 70@75c for red.

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

Potatoes—The coming season promises to be an active one and it will undoubtedly prove to be interesting as well, owing to the many differ-

ent elements which will enter into the situation. While the acreage in some localities is larger than last year, in others it is very much smaller, and the blight which has appeared in many localities has come too late to interfere with the crop in some places. In others it has come before the potatoes are ripe, and while they are growing, in consequence of which they are rotting in the ground instead of ripening in the hill. Contrary to the general understanding, the Michigan crop last year was not a bumper crop, but only about 85 per cent. of a full crop. It seemed large because the outlet was so limited and the price was so low that only a small percentage of the crop was marketed. The conditions of the market were such that dealers were unable to make sales to any extent, being compelled to consign their shipments and accept the inevitable. Much depends upon the weather for the next few days, and quite as much depends on the activity of the grower in digging and disposing of his crop on low ground before it has begun to rot too heavily. The crop on sandy ground is generally a good one, but the crop around Grand Rapids and Saginaw, which is mostly on low ground, is rotting badly.

Poultry—Local dealers pay as follows for live: Spring chickens, 10@11c; hens, 8@9c; roosters, 5@6c; spring turkeys (5 lb. average), 17@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—\$2.25 for Virginias and \$3.25 for Jerseys.

Tomatoes—50@60c per bu.

Turnips—40c per bu.

Mrs. C. A. Warren, of Tustin, died at the U. B. A. Hospital, Grand Rapids, Sept. 9, 1905. Death came suddenly from peritonitis, although Mrs. Warren had been in ill health for the past three years. The funeral services were held at the Warren farm, five and one-half miles northwest of Reed City, Tuesday, Sept. 12. Mrs. Warren leaves her husband, Clarence A. Warren, and two daughters, Julia Dolphine and Florence, to mourn her loss.

F. E. Sisson, who sold his grocery stock at Central Lake to A. B. Davis & Co. Dec. 1, 1904, has decided to re-engage in the same business at that place and has accordingly placed his order for a new stock with the Judson Grocer Co. Mr. Sisson expects to open for business about October 10.

James E. Granger, formerly of this city, but for several years Secretary of the Stone-Ordean-Wells Co., of Duluth, is one of the incorporators of the DeWitt-Seitz Co., which was organized in Duluth last week to embark in the wholesale furniture business.

The Grocery Market.

Dried Fruits—Seeded raisins are very strong. The price for old fresh-seeded fruit has not been above 7½c, but Armsby gave notice during the week that he had put a price of 7¾c, coast, on old Owls, and intimated that the price of new would be 8¼c, or 9¾c delivered in the East. Prices on new loose Muscatels were made by an outside packer during the week on a basis of 5c, 5½c and 6c for 2, 3 and 4 crowns respectively. These are high enough, it would seem, but there is reason to believe that the Association's prices will be even higher. Certainly they will be higher if they are to conform to the Association's prices on bleached Sultanas, which were made during the week on a basis of 6¼c, 7c and 8c for standard, choice and fancy respectively. Last year choice Sultanas sold as low as 3¼c, and this year fancy imported Sultanas can be laid down for 7c, 1c per pound below the California price. It seems to be generally agreed that the California growers are straining the possibilities too far. During the week the Association also made a price of 10½c, coast, for Thompson seedless, against a price last year of less than that delivered. Apricots are scarce, firm, but quiet. Spot prunes are unchanged in fair demand. Futures rule unchanged, with a light demand so far as the East is concerned. A good export business is doing in prunes, however. Peaches are high and dull. Early shipments are getting in and are well cleaned up as fast as they arrive. Nothing new has occurred in currants and the demand is light.

Molasses and Syrups—Prices continue to be firmly maintained in the market for grocery grades of molasses, as stocks in dealers' hands are small and the trade is showing more interest to cover their fall requirements. Considerable interest is also shown in the new crop prospects for Louisiana molasses. It is now expected that new crop supplies will begin to arrive about the middle of November. Grinding will commence about Oct. 15. Sugar syrups are in good demand and prices are firmly maintained. Glucose is unchanged.

Fish—Nothing new has developed in sardines during the week. The demand is slow, as the trade are afraid of the market. Cod, hake and haddock are firmly held and fairly active. The demand is fair. Salmon is unchanged, the market being at a standstill. Whitefish and lake fish are both unchanged and quiet. Shore mackerel have strengthened very decidedly during the week, and the prices quoted from Gloucester are several dollars above those ruling in the secondary markets. By reason of the very light receipts of shore mackerel, Eastern holders are asking \$32@35 for the fat channel mackerel which last year sold for \$20. Earlier-caught Georges mackerel do not, of course, show anything like this advance, as the catch of those was good. Irish mackerel is dull and the catch is very light so far. The situation as to Norway mackerel is very strong,

the Norwegian packers being even unwilling to name a price. Scarcity of fish is the reason.

The Grain Market.

The wheat market has been quiet, with a tendency towards lower prices the past week. The visible supply showed a good healthy increase of 2,895,000 bushels compared with a gain last week of 719,000 bushels, and a year ago of 1,193,000 bushels. The receipts of wheat in the Northwest are on the gain, running at from 1,200 to 1,400 cars. The movement of grain throughout the winter wheat belt has been light, owing largely to the fact that farmers have been busy with the harvest of corn, beans, buckwheat, etc., and wheat seeding. We look for an increase in receipts within the next ten days. The export demand is very good for both wheat and flour, some of the larger mills being booked sixty and ninety days ahead on export trade, and all grades are being taken freely.

Cash corn holds firm in the face of a large crop of new corn, which is rapidly maturing and within thirty days will begin to move in the Southern markets. The trade on corn is heavy, export demand holding up remarkably well, but the heavy premium on old cash corn can not continue long.

Oats continue firm, selling in Detroit at 30c for No. 3 whites, but the bulk of Michigan oats are grading No. 4 whites, which bring from ½@1c per bushel discount. There will be large shipments of No. 2 white oats from the West and South, as the better class of trade are willing to pay the additional price for the better quality.

The buckwheat harvest is well progressed and the quality as a rule is turning out fine, although some sections report the grain as light and inferior. The ruling price is about \$1.25 per cwt. for early deliveries.

L. Fred Peabody.

Geo. W. McWilliams, who has been connected with the Vinkemulder Co. for the past two years, has accepted the position of resident manager of the California Fruit Growers' Express and will enter upon his new duties Oct. 1. Mr. McWilliams will prove a valuable accession to the fruit company on account of his acquaintance with the deciduous fruit business.

The Grand Rapids Oil Co., which recently established a branch station at this place, has decided to ignore the retail trade and go direct to the consumer.

The Manville Piano Co., which manufactures five octave pianos at the corner of Court and Bowery streets, has uttered a chattel mortgage for \$1,800.

J. H. Ballard has engaged in general trade at Lisbon. P. Steketee & Sons furnished the dry goods and the Clark-Jewell-Wells Co. supplied the groceries.

Tricky merchants encourage tricky customers.

MEN OF MARK.

Frank E. Leonard, Manager H. Leonard & Sons.

It is a rather axiomatic proposition that the man who seizes upon his opportunities as they come before him necessarily should be one who knows an opportunity when he sees it. He should have a thorough schooling in all the practical affairs of life; ought to be a good judge of human nature; must have his wits conveniently handy so that when they shall be needed he can utilize them to advantage and, in short, must possess a quick mind, a comprehensive breadth of view, an ability to reduce large transactions to the least common multiple of business ethics and, all in all, have a perfect knowledge of his occupation or profession. If a man shall possess the necessary attributes of a conservative judgment combined with a thoroughly practical knowledge of his business, he can seldom fail of success. Of course, there are other essentials that contribute to the rounding out of a successful business life, but it is almost invariably the case that the man with intellect and good judgment and with the ability to apply them to the solution of problems as they arise steadily works his way to the front. On the other hand, some of the brightest minds the world has ever produced have not the proper balance or tactfulness to enable them to carry out their projects to a successful and logical fulfillment.

Where there is one who has conspicuous ability, aggressive ideas, unusual force of character and who elbows his way through the throng of competitors to a foremost place in the ranks it becomes an easy task to make notation of the successive steps that have marked his progress. In such cases as the one under review there is, from the literary man's standpoint, an embarrassment of riches upon which he might dilate to the advantage of the reader and the gratification of the friends of the man exploited. This sketch will therefore call attention to only a few of the more notable characteristics and doings of one of the most conspicuous crockery men of the country, a gentleman who has earned a reputation of enviable character and proportions in the crockery and glassware industry.

About sixty years ago there came to Grand Rapids a tall, bony man, slightly stoop shouldered and deliberate in movement, who became proprietor of the Eagle Hotel. A year or two later he abandoned hotel-keeping and engaged in business as a merchant near the foot of Monroe street. At that time there were three factions who were, respectively, struggling to secure business supremacy for Waterloo street (now known as Market street), lower Monroe street and Canal street at Bronson street (now Crescent avenue).

The rough hewn, poorly turned roadways from Kalamazoo on the south and Ionia on the east were the chief arteries leading through the forests to the outer world, while Grand River was the most popular and most

expeditious way out by water. Both roadways led into Monroe street, while the steamboats, according to the stages of water, discharged and took on freight and passengers at the foot of Monroe street or at different points on Waterloo street.

Accordingly, the "Kent" faction, who stood for the Canal street-development and had only an unfinished and somewhat dubious canal proposition to support their claims, were at a disadvantage compared with the Monroe street and the Waterloo street enterprises.

The tall man referred to (who in more recent years was said to strikingly resemble the late Abraham Lincoln in figure and carriage) exhibited his good judgment in those very early days by "putting his eggs into various baskets." He bought property

about through his immense store-rooms and salesrooms, that he looks down through the floors or out through the walls and views again the scenes of his early life: He sees his mother's carefully kept flower garden filled with poppies, phlox, pinks, roses, dahlias, bachelors' buttons and all the old fashioned blooms; he remembers the old artichoke corner of the lot, rich with hollyhocks and sunflowers, and glances out into Fulton street or Commerce street, as it may happen, and, musing, the play-time romps, the coasting and the Saturday morning "stints" with the wood box by the kitchen stove, or the potato patch in the garden, come into view with refreshing vitality.

Frank Leonard inherits the clear-headed, analytical mind of his father and the gentle diffidence and sterling

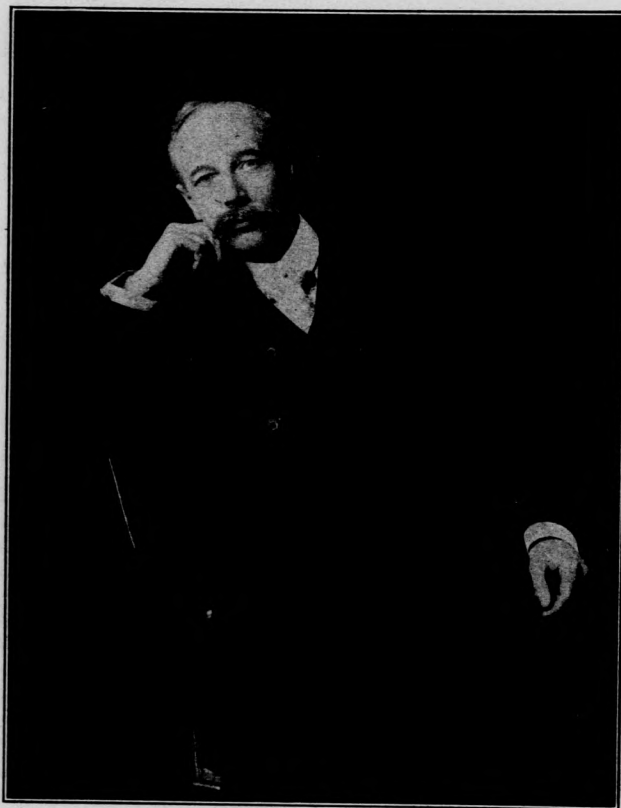
ber, and most valuable one, of the Grand Rapids Board of Trade.

Mr. Leonard's family consists of his wife, a son and a daughter, the latter but very recently graduated from Vassar. Of an unassuming, almost retiring disposition, he is most companionable and interesting among those who count him as their friend, while in his home life he is genial, generous and most devoted. And yet he is in no sense a society man. He is fond of his friends and enjoys social intercourse of the higher order, but has no patience whatever with the fopperies and foibles of the superficial, pretentious and sometimes rapid characteristics of what is too often and always incorrectly termed Society—with a large S, in two colors.

While Mr. Leonard is not identified with any secret or mutual benefit organization and while he has never sought public office of any nature, he is a man who has a deep interest in and an accurate knowledge of current events and the trend of human thought and interest, and is one who may be depended upon always to contribute his portion toward every project calculated to make for the public welfare.

Mr. Leonard's keen appreciation of modern methods in business and his readiness in thinking, working and producing results for the general good are most aptly illustrated by his efforts as a member of the Grand Rapids Board of Trade. It is to this gentleman that a major portion of the credit is due for the successful organization and carrying out of what is known as the Board of Trade's Perpetual Trade Excursion plan. Under the terms of this plan any merchant who visits Grand Rapids to purchase merchandise receives from the Board of Trade a rebate of one-half of his railway fare, provided his purchases amount to a sum sufficient to meet the terms specified (according to the distance he travels) under the provisions of the plan. In this way Grand Rapids jobbers are able to offer their customers a perpetual half fare rate, and the system has resulted in bringing a very large addition to the trade in general.

Another excellent plan for adding to the business growth of our city, also the invention of Mr. Leonard, is the organization of what is known as the auxiliary membership of the Grand Rapids Board of Trade. Under this plan between 1,000 and 1,500 merchants living in other cities and villages in Michigan are already enabled (without a cent of expense to themselves) to become auxiliary members of the Grand Rapids Board of Trade; to have the use of all statistical and other records of that organization; to use the rooms of the Board as a rendezvous whenever they visit the city, and to appeal to that Board for its influence and the use of its machinery in any business proposition that has no relation whatever to either politics or religion. This latter organization bids fair to have 2,000 or more members within a year, and the value which is certain to accrue therefrom to the general business of the city is almost inestimable.



Frank E. Leonard

on Monroe street, on Waterloo street and on Fulton street, and when, on the 21st of February, 1884, he died, Heman Leonard was considered one of the wealthy men of Grand Rapids.

The second son of Heman Leonard is Frank E. Leonard, of the extensive mercantile establishment of H. Leonard & Sons and President of the corporation. And there is a very unusual fact to record in this connection: The great buildings occupied by the Leonard stores completely cover the site of the homestead where Frank E. Leonard was born and where he passed his boyhood and youth. Rarely does it occur that a business man's strenuous years are passed upon the identical area where as babe and boy he gained his first ideas of life, and many are the times, no doubt, as Frank Leonard goes

rectitude of his mother, while from both father and mother he has the rich legacy of constancy and industry.

He is loyal not only to his friends and to the city of his birth, but, as is seen, to the very spot where he was born. He is indefatigable as a worker, and in spite of his seemingly slender figure, has tremendous endurance and energy. While he is a graduate of the Grand Rapids High School, he is also a graduated merchant, receiving the latter degree after years of experience in the mercantile business originally established by his father. Mr. Leonard is President of the firm of H. Leonard & Sons, he is a member of the Board of Directors of the Grand Rapids Refrigerator Co., a director of the Grand Rapids Savings Bank, a member of the Board of Trustees of the Fountain Street Baptist church and a mem-

That these two enterprises have been conceived and successfully carried out is beyond question, and this fact constitutes a better estimate of Mr. Leonard's originality, energy, singleness of purpose and devotion to whatever he undertakes than could be expressed in an entire page of adjectives and commendatory phrases. Therefore the Tradesman, having paid its respects to a valued friend, leaves him with its readers without further comment, confident that the showing made will prove of abiding interest.

Hardware Business Is Breaking All Records.

The great difficulty which most hardware manufacturers are experiencing in their efforts to satisfy the constantly increasing consumptive demand indicates clearly the magnitude of new business in fall and winter goods as well as in many other lines of general hardware. Manufacturers of builders' hardware are especially hard pressed to keep pace with the growing demand for their products. Thousands of new buildings which are being erected in all sections of the country are being delayed in their completion by the impossibility of securing prompt shipments of staple and special design hardware. Every effort is being made to increase production along many lines, and from present indications it is expected that the volume of orders placed this month will exceed that secured in any previous month for several years.

With the continued advance in the prices of pig iron, steel and other raw materials, a firmer undertone is developing in the market for black and galvanized sheets and all other hardware products manufactured from sheets. It is expected that advances will soon be made in the official prices of sheets and also in the quotations on strap and T hinges. The stovepipe and pipe elbow business continues good and the demand for corn huskers and knives is unprecedented throughout the Western market. Many small articles like corn poppers are being purchased very freely. Large purchases of barn door hangers and fixtures are also being made and many of the manufacturers of these goods are unable to meet the growing requirements of consumers.

Although the prices of cut nails have not as yet been advanced in sympathy with the recent advance of \$1 per ton in wire nails, such an upward movement is expected within the near future. The base price of wire nails is now fixed at \$1.75 f. o. b. Pittsburg, and in some instances higher figures are being obtained.

Recent Business Changes in the Buckeye State.

Cincinnati—A. Karsch is succeeded in the retail drug business by the McMicken Avenue Pharmacy.

Cincinnati—The Smith-Reiley Co. has sold out its commission, fruit and produce business.

Dayton—Jones & Staley are succeeded in the grocery business by Martin & Co.

Dayton — The Buckeye Motor Manufacturing Co. has been incorporated with a capital stock of \$10,000.

Dixon — The hardware business formerly conducted by M. A. Clem will be continued in the future by M. A. Clem & Bro.

Dayton—Mrs. Anthony Schneider is succeeded in the grocery business by Chas. Rogge.

Galion—E. W. Seeman will continue the drug business formerly carried on by E. W. Seeman & Co.

Granville — The lumber business formerly carried on by J. P. Wilson will be continued in the future by C. S. Garretson.

Hamilton—The Holbrook Shoe Co. will continue the boot and shoe business formerly conducted by C. Holbrook & Son.

Portsmouth—Smith & Spencer are succeeded in the manufacture of bricks by the Portsmouth Brick & Tile Co., which has been incorporated.

Springfield—C. E. Cain, photographer, is succeeded by W. S. Kindall.

Springfield—C. C. Grube, grocer, is succeeded in business by Roberts & Bloomershire.

Toledo—The J. Berlin Cap Co. will be incorporated under the same style.

Toledo—The Midland Manufacturing Co., which manufactures baking powder, has merged its business into a stock company under the same style.

Delaware—The jewelry and men's furnishing business formerly conducted by Wm. M. Miller will be continued by E. C. Hilgendorf.

Cleveland—Wm. Lash, druggist, has made an assignment.

Gallipolis—A petition in bankruptcy has been filed by the creditors of J. E. Mills, lumber dealer.

Jeffersonville—The creditors of A. E. Moon, implement dealer, have filed a petition in bankruptcy.

Another New Industry for Boyne City.

Boyne City, Sept. 26—Arrangements have just been completed whereby this city has another substantial addition to its already large line of wood-working industries. The White Veneer Co. is the name and work has been started on the erection of the buildings. The company proposes to manufacture the best grade of hardwood veneering. The officers are: President, W. H. White; Vice-President, Thomas White; Second Vice-President and Superintendent, J. A. Rowson; Treasurer, R. V. White; Secretary, W. L. Martin. All are residents of Boyne City except Mr. Rowson, who is from Mt. Pleasant. The company expects to start with a force of from forty to sixty men.

Boyne City is rapidly becoming one of the best manufacturing towns in Northern Michigan. Its population is increasing rapidly, and, unless indications fail, will soon reach the 5,000 mark.

Frozen faith is effective only in freezing the faithful.

Will Double Its Capacity.

Bay City, Sept. 26—The most important announcement of the week in industrial lines comes from the Dupont Powder Co., which recently absorbed the W. D. Young Chemical Co., and it is to the effect that the new owners will double the plant as to size and capacity. The plant is constructed on the unit plan and consists now of one unit. About \$30,000 is to be expended in duplicating this unit. The plant manufactures wood alcohol from mill refuse, and the product is used by the Dupont Co. in the manufacture of smokeless gunpowder.

Increased activity has begun among the lumber firms on account of winter stocks. The mills are through with repair work and are for the

most part running either night and day or over-time. The Wylie-Buell Co. has installed a \$10,000 steam skidding and loading apparatus.

The canning factories are starting up, and the prospects for the season's run are excellent.

The sugar factories are also beginning to operate on last year's residue of molasses, manufacturing the coarser brown sugars. The slicing of beets will begin about October 5-10.

Willing To Double Up.

"You are certainly a most singular girl," said the young man.

"Well," she replied, "it's not my fault, I assure you."

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E. A. STOWE, Editor.

Wednesday, September 27, 1905

CHANGING THE MAP.

Vivid and dramatic pictures have been painted of Antony, Octavius and Lepidus, three victorious generals, after the death of Caesar dividing the Roman world between them in the first century before Christ.

Antony took the Eastern section of the Roman dominions, including Asia and Egypt; Octavius was assigned to the Western division, including the Eternal City and Europe, while to Lepidus fell Africa, with the exception of Egypt.

This was a striking event, the parceling out of the control of the nations of the earth by a triumvirate of Romans. It was not long before they quarreled among themselves, and the entire vast dominion with supreme power fell to Augustus.

Since then various schemers have planned the parceling out anew of the world. Charles V., of Spain, attempted it. Peter the Great, of Russia, dreamed of it, and Bonaparte essayed it. Genghis Kahn and Tamerlane tried it in Asia. And yet, despite all the tremendous and calamitous failures that followed such attempts, men still dream of the mighty undertaking.

But nobody any longer hopes to conquer and control all the nations because he knows too well that they would combine and destroy him as they did Bonaparte. A writer in the London Fortnightly for September undertakes to map out the world and assign its parts to the chief nations.

To England are given the colonies and lands she now owns, and Egypt and Arabia. France is to control all of North Africa down to the Sahara Desert. The United States is to rule over the New World. Russia is to remain humiliated, and to ask for nothing else in the way of conquest, but to devote her energies to developing into a model constitutional government. This is to make way for Germany, which must have a large slice of additional territory. Says the writer in question:

"The German empire of the future will be, or should be, a congeries of big and little states, semi-independent in many respects, bound together by allegiance to a supreme Emperor, by a common Customs Union, an army and navy for the defense of their mutual interests. The empire will

include the present German kingdoms, duchies, principalities and republics, and, in addition, a Kingdom of Bohemia under a hapsburg or a Hohenzollern, a Kingdom of Hungary, Kingdoms of Roumania, Servia, Bulgaria, Principalities of Croatia, Montenegro, Macedonia, a Republic of Byzantium, a Sultanate of Anatolia, a Republic of Trebizond, an Emirate of Mosul, a Dependency of Mesopotamia; the whole of this mosaic bound together by bands and seams of German cement. Wherever there is vacant land and a suitable climate German colonies will be established, as they have been in Transylvania and Syria (as also in Southern Russia and in the Caucasus). The territories of this German League would thus stretch from Hamburg and Holstein on the Baltic and on the North Sea to Trieste and the Adriatic, to Constantinople and the Aegean, to the Gulf of Alexandretta, to the Euphrates and the frontiers of Persia."

People talk as coolly about remodeling the map of the world as if it involved nothing more than the cutting of a garment out of a piece of cloth, and as if it would not arouse the opposition and resistance of the peoples whose countries are to be slashed to pieces without giving them a thought, and as if other nations would not have their jealousies and hostilities excited by the spectacle of aggrandizement presented.

Whenever, by Roman, Spaniard, Briton, Russian, Frenchman or German, an attempt has been made to change the maps of the world, there have always been frightful wars with tremendous slaughter and the shocking laying waste of vast expanses of country. To dream that this will not attend all such future enterprises of the kind, is to assume as a possibility something which all experience teaches can never happen. There will be no more war whenever there shall be no more covetousness and lust of power in human nature.

No man's fame is secure until his body rests in the grave. The folly of erecting statues in honor of living men is demonstrated by the action of the mob at Tokio in tearing down a statue of Marquis Ito, one of Japan's greatest statesmen. His services to his country have been so important in the past that it might be thought popular feeling would turn against him under no circumstances, at least so far as to rend his statue. But popular favor is a fickle thing, easily veered, and quick to shatter its idols. Marquis Ito will doubtless live to see his course in connection with the treaty of peace with Russia vindicated by results to the advantage of Japan. He will probably regain all the prestige he has seemed to have lost and may rise to even higher eminence among the statesmen of his land. But he will probably discourage any more statues in his honor until he shall have passed beyond the reach of further praise or blame. The dead are the only ones of whom only good is spoken.

No man wanders more easily than he who watches only another's ways.

THE REAL REASON.

Since the punishment of the Russian began by the barbarous Jap the civilized world, and especially that part of it which belongs to the United States, have looked and wondered, completely astonished at what the little, under-sized brown men have been able to accomplish for themselves and their native land. They have fought the most stupendous battles of all history; with odds against them as great as the Greeks at Marathon, they have won as far-reaching results, and then, as their crowning glory, they have exhibited a magnanimity at the council table that the barbarian and the pagan have never before shown. So remarkable is all this that the thoughtful everywhere have been asking Why? and have followed up that question with a most determined How?

The real reason has not been hard to find. Those barbarians in their efforts to clamber to the heights where civilization lives and has its being saw, or fancied they saw, that what they were striving for was not to be attained in one generation or two and that the hope one day to be realized was the work of generations trained for just that one thing. That fact fixed they took their growing boys and girls in hand and trained them as patriots only can be trained. The battle field was to be the scene of their crowning glory, and that glory death. Nature had not been kind to them in stature, but believing that the best goods are done up in the smallest bundles they packed into those bundles the best sinews the Japan blood could produce and trained them for the sure-coming hardship and agony of the battle field. They gave them to eat and to drink only what hardship and suffering depend upon for endurance unmixed with luxury, they sent them to the work in hand knowing what was best for them, and more than anything else they taught them obedience. So the Asiatic pagan patriot met the pampered European Christian soldier on land and sea, and Peace at Portsmouth sent home the Japan plenipotentiary rejoicing over the moral victory he had won, while the Russian went away jubilant over that he had not been whipped into paying into the Japan treasury "a kopeck!"

Yes; but where is the hint from the barbarian? Right here: Not the Japan nation but the Japan home trained, the conquerors in "These bloodiest pictures in the book of time." It was the Japan home whose relentless discipline made the sinews of steel that sunk the Russian fleet and destroyed the Russian army. It was the Japan mother whose cradle song made possible the treaty at Portsmouth and the Japan father whose abstemious life, faithfully followed by his carefully-brought-up son, grappled with the Russian on the walls of Port Arthur and made Japan a power that the nations of the earth respect. Are we Americans so training our generations? Are our American mothers so rocking and so singing? Are our American fathers so teaching by pre-

cept and example the practical lessons of national life? No? Then the barbarian hint is an incentive parental duty. Yes? The hint then is an encouragement to go on with that duty.

OUR BOUNTIFUL HARVESTS.

This country is blessed this year with unusually bountiful harvests. The season is so far advanced and the crops are so generally matured that there can be no doubt of the results. Wheat, corn and all the other cereals have yielded abundantly. Agricultural products of all kinds have made good returns for the labor expended upon them. While in certain localities the crops may have been unsatisfactory the average for the entire country is generous. Compared with the records for ten years the average yield in most products is high. The corn crop is pronounced the greatest ever known, while the wheat crop is the second best ever harvested. It sometimes happens that when crops are plentiful prices are extremely low. That is not to be the case this year. Not only in amount but in market value will the American harvest make a high record.

Money that comes from agricultural prosperity is widely distributed, reaching all classes and improving the business condition of the entire country. The farmers have been doing well for half a dozen years. Many of them have been able to discharge the debts under which they had been staggering. Others have added to their acres and improved other facilities. With their profits this year they should make a strong start toward financial independence. The increase in the purchasing power of the agricultural classes will be felt in all branches of trade and industry. We shall make a big advance in our export records. Last year it looked as though we were to lose our place as one of the granaries of the world, as our wheat shipments abroad amounted to only 43,700,000 bushels as against the several hundred million bushels we previously exported annually. Now we shall resume our place. Europe always welcomes our foodstuffs, especially our grains, and this year will be particularly glad to tweek our country and ththeflklqj get them. The balance of trade between our country and the rest of the world will incline still more strongly in our direction.

Other states besides New York are concerned as to the methods of life insurance companies. Several of them have sent their insurance commissioners to the metropolis to look into the situation and report as to the advisability of more restrictive legislation. The whole country has been aroused by the recent exposures and if uniform laws in the several states are impractical or impossible of attainment the demand for federal supervision will become imperative.

The salesman who does not feel that the success of his house depends upon him needs to doctor his conscience.

STORY OF A MILLION.

How Its Possessor Won a Fortune.

In the beginning there was The Man Man and a thousand. Now it is the million and a man. The Man's name is well known—or, to be exactly truthful—widely known. His personality is well known. His fads and fancies, hobbies, likes and dislikes are widely known. But all this is merely because of the million. It is the million that is the master, the greater one of the dual force that The Men and it comprise. Without the million the name of The Man would still be clouded in obscurity. His likes and dislikes would be unknown. It is the million that he represents and the million only that the world is truly concerned about.

In the beginning it was different. At the time when The Man first set foot in the city where he was to wrest the million from the world of business for his own it was he who was more important than his money. A thousand must be multiplied many times before it comes to be big enough to hide the man who owns it. But when it gets to be a million it does this, surely, completely, and without a doubt. The Man didn't take this view of the matter. He came to the city with the avowed intention of getting a million. How he got it he didn't care particularly. What he was going to do with it when he got it he didn't know. But he did know that he wanted it, that he needed it if he was to be happy at all, and furthermore he swore through tightly pursed lips that he would get it, get it, get it! And this is the story of how he did it:

The Thousand came to him from his father. The Man, when his father died, looked at the little sandy Michigan farm that he had left to his two children and resented warmly his father's lack of foresight and business ability in failing to provide better for the children, he was to leave behind him. If it had been a block of city houses, or stock in a railroad—but a farm, a little sandy, scraggy sort of a farm that would bring only \$2,000 on a forced sale! It was really inconsiderate of the father. If the fact had been known that father never had intended that The Man should have anything from the farm. The other child was a sister and had married a man whose first act after the marriage was to develop tuberculosis in an acute stage. The father knew that farm was worth \$2,000. He calculated that the daughter would be that much richer on his death. The Man thought differently. It was too bad about the sister's husband, but what had he to do with that? One-half of the farm was his by right. It was thus written in the law.

The Man felt sorry for his sister and put his share of the \$2,000 into a New York draft, put the draft in his innermost pocket, and came to the city. It didn't take him long to forget about the sister with the consumptive for a husband, and with this

accomplished he became a real million chaser.

Special training of any kind The Man did not have, but after a year or two in the city he knew enough of accounting to get a job as assistant book-keeper in the offices of the Consolidated Manufacturing Company. He had skirmished around in other jobs in the meantime, such as salesman, bill clerk, shipping clerk, and even driver, and all with but indifferent success. He had not gone far toward the million; in fact, had made little more than enough to live on, but the thousand had been in the bank drawing interest all the time, despite the fact that one or two letters had come from the sister telling of her hardships. But when The Man entered the employ of the Consolidated Manufacturing Company he saw that opportunity was stretching its arms out to him in welcome. The Consolidated Company was a big firm, there was plenty of room for a man of parts to make his mark there, and there was Peter Cunningham, the boss of the office, and The Man, noting him, avowed that he was the man who must help him in his upward climb. He came to work for the Consolidated with his lips pursed just a little tighter, the resolve to get rich just a little more firmly fixed in his mind. The prospect to the average clerk in the Consolidated office was not particularly promising. But the man saw possibilities beyond the dreams of the average man, and he resolved that it was with the Consolidated that his stock should commence to go up.

There were four assistants and a head book-keeper. The Man was the youngest of the assistants. He looked about him and saw that the position of head book-keeper was a good one for a man of his ambition to have. It put him close to the heads of the office and gave opportunities for doing things in a way that would attract attention. And, better still, it gave opportunities for learning the inside workings of Consolidated Manufacturing.

The incumbent of the position at that time was an old man, one of the oldest of the minor employes of the office. The Man noted that he was old fashioned and slow in his ways. He noted that the manager and the Boss were impatient to have him out of the way and yet would not discharge him because of his long connection with the firm. He noted that the head book-keeper knew this and feared for his official life because of it. Therefore he laid a scheme. Things played into his hands. He became aware that another firm, a rival of Consolidated Manufacturing, was in need of an experienced head book-keeper.

Logically he should have striven for the position. Actually he did nothing of the sort. He had decided that Consolidated offered him his chance for a big start and he was not going to change his mind. But he did not overlook that position of head book-keeper with the rival firm. On the contrary, he let the head book-keeper of Consolidated know

about it indirectly. Also, through devious channels, he let the manager of the rival firm know that the Consolidated man feared for his job and might be willing to consider an offer. The rival manager promptly went after him. The old head book-keeper, trembling, entered into negotiations with him, on the strict condition that all should be kept a profound secret. He chuckled when he saw how things fell into his hands. He was a born plotter and it pleased him to see his plots work out. Somehow, some one let the Boss know that the head book-keeper was considering another position. It was the excuse that the Boss needed. The book-keeper was promptly discharged.

Partly because The Man "played close" to the Boss and partly because he was an efficient worker, our hero was given the position of head book-keeper. He tightened his lips and called upon the heavens to witness that he had just started to climb.

In the midst of his early climbing The Man took the time to drop business long enough to woo and win a bride. A waste of time? Oh, no. The bride happened to be the 18-year-old daughter of the Boss, a girl just out of school, and subsequent events force the statement that there was little or no love on the part of The Man in this affair. He was all business, and his marriage to the Boss' daughter was not the least of the wise business strokes of his career.

Its effect was instantly evident. He was made confidential man to the Boss, and, as such, was just as near to the core of Consolidated Manufacturing as he wished to be. He was now in a position where the chase for the millions could begin in real earnest. As yet the million was far away. Four thousand dollars in the bank was the best The Man could show at this time, and \$4,000 does not look big to the man who wants a million. Ten years The Man had spent in the city in rising to the position of confidential man to the Boss of the Consolidated Manufacturing and a bank account of \$4,000. He set his jaw as he thought of it and marked that he was getting well over the thirty year mark. He had been wasting time. He had worked too long and too hard in getting to where he could strike.

But it had been the best that he could do. Now that he was in a position to strike, well, the blow would be all the harder, that was all. It was not until two years later, however, when he had discovered that the Boss had no intention of making him a partner in the firm for many years to come, that he decided to strike.

It was only a tentative blow, a feeler for the real article that was to be delivered later on when the time was propitious, but it gave The Man a proper appreciation of the powers and advantages that his position as son-in-law and confidential man of the Boss gave him. A small rival plant was being established in another town. The men behind it were all small capitalists, and they looked with fear at the great Consolidated, which they were starting in to buck on a small scale.

When The Man privately approached them with a business proposition they listened to him with respect. His tale was simple: He was dissatisfied with the methods of the Consolidated Manufacturing Company in dealing with him. He wanted to leave them to get into a smaller business where he could make himself felt and where his energies would give him the chance he wanted. He didn't ask the small firm to talk business with him. He simply stated the facts and they came to him, allured by his name and his connections. Quite simply The Man, using his connection with Consolidated Manufacturing as a lever, manipulated the deal. Of \$300,000 worth of stock he was to receive \$100,000 for floating the whole affair. The men who started the affair had been thinking in \$10,000, and the larger figures blinded them. They would make fortunes where before they had figured on ordinary competences. And so The Man made his first strike toward the million.

He took the \$100,000 stock and went to the Boss. "I have already one-third of the voting stock of this little plant in my possession," he said. "To secure possession of the whole affair it is necessary only to buy another \$100,000 worth of stock." He said this with less than \$5,000 of his own money in the bank. The Boss looked at him. "How did you get it?" he demanded between tight lips. "That," said the son-in-law, "is

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none of your business. The thing is: here is a rival plant which Consolidated can secure control of for \$100,000 in \$300,000 worth of stock. Can you afford to miss the chance?"

And so the rival firm floated its stock, but when the original founders woke up they found that two-thirds of the stock was in the hands of the enemy. So there was no rival firm, but Consolidated Manufacturing had another branch. The Man felt safe in calling his wealth \$100,000 now, and the thirst for wealth was still as unquenched as ever. But he had confidence in himself now as he never had before. He had beaten half a dozen men at their own game, and he had outfaced the Boss. The million was now only a question of time.

For a few years then he stood practically still in his upward climb. His income was now \$20,000 a year, but he had married the daughter of a millionaire society man, so \$20,000 a year left little surplusage when the bills of his home were paid. It worried him, this standing still, for the Boss had by this time come to regard him in an unfavorable light and constantly refused any suggestion of making him a full fledged partner in Consolidated Manufacturing. The Man noted and planned elsewhere. His scheme was daring enough. He proposed to force himself into the firm. He had some stock. He had practically unlimited credit with a certain set of bankers who were willing to take a chance on him because of his connections, and he had a few friends whose holdings of Consolidated were not inconsequential. With these he began to conspire. The story of the deal is too long to be told in detail. The Boss presently became aware that some powerful factor in the financial market was fighting with him for the control of Consolidated. The Boss bestirred himself. He began to buy with a rush to insure himself a control of a majority of the voting stock. He told The Man about it and The Man laughed. Consolidated went up, up, up and then suddenly disappeared from the market before the Boss had enough stock to laugh at his mysterious opponents. His brokers scurried madly trying to buy at any price, but holders of Consolidated were not selling at any price. They had their order from The Man to this effect. They held on, watching him for the signal to let go. The signal did not come to them. It came to the Boss and he let go to the extent of an even million. The Man got the million. He got it for his holdings of stock and promise to get out and help fight the enemy after he had confessed that it was he who had put the Boss in the hole. The Boss raved at first, threatened to kill him, and ended by starting off to the Street to brand him among the brokers and others as a robber. The Man stopped him. "What I have done," he said quite coolly, "has been such that I'd go to jail for it if it was made public. You—er—there is your daughter and her two little girls. You

probably would like to see their pictures printed in the yellow newspapers along with the story of my—of this little affair."

The Boss wilted. "— you!" he roared. "This is sheltering a snake in your bosom with a vengeance." The Man eyed him coolly. "All that I am, all that I have learned to do, all that I have done, I have acquired from you and from studying your business methods. I came into this game to get a million dollars. When I saw you and saw how you conducted your business I saw in a flash how the man who gets a million dollars in a hurry must get it. I saw you put the little fellows out of business and buy them out at a rotten figure. I saw you put men to the wall and profit by their failures. I decided that there was only one way to do it for the man who wanted a million and wanted it as quick as he could get it, and that was to copy after you and follow your methods. I did so. The fact that you happened to be my father-in-law and benefactor when I saw the chance to trim Consolidated for the sum I needed didn't interfere with my plans at all. I had learned from you long ago that there can't be any such thing as sentiment in business. You told me so yourself long ago, you remember, that time when Langdorf's widow (Langdorf who shot himself after you'd driven him out of business) came and asked you for enough money to support herself and her two daughters. You told me it again when we 'adapted' young Brice's invention without giving him a cent for it, just because we were able to do it and get away with it. You told me it every day in your actions and your attitude toward the world in general. When I saw I could make a million off you I said: 'There is no sentiment in business.' And now if you'll write the check we'll start in and make the fellows who're holding Consolidated for another rise look foolish when the market opens tomorrow. I've got my million now—what I have been working twenty years for—and I'm satisfied now. You can depend on that. There won't be any more work of this kind on my part, not with you, as long as you live."

And there was not. The Boss died soon after, so now The Man is the head of Consolidated Manufacturing. And if he wasn't kept so busy handing out interviews telling the young men of the day that the only way to win success is by being honest and industrious, and working hard for every cent that one gets, it is just possible that he would have time to remember how he got his own. But it is not probable. The everyday serenity and Sabbath day piety of his life forbids the thought that any disturbing memories ever creep up to bother him. Henry Oyen.

Patience and Trust.

You want to be true and you are trying to be. Learn these two things—never be discouraged because good things get on slowly here, and never

fail daily to do that good which lies next to your hand. Do not be in a hurry but be diligent. Enter into that sublime patience of the Lord. Be charitable in view of it. God can afford to wait; why cannot we, since we have Him to fall back upon? Let patience have her perfect work, and bring forth her celestial fruits. Trust to God to weave your thread into a great web, though the pattern shows it not yet.—George McDonald.

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NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 23—It has been a week of slight ups and downs in the coffee market, with the advantage at the close somewhat in favor of the seller. Trading has not been very active, but a steady volume is reported, and perhaps the tariff agitation has caused rather larger movement from retailers than would otherwise have been the case. At the close Rio No. 7 is worth 83½c. In store and afloat there are 4,144,933 bags, against 3,488,819 bags at the same time last year. West India sorts have shown more activity this week and quite a volume of trade has taken place. Good Cutcuta, 97½@10c, and good average Bogotas, 11½c. East Indias are steady and practically without change. Your correspondent has been sampling some genuine Puerto Rico coffee. It is retailed at 40c per pound and he had been led to expect the beverage to be "the best yet," but somehow it fails to touch the spot as do many 25c grades sold by good retailers. Possibly it was roasted too dark, and perhaps one must grow to like it, as he does olives; but, at any rate, we are quite content with other grades. The opinion is quite freely held that the crop of Brazilian is bound to be comparatively small and values, of course, will advance if this proves correct.

The tea market remains steady and holders are in a very cheerful frame of mind. Sales are not large in individual instances, but they are numerous "as they come," and the total is satisfactory. Prices are firm, but practically without change.

There is little, if anything, of interest to note in the sugar trade. There has been quite a call for refined and the situation generally shows some improvement over last week, so far as new business is concerned, although most of the business consists of withdrawals under previous contract. Raws are steady and some quite large trades have taken place.

Offerings of rice are limited and quotations seem to be a peg too high to admit of free transactions. Consequently we have a rather limited volume of business, but with a favorable future outlook and holders are not willing to make concessions.

Spices are meeting improving call and quotations are very firm, with an upward tendency. While pepper was the most interesting article on the list some time ago, cloves now occupy the stage. Receipts at primary points are reported as extremely moderate, and it is altogether probable that steady advances in quotations here will ensue. Pepper is firm, but the amount of business is not large. Other spices are unchanged.

The autumn trade in molasses is setting in and already the market shows a hardening tendency for grocery grades of New Orleans stock. Prices are not advanced as yet, however. Medium and low grades are firm. Syrups are steady and unchanged.

It seems to be somewhat of an off week in canned goods. Tomatoes are exciting scarcely any interest and, while salmon are well sustained, there seems to be only an everyday sort of business going forward. Genuine standard 3s tomatoes are selling at \$1 and, as a rule, if less is named the quality is not all that could be desired. Department stores are disposing of large quantities of salmon at 8@10c per can and the market will before long be fairly well cleaned up.

More activity is shown in dried fruits and, as compared with a month ago, there is almost a "boom." Peaches and apricots are said to be all gone from first hands and there is bound to be an upward movement right along for almost all sorts of Pacific coast goods.

Arrivals of butter have been larger than anticipated and, while prices are no lower, there is a weaker feeling, and if the supply runs as large next week there will likely be a break. Extra creameries, 21@21½c; seconds to firsts, 19½@20½c; imitation creamery, 17½@19½c; factory, 16½@17¾c; extra renovated, 20c, but this is top.

Some improvement is noted in the cheese market and sales of full cream are made on the basis of 12c, although this seems to be about the extreme and the quality must be fine. Preference is given colored stock.

Little change is noted in eggs. Extra Western are worth 22c for firsts; seconds, 18@19c; thirds, 16@17c. There is a good demand for desirable grades and the general market is certainly not overstocked.

She Wanted To Know About the Hens.

Written for the Tradesman.

Pretty Muriel is a very wise little girl. She knows a great many things about city life, but about the country—well, she has never lived there and so, naturally, her knowledge of suburban matters has its limitations.

Recently, however, her people purchased a cottage at a beautiful summer resort, and, in their commercial relations with the butter and egg woman, the vegetable woman, the fish man and various others catering to the wants of "the Resorters" (always in the bucolic mind spelled with the biggest of capital R's!), petite Muriel's wisdom as regards affairs pastoral grew apace.

You might say: Every day she learned something new, And every day she proud and prouder grew, and mentally stood it up in her list of acquirements.

Shortly before flitting to their delightful Southern home, the butter and egg woman brought their last installment of the products of her

farm. As usual, the eggs were of the finest, large and clean and (the biggest essential) fresh—what "Crit," the jolly Grand Rapids commission man, would grade as no less than "Slickers."

Muriel stood some time looking earnestly at the pretty basket, and once more became consumed with thirst for knowledge; she was still hazy on some details of the poultry business.

"Mrs. Christopher," she began, with the air of one seeking information where it would be only too gladly given because the person addressed was so interested in the subject, "Mrs. Christopher, which kind of your hens are the best layers—now which kind lay the most eggs in a day?" H. S.

Clay Used in Kindling Fires.

One of the most novel uses of Indiana clays is in the making of a fire kindler, says W. S. Blatchley, State Geologist, in his annual report. The idea of using a refractory clay for the purpose of kindling fires is somewhat new, Mr. Blatchley says, and he describes the manufacture of the kindlers that are made in Greene county:

"The clay is mixed with one-half of its bulk of sawdust, then molded into an oval mass a little larger than a hen's egg and with four grooves running lengthwise. The solid thus formed is then burned, and in the process of burning the sawdust is destroyed, leaving a porous mass of fire-clay of great refractoriness. A handle

of copper wire is attached to this by an ingenious machine and the fire kindler is complete. This, when dipped into a can of coal oil and allowed to remain over night, absorbs enough oil to burn for fifteen or twenty minutes, with a flame sufficient to kindle either coal or wood fires."

There is a good deal more charity in withholding the word of malice than in giving any kind of a wad of money.

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.

Walker, Richards & Thayer

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Manufacturers of

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Our Specialties:

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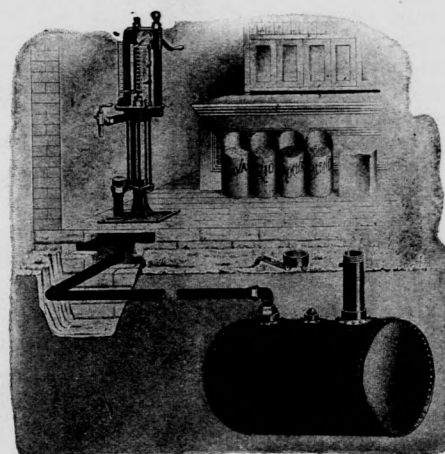
Our line of fancy imported boxes will be ready to show the trade within two weeks. Please inspect it before placing your holiday orders.

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IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "THERE'S NO TIME LIKE NOW"

S. F. BOWSER & CO. - FORT WAYNE, INDIANA

FAST WORK.**Some Records Which Are Almost Incomprehensible.**

Modern requirements in the world of work have been such that cost of an enterprise has taken second place to the question of the time necessary for the accomplishment. And time more than cost and more than enduring strength and finish has accounted for the machine that displaces men.

Perhaps the world awoke as thoroughly to the possibilities of time in a great construction in the awarding of the British contract for a bridge over the Athbara River in 1899 when that award came to a great bridge company in the United States. The Athbara, or Black River, traverses the Soudan in East Africa, and is one of the tributaries of the Nile. The British government, finding need of a bridge for military purposes, came to this country as a time measure, and the company executing the work made more than good.

Plans had been accepted and the order was placed with the bridge company on Jan. 24, calling for a construction almost 500 yards in length. Twenty-nine days later the steel structure was shipped, and Lord Kitchener dedicated the open bridge on August 19.

The feat was calculated to stir British manufacturers. Bridges were needed for the Tugela at Colenso and for the Blaauwkraus at Frere. The first bridge required seven spans of steel, each weighing 107 tons and 69,000 holes had to be punched for the structure. But in sixteen working days the pig iron for the steel had been converted and rolled, the structure fitted, and loaded into steamers. The second bridge, 338 feet long, was completed and shipped in just three weeks from the beginning of the work.

Still taking to heart this lesson of the American builders, an English concern last year undertook to replace an old wrought iron structure over the canal near Sheffield. The engineers took possession of the railway line at 9:20 o'clock one Sunday morning. At 12:20 o'clock the old bridge was under-built with a wheeled mechanism which carried it away on a side track, where it could be broken up. In fifteen minutes the new steel bridge was in place, weighing sixty tons, and at 2:30 o'clock that afternoon traffic on the road was resumed.

But over these steel constructions the United States still is in the lead, as demonstrated in a fifteen story building in William street, New York. In twenty-five days the great steel skeleton was ready for the stone facings, and six weeks later the building, complete, was filled with tenants. In this building are express elevators which are run 1,500 feet a minute, or at the rate of a mile in a little more than three minutes.

America, adopting "hustle" as the watchword of business and industry, has affected the whole world. Its slogan is leaving no such thing as

rest in either the commercial or industrial field. It was a Yankee inventor, for instance, who perfected a machine for wrapping powders of any nature and in any given quantity. So rapid is the work of these machines that a score of them will wrap all the drugs in powder form which the United States can take in a year. An American chocolate wrapping machine will do up 100 packages of the confection in a minute. A lath cutting machine will cut 52,000 laths in a day, representing the work of forty men. That nothing is too small in import for the American ideas of haste is shown in the electrical shoe polisher, which takes six shoes at a time and completes the polishing of the half dozen in just two minutes.

In the recent war with Russia the Japanese gave an example of quick work on a big naval scale. In the operations outside of Port Arthur a Japanese destroyer was badly damaged by a Russian shell. Almost one-third of the vessel was cut away astern, leaving only a bulkhead protecting the machinery. When the danger was over the vessel was beached and repairs were undertaken in dry dock. Within a month this new stern was complete and the vessel ready for service.

In times and conditions of peace far greater wonders are performed in the shipyard. One of the newest of the Cunard monsters of the deep is the Carmania, which weighed 13,500 tons at launching, and which complete has a displacement of 30,000 tons.

This vessel was built at Clydebank, and was ready for service in nine months after its keel was laid. In the building of the ship steel was placed at the rate of 1,420 tons a month.

Connected closely with shipbuilding in time-saving records are the machineries for loading, unloading and trimming cargoes. At some of the great grain elevators of the country wheat is drawn up from the holds of vessels at the rate of 20,000 bushels an hour. In the same connection is an automatic machine which through its six offshoots weighs, bags, ties up, registers and delivers 7,200 bags of wheat in an hour.

In the great coal docks at Cardiff are monster cranes handling coal in



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Prosperous Looking Men

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Ben-Hur Cigar

While for years BEN-HUR CIGARS have been pleasing the people, they have at the same time been making thousands of dollars for dealers all over the country.

If you are not drawing dividends yet from BEN-HURS' goodness it's time you put them in stock.

Worden Grocer Co., Distributors, Grand Rapids

Gustav H. Moebs & Co., Makers
Detroit, Mich.

10¢

QUALITY

5¢

PRICE



quantities displacing armies of men. The record of these cranes is loading a steamer with 9,234 tons of coal in twenty-eight hours, trimming the cargo automatically as it has loaded it. At Barry also these cranes have unloaded 1,900 tons of coal from a steamer and allowed the vessel to sail again on the same tide by which it came into the docks.

Our own Baltimore, however, yields nothing to the Briton in this work. In that Maryland capital are coal loading mechanisms which in a twenty-four hour day can handle 150,000 tons of coal if only enough vessels can be brought alongside to receive the cargoes.

In the same way the ore handling devices at the great steel mills of the United States are wonders of the world. Almost without the aid of hands iron ores are loaded and unloaded at the docks at a speed not to be touched by all the men who could be crowded in for the work. In one day a modern steel mill may turn out 2,700 tons of rails, sufficient for laying twenty-one miles of track.

In the same titanic scale the dredgers displace the men with the shovel and the pumps. The great crane shovel, which cuts its way in canal digging through soil and clay and mire, will lift 3,600 tons a day under ordinary conditions, thus accomplishing the work of 2,400 men with hand implements. One of the great suction dredges, working in the depths of a harbor channel, will pump 3,000 tons of sand and silt in an hour, depositing its load hundreds of feet away as occasion demands. How many men and how much old time paraphernalia such a machine displaces are hardly to be estimated.

But in this age of hustle and hurry some of the slower nations have not been as slow as popular imagination would have had them. A German, for instance, clearly has entered the Yankee field of small things in the perfecting of a dish washer which turns out 6,000 dishes an hour, washed and dried for the table at an instant's move.

Norway has not been credited with the greatest celerity in her movements as a people, and yet she has something approaching a record in the manufacture of paper. At El-senthal recently a notary was taken to the woods, holding a stop watch

under oath in order to testify to rapidity in papermaking. The woodsmen began cutting at three trees at 7:35 o'clock in the morning. The wood was cut into blocks, macerated and reduced to pulp, and the first sheet of finished paper came from the mills at 9:34 o'clock. These sheets were driven two miles to the newspaper office, which at 10 o'clock presented a finished, printed newspaper. Thus in two hours and a half a standing tree became a daily paper, carrying with it some of the developments of the recent schism between the two sister kingdoms.

Machines in some of the hosiery factories of the world make 300,000 stitches in a minute. Shoemaking machines drive 300 steel tacks in a minute and build up 1,500 pairs of heels in a day. A cutler will make a carving knife in ten minutes, where once the hand workman spent five hours. The modern nailmaker turns out a hundred pound keg of nails in two hours where once he would have required two weeks for the task. One man now tends twelve screw cutting machines which turn out nine screws a second, a speed 4,000 times faster than hand work. A mule frame, with one man and two boys, will spin as much cotton yarn in a day as 1,100 women could have done working the old hand spinning wheels.

All for the reason that time is more than money in these modern days of rush and go. "How soon can I get that?" is the question of the man of affairs. How he gets it is no concern of his. And this man of affairs is becoming more impatient of delays day after day in geometrical progression.

Arthur Fenn.

Hard to Please All.

The rain which makes one man's grain crop yield heavier damages his neighbor's fruit. A little later the conditions may be reversed, and the rain affords the fruit grower an opportunity to begin cultivating, while the grain raiser's crop is not yet under shelter.

Warm weather is welcomed by the ice man, but gives the furrier less to do.

One man is busy seeking a wife—another trying to be relieved of the one he has.

One seeks to escape from the effects of his evil-doing, another endeavors to obtain justice and honest treatment.

Some men find they have more work or business than they can do. Another set of men can not get anything to occupy their time.

And so it goes all through the relations of life, no matter what our business, our profession or calling may be—everywhere, in the same town or community, in the same business, we

find satisfaction and dissatisfaction, croakers and well-wishers, "knockers" and "boosters." It is well that to no man is entrusted the business of running this old world of ours, as much as some might think they could improve upon it, for although there is plenty of dissatisfaction, a large part of us really don't have to look much farther than ourselves to find a place to start to work to make some improvement.

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Shield
of
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Genuine *Welsbach*

- ☐ The best and most economical gas light in the world.
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☐ Insist on } with the Shield of Quality on the label.
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Prices, 35c., 30c., 25c., 20c., 15c.

Imitations are Worthless and Extravagant.

For Sale by the Gas Company and
All Dealers.

**A. T. Knowlson, Wholesale Distributor for the
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A FLYER!!

\$35

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
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Trade

REPRESENTATIVE RETAILERS.

Spencer Van Ostrand, the South Haven Druggist.

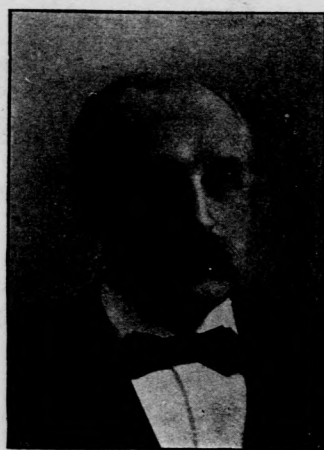
One American product is known for which almost always a market exists, regardless of trade conditions; one which is affected but little by panics or strikes and is in great demand in times of prosperity. It is to some degree a distinctively American product. The people, of the United States at least, are disposed to believe that it is produced in the finest quality in this country; and it is known and recognized abroad as a particularly American production. It is the subject of anecdotes told in Fleet street and on the Bourse; and it is acknowledged, if not always admired, in Berlin and other financial and political capitals of the European continent. That product is denominated fittingly as American energy.

American energy has been something to be reckoned with ever since 1776. It has encouraged invention, which has resulted in the production of machinery which has revolutionized the production of many articles of trade. These machines have forced their way into other lands. American energy has opened markets for American goods where they have had to compete with established industries centuries old. It is not to be wondered that it is a pretty conspicuous factor in the drug business for success in no other field of life is more dependent upon the energy with which it is prosecuted than in the drug business. The young American possessing this quality is pretty apt to be a success in spite of unfavorable conditions. He may lack capital, but if he possess energy he can command that; he may lack opportunity, but if he possess energy he will discover it; he may even lack definite purpose, but if he possess energy it will be revealed to him. It is the only resource that many young Americans have possessed, and of those who have actually possessed it few failed in their life work. Some have possessed money and failed, some have acquired training of a high class and yet have failed; but few have possessed energy and failed utterly. They may have met with occasional or temporary rebuffs, but the spirit that was in them soon surmounted the difficulties and eventually won them permanent success.

Few men starting out in the world to make for themselves a career have possessed this desirable attribute to a greater degree, or utilized it with greater success, than Spencer Van Ostrand. In the beginning he possessed but little capital beyond pluck and enterprise, but he succeeded in interesting capital of the monetary kind, and the combination, well administered, has won success for him and profit for others. The careers of men of managerial and executive ability are watched by those having command of the conduct of big enterprises and such men are sought after careful scrutiny of their records and estimation of their fitness.

Spencer Van Ostrand was born in the village of Rose, Wayne county,

New York, Dec. 20, 1844. His father was a physician, having served his country as Surgeon of the First Michigan Engineers all through the War of the Rebellion. When Spencer was 13 years old the family removed to Albion, where he graduated from the High School, subsequently pursuing a business course at the old Mayhew Business College at Detroit. In 1867 he took up his residence at South Haven and engaged in the lumber business, which he pursued with more or less success—mostly less—for three years. He then sailed on the Lakes four years, when he was offered the position of station agent at Kibbie Station, on the South Haven branch of the Michigan Central Railway. He remained in this position ten years and during most of that period he conducted a grocery and drug store in connection with his



other duties. He then returned to South Haven, where he took the management of the old Dale drug store, in which position he remained seven years. He was fully qualified to do this by reason of his previous experience in the drug store of Johnson & Van Ostrand, of Albion, the latter member of the firm being his father. In 1890 Mr. Van Ostrand purchased the Dale stock and embarked in business for himself, which he has carried on with marked success for the past fifteen years.

Mr. Van Ostrand was married in 1867 to Miss Fanny Overy, of Albion. They have had five children, two of whom are now living. The oldest son, now 35 years of age, is associated with his father in the drug business.

Mr. Van Ostrand is an attendant at the Congregational church, but has no other fraternal associations. He has worshipped at the shrine of business and enjoys the reputation of being the most faithful to his duties of any merchant in South Haven.

In 1902 he and Dr. Arthur C. Runyan obtained a franchise for a gas plant and, in company with Bascom Parker, of Niles, formed the South Haven Light, Fuel & Power Co., Mr. Van Ostrand taking the position of Secretary and Treasurer, which he still holds. The business has prospered beyond expectation, the output of gas for August having been over a million feet.

Mr. Van Ostrand attributes his

success to hard work, but those who know him best and appreciate the strenuous effort he has made to achieve success in his chosen calling for the past twenty years realize that back of the patient endeavor and persistent effort there lie a shrewdness and far-sightedness which have done much to place him in the proud position he now occupies.

When Deborah Helped Ben Franklin.

Some idea of the Franklin wardrobe may be obtained from an advertisement he inserted in his paper after he had been robbed. From these it would appear that he possessed a bushy and curly wig, huge spectacles, red flap waistcoat, Holland shirt ruffled at bosom and sleeves, black broadcloth breeches, new-seated and lined with

leather, light blue stockings and large buckled shoes.

Deborah had and doubtless wore a flat gypsy bonnet, enormous hoops, short petticoat, and gown of printed cotton of the sort called brocade, the ground dark with large red roses, and other large red and yellow flowers, with blue in some of the flowers, and smaller blue and white flowers with many green leaves. The close detail given this piece of brocade leaves us to suppose the description was written by Deborah herself. No wonder that Benjamin styled it "very remarkable."

Most of us would be contented with what we have if only our neighbors would be satisfied with a little less.

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.

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GRAND RAPIDS, MICH.

Menthol Cough Drops

We make the best cough drops on the market. You want to get your stock ready now. Put up in 5 cent packages, packed in an attractive carton which will make a good display on your shelves. Ask our traveling men about them.

Hanselman Candy Co. Kalamazoo, Mich.

GOING TO THE FAIR.

Merchant Who Lived a Delayed Boy-hood.

Written for the Tradesman.

"I didn't notice your exhibit at the fair," said one up-State merchant to another as they met at that common village resort, the postoffice. "You must have kept it buried somewhere."

"I forgot," said the other, "and left it at home."

The first speaker grinned in response to his friend's alleged joke, but his face grew grave again in a moment.

"I had no idea you would miss a thing like that," he said. "It is a fine chance to advertise, and then it helps the fair society."

"You may be right," said the other, "but I'm not going to be on the hustle the year round. I went to the fair, though."

"I didn't see you there."

"No, I presume not. You didn't look in the right places. Did you see that chap who had a negro's head sticking out of a hole in a tent and let people throw balls at it, three for a nickel?"

"Don't think I noticed it."

"Well, I was there quite a lot of the time. I came mighty near getting that coon on the nose, too."

The speaker's companion looked as if he didn't believe what he heard.

"And did you see that clown who threw paper toys away and danced on a rope—admittance five cents?"

There was only a look of wonder in reply.

"You bet I did. I gave him a quarter to sing 'Old Zip Coon,' and he did the job right. Did you see that old hag who told fortunes? Had an Oriental tent, with pictured snakes on the hangings?"

"Guess I missed that part of the show."

"Well, you missed a lot. Do you know that old witch told me that I was soon to marry a blonde girl, then on the fair ground. Said this girl wore a blue skirt, a white shirt waist, and had pink ribbons in her hair. Now, what do you think of that? If Molly could have heard that she'd stuck close to yours truly most of that golden day. Eh?"

Molly is the merchant's wife, and the chances are that she was with him every minute of that day, for they are chums, and will never become just married folks.

"Did you find the girl in the white shirt waist?" asked the other.

"Of course I found one; that is, who had a shirt waist that was almost white. I think it must have been washed once, not longer ago than last fair time. And she had blonde hair, but it was chemical, and so I just passed it up. Anyhow, there were too many things to see to go fooling around after a woman."

"You seem to have had a jolly time."

"Did I? Well, I guess! Did you see that fellow selling soap? He was a corker, but the boys didn't appear to take to him. Of course, I was over at art hall when they tore his stand down because he cheated in making change, but I was close enough to

see him light out like a scared rabbit. No, it wasn't I who hit him with a soiled pumpkin. Notice that pretty girl riding that steer—the prize steer, with a calm and patient eye? I bet her an oyster supper she would not dare to do it, and had to pay. I lost quite a lot of money that day. Bet a boy with a long neck and a freckled nose that he couldn't drink two quarts of cider, and lost there, too. I guess he could have taken two quarts more. I thought he looked thirsty when he came after his coin. Oh, I reckon I had a pretty good time at the fair."

"Let business slide, eh?"

"Slide? I locked it up in the store and left it there. I was up at 5 o'clock in the morning and tumbled into bed at 3:30 the next morning, and there was something doing all the time. I won \$3 on the races and Molly lost \$3, so that made us even. Then I got soaked buying a tin watch. Say, that watch looked good to me, but it was like Deacon Jones' old mare—wouldn't go. I traded it off for three chances at the grinning face of that coon I told you of."

"That must have been fine."

"Oh, you may sneer at my way of spending the day if you want to," said the merchant, catching the smile in the other's eyes, "but it's me for another one just like it next fair time. I'd rather get out there among the folks and frisk around like a boy than to make a hundred dollars. Did you see the elephant in front of the grand stand? Oh, you didn't go to the grand stand? Say, when you go to the fair again you just take a hymn book along and go out under the trees and hold services."

The listener laughed.

"I'll have my exhibit to look after," he said.

"You just bet I won't have any exhibit to look after. I can't make money any faster than by accumulating good red blood. I think I'll go out there next year and stand on my head, just to do something folks think I shouldn't. I have to be good all the year, Molly and I, and we're going to have a blow-out every fair time."

"Bad example to set," said the other.

"Can't help it," was the reply. "The society needs exhibitors, all right. They can't get me. They come around to my store about twice a year and want to know what I'm going to give someone as a prize for doing something better than someone else, or making something no one wants, but I turn 'em down. I do not believe merchants ought to be expected to keep the fairs going. Others must help. I'm just a citizen when it comes fair time, and don't you neglect to mention it to your friends if they ask you. Next year I'm going to ride on the elephant if the owner will let me, and Molly says she will take a trip on the camel. You may sweat with your old exhibit if you want to."

Alfred B. Tozer.

Sulkiness is only selfishness turned sour.

Worse Than a Snub.

"You say you think your girl is going back on you? What leads you to such a supposition—did she snub you?"

"No; but she called her little sister into the parlor last night and had her recite for me."

MERCHANTS EVERYWHERE



J. A. STANWOOD



F. M. SMITH

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.



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.

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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.

ESTABLISHED 1888



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.,

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Will meet any terms offered you. If in rush, telegraph or telephone at our expense. No expense if no deal. Phones, 5271 Harrison, 7252 Douglas. Branch offices, Los Angeles, Cal., New York, London.

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Also instruction by MAIL. The McLACHLAN 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. McLachlan & Co., 19-25 S. Division St., Grand Rapids

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.

Buy—Sell

Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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



Autumn To Be a Four-in-Hand Season.

Quite evidently autumn is to be distinctively a four-in-hand season. Ties are, of course, out of the race; squares are not favored save for window display and Ascots are little sought unless it be in wedding and afternoon shades. By far the lion's share of the demand is for the four-in-hand and the approved form, as we have said, is $2\frac{1}{2}$ inches. To be sure the $2\frac{3}{4}$ and even 3 inch shapes will be worn, but the weight of judgment leans toward the $2\frac{1}{2}$ inch width as being the most becoming and rational. When one goes beyond $2\frac{1}{2}$ inches, a four-in-hand gives a bulky, ungainly knot which is hard to adjust gracefully. Moreover, the wing collar most countenanced for autumn will have moderately large tabs, whereas the $2\frac{3}{4}$ and 3 inch four-in-hands go properly with wing collars having pronounced tabs. All this has been said before, but in measuring the drift of the demand it is necessary to recapitulate. Buyers have purchased with a liberality that indicates a wholesome confidence in the autumn prospects. Orders were placed early, retailers were eager to see new goods, and manufacturers started their factories well in advance of the opening time a year ago. This is promising.

Evening ties are shown in wider forms than ever before, one model of a prominent maker reaching the remarkable size of $2\frac{1}{2}$ inches. This is extreme and not likely of general adoption. Two inches is as wide as the evening tie can well be made without looking unwieldy. A very pretty evening jacket tie is made of grey silk with a narrow center stripe of black satin and square ends. Another jacket tie is of black silk with a black satin center stripe and pointed ends.

Intermediate and light shades are still leaders for early autumn selling. Green, which led until the middle of August, has a nip-and-tuck rival in red, which promises to advance still further. Grey is strongly entrenched in all grades of goods, while purple is limited chiefly to fine cravats. Satins are approved, because they lend an autumnal touch to silk, but they are used only in mixtures. Self-figured effects are prominent, and plain colors are nearly as much favored as they were January 1 of this year, when the demand reached its height. Many late orders call for French seam instead of folded four-in-hands, because, while the folded-in form is smarter, it does not show its value and hence does not appeal to the generality of buyers. Maroon, garnet and bottle and ocean green figure largely in recent orders. Chestnut, bronze, smoke, corn and castor are noteworthy in light or intermediate shades. For afternoon and wedding Ascots there is a multiplicity of grey shades from light to deep and, of

course, the standard pearl to match gloves. Brown makes up handsomely in harmony with contrasting colors, but its vogue is unquestionably on the downward path, whereas pearl, which preceded brown as a leader, is still in favor.

It is natural that the retailer should face the new season unafraid. While spring business left something to be desired, the summer demand was tip-top, the sales of launderable cravats reaching an extraordinary total. In many instances the orders for tub goods could not be filled fast enough, and there was much grumbling in consequence. All in all, summer business was very profitable and, fortunately, it continued right up to September 1 instead of languishing in mid-August, as is usually the fact. To bring the largest measure of success from the autumn opening, retailers should launch the season with impressive displays of wing collars and broad four-in-hands. Profit lies in selling the liberal forms as opposed to the niggardly ones, and inasmuch as the wing collar demands a broad cravat to make it look becoming, the wing collar should have a conspicuous place in every autumn display. If retailers unite in pressing wing collars and wide four-in-hands upon the favor of their customers, their sales will be appreciably swelled and the season much helped.

Ascots, squares and very broad four-in-hands are expected to be a larger factor in holiday sales than they are at present. The heavy, rich silks shown for the holidays come in weaves luxurious beyond compare. We have already pointed out the steadily growing demand for cravats to retail above 50 cents, and autumn orders serve to confirm this indication. There is no room for doubt that every retailer can create a demand for higher-cost cravats if he features them in his windows. The notion that 50 cents is the limit price that the average man is willing to pay for a cravat has been exploded. Luxury in dress is spreading among all classes; the public appreciation of style is much keener and the hankering for individuality and distinctiveness in the details of clothes is very marked to-day. Hence a man no longer begrudges paying more for his cravats, if the patterns are uncommon and rich enough to warrant it. This is often proved.—Haberdasher.

Kind of Men Who Make Doctors.

A reason for the cheerful temperament which characterizes so many doctors probably is to be found in the type of the man entering the medical profession, says the Indian Medical Record. The nervous, the timid, the dyspeptic and the invalid do not readily take to the doctor's calling. Only those endowed with strong and virile temperaments are fitted for the profession or likely to embrace it. It is because medical men are, as a class, of a peculiarly virile nature that they are cheerful and resourceful.

Blessed is the sorrow that cures of selfishness.

Spring



of 1906

Wear Well Clothes

We make clothes for the man of average wage and income—the best judge of values in America, and the most critical of buyers because he has no money to throw away. Making for him is the severest test of a clothing factory. No clothing so exactly covers his wants as **Wile Weill Wear Well Clothes**—superb in fit—clean in finish—made of well-wearing cloths. You buy them at prices which give you a very satisfactory profit and allow you to charge prices low enough to give the purchaser all the value his money deserves.

If you'd like to make a closer acquaintance of Wear Well Clothing, ask for swatches and a sample garment of the spring line.

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

PANTS

Jeans
Cottonades
Worsted
Serges
Cassimeres
Cheviots
Kerseys

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

Style Tendencies in Little Folks' Wearables.

Although salesmen for representative houses are prepared to take the road with wash suit lines for the spring season of 1906 about the middle of October, the sample lines are open for inspection. There have been some advance orders from early buyers, who picked their selections from swatch cards with a view to having some of their own ideas as to styles carried out. Buyers' comments are to the effect that the new ranges of fabrics are more attractive than ever, although there is little radical change in the styling of garments. Simplicity of cut and trimmings is again the order of the new season, and the opinion is that rather more sailor collar styles will be called for. Manufacturers are authority for the statement that excepting on novelty fabrics the advances on piece goods will not be noticeable in made-up goods, as orders for piece goods were placed with the mills prior to the raise in prices. Manufacturers for the jobbing trade have had their lines before their trade for several weeks and are now booking department store orders.

Buyers are very well satisfied with the way fall deliveries have come in, as they have been prompt and as full as wanted. In fact, those who do a popular trade are inclined to be a bit independent because they have not been "held up" on deliveries, and this feeling is expressed by one large buyer as follows: "Anything that didn't come in on time was immediately cut off my list, for I believe I am in position to buy merchandise all over again in October."

Considerable printer's ink was used around the opening of school time in advertising sales of school suits, and cool weather brought satisfactory trade. In the large cities the demand is for bloomers and again bloomers, with both the Norfolk—single and double breasted—and the plain double-breasted jackets. It is only the popular-priced trade that has any stock at all of three-piece suits, and a very small stock at that, which is kept to satisfy a very light enquiry for this style of suit.

In the country, and also in some city stores, the opening of the fall school session revived the old-fashioned selling schemes of giving free with every suit a book, pencil box, school bag, etc., schemes which have invariably been found effective in getting business where exploited in time and liberally advertised. The mother, as well as her offspring, dearly loves to get something for nothing at a time when such a gift especially pleases the youngster, and where is there a boy who does not take delight in starting off to school with a new suit and some trifle he got free with it? He knows he will be the center of an admiring group of classmates. The wonder of it is that clothiers do not cater more than they do to this human desire to "have" and to "hold" something different than others have.

The overcoat season will be here almost before you are aware of it. What have you done to create early

interest and secure big sales? The large cities are getting quite a few calls for rain coats for boys from 7 to 16-year-old sizes. You may not be able to get them from stock, but you can have them made up to your liking to retail at from \$7.50 to \$12.50. There is not a boy in your neighborhood who would not rather wear a rain coat to school than carry an umbrella. Have the coats made up with a yoke lining of venetian and you should be able to sell an all-wool cloth at these prices, giving a very good cassimere worsted, for about \$12.

A mother wants service and fit in an overcoat for her boy. You can give her more than this—cloth of excellent quality and plenty of style—for \$8. An attractive and warm, serviceable garment, in sizes from 7 to 16 years, may be made with a yolk lining of venetian and a regular plaid cotton suiting of light or summer weight. The lining and its cut will attract both mother and boy, and show style enough to suit the most fastidious youngster.

You must remember that to-day the boy is almost as well posted on style as is his older brother, who now leads the fashion, and instead of going with papa to where he buys clothes, takes papa to where he can get style and fit. Things have taken a change, and nowadays papa dresses as stylish as Willie, and because papa buys where Willie gets his clothes.—Apparel Gazette.

Fuel Which Beats Coal or Wood.

A new fuel successfully tested at Muncie, Ind., has been invented by Jacob Smith, a glass worker. It is said to possess more heat units per pound than either coal or wood. It can be manufactured and sold at a profit for half the cost of coal, and it does not smoke except when a strong draft is used. Its success as a fuel for domestic uses was determined some time ago, but not until recently, when it was used beneath an engine boiler, was its value for manufacturing demonstrated. The fuel is made largely from refuse of the pulp mills, of which there are a number about Muncie. Each mill turns out thousands of tons of refuse annually. The refuse, a combination of soda and lime, is mixed with crude oil, and the finished product resembles putty. It may be cut with a spade and thrown into a furnace or beneath a boiler. No kindling is necessary, for a match touched to it will light readily, the material burning with an intense heat. There are no clinkers, and the ashes remaining after the fire has burned down may be made into a new compound, for which Mr. Smith has another use. A bushel basketful of the fuel beneath a sixteen horse power engine at a Muncie factory kept steam up for eight hours. It is manufactured as a plasterer makes his mortar. The Patent Office has called it the Smith fuel.

The average man put it thus: Man proposes, woman poses, and the mother-in-law imposes.



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.
Surplus to Policy Holders \$625,000.

Assets \$1,000,000.
Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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

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

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C. E. WILDE, District Manager

Grand Rapids

Keeping the Heart Young as the Years Increase.*

At our annual picnic last June you will recollect that our President, the Hon. George W. Thayer, was out of the State and might not return in time to be present. Being chairman of the Committee on Arrangements, I conferred with Vice-President Thomas Hefferan, who requested me to invite personally the Rev. J. N. McCormick to give us a talk of fifteen or twenty minutes. He said: "I will be glad to do anything I can for the old people, but what do you want me to talk about?" I answered: "Oh, tell us how to keep the heart young as the years increase."

He commenced his address by saying: "It has been suggested that I tell you how to keep the heart young as the years increase. I can not do it for I am too young. I turn that over to Colonel Fox."

You will remember how we enjoyed his subject, "The Old Settler." I had no desire to divert your minds from the beautiful ideas he gave us and kept silent. Later, I formulated some thoughts that impressed me after the varied experiences of eighty-two years. This is the first opportunity I have had to follow Mr. McCormick's suggestion. Hoping it may prove helpful, especially to the young, I give you the formula:

Rules To Remember.

1. Ever remember that a loving heart, with persistent honest purpose, and self reliance, is invaluable.
2. Keep on good terms with self, with an approving conscience.
3. Habitually put the best side out. Let unpleasant matters stay in the background.
4. Strive for the best things obtainable. Enjoy them, and help others to do likewise.
5. Meet discouragements and misfortune with a courage that overcomes opposition.
6. Cultivate true friendship, that Blair defines as "That mysterious cement of the soul, sweetness of life and solder of society."

The natural laws that govern life in regard to birth, growth, maturity and decay, are analagous in the vegetable and animal kingdoms. To illustrate: Corn is a staple of the country. To insure a good crop care in the preparation of the soil is important, followed by cultivation to keep down the weeds that might over-run the corn, which is also liable to attacks by worms, crows, frosts, excessive rains and droughts. But time, under favorable conditions, brings out the tassel, soon followed by the silk, where the ear is formed, and the state of green corn has arrived. It is a great luxury for a time, much is gathered and canned for future good.

But the kernel soon becomes glazed and is no longer green corn. Frosts come and wither stalks and leaves—the corn has become ripe, and is gathered into garners to be utilized, namely, to sustain life.

Guiding the Children.

A child at birth is the most helpless

of animals, requiring constant watchful care. The germs of disease soon develop and death follows at tender ages. Those that can be classed as healthy are exposed to influences drawing them from the paths of rectitude, requiring constant culture in the home, churches and schools to make them law abiding, useful citizens, and keep them from falling into the criminal classes. We watch them carefully in their development up to what answers to the green corn state, when the sexes are mutually attracted to each other, marriage follows, and a new generation begins.

With increasing age the years fly faster, the hair turns gray, the teeth fail, the eyes require spectacles, the hearing becomes defective, the elasticity of youth recedes as old age approaches. Those easily discouraged are liable to feel that their life has been a failure, and exclaim with Solomon: "Vanity of vanities, all is vanity and vexation of spirit." To such, I would say, review your past record, and try to find something comforting.

The Harvest Garnered.

Less than seventy-five years ago this locality was an unbroken wilderness, with only an Indian village on the west side of the river. Some of you were among the pioneer settlers later. Fifty years ago Grand Rapids had a population of about 4,000. The country was being settled by sturdy farmers and artisans. The wilderness has been replaced by prosperous farms, thriving villages, and our city of 100,000 souls, enjoying all the blessings of a highly civilized community.

This is the harvest that has been gathered. Each of you must have contributed something to the aggregate, and is entitled to the full measure of credit for his or her contribution to it. If you have strength, use it to help along the onward movements to higher possibilities, knowing that all progress depends upon genius and hard work, and that activity contributes more to happiness than idleness.

We have another object lesson in the familiar apple tree. In early spring-time the blossoms appear in great abundance. The fruit shows bountifully at first, but insects are busy and sting the fruit at its incipency, and the apples begin to fall daily, as shown by examining the ground under the trees. Often only a small percentage reaches maturity.

Emblem of Human Life.

Hence we have the emblem of human life, where death comes from the day of birth continuously, covering the full catalogue of diseases and casualties. There is a limit beyond which we can not go. It is wisely ordered that we can not know the time or manner of our departure. The extremes of success and failure have come to our notice constantly, giving occasion to rejoice with those who rejoice, comfort those who mourn, sympathize with the afflicted, and in some measure bear each others' burdens. Allow me to suggest, when possible, James Whitcomb Riley's "Consolation" be com-

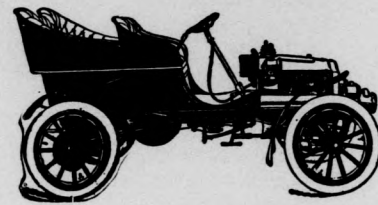
mitted to memory, and often repeated. It is as follows:

Consolation.

O heart of mine, we shouldn't
Worry so;
What we've missed of calm we couldn't
Have you know.
What we've met of stormy pain
And of sorrow's driving rain
We can better bear again,
If it blow.
We have erred in that dark hour,
We have known.
When our tears fell with the shower
All alone
Were not shine and shadow blent,
As the Gracious Master meant?
Let us temper our content
With His own
For we know not every sorrow
Can be sad;
So, forgetting all the sorrow
We have had
Let us fold away our fears
And put away our foolish tears
And through all the years
Just be glad.

There is a battle that is always going on and despite successes the enemy shows no signs of vanquishment. Defeated at one point the foe always arises in another full armored. The battle is that against disease. In October the Tuberculosis Congress of the world will meet at Paris and interesting reports of the progress made are anticipated. The hope is deep and general that consumption eventually will be overcome as have other ills of mankind. But new conditions breed new diseases, and it is safe to say that the profession of medicine will never become entirely obsolete. Humanity, however, is gradually gaining ground on its greatest enemy, and may the hope not be indulged that the time is coming when bodily ills will be entirely subjected to human control and prevention?

New Oldsmobile



Touring Car \$950.

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

Adams & Hart

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

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

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

Empire Produce Company

Port Huron, Mich.

*Paper read before the Old Residents' Association by Col. P. V. Fox.

JOHN LARSON.

He Won Success After Years of Poverty.

John Larson was born on the coast of Norway, in a small fishing village. Fishing was the only industry the town had, and the season for fishing for market herring was short. Therefore it was necessary for the fishermen to make the most of what length it had. Even the little boys had to lend a hand to a task which was anything but easy or pleasant. If it stormed the nets had to be taken out into the sea and cast, as well as in fair weather, for time was too valuable. Each day lost meant dollars lost, and dollars meant much in a small fishing village. Time and time again John Larson was forced to go out in these heavy seas, while he was a mere lad, and despite gales and the pounding seas cast the nets and help bring in the fish. Time and time again the youngster saw the masts wrenched from the dory; and time and time again he had helped row ashore against the terrible waves.

So John Larson got an early training of a kind good for a man. It made him sturdy and strong—in a word, it made a man of him. And if a youth has the right kind of mettle in him such training makes him ambitious—eager to escape the perils and hard work connected with such a life as Norway's fishermen are forced to lead.

It is not surprising that when an opportunity presented itself John Larson was ready to move. He came to America, a green, lank, but willing foreigner.

He found, as all immigrants do, that the streets of American cities were not paved with gold; that, while there was a better chance than in the Old Country, still, even at its best, the new life was no sinecure. This did not dishearten the sturdy Norwegian. He was anxious and willing to get ahead. He was not afraid of work; all he wanted was a chance.

Somehow, not ten years ago, he came West. Somehow he got into the iron range country of Upper Michigan, and when he landed there it was late in the fall. He secured work in the mines, not so largely developed or well equipped as they are now.

Winter came on suddenly. The men lived in a camp. Their shelter was a pine shanty; their fuel limbs of dead trees. Their rations consisted of corn meal, salt pork and bacon, but enough for any man really hungry.

Larson picked up the English language with ease. He became ambitious for learning. His schooling in Norway had been limited; but before he went into the iron range country he had picked up some school books, and he spent his evenings before the great, flaming fire studying. Near him others played cards or told stories or laughed at his diligence. But he kept at it.

There were hardships in the iron country more severe than he had ever dreamed of. They overshadowed those he had known as a boy in Norway. There was occasion to make

trips to other camps, fifty, a hundred miles off. People unfamiliar with the iron range country do not know its dangers, its strange conditions, its sudden changes, or what such a trip means. In winter snow falls in great blankets. Then it snows more and more, until often it is piled up ten feet high. It drifts and makes hills and valleys, and leaves only one mode of transportation, and that over the snow itself.

The climate along the shore of Lake Superior is a most remarkable one. Astounding changes come in the wink of an eye. After a heavy snow there will be a warm day. Then the weather will turn cold, and a crust is formed on the snow. That is how the persons who live in that part of the country are able to get from one part to another, over this crust.

This crust formed, all is well until there is another thaw. When the thaw comes the sea of snow becomes as a sea of water. The crust melts; traffic over it is impossible. A party of men starting out on snowshoes for another camp is sometimes overtaken by one of these warm spells and marooned in the woods for two or three days. With scant provisions they are forced to wait until the crust again forms on the snow. If a new crust is made by a gentle change of temperature, if the mercury drops slowly, all is well. If not, it brings misery.

Duluth and the country above it are famous for "nor'easters." Woe to the man caught in one. Ordinarily clad an hour before it comes, he wishes for blanket, overcoat, fur cap, and every artificial means man has invented to protect himself from the cold. Clothing is no protection against its ravages, and it chills him to the marrow of his bones.

This is what happened one time

when John Larson and a party of four men were en route from another camp: A hot spell overtook them, melted the crust, and left them marooned in the woods. Their provisions ran out. But for the sudden change in temperature they had hoped to reach the other camp by nightfall. The thaw lasted about twelve hours, enough to make travel utterly impossible. Accompanying it was a wild rain that drenched them to the skin.

Then came the "nor'easter." It howled through the woods, and the temperature dropped degrees at a time. In half an hour it was 20 degrees below zero. The five men, nearly starved from hunger and frozen stiff, suffered untold agonies. Only those who have suffered such agonies have any conception of them.

The clothing froze on them stiff as boards. They were chilled to the bone. When they moved arm or leg the ice clad garments cracked with the ice. The sleeves ripped out entirely; then the trousers parted at the knees. Next the movement of the ankles broke the frozen rubber boots, and the rough edges chafed against their skin.

But they knew they must press on; that was their only salvation. So they began the trip to the camp, and a horrible trip it was; even John Larson can give but a vague description of it. Blood followed the chaffing at the ankles and knees. It froze immediately. There was danger of the feet and limbs freezing, too. Progress was exceedingly slow. Five of the six miles to camp had been made when one of the men, unused to such privations and exhausted by lack of food, half frozen, fell on the newly formed crust.

"I can't go on," he moaned.

"You must," said Larson, and he

picked up the stricken man and put him on his shoulders.

With this double burden, with painful ankles and tingling hands, he pressed on, the others following as best they could. It took John Larson three hours to make the rest of that journey, but they finally reached the camp, were provided for, and in a couple of days were none the worse for their experience.

That is how John Larson got his start. He saved his money and devoured his books.

John Larson did not come back to the city single handed. He came with ideas. One of these ideas was starting a patent medicine business. He started it—on a small scale. He secured four good prescriptions for various ailments of mankind, started to manufacture them, and, by judicious advertising, sold them. Now his business has grown to nice proportions. It is not a huge business, but it nets him several thousand dollars a year. He is a moderately successful man, and his prospects for further success are bright, indeed.

Frank M. Welch.

Satisfied Him.

He opened the door cautiously and poking in his head in a sort of suggestive way, as if there was more to follow, enquired, "Is this the editorial rinktum?"

"The what, my friend?"

"Is this the rinktum—sinktum—sanctum or some such place, where the editors live?"

"This is the editorial room; yes, sir. Come in."

"No, I guess I won't come in. I wanted to see what an editorial sanctum was like, that's all. Looks like our garret, only wuss. Good day."

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.



Man May Love Many and at Many Times.

In these days of intense investigation, of vivisection, of sifting and weighing in hair scales; when all things, material and immaterial, are subjected to as close analysis as may be; when everything, from the Nile to the latest scandal, must be traced back to its primal source, learned psychologists assure us that most things, mental and moral, in life and in love, are largely a matter of temperament, more or less influenced by heredity. Men and women are "creatures of folly and reason, strangely compounded"—anomalies of heroic strength and pitiful weakness combined in one and the same person; swayed by impulse, and blown about hither and thither by the winds of circumstance, of training and desire.

One can not lay down hard and fast rules, saying, "This is the way, walk ye in it;" and none may predict with certainty, even of his brother, or his familiar friends, what that brother or friend may do when straitly beset or sorely tried. None the less, there are things which numberless people are forever yearning to know. However clearly clairvoyants may be exposed, however often their trickeries may be held up to public view, their doors are still besieged by those who would fain know the unknowable, fathom the unfathomable, and peer into secrets which no man nor woman may do more than faintly guess at. The hearts of mankind are a riddle which he who solved the sphinx's would die guessing. Yet what woman is there who has not at some time or other asked herself how often a man can love; whether the heart which yesterday was all aflame with passion for another, and which to-day is laid at her feet, is really and truly throbbing with love for herself; and whether—more momentous question yet—that same heart may not to-morrow wander afield in search of other game, may not beat as fondly for someone else.

There are some things which, in the words of the immortal Lord Dunsany, "No fellow can find out," and of these is the number of times which a heart may be kindled with love's magic spark. Second love is at a heavy discount with poets and sentimentalists (romancers of late have handled it more respectfully than of yore); yet no one at all conversant with the ways of men and women will dream of denying that it is not only possible, but quite usual, for people to love twice, sometimes much oftener, or at least to counterfeit the tender emotion with brilliant success. Women, it is true, however frequently they may change the object of their affections, as a rule love but one person at a time; men, on the contrary, are fully capable of being more or less enamored of half a dozen women at once, and are often found in search

of advice which of the lot to marry.

The average man's capacity for loving, or at least pretending to love, is so great as almost to compel admiration. In a British court last month a man was sued for breach of promise of marriage, and the evidence proved that he had been engaged simultaneously to six girls, all and each of whom believed herself the sole and only love of his heart.

A London journal, commenting upon the case, remarked that, "There is nothing exceptional in this. The majority of single men of 22 or 23 fall in love as regularly as they sit down to lunch. Plunging headlong into love is one of their pastimes; it divides their favor with cricket and football. Apparently it is considered pleasanter than other games, for the reason that it may be played irrespective of the state of the weather. It is fortunate, however, that every girl who is jilted does not bring an action against the fickle creature who swears that he is eager to die for her and then transfers his affections to another. If the thousands of men who annually break off their engagements were summoned to appear in the courts of law a hundred new judges would be required on the bench, and there could be no long vacation. This may be an astonishing statement to publish, but it is far from being an exaggerated one."

The American woman is expected to be able to look out for herself in affairs of the heart, and breach of promise cases are rare in American courts of law; yet it can hardly be said that there is no occasion for them.

It has been said, and truly, that, even as no two men eat alike, so no two love alike. It may well be doubted whether a genuine, absorbing, and enduring love ever comes to many men or women. When it comes it comes but once; if its sun goes down it rises no more forever, and one walks thereafter in darkness, or at best by the pale, cold light of the moon. For the vast majority love is but a lamp, giving light to their pathways, and by no means to be scorned, in that it may be filled and trimmed and relighted as often as occasion demands. It is a mistake to be too much in earnest about anything; to trust one's all to a single venture. Those men, more especially those women, are most blessed who have no excessive strength of feeling, who do not strike root too deeply, and thus bear transplanting kindly. The capacity for loving overmuch is not one to be coveted, however greatly it may be lauded.

Wherefore is it the part of discretion to accept things as they are, to make the best of them, without insisting upon too strong a magnifying glass wherewith to examine them. It is not wise to probe one's pretty doll in order to find out whether or not it be stuffed with sawdust, to subject one's savory dinner to chemical analysis. If practice makes perfect in all else, why not trust that it may do so in love? Only an exceedingly small proportion of people, men or women, marry their first loves, or are happy

when they do so. If one can not be of those who are both first and last—a lot which some one has calculated is that of perhaps one couple in every hundred thousand—surely all will agree that, so long as one reigns supreme sovereign, it is better to be the last monarch than the first.

Experience proves that there is absolutely no valid reason why a man or a woman should not be in love sincerely with several different people at as many different times. The oft transferred affection will in all probability not be a grand passion, but grand passions are apt to be exhausting, and the love which fulfills the conditions of daily life is usually satisfactory to all concerned. Nobody can deny that second marriages are often happy, so far as any one knows. The mere fact that any man or woman who has been married once risks matrimony again is, or ought to be, conclusive proof that he or she prefers it to single blessedness, and also is willing to accept the second spouse in place of the first. Dorothy Dix.

What Women Wear on Hot Days.

A group of Western traveling men were gossiping in the Hoffman House a few days ago. Said one of them:

"I've only been in New York about a week, as you fellows know, but I've noticed one thing: The most remarkable and sensible fashion in women's dress prevails here in this hot spell that I ever saw anywhere.

"As you know, most of my business is on or near Sixth avenue in the shopping district. Before I left home, in the West, my wife and daughter told me to keep my eyes open and bring back a full description of the latest New York fashions, and particularly what was the swell thing to wear on real hot days. Well, it's easy.

"The really swell thing to wear in New York on a hot day is a white lawn shirtwaist and a plain black skirt. The number of women wearing that combination is simply amazing. I walked through Twenty-third street from Seventh avenue to Sixth this morning. I wasn't thinking of women's dress, when accidentally I bumped against a woman who took a short cut in front of me. She wore the regulation costume—white waist and black skirt. Then I began to count how many were dressed that way. Before I got to the top of the elevated stairs I counted fourteen more.

"You may walk a few blocks occasionally without observing any of these costumes, but not often, and it seems to me that for summer wear this costume is one of the most sensible I ever heard of. I shall leave the East with a very much higher opinion of the women of New York than I had when I came.

"Not a woman that I saw wearing this combination did not look well—much better, in my opinion, than if she had been rigged up in silks and frills and things. I'm going to lecture on simplicity in clothes to my women folks when I get home."—N. Y. Times.

Do Women Fear Freedom?

Man always takes a long time to learn how to use liberty.

Women, it must be admitted, are still slower than the other sex in the exercise of liberty. It is not their fault. Customs and laws have made of the majority of them eternal minors. In greater and greater numbers women are admitted to competition with men in all sorts of activities. The prejudice for moral and intellectual inferiority is no longer defended by anyone. And behold finally that they are occupying themselves with the restoration.

This is the moment which certain women choose for taking fright. The coach into which they climbed of their own will goes decidedly fast; they cry: "Stop!" They wish to descend, says Marcel Prevost.

Curious feminine fear of liberty! Is this not a renewed proof that the servitude was real? Every time that serfs have been enfranchised some have been found who wept for their old servitude, others who demanded to remain serfs, and, finally, others who perished without ever knowing that they had been set free. Each revolution has some victims and some malcontents. Already these malcontents are appearing among the future emancipated ones, says Marcel Prevost in the Chicago Tribune.

It is sadly true that many women, in just the measure that their real enfranchisement approaches, show themselves timid in the extreme, and that is what seems so sad.

For the future state of things will not be established, that is certain, without chilling certain sensibilities. On the day after the enfranchisement tears will be falling. Some women, certainly deserving of pity, will find themselves disabled by their actual liberty; they will not know where to get the energy for action. It will be, I believe, a matter of a generation at the most; the reform was too long a time quietly preparing to cause any lasting surprise.

If any of these women of 1950 should by chance reread then the proposition of several ultrafeminine women of 1905, they will be astonished at their pusillanimity, and will laugh at the fears that the grandmothers felt of liberty.

Strictly True.

"Are you sure that is an orphan asylum across the way?" asked the stranger within the gates.

"Certainly," answered the native.

"But a policeman just told me it was an old ladies' home," protested the stranger.

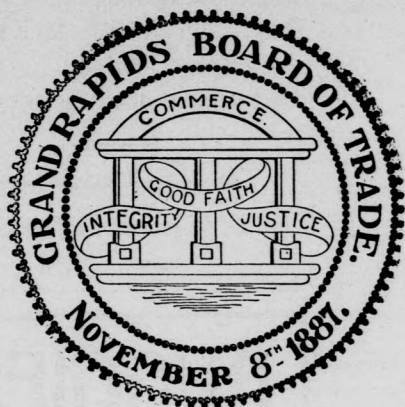
"Well, that's all right," rejoined the native, "every old lady in it is an orphan."

Unexpected Result.

Mae—Our pastor preached a sermon on marriage last Sunday.

Edythe—Did it seem to have a stimulating effect?

Mae—No. On the contrary, it was so solemn and conveyed so many warnings that it broke off two engagements.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

Amount of Purchases Required

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

Read Carefully the Names

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

Automobiles

Adams & Hart
Richmond-Jarvis Co.

Bakers

National Biscuit Co.
Belting and Mill Supplies
F. Ranville Co.
Studley & Barclay
Bicycles and Sporting Goods
W. B. Jarvis Co., Ltd.

Billiard and Pool Tables
and Bar Fixtures
Brunswick-Balke-Collander Co.

Books, Stationery and Paper
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
M. B. W. Paper Co.
Mills Paper Co.

Confectioners

A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co

Clothing and Knit Goods
Clapp Clothing Co.

Wm. Connor Co.

Ideal Clothing Co.

Clothing, Woolens and
Trimmings.

Grand Rapids Clothing Co.

Commission—Fruits, Butter,
Eggs Etc.

C. D. Crittenden
J. G. Doan & Co.
Gardella Bros.
E. E. Hewitt
Vinkemulder Co.

Cement, Lime and Coal

S. P. Bennett & Co. (Coal only)
Century Fuel Co. (Coal only)
A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.

Cigar Manufacturers

G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.

Crockery, House Furnishings
H. Leonard & Sons.

Drugs and Drug Sundries
Hazeltine & Perkins Drug Co.

Dry Goods

Grand Rapids Dry Goods Co.
P. Steketee & Sons.

Electrical Supplies

Grand Rapids Electric Co.
M. B. Wheeler Co.

Flavoring Extracts and
Perfumes

Jennings Manufacturing Co.

Grain, Flour and Feed

Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.

Grocers

Clark-Jewell-Wellis Co.
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.

Hardware

Clark-Rutka-Weaver Co.
Foster, Stevens & Co.

Jewelry

W. F. Wurzburg Co.
Liquor Dealers and Brewers
D. M. Amberg & Bro.
Grand Rapids Brewing Co.
Kortlander Co.
Alexander Kennedy

Music and Musical
Instruments

Julius A. J. Friedrich

Oils

Republic Oil Co.
Standard Oil Co.

Paints, Oils and Glass

G. R. Glass & Bending Co.
Harvey & Seymour Co.
Heystek & Canfield Co.
Wm. Reid

Pipe, Pumps, Heating and
Mill Supplies

Grand Rapids Supply Co.

Saddlery Hardware

Brown & Sehler Co.
Sherwood Hall Co., Ltd.

Plumbing and Heating
Supplies

Ferguson Supply Co., Ltd.

Ready Roofing and Roofing
Material

H. M. Reynolds Roofing Co.

Safes

Tradesman Company
Seeds and Poultry Supplies
A. J. Brown Seed Co.

Shoes, Rubbers and Findings

Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalm'h, Logie & Co. Ltd

Show Cases and Store
Fixtures

Grand Rapids Fixture Co.

Tinners' and Roofers'
Supplies

Wm. Brummeler & Sons
W. C. Hopson & Co.

Undertakers' Supplies

Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

Wagon Makers

Belknap Wagon Co.
Harrison Wagon Co.

Wall Finish

Alabastine Co.
Anti-Kalsomine Co.

Wall Paper

Harvey & Seymour Co.
Heystek & Canfield Co.

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

deep; but he failed to find the money. The old man smiled, but insisted that the money was there. When the son harvested his crop in the fall and sold his grain he took the hint as to what his father had meant, for he sold the crop for a hundred dollars more than any previous year.

Young men, if you want money you must dig for it. Wealth and prosperity do not seek out the indolent, the slothful, the indulgent young man but the industrious, the diligent, the assiduous. If you think you have not as much ambition as you ought to have read the biographies of men who rose from humble stations in life to positions of great prominence. Take Peter Cooper, for instance. He was a very poor boy and very frail. Never went to school more than one year in his life—and then only every other day. When he was 8 years old he earned his living by pulling hair from the skins of rabbits which his father shot to make hair pulp. When he was 17 he apprenticed himself to a wagonmaker in New York for his board and \$2 a month. He did not have many holidays nor a very extensive wardrobe.

While he was working for 50 cents a week he said: "If ever I get rich I will build a place where the poor boys and girls of New York City may have an education free." And he did. Go to New York and ask to be directed to Cooper Institute and you will see that great institution erected by Peter Cooper, the poor lad who became Peter Cooper the great philanthropist.

It is related of Grotest, an old Bishop, possessing great power in his day, that he was once asked by his stupid and idle brother to make a great man of him. "Brother," replied the Bishop, "if your plough is broken I'll pay for the mending of it, or if your ox should die I'll buy you another; but I can not make a great man of you. A ploughman I found you and, I fear, a ploughman I must leave you."

So I feel that some young men who read these lines will always be ploughmen, for the simple reason that they are minus ambition, and minus energy, and minus all other qualities which go to make a man a man of distinction. But some who read these lines are going to rise to great prominence and fill a large place in the affairs of the world. They are not content to "tarry at Jericho" until something unusual happens. They are going to apply themselves diligently to their studies, or their occupation, and in the course of time they will be called to a higher sphere, a more lucrative position.

D. Alex Holman.

It Pays To Cultivate the Children's Trade.

Good advertising does not consist altogether of newspaper display, billboards nor circulars. The word of mouth publicity—the talk about his store and his goods in the homes—is undoubtedly worth more to the retailer than any other form of advertising.

And who are more likely to dis-

cuss and determine the place to shop at than the children? The woman of the house may be a confirmed bargain hunter and the man has his favorite dealer. Yet both will unconsciously yield to the will and pleading of the children.

All advertising experts are agreed that children do exert this magnetic force and do actually influence trade. Is it not worth while, then, to bring in the children?

The big department stores have already recognized the truth of this argument and use extraordinary efforts to attract children.

The children's play gardens are now a distinct part of the advertising campaigns. Last season a New York department store maintained on the roof of the building a miniature Coney Island in full swing. Just to please the children a genuine Italian hand organ and grinder were provided, as well as a menagerie with monkeys, rabbits, peafowls, dogs, fish, alligators, turtles, etc.

A live donkey was used to give the little ones a ride around a track, while others made use of numerous easy-going swings. The plants and grass were so well arranged as to completely transform a bleak roof into an inviting summer garden. The settees, rustic cottages and Japanese lanterns added to the beauty of the place.

For the summer of 1906 the great New York department stores are planning to entertain the children on a more elaborate scale than ever. Not only will the roof gardens be maintained and improved, but expensive programmes are to be provided. One store is to have a regular vaudeville bill presented twice daily, another is to have a noted magician perform, while musical recitals of a high grade are to be given in even the minor places.

No kindly spirit of philanthropy actuates these remarkable efforts to amuse the children. The managers are not expending such large sums of gold to provide kindergartens for little ones. They recognize the fact that children exert a subtle advertising influence which yields them thousands of dollars in return.

Why, then, should not the dealer in smaller towns profit by this knowledge? Since children are really so important a factor in the success of the store, a good many ways and means will suggest themselves to bring them in.

Puzzles, contests, gifts and prizes for good work in school are sure to be appreciated, but best of all a certain day can be set aside as Children's Day. Some form of musical entertainment must be provided, the store tastefully decorated and unusual inducements in children's goods must be offered. If some young musicians of local fame can be secured, so much the better.

The whole scheme, if properly carried out, can be made to create a good deal of enthusiasm, which will mean increased business for the dealer and will serve to show him that it pays to bring in the children.

Joseph A. Morris.

Conditions Then and Now.

I have heard it said a hundred times that Mr. Wanamaker started when success was easy. Here is what he says himself about it:

"I think I could succeed as well now as in the past. It seems to me that the conditions of to-day are even more favorable to success than when I was a boy. There are better facilities for doing business, and more business to be done. Information in the shape of books and newspapers is now within the reach of all, and the young man has two opportunities where he formerly had one.

"We are much more afraid of combinations of capital than we have any reason for being. Competition regulates everything of that kind. No organization can make immense profits for any length of time without its field soon swarming with competitors. It requires brain and muscle to manage any kind of business, and the same elements which have produced business success in the past will produce it now, and will always produce it."

I have heard others marvel at the unbroken upward course of Mr. Wanamaker's career, and lament that they so often make mistakes. But hear him:

"Who does not make mistakes? Why, if I were to think only of the mistakes I have made, I should be miserable indeed."

No woman fully realizes the total depravity of inanimate things until she gets bit at a bargain counter.

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

Sold Through all Michigan Jobbers.

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

BUGGIES

We carry a
complete stock of them

Also Surreys
Driving Wagons, Etc.

We make
Prompt Shipments

Brown & Sehler Co.
Grand Rapids, Mich.

Wholesale Only

FREE

If It Does Not Please

Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!

3,500 bbls. per day



Sheffield-King
Milling Co.

Minneapolis, Minn.

Clark-Jewell-Wells Co.

Distributors
Grand Rapids, Mich.



WAITING FOR WHISKERS.

Young Man Will Succeed If Diligent in Business.

Written for the Tradesman.

I was reading, the other day, of a certain king of old who sent some faithful servants to the court of another king, on a friendly mission, and these servants, these trusted messengers, instead of being received in a proper manner and treated as ambassadors of a friendly nation, were looked upon as spies and shamefully abused.

The king commanded his tailors to cut off their garments in the middle, and his barbers to shave off one-half of their beards. The object of these gross indignities was to expose them to ridicule and contempt—to make of them a laughing stock.

The people wore their beards long. No man thought of putting a razor to his face. They considered it an honor to appear aged and grave; otherwise these men could have shaved off the other half of their beards.

The news soon reached their king that they had been insulted and maltreated, whereupon the king, not wishing to have his trusted messengers become the target of ridicule all the way back, thought best to have them stop on the way long enough for that portion of their beards which was shaved off to grow out again. So he sent a messenger, saying: "Tarry at Jericho until your beards be grown, and then return." In other words, he said: "Wait for whiskers!"

* * *

A good many young men, no doubt, will read these lines, and I want to say to them:

"Don't be in a hurry to embark in business for yourself."

Young men often get an idea into their heads that they can successfully manage a store, a shop, a factory, and they go to their father and demand that he set them up in business.

The father says:

"My son, you are too young yet, you have not had the experience necessary to make you a successful merchant or business man; you need a business training. You need practical experience. You need more knowledge of the world. People are apt to take advantage of a young-looking chap. Wait, be patient. You are now where you can fit yourself for any business or profession you may choose. What you consider your disadvantages are your grand opportunities—hundreds of business failures are occurring right along simply because of the inexperience of youth. If it is true that only eight merchants (some say five) out of a hundred who have had the proper training and drill finally succeed do you imagine that you, with your limited experience and youthful countenance and lack of knowledge, can avoid the breakers of financial ruin and bankruptcy?"

I sincerely admire an ambitious young fellow—I only wish there were more of them—but we want our

young people to start right. We want them to steer clear of the rocks. Therefore it is that I say to them what the old king said to his servants: "Tarry at Jericho until your beards be grown!" Remain for a while in the school of patience, perseverance and industry and the graduation time will come by and by.

You are not always to be in the employ of others. You are now in a transient position. You are only waiting for your beards to grow; only waiting for the day to come when your employer will say to you: "Now, John, you have always done your duty by me, and I am going to do well by you—I want you to have an interest in my business." There have been scores of just such cases—boys who did errands for \$2 a week and boarded themselves, then took a position behind the counter, then went out as traveling salesman, finally becoming a member of the firm, or perhaps sole proprietor. The owners of some of the largest department stores were once poor boys who worked for very small wages—boys who were deprived of the advantages of even a public school education, sitting up at night to learn to read and write and spell and cipher. The father of Bradley Martin, of New York, who gave that \$250,000 ball several years ago, once clerked in a store at \$5 a week. But he served his employer so well that he soon rose to the position of chief clerk, at a good salary. Then he bought an interest in the business. When he died he was worth a million.

So, young men, you are not always to remain at the bottom and draw your wages on Saturday night. Some of you will, after a while, control mammoth stores, immense manufacturing plants, great financial institutions—now poor boys, it may be, working for small wages and striving for an education, but a few years hence managing banks, superintending railroads, directing insurance companies, importers, shippers, contractors—standing foremost in the great enterprises of the day. I have only words of encouragement for those young men who aspire to greater positions than they now occupy—young men who would reach the highest round in the ladder of fame—but I tell them to go slow. Many a young fellow, after reaching a high place, comes down with a terrible thud. Success will surely crown your efforts if you are observant of the laws of hygiene, business, etc. But be patient, be diligent, be hopeful. You may be promoted by and by—but "Tarry at Jericho until your beards be grown!"

But there is another class of young men who need a word of encouragement: it is those who are always "waiting for something to turn up." They belong to a great company in this land of ours. You can see some of them most any day hanging about the streets, and holding down goods boxes, and blocking front steps of business houses. Waiting? Yes, waiting—"waiting for something to turn up;" waiting for the "old man"

to deed them the property; waiting for Aunt Mary to die and leave them a few thousands; waiting for a Government situation; waiting for a State appointment; waiting for a county job; waiting for the next mail to bring them a draft; waiting, waiting—"waiting for whiskers!"

Now, instead of waiting for something to turn up, go to work and turn something up. Let people know that you are alive, and full of business—that you can do things. To such a fellow there are bound to come grand opportunities and splendid openings. He will not need to seek the situation, the situation will seek him.

The other day I saw a letter which was addressed to a gentleman who just then was available. The letter was written by the President of a very large company, and it ran something like this: "This company is always on the lookout for good men. We need three such men right away, and would be pleased to hear from you at once." It was a case of the office seeking the man and not the man seeking the office.

I would much like to be able to fire the ambition of every young man who is waiting for something to turn up; waiting for good luck to come to him, waiting for his ship to come in, "waiting at Jericho for his beard to grow."

A farmer once told his son that there was a hundred dollars buried in a certain field. So the son went to work to find it. He ploughed the field this way, he ploughed the field that way, and he ploughed it very

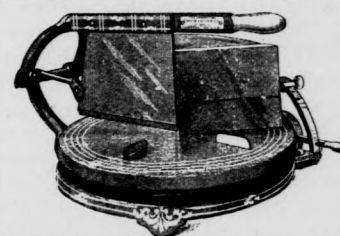
Crackers and Sweet Goods



TRADE MARK

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

Aikman Bakery Co.
Port Huron, Mich.



Twelve Thousand of These
Cutters Sold by Us in 1904

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

COMPUTING CHEESE CUTTER CO.,

621-23-25 N. Main. St

ANDERSON, IND.

W. F. McLaughlin & Co.

SANTOS
CHICAGO
RIO DE JANEIRO

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

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

McLaughlin's XXXX is the Best of all Package
COFFEES

Send for Samples and Prices

JAKE AND JO.

Story of Their Migration to the Sunny South.

Written for the Tradesman.

"No, there's nothin' but them potatoes, Jake. We et the last of the flour in the pancakes this mornin'."

Jo, christened Josephine, glanced up at her husband, filling their shanty doorway with his six feet and over of useless manhood. His kindly light blue eyes returned her gaze with silent laughter.

"Taters ain't to be despised," he said in a deep, mellow voice indicative of quiet good humor. "You put 'em in my dinner pail with some salt and I wouldn't ask fer no better."

Jake was blessed with large content. He wanted little of earth but liquor and an anaemic team of horses with which to earn it. No opium dream was more alluring than the thought-absence possible when lazily driving between the loading of logs at the skidway and unloading at the rollway. Log-hauling for lumber firms provided lucrative business for others, but Jake was employed at uncertain periods of sobriety by exasperated foremen, who unwillingly gave the insistent Jake another chance to earn a quantity of poor feed for his spavined team. Three loves dominated Jake's flabby character: love of liquor, horses and wife. Children might easily have made a fourth, but the stork, that so unfailingly visits the poor, by an unardonable oversight had passed them by. Because of this Jo found leisure to earn the staff of life and an occasional luxury. The present astringency in their finance was due to a, happily not lasting, economic tendency among neighboring families to do their own laundry.

Jo watched her husband drive out of the yard with a backward wave of his hand to her and much loving horse-talk to his old team, then deftly dispatched the few dishes of their morning meal. At a loss for employment during the long forenoon, she heated water and scrubbed the plank floor to the last degree of whiteness. So frequently had this diversion beguiled lonely hours that the surface presented a familiar topography of knolls and vales where hard and soft wood alternated. Jo had thirty-eight pounds of rag strips sewed and wound into snug balls that were, sometime in the beautiful future, to form a covering for this hummocky space. Like balls of snow, turkey red, brown, blue and "hit-and-miss" rolled into amazing size from every possible source. The preparation and the combining of colors was an artistic joy as sure as ever came from palette and brush. Now all was ready for the warp and weaving; but this seemed as remote as her life-dream of owning a home.

Jo was scarcely seated before her noon repast of the remaining tubers when a light knock preceded the unceremonious opening of the door to admit a near neighbor.

The woman entering was large of

form, florid in face and of the race of unwelcome truth-tellers.

"These warm days leave one limp as a dishrag," she remarked, helping herself to a chair and wiping the moisture from her forehead; "but you allers was a great one to dig in," she added, eying the clean floor. Her gaze then wandering to the table with its meagre fare, "Hain't you got nothin' in the house to eat but them biled taters?" she asked, with stern inflection.

"I never was no hand fer cake and pie," said Jo defensively.

"Why don't you leave him?" was the caller's next pointed question. "Every one says you're a fool to go on livin' the way you do."

Jo's coal-black eyes flashed and dull red mounted in cheeks dark to swarthisness.

"Every one," she mimicked angrily, "'every one' had better mind their own business. I hain't no mind to leave Jake—he never give me a bad word."

"No, nor nothin' else, either," sharply interposed the visitor.

"That's my affair, as I look at it, and no one needs to set up nights a worryin' on my account!" returned Jo with equal sharpness. "I married Jake because I wanted to, and I've lived with him a dozen years fer the same reason. We've sort of growed together and neither of us would be wuth a cent apart. So 'every one' better let me keep my Jake," finished Jo, laughing with restored temper.

"What I come fer," said the caller, dropping the dangerous topic of divorce, "was to git you to help me clean house. Miss Jordan wants you, too, and I run over to git in ahead of her."

Thus opened another era of prosperity for Jo's household. Not least from the golden harvest of common washings and fine washings was a bundle of warp paid for work by a patron who had the dual motive of saving cash and securing to Jo a commodity not devourable. Nor did fortune end here, for the weaver, driven to extremity by spring orders, bargained with Jo for an exchange of labor and the dream-carpet became real.

During this time Jake experienced only the frowns of adverse fortune. Logging camps broke up; no one wanted team work and Jake would do no other. The busy horses were turned out to roadside to graze and Jake used his last earnings in a nothing-more-to-be-desired spree. His wife, with inconceivable patience, labored steadily, and none knew of the benumbing dread haunting her hourly—dread of the penniless old age, dread of the physical breakdown inevitable from continued debauch for one and perpetual overwork for the other. But no word of this passed her lips.

A time came when this devotion aroused Jake's sadden conscience. He was not all bad, he was merely no earthly good.

"Jo," he said one morning, after an unusually severe evening out, "it's too bad, by the great crosshaul"—a

lumberman's oath—"it's too bad. Le's go 'way from here."

Jo looked up with quick eagerness. "Yes, le's go," she agreed with a joyful heartiness that was eloquent of long-repressed hope.

Many years Jake had talked of emulating the example of a friend who had rigged up a sort of prairie schooner and moved his family overland to a distant state. A vacillating temperament, added to constant lack of funds, had thus far defeated the project.

Jo determined to strike, in this instance, while the iron was hot—even melted to pliancy. Nothing should intervene between them and the Land of Promise.

The decision made, a brisk sale of their poor furniture followed. The old wagon was covered with a cotton canopy and packed with essentials for the trip. One luxury only was permitted space—Jo could not give up her rag idol, the carpet. In front, at the driver's right, was fixed a compass, which was to assist in maintaining a southerly course.

Three days proved sufficient time to stock the little caravan, bid friends farewell and depart. The importance of the undertaking induced Jake to soberness, and Jo contrived that none tempt him to drink to its success.

"Bad pennies return," said one friend significantly but with laughter.

"It's a long lane that has no return," said another, slightly changing the old proverb.

To both of which Jake replied:

"Nope, you'll never git a chance to

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Chicago

sing to my funeral—'less you come along." Then, with his slow smile and laughter-filled eyes, he clucked to the spavined team, turned their left sides to the rising sun and commenced the patient crawl southward.

Woman's inquisitiveness led to one query near the close of day:

"Jake, where be we going?"

The answer was direct and to the purpose:

"I don't know, we'll mosey along till the team gives out."

So they "moseyed" on across the alternate sand and mud of Indiana and in and out among the beautiful plantations and cabin homes of "Ole Kentuck." Jo, for the first time in her dozen marital years, experienced the novelty of having no thought for the morrow; and this meant bliss. Each day, with its slow moving panorama of new scenes, was delight unspeakable. They suffered the inevitable hardships of occasional hunger, thirst and cold; but this, being a page of the past, counted as nothing. The old team demanded whole days of rest when climbing the sun-baked hills of Tennessee. Their slender means diminished from the inroads made upon it for toll and ferry crossings; but the roadside people were hospitable and the South again became a storehouse for a Northern invasion.

On, on they traveled until the north boundary of Mississippi was passed and the endurance of the slow-pacing team threatened to take them to the Gulf. But when Central Mississippi with its funereal moss and cotton fields appeared the nigh horse took upon herself the settling of the indefinite question of destination. Nearly three months of even snail-like progress had sapped her energies and, to Jake's distress, his favorite quietly gave up, not the Southern trip merely, but the race of life. In vain Jake applied his inborn veterinary skill, in vain he petted her with endearing terms and gentle pats. The snail-pacing was over.

This gave a new aspect to existence. They were in the Land of Promise. Nearby were a mill run by water power, a store and a number of shanties, one of which, from its size, seemed to be intended for a boarding house.

"Go there," said Jake, "and get help to bury old Doll."

But true feminine diplomacy intervened.

"Not 'till we put on our best clothes, Jake," said Jo.

Here were new worlds to conquer and the siege must begin by donning suitable raiment. Hence it was a trim figure, albeit with sunbrowned face, that mounted the rickety steps and knocked at the half-open door of the rude hotel.

A shock-headed youth opened the portal wide, revealing several clamorous dogs and a group of uncouth men evidently enjoying an after-dinner smoke before returning to work in the mill.

"We, my husband and I, are home-seekers from the North," began Jo, with gentle dignity, and proceeded to explain their plight.

One of the group rose from the bench that served as a chair, remarking that he "reckoned he'd call the boss."

Being summoned, the boss appeared from a rear room wiping his mouth as if disturbed at dining. His dignity was all in title, since his appearance evinced complete contempt for the conventionalities of dress. He had hastily donned an almost brimless straw hat, through the ripped seams of which protruded wisps of red hair. His soiled gingham shirt opened on a hairy chest, and the ragged overalls were rolled a convenient length above the tops of unlaced shoes, the last betraying an absence of socks.

He regarded Jo with kindly but keen gray eyes and, upon hearing the repetition of her story, together with a request for some building they could rent, he turned to two men saying:

"You uns go and help the gentleman," and to Jo, "Come, Lady, I'll show you the very layout you want: a cabin an' a patch left on my hands by a no 'count chap too lazy to chew fine cut—owed me \$40 an' the place ain't wuth a cuss."

Jo thought the appraisal correct when they stopped before a pigpen of a cabin standing within a broken-down fence amid riotous weeds. The boss jerked his thumb toward the premises with the brief comment: "That's it."

The very worthlessness of the cabin and yard inspired Jo with a new purpose.

"If the place is for sale, on time payments," she said swiftly, "we'll take it."

In this manner it came to pass that the second dream—that of owning a home—came true.

Wonderful was the change wrought by Jo's energetic fingers, during Jake's new-born enthusiasm. New lumber for floors, one partition and home-manufactured furniture were part of the price received for the now useless wagon. The fence was restored and the land freed of weeds and rubbish, and kept so as time went on. White curtains from Jo's scant store of Northern relics covered the swing doors that served in all the cabin homes as windows, and shelves were put up and draped.

But the crowning glory of the establishment was Jo's new rag carpet.

"That must have cost mighty," insinuated the mistress of the boarding house, when making the first of many calls.

"You uns must a ben right well off Up North," said another caller, proffering snuff, that was politely declined.

"We like you uns—yo' don't act stuck up," was the verdict of another caller, who voiced the neighborhood sentiment.

So Jake and Jo had an enviable standing in the society of that rough mill-town; and Jake's labor at the mill with his one horse did not reduce this prestige but rather enhanced it, as horse owners could be numbered in that vicinity by half the fig-

ures on the clock dial, the others owning oxen.

Jo, indeed, found herself a society leader, as it were. She who had slaved formerly was now deferred to as one with knowledge of the world. Her tastily-adorned, immaculately-neat cabin was a revelation to the slovenly mistresses of shanty homes. Fortune had placed them where their limited knowledge and small means made a brave showing.

"She's right smart," said "the boss," referring to Jo. "I reckon she'd be a good un to teach the school this winter—s'posen we ask her."

They did, explaining that the school was largely a private undertaking, paid for by a rate-bill of attendance, and mostly in produce at that.

Jo was easily persuaded that her proficiency was equal to the requirements. Up North she had been the best scholar in the district school the last winter she attended, and was to have taught the summer term, when Jake became the tide in the affairs of Jo; but years of wash-tub poverty had been the flood that washed away ambition and correctness of language at one sweep. Congenial employment was hers, now, for the first time, and school-ma'am primness of speech began to astonish Jake and impressed the patrons of the little school.

Thus easily does environment change external appearance and almost effect a different personality.

"This is a beautiful world, Jake!" said Jo, looking from their cabin door at the glow of the setting sun on the distant pines. "And do see

these wild canaries!" she exclaimed delightedly, as a flock of the gay-feathered, restless songsters settled on the branches of a nearby balsam.

"Them birds," said Jake, pausing to light his pipe, "are doing same as we did—coming from Up North."

He smoked a while in complacent silence, as Jo laid the white cloth on the rude pine table. Then, rousing himself from a reverie, he said, with reminiscent gaze:

"This country's all right, an' the people's all right; but there ain't a wuth-while headache in a whole barrel of this blamed moonshine whisky!"

Elizabeth Ray.

Charity may cover a multitude of sins, but a lot more will spring up.

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Relations Between the Butcher and His Employees.

When we look about us in the business world, we find that thousands fail to get on in their chosen work and never know the cause. Especially do we find a large percentage of failures among the smaller merchants.

After a farmer, or preacher, or a man of some other profession has by strict economy saved a small capital and has become dissatisfied with his work, he thinks of going into business. He imagines if he has the money to buy a small stock the rest will take care of itself and that the mere fact of going into business makes him a business man.

When I went into business eight years ago there were eighty-two butchers in the town. To-day only 25 per cent. of them remain. If we were to ask some of the men, who went into business with the brightest hopes of success, to what they attribute their failure, we should hear various excuses.

One cause of failure would generally, however, be overlooked, and that is by one's not being careful in regard to his relation to his employees. This is in my estimation one of the most important questions for the merchant of the present time, and in many cases our weal and woe will in the future depend upon the relation we stand in toward our employees.

It is a human fault of ours that we blame others too much for our failures and give ourselves too much credit for our successes.

We butchers as employers often make the mistake of only demanding from the employees, and if they do not respond to our wishes and desires as heartily and speedily as we expect, we have some, unrelenting things to say about them.

The employer must feel that we can not only demand, but must consider that the employee has also certain rights, which must be respected. If you are always having trouble with your employees, you are not treating them properly, your methods are at fault, there is something wrong with you.

Therefore, instead of asking yourself: "What is the matter with my help?" ask "What is the matter with me?" You will then be more likely to receive the correct answer.

The employer and employee must recognize each other's rights and duties, they must feel that they have interests in common, they must cease to regard each other with suspicion. Not until every employer shows his appreciation of a faithful employee, and every employee makes his employer's interest his own, will the question of the relation between employer and employee be solved.

Let us get a clear idea of what

a butcher ought to be in regard to his relation to his employees.

It is not necessary to enumerate all the qualities that an employer must have to get the best service out of his employees. He must be a man whom the employees are compelled to respect, and this feeling is called forth by noble qualities only, enthusiasm in his work, patience, sympathy for others and temperance in habits and speech. These qualities the employer should try to instill into his employees.

After the butcher has won the respect of his employees, this respect will engender loyalty, so that they will try to make themselves worthy of his respect by strict attention to their duty and imitating all his best qualities.

It is hardly necessary to dwell on the necessity of honesty on the part of the employer. How can an employer require his helpers to be honest if they notice how their employer is dishonest in his business transactions, if he tells a falsehood in order to gain a slight advantage?

The boss butcher has great responsibility in this respect and may be the cause of the young man's ruin who has trusted him as a guide. The boss butcher should be a model of industry to his clerks. By industry is meant the concentration of one's body and mind to do certain work well and thoroughly, not spasmodic efforts, so that one day he makes a great splurge and turns everything topsy turvy and the next day when temporary enthusiasm has evaporated be careless, lazy and indifferent.

How can an employer expect his employees to keep up their enthusiasm when they see that their employer does not?

It does not avail a merchant much to be a good business man otherwise, if he is not at the same time courteous toward his customers. We all know that it is much more pleasant to be greeted by a gentle smile on entering a store than to simply be waited on, as it were, by an automatic machine with a gloomy visage. Success is often due more to engaging manners and attractive personality than to great ability. It will not do to be kind and cheery to-day and gruff and cranky to-morrow, to take pains to please one day and to be wholly indifferent the next. An even disposition is indispensable.

No man will give his confidence to a man who has the reputation of being fickle and uncertain, and this holds especially in the relation of the butcher to his employees.

If an employee does anything that deserves special notice do not be miserly with your appreciation. A bright smiling face will do more to incline your employees' hearts toward you than all the reminders of duty and reprimands for neglect can accomplish.

Be generous with your sympathy and try to be at least as much interested in the joys and sorrows of your employees as you wish them to be in yours. Do not stand apart at too great a distance from them, but let

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

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them know that you feel kindly toward them, and they will surely reciprocate by repaying you with their best service.

I would warn against too close intimacy, however. Have your employees treat you with respect and check them if some would be inclined to misuse your kindness.

However, an ideal employer interests his employees in their work from the start by showing that he is interested in them by making them feel that he regards them as associates and valuable co-workers, not as mere human machines dependent on his will or caprice. Nathan Brown.

Close of the Storage Season for Butter.

With the closing of August what is commonly known as the storage period came to an end, but from present indications it looks as if the storing of butter will go on for several weeks, possibly well up to October 1. The amount of stock put away during the past month, the extent of the consumptive demand and the quantity on hand as we enter the early fall are of peculiar interest just now, and I have dug out some figures along this line.

It was estimated that the holdings of butter in New York on August 1 were about 335,000 packages. During the month the receipts were 319,226 packages. Of this amount 99,000 packages were stored, leaving 220,226 packages for regular distribution of the market. From these figures must be deducted 30,742 packages which were exported to European ports and 3,174 packages to the tropics. Just how much stock has been taken by out of town markets that do not draw their supplies from here regularly can not be stated positively, but the quantity would equal at least 10,000 packages. This would leave approximately 176,300 packages for home consumption, or an average of a trifle less than 40,000 packages a week. I have heard the statement made repeatedly that because of the higher prices ruling this year the consumptive demand was not so good as it was last summer, but the figures now reported rather disprove the statement. There is no doubt in my mind that the consumption has been large, but the trouble lies in the tremendous receipts.

As referred to above the stocks of butter in New York were increased about 99,000 packages during August, and now stand at 434,500 packages—399,500 packages in the public freezers, and 35,000 packages in private boxes. Through the courtesy of the warehouse people I have been enabled to get a fairly reliable report on the stocks, and the figures compiled

include all the freezers in New York City and the Merchants and Union Terminal in Jersey City. It is understood that about 10,000 packages are stored in the Polar at Newark by New York parties, the larger part of which will probably be distributed here. This stock is not included in the totals given.

On September 1, 1904, the holdings in this city were estimated at 330,000 packages, so that present stocks are about 104,500 packages in excess of the figures then reported, and are by long odds the heaviest ever recorded in this market.

Other storage centers have also accumulated stock rapidly. Boston reports 286,341 packages, as compared with 221,808 packages for the corresponding date last year, an increase of 54,533 packages.

Philadelphia holdings are not given out, but so far as I can ascertain the warehouses have close to 100,000 packages, or about 15,000 packages more than on September 1, 1904.

All sorts of estimates have come from Chicago, but the most reliable reports seem to indicate from 30,000,000 to 32,000,000 pounds, or say 625,000 packages of fifty pounds average.

New York, Chicago, Boston and Philadelphia would, therefore, have on hand about 1,445,800 packages, which are 300,000 packages more than at the close of August, last year.

There is some food for thought in statistics of such magnitude.—N. Y. Produce Review.

Use Clean Ice.

From the appearance of some of the poultry arriving it is evident shippers do not appreciate the importance of using clean ice to ice their poultry with. We noticed a shipment this week which had been iced with muddy "creek" ice and the mud had drained through the poultry and soiled it to such an extent that every barrel had to be washed and even then price had to be shaded 1 cent per pound to attract a buyer. The cake of ice still on top of the barrel was black through and through, showing at a glance the cause of the dirty condition of the poultry. Such ice should never be used to ice poultry with and when used by regular shippers there seems to be very little excuse for it.—New York Produce Review.

Apprehensive.

"You don't get sleep enough," said the physician. "You ought to take a nap every afternoon."

"I couldn't think of it," replied the man who stays up late. "It's hard enough for me to wake up once a day."

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LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

YOUNG MEN.

Their Opportunities for Success Greater Than Ever.

It is comparatively an easy matter to follow, to adduce to reasons, to assign causes, good or bad, for the deliberate upward steps of a nation's men of destiny—after they have attained their destiny, lived it out, and passed on. They have made their full course; the high pinnacles that mark their utmost endeavors are in plain view. And so the finite minds of those that love to trace the devious grooves which the illustrious have followed to the zenith of their successes are seldom confounded. It is almost like drawing a line between two given points, whether one begins at the cradle or at the highest summit of achievement. The ultimate objective is ever in plain sight, and deductions are comparatively easy.

Not so with the men who, having achieved much, are still fighting, still conquering, still pressing on; for whom there is much apparently yet to do. The ultimate achievement for such as these is veiled in futurity; there is nothing final to lead up to, and philosophers consequently are necessarily at a loss. And yet, without attempting to reach definite conclusions, the main facts in the lives of such men may be read by any one who recognizes in them dominant elements such as strength of character, honesty, mental resource, breadth of mind and indomitable will, energy and perseverance. All these elements, and many more, may be read in the life of James Jerome Hill, of the "Hill country," which is to say that section of the continent of North America lying between Lake Superior and Puget Sound, running all along the forty-eighth parallel, with the British provinces on the North; or, to be briefer, Jim Hill, President of the Great Northern System.

And to-day, up through all that Northwestern country, they are looking forward to and talking of little else but next Saturday. For on that day James J. Hill will be 67 years old and they propose to celebrate it with all the honors due a man who has met them on their own ground and fought them or befriended them, each in its proper time and place. He has fought them all, every man, from the highest officer in the Great Northern to the humblest clerk or section hand, and every one of them is the better for it, and every one of them knows it. The business men of Minneapolis are going to give him a dinner on his natal day, and the citizens of North Dakota, the Red River Valley, unable to attract him from Minneapolis on Sept. 16, anticipated the event, gave him a roaring celebration last week. They will have another celebration on Friday, at Grand Forks, probably, and the only thing lacking will be Jim Hill.

Not only that, but all through the Swedish settlements of the Northwest the hard-headed, cold-blooded Scandinavians are repeating the fabled 10,000 Yem Hill stories with fond exaggeration and preparing with enthusiasm for the celebration of the day,

which to them ranges next to Christ-mas—in certain ways.

* * *

Thus, what manner of man is this that the Northwest honors as a father, as a patron saint, and yet fears as it fears Old Nick himself? What manner of man is this who comes into Wall Street, snaps his fingers at bankers and borrows money at rates of interest which he insists upon fixing himself; who entangles lawmakers and courts in mazes of legal procedure until no one sees clearly but himself? What sort, indeed, is this man who has ribbed the West with 6,000 miles of track, who holds it all in the hollow of his hand, and who has so much more confidence in himself than in others that he insists upon conducting his immense interests as he does, no doubt, his own family, mindful of the veriest detail—suspicious, intolerant, bland, kindly, belligerent, terrible, smiling, in turn?

Doubtless like all great men, he is many sorts of a man at various times and on various occasions. He is a man who likes to give orders—one detects that at first glance—and loves to have others obey him. Destiny yields only to the strong, but to such it yields all. That is the first impression of him—a man to whom destiny itself has had to yield. Born to command, he began by first commanding Fate. To devise things is his staff of life; to plan means to ends, or ends to means; to bend circumstances to his own purposes. When he ceases all this he will probably die, and not until. At least it seems so, for he shows his 67 years in his gray hair and beard, and nowhere else, and what do a few gray hairs amount to?

He dashed into New York from St. Paul on Thursday—he is always dashing in and out—and this week he will be away escorting the Japanese peace fellows across the country in his private car. He was very busy while there; and it cost some time and effort before a reporter from the New York Times was admitted to the sanctum sanctorum, at the threshold of which many of his metropolitan employes have trembled—and entered. And as this newspaper man saw him at his desk, so may those who read this. A broad, thick-set, almost portly man, he sat leaning back in his swivel chair, reading a railroad bill of particulars of some kind or other. He wore a gray sack business suit—but why talk of clothing! It was his head that impressed.

Leonine, surely, that head; hair long at the back, although not as long as he usually wears it, they say; shaggy, beetling eyebrows; eyes as somberly shining and as black as sloes, and bulging jaws. And he has a great thick neck and heavy chest—a powerful man, a fighter, briefly. His eyes were smiling as he raised his hand.

"No business talk, now," he warned, and so, of course, the interview had nothing to do with rebates or Northern Securities projects, which was not sought anyway.

"No, Mr. Hill, no business; something about young men would be

more valuable, or, at least, most essential, all things considered."

* * *

Mr. Hill was still perusing his bill of particulars and, without looking up, he nodded.

"All right, all right," he said. "Young men, eh?"

"Yes, young men. Has a young man the same chance for success in the present day as he had, say, when you were a young man?"

He laid the paper upon the desk hastily and wheeled around in his chair, facing his questioner squarely, talking in a soft, bland, smiling, purring way.

"Every bit as much chance; more, I should say. I'll tell you this: there are more opportunities than there are young men to take advantage of them. You say the country has grown larger, that life is more complex, and that as a result the personal incentive has vanished in proportion. Everything in that is perfectly correct except the conclusion. The country is bigger and life is more complex, but who will gainsay that if the country has grown bigger the opportunities have with it, and that if life is more complex, it at least results in a greater variety of opportunities?"

Mr. Hill spoke more slowly, more deliberately, as he proceeded; with increasing drawl and a very patent lisp; but suddenly he changed his vocal timbre, his words coming quick, incisive, but still low.

"A young man has always had to help make his opportunities, and he must do that to-day as ever. But young men fail more nowadays than they used to because they expect to reap almost as soon as they sow. That is the great trouble with the young men of the present. They expect opportunities to come to them without application, or proper shaping of things so that opportunities will drift their way. You have to keep your eyes open and catch hold of things; they'll not catch hold of you, as a rule."

He returned to his paper, laid it aside again, and continued:

"Energy, system, perseverance, these are great components of success in a young man's life, and with them he is bound to succeed as well to-day as he ever succeeded. He must have a set standard of achievement; he must make up his mind what he is going to do in the world, and then keep fighting for this standard."

A question was here interposed as to whether this was infallible as a recipe for success, and Mr. Hill promptly qualified.

"Well," he said (he was smiling his most genial smile now), "not absolutely infallible; for with that set purpose the young man must have the ability to go with the current of things. If a young fellow doggedly bucks the world and circumstances without sense or reason all the time he is liable to get nothing more than a sore head. He must know how to take advantage of opportunities—to use his brains, in short. A young man who has no brains ought to at least have enough animal sense to find it out, and learn to depend upon

and get what benefits he can from the brains of others."

* * *

Replying to question as to whether or not every young man has his chance for something big, and that it rests solely with him to take advantage of that chance or not, Mr. Hill confirmed—at least it seemed so—the oft-alleged conviction that he believed he was born to command and shape things, while others were born simply to obey him or some one else.

"Of course," he said, "the biggest chances do not come to every young man. Some are born to lead, must lead if the world's work is to go on properly. Wasn't it Artemas Ward who wrote of that very funny regiment composed entirely of Brigadier Generals? Well, that's the way the world would be if every one were a General. Men must obey others, at least, if that is the position in which destiny places them."

"But at least," he continued, "the young man who practices application, application, application, will get everything that he is fitted for, and maybe more."

"Which is greater, realization or success?"

"What is success? Man goes on and on and desires increase."

"Can you define success, Mr. Hill?"

"No. Success is success. Success is one thing; failure another."

He frowned when asked to tell what set mission he had started with when a young man.

"My ambitions and designs as a young man were so moderate that it would interest no one to know what they were."

"But they increased with opportunities?" was suggested, and Mr. Hill smiled.

"How about your business, the railroad business? You have succeeded in that, but it was many years ago. Did your statement that there are more opportunities in the world for the young men of to-day than ever before apply to railroading also?"

"Of course; just as much chance there as there is everywhere. Opportunities are waiting for young men to seize them. And why not? See how the railroad interests have increased, are increasing! There are many opportunities in proportion as the railroads have grown. But they are not being grasped as they should be. Young men are not arising to occasion in adequate numbers. And it is all because they expect to slip to the top of the ladder before they know whether it has any rungs or not."

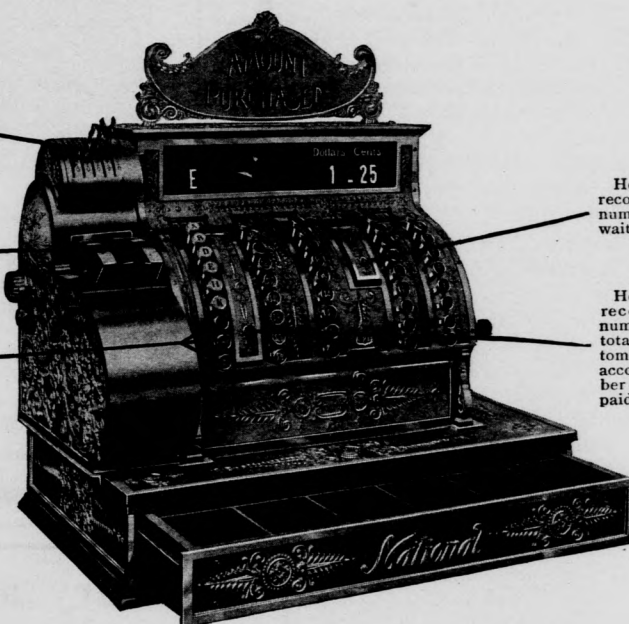
And then a great railroad man, almost as well known as James J. Hill, entered, and the great magnate, watching him warily, bowed farewell to interview and interviewer, forgetting them both instantly we dare say.

And yet, short as it was, may we not, in the light of what the past reveals to us, read in this talk on young men the keynote of James Hill's success as a young man and later in life as well? Energy, system, perseverance, an ability to mold as well as to seize opportunities, and application—has he practiced these cardinal vir-

These levers keep track of credit customers. Also keep lot and size, stock numbers or cost and selling prices.

Here under lock for proprietor is printed record of every transaction, including cost and selling prices, lot and size numbers, etc.

Improved way of handling the credit sales, money received on account and money paid out. Makes it impossible to forget to charge.



Here under lock is record showing total number of customers waited on each day.

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MAKE up your mind today that you are going to let automatic machinery take care of your greatest troubles. You cannot afford to waste time and energy doing things that a machine will do just as well.

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National Cash Register Company 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

tues which he names as being essential to success in the life of a young man? Let us see.

* * *

Forty-one years ago James J. Hill was a mud clerk on a small steamboat plying up and down the Mississippi. A mud clerk in Mississippi River parlance is applied to under clerks, who go ashore at landings and check baggage and freight. That is what Hill was. Not many years later he controlled the line of steamboats on which he had been employed as mud clerk. He is a Canadian by birth, having been born in Guelph, Ontario, in 1838. His father was Irish, his mother was Scotch, and while the son had the characteristics of both races, he was essentially American, first and last. He attended the Rockwood Academy, a Quaker school, for eight years, and then the death of his father threw him upon his own resources, which were ample. At the age of 18 he looked about him, and finally selecting St. Paul as the most likely place in the West for an ambitious young man, he went there, taking a position as mud clerk on the Dubuque and St. Paul Packet Company's line of steamboats. In the next few years he served with various shipping firms, and in 1865 took the agency of the Northwestern Packet Company. He served in this capacity for two years, and then he started in business for himself, engaging in the fuel and transportation trade. As he once put it, "I found it better to expend my energies in my own behalf than in behalf of others." Among other things he decided in looking about was that the railroad business offered even greater fields than that offered by river traffic, and firm in this belief he laid plans to secure the agency for the St. Paul and Pacific railroad, and his plans did not miscarry. They seldom have. In 1869 the Hill, Griggs & Co. transportation firm came into existence. This firm was very successful, but not sufficiently successful to suit young Hill. About that time he made many trips up into North Dakota, or the Red River Valley, and there he saw natural agricultural facilities second to none in the country. It was a howling wilderness almost, but never mind that; the opportunities waited to be taken advantage of, and young Hill forthwith did take advantage of them. In 1870 he started the Red River Transportation Company, opening up the Northwestern wilds to the farmer, and a year later he had bored his way into the interests of the Hudson Bay Company and consolidated with it.

"My active business life," said Mr. Hill recently, "may be said to have commenced with the opening up of the Red River Valley."

* * *

But in the meantime he had his eye on the gradually increasing railroad interests of the country, and in 1872 his great opportunity presented itself. The St. Paul and Pacific Railroad defaulted, and Hill, having foreseen it and laid his plans accordingly, promptly set about interesting English capitalists in this road. Lord Mount Stephen and Sir Donald Smith

listened, and the end was that in 1878 Hill gained control of the bonds of that company. In 1883 he was made President. He reorganized the road and named it the St. Paul, Minneapolis and Manitoba Railroad. Slowly but surely the Great Northern System came into existence. In 1890 he became President of the Great Northern, a system extending from Puget Sound on the Pacific Coast to St. Paul; from Duluth on the north to Yankton, S. D., on the south. He started the Northern Steamship Company, controlling the great lake traffic, and not content with his line of trans-Pacific steamships, he is now perfecting plans for additional Oriental trade through the Nippon-Yushon Kaisha Steamship Company.

In fact, his one failure thus far lies in the Northern Securities merger, by which he sought to include the great railroads of the Northwest not under his control. But he is not through with that business yet, by any means, and the railroad and financial interests of the country await his next move with feverish interest.

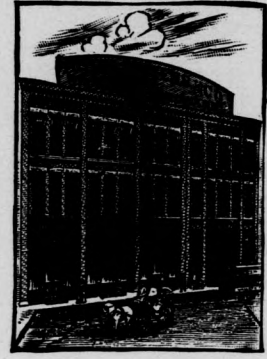
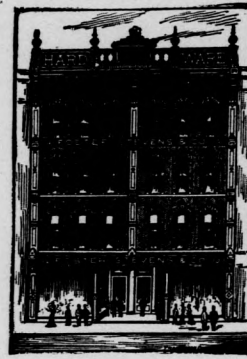
Through all, and his great success in railroading has been attributed to this, he has never forgotten that what he controlled were railroads, and, as such, not subject to feverish financiering. Sound financiering of all his properties has been one of his guiding impulses. Never in his life has he permitted his railroads to be used for banking or speculative purposes. In every way he has personally controlled the financial and practical manipulations of his interests, and all other associates have been puppets in a greater or less degree. His great watchword has been this:

"Build the proper kind of railroads in the proper kind of territory." And he has always observed this rule. His lines know no competition, because when he laid them out he put them through sections where no competitive points existed, and if the country was sparsely populated he set about changing conditions and seeing to it that it was speedily populated. This is what he meant, no doubt, when he suggested that young men mold opportunities to their circumstances. Hill always has, and to this much of his success may be attributed.

He is literally the father of North Dakota, and when he goes into that country the farmers turn out and pay homage to him as the author of all their prosperity. And in return he talks to them as a father would. And this is the way he talks:

* * *

"I must always feel the greatest interest in your growth and development. I may pass away to-morrow or sell out, and any one of you who is tired of living in North Dakota can sell his farm and go away, but this land will remain, and this railroad will remain, and they will prosper together, or be poor together. They are partners in business and you cannot tear them asunder, and any man who tries to tear them asunder makes a mistake whether from the railroad point of view or that of the public. There is no sentiment in that; it is the logic of business conditions. * * *

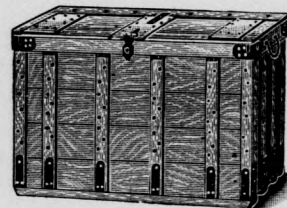


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Grand Rapids, Michigan

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

Laundry and Bakers' Baskets



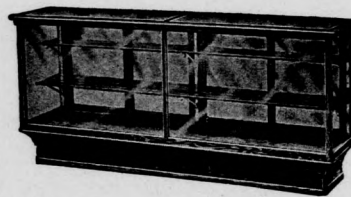
Just one of our many styles.

We make open or covered.

Our low prices will astonish you.

Write today.

W. D. GOO & CO., Jamestown, Pa.



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.

Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan
New York Office 724 Broadway

Boston Office 125 Summer Street

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

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.

Preserve your inheritance. Keep your children on the farm and make intelligent men and women of them. The Nation will be the better off when the young men remain on the farms. The farmer, if he knows it, is the most independent man in the world. Let me urge you not to get rid of your farms. Keep your roof over the heads of your children and hand it down to them as a home. They will be better off; they will be better citizens. They will have every quality that goes to make good citizens, and they will command respect and admiration much more surely than if you send them into the uncertain avenues of other occupations."

That is the way he talks to them and they listen and obey. And quite refreshing it is to read of such things in view of the terrible Jim Hill that Wall Street and Western railroad men depict. Yet in a way these terrible pictures have their place. He is a hard employer, they say, and no railroad man stays very long in the employ of the Great Northern. But they do add this: Any man who serves a year or more in Mr. Hill's employ learns something that no railroad man who has never been associated with him knows—something that is worth a great deal of money to him—and rival railroads are willing to pay all that it is worth.

* * *

They tell a story of an efficient railroad man to whom Mr. Hill took a great fancy. He finally employed him under a five years' contract at a smashing big salary. In six months Mr. Hill detested the man. His great way of showing this dislike was to summon him in the course of a conference of officers and put before him a proposition under consideration. If this man expressed himself in favor of the proposition Mr. Hill would arise, sweep the papers on the floor, and cry:

"Mr. — is in favor of this, eh? Then this proposition must be hopelessly bad; clear out, all of you; I won't touch it."

There are hundreds of these stories. But there is another side. One employe has nothing but love for him. He needed \$83,000 bad, and he went to Mr. Hill and stated his predicament. He had no security, but Mr. Hill gave him the \$83,000 in just eighty-three seconds. This was be-

cause he knew his man, as he knows every man with whom he comes in contact.

Another officer of the Great Northern was generally regarded as incompetent, and his associates clamored with Mr. Hill for his removal. Mr. Hill thought it over for a while, and then raised the man to a more important position, where he was immediately successful and is to-day. There are hundreds of such stories also, all going to gauge Mr. Hill's knowledge of his fellow-men.

He loves to fish, when he is not too busy; he loves to fish for salmon in particular, and when he has time to indulge it he loves yachting, his yacht, the Wacouta, being as finely appointed as any in American waters. He is not a humorous man, and such humor as he has is rather grim. One day two summers ago, when leaving the New York Yacht Club station at East Twenty-sixth street, and being questioned by several green reporters as to the details of his trip, he gave the name of his yacht as the Tadyadleigh No. 2, and his guests as Judge Caesar Bunn, of Oshkosh, Gen. McNutt, of Wausau, and several other such. Several evening papers, one very dignified one, printed this information in good faith, and it is said that Mr. Hill chuckled over the clippings and his rather elephantine jest for some weeks.

Out in Superior the Swedes say:

"Ah tank when Yem Hell koom roun' laughin' dere bees da deevil to pay. Ah lak heem when he ain't laughin'."

* * *

They work on the tracks, these Swedes, and they all have stories to tell of personal contact with him. Tom Lowry, President of the "Soo" line, tells 1,413 Swedish dialect stories concerning Yem Hell.

And so here is Jim Hill at 67, and he will be a greater Jim Hill at 77. He loves the country, the open spaces, and insists upon conducting his immense interests, not from New York, but from St. Paul. He sees everything. No subordinate on any division knows when Hill will step in and countermand every order, issuing new ones. He does this week after week, anywhere, everywhere. He is ubiquitous, keen, inexorable, and fiercely indomitable, and in action he is all uncharitableness.

An active brain and an iron will are James J. Hill's cornerstones, and his keystone is courage.

Exercise the Mind.

As our bodies, to be in health, must be generally exercised, so our minds, to be in health, must be generally cultivated. You would not call a man healthy who had strong arms, but was paralytic in his feet; nor one who could walk well, but had no use of his hands; nor one who could see well, if he could not hear. You would not voluntarily reduce your bodies to any such partially developed state. Much more, then, you would not, if you could help it, reduce your minds to it.

Now, your minds are endowed with a vast number of gifts of totally different uses—limbs of mind, as it were, which, if you don't exercise, you cripple. One is curiosity; that is a gift, a capacity of pleasure in knowing, which, if you destroy, you make yourselves cold and dull. Another is sympathy, the power of sharing in the feelings of living creatures, which, if you destroy, you make yourselves hard and cruel. Another of your limbs of mind is admiration; the power of enjoying beauty or ingenuity, which, if you destroy, you make yourselves base and irreverent. Another is wit; or the power of playing with the lights on the many sides of truth, which, if you destroy, you make yourselves gloomy and less useful and cheering to others than you might be.

So that in choosing your way of work it should be your aim, as far as possible, to bring out all these faculties, as far as they exist in you; not one merely, or another, but all of them. And the way to bring them out is simply to concern yourselves attentively with the subjects of each faculty. To cultivate sympathy you must be among living creatures and thinking about them; and to cultivate admiration you must be among beautiful things and looking at them.—John Ruskin.

"Why, at this time of year, Pat, a man never feels as comfortable as he does in the open air."

"Faith, is that so? Well, I'd have you know that the day I went up with the blast I was in the open air for tin minutes, and I was never so uncomfortable in me whole loife!"

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.

HARNESS

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.
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TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
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INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880
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Tradesman Company
Grand Rapids, 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.



Helpful Hints To Progressive Shoe Retailers.

The up-to-date merchant is the one who is looking for new ideas to stimulate his business. He does not know it all. He listens and he thinks, and instead of taking up the whole time attending to minor details he is planning. The turning over of stock interests him, of course, and the thinking man will turn them over into profit. He, too, is very sympathetic with his salesmen who have suggestions to offer. He is always remembering that the people are being interested in many directions, and he is active in increasing the interest in his store. The thinking man operates his business as the Japs do in war. He gets there. He never gets rattled or "jollied" into handling too many lines. He knows what it costs to sell shoes, the thinking man does. He keeps a keen eye on his competitors, too. He is ready to jump in and wake things up in any weak spot and he is very careful to cultivate the good wishes of discriminating influential customers.

The keenness of business competition demands that the business man overlook no possible avenue which may contribute to greater success, and one of the most important factors in modern business life is advertising. Not advertising of a spasmodic or indefinite nature, but direct, forceful appealing advertising—advertising that strikes home. The concern which does not believe in advertising can not long keep in the race.

There was a time when the regular dealer feared materially the encroachment of the department store upon what he had been led to believe was his exclusive domain. But if the department stores are to adopt methods which have been denounced by the dealers on account of their unfairness we shall undoubtedly find much to criticize in the department store management of the future.

The let-well-enough-alone principle no longer contents the man of affairs. He is no longer satisfied with the old conditions; he wants the best obtainable, and in most cases is ready to pay for it. Hence the demand for specialists. We might succeed in making our own clothes, or planning our own houses, but the tailor or architect will give us better satisfaction at infinitely less cost, and this holds equally true in the selection of men in business.

One feature of the modern business system with progressive shoe houses which is productive of good results is that of encouraging criticisms and suggestions from employees in respect to the details of the business, thus utilizing every microscopic view rather than depending solely on the bird's-eye view which is taken by the manager.

This recognition of the value of

ideas inculcates a friendly feeling. The employees take a deeper interest in their work, develop their own capacity and thus help the business. It is stimulating to a man to see a suggestion of his carried out by his employers. It adds enthusiasm to his efforts and results in good all around.

Salesmen with ideas are usually a stimulation to any business. They believe in upholding prices, in looking on the artistic as well as on the purely commercial side of things. And it is a peculiar, but nevertheless true fact, that it is the dull salesman who cuts the price, just as it is the dull razor that wounds the face, and this is also true of the misfit merchant, ignorant of his fixed costs and proper profits, who demoralizes business in his trade or vicinity while he is digging his own business grave.

Do not keep it all under your hat. It is a good thing to guard zealously the secrets of a business, but it is possible to overdo this. In every store the proprietor should have someone in whom he can confide to a certain extent—someone with whom he can talk over the inner problems of the business. The unexpected is always happening and sickness or an accident incapacitates the merchant from attending to his business. It is then necessary for someone to take his place temporarily and to do that satisfactorily the understudy must know some of the secrets of the business.—Shoe Trade Journal.

Indifferent Clerks Lose Trade.

Perhaps the lack of alertness or indifference on the part of employers is to some extent responsible for the fact that many clerks and other employees who come in contact with customers frequently injure business.

While the majority of clerks are obliging and study to please their customers and to serve their employers conscientiously, there is many a one among the minority who causes his firm to lose more than his salary amounts to.

The clerk who has his mind on the baseball game, the racetrack, or the coming Sunday outing, rather than the customers he is serving, is bound to act with an indifference which is extremely distasteful to some men, and in these days of keen competition, it is wonderfully easy for the customer who is displeased with any show of indifference on the part of the man behind the counter to transfer his patronage to the establishment of a competitor around the corner or down the street.

At Short Range.

"It must be awful," said the typewriter boarder with the \$1.98 pompadour, "to be deceived by a false marriage."

"Well, I don't suppose it's any worse than being deceived by a real one," rejoined the landlady.

And her husband continued to give a correct imitation of a man trying to read a newspaper.

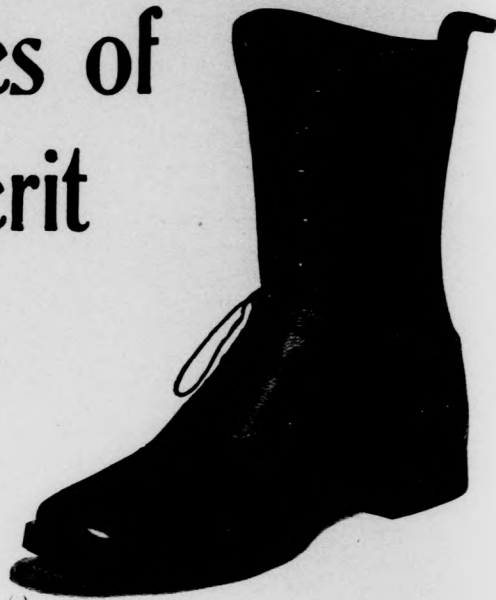
A woman's memories of her first love are salted away in briny tears—a man's go up in smoke.

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.



Big Every Day Sellers

A dealer writes in and says: "It doesn't seem to make much difference what the season is,

Hard-Pan Shoes

are selling as steady as a clock, 'For Men, Boys and Youths'." How would you like a little of this trade, or a good deal of it, for that matter? Hard-Pan Shoes are the kind that take right hold of the man who starts out to buy a pair of good looking, hard-to-wear-out shoes, and the man who has worn them can't forget when it comes time to buy another pair. He will pick Hard-Pans every time. See that our name is on the strap.

Catalogue for a postal, or our salesman will call. Did you get a bunch of "chips of the old block?"

The Herold=Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Michigan

What Constitutes Shoe Salesmanship.

Salesmanship is now recognized as an art. It is an art, however, that can be readily acquired by anyone ambitious enough to give the matter thought and study; not that it takes an extended course, but that the suggestions made are assimilated and acted upon.

The salesman should be, first of all, able to sell goods. Education, unless it helps him sell goods, has little value to him as a salesman, however much it may improve him as a man. In the shoe trade, however, there is a class of information, that ranks as education, which is a great help to the salesman in his capacity of seller of footwear. It is the correct knowledge of styles and quality.

Given a good knowledge of these things and the rest depends on the salesman himself. No absolute rule for selling shoes can be laid down. There are a thousand variations in character and temperament in the customers the salesman meets, and each customer must have just such treatment as is required.

All salesmen are not alike. Some are born with selling ability; in fact, the best salesmen are; their methods of succeeding with customers proves this assertion. A careful study of salesmen will prove that methods are as dissimilar as the characters of men. One salesman is natural, an easy-going, genial, jolly, hail-fellow-well-met. Another is short, sharp, and talks to the point without that easy fellowship that generally characterizes a good salesman. A good salesman never belittles a competitor's store goods, although his own line may be better, as generally speaking "every knock is a boost." Therefore, avoid knocking the other fellow's line but keep to your own subject.

The prime requisite of a good salesman is, beyond all question, adaptability. He can be jovial with the jovial customer, serious with the serious customer, and cultured with the cultured customer. This is "harmony." To be all things to all customers, however, demands some education. Other salesmen succeed quite as well by contrasting their own character with that of their customer.

Consideration and discernment tell you the character of the customer, whether he needs to be talked into buying or not, how and when to talk or stop talking, or in other words, to know just when you have said enough, and as to whether or not you have the customer's attention. Judgment is required as to when is the proper time to press the matter or whether the best policy would be to take it easy with the particular customers you are working upon, and as to the proper time to tell a story, or otherwise rest the customer and incidentally yourself. Coolness is required, particularly when dealing with an excitable customer, to keep your own temper and calm the customer by an expression of geniality and good fellowship. By all means avoid arguments. Always be ready to decide a question at once, whether it be a question of price, or anything else

pertaining to the shoes you are selling.

When showing shoes to a customer, lay stress upon all of the good points and quality of the footwear first, and then name the price. If you reverse this method the customer is likely to be thinking of the cost rather than of the merit of the shoes.

Don't exaggerate. You should, however, use glowing language. The description of a sunset or any other of nature's beauties as embodied in most of our popular literature presents more to the imagination than the actual scene. Why? Because the author was an artist, a word painter, a master of language, and was enthused with his subject. Enthusiasm is not exaggeration and is a separate and distinct feature in the art of selling shoes.

Many a sale has been blocked by the pure cussedness of the man behind the counter, many a customer has been lost by the pigheadedness of the proprietor or the bad manners of the clerk.

The science of salesmanship calls for more than glib talking, confident assertion and knowledge of one's wares. It involves also a practice of the best manners and the proper form.

It calls for study of human nature; and the student of human nature knows that the average customer is pleased by flattery of polite but not cringing deference from those with whom he is brought into contract in trade.

A man need not be a dude to sell goods; the best salesman is a manly man. But he does not need to understand that good manners are helpful in getting any kind of trade and absolutely essential to holding the best trade.—Shoe Trade Journal.

Watch the Stock.

All salesmen are not good stock-keepers, and neither are all retailers. One of the causes of the necessity of sacrificing goods is the indifferent manner in which the proprietor or whoever is responsible in his place keeps a supervision over the stock, especially as the season draws to a close and between seasons. It is perhaps natural that the salesman should avoid slow-selling lines. Few salesmen are so ambitious that they will force the sales of the less popular lines for the sake of improving in salesmanship. It is as necessary that the stockkeeper or the retailer himself should go through the stock every day and see that some energy is expended in moving lines other than those that are always salable anyway. It does not follow that because certain lines are not selling as freely as desirable the buyer has made a mistake. Some salesmen have a habit of using up their persuasions in selling the lines they most fancy themselves. All customers are not of the same opinion as the seller and might prefer exactly the line that is not shown, because the salesman thinks it a slow seller and does not want to take the trouble of trying to sell it. A closer watch on the stock is profit added.

Gilding the wagon does not ease the springs.

No. 444*"Hardwear"***Shoe****\$2.00 per Pair**

Two soles and tap.

Standard screw made from the best tannage.

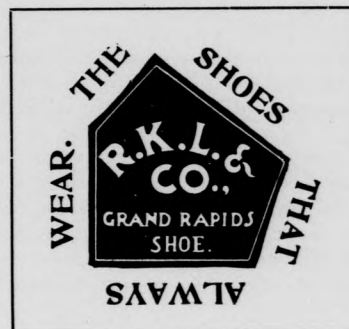
Made for fall and winter wear.

A wet weather shoe.

Hirth, Krause & Co.

Grand Rapids, Mich.

Makers of

Rouge Rex Shoes for Men and Boys

You will find enough variety in our line of shoes to make it easy to satisfy most every customer you have.

The important point is that our shoes are as good as they look; solid leather of the best quality and shoemaking that's thoroughly good from top to sole.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

The Quest of the Perfect Foot.

A careful search up and down through New York fails to bring forth an absolutely perfect foot. Of course, it is impossible to make a house to house search, and there is no Prince Charming with a throne as a reward, but a general search, taking in the Turkish baths, the Flat-iron corner, to say nothing of the chiropodists' and the shoe shops, brings only disappointment. The board-walks at the various resorts would seem to hold out alluring promise, but no—out of the hundreds that come and go, not one perfect foot! This is lamentable. We are not only handing down to posterity imperfectly formed feet, but the majority of persons do not stop to consider that it is their inherent right to possess healthy, well-formed feet, nor do they really think anything about it. Proof of this is to be found in the Metropolitan Museum of Art, where the modern paintings actually perpetuate the deformities of the models' feet.

Of course, if milady's foot were an appendage merely for the exploitation of pretty footwear it would not make so much difference, but to take a nice, useful member and pinch it and squeeze it until the poor bones and tendons are all out of shape so that they can not possibly perform their natural functions is nothing short of criminal. And we throw up our hands in horror at the barbarous Chinese custom of arresting the growth of the royal babies' feet! The royal girl babies of China never have to go forth except in a sedan chair, borne by their coolies, so there is a difference—in favor of China.

This pinching process has gone on too long, and now in the twentieth century we must needs go a-searching for a perfect foot. We can still carry in our mind's eye the work of the Greek sculptors, so that we will not entirely forget what a natural foot, unshod, should look like.

Owing to several accidents recently brought about by high heels, there has been some talk of boycotting them, but it will take a long and tedious crusade against faddish footwear to produce any noticeable effect. The dainty high-heeled shoes which make the foot look trim and small are very dear to the feminine heart, and every pair forsworn means a powderless (gun) battle won. Vanity and common sense are unevenly matched foes anyway.

A foot specialist here in New York, who has made a thorough study of the human foot and loses no opportunity of investigating this interesting subject, states that the situation at present is alarming and declares that out of hundreds of impressions, which he keeps on file, he has not one anywhere near perfection's mark. Once in a while he offers a prize for a perfect model, hoping in this way to entice the coveted Trilby to his lair.

"It would be cause for tears if it were not so ridiculous," said the doctor, referring to the applicants who came, each confident of carrying off the prize.

"The trouble is," said he, "so few know what a really beautiful foot is. Many have the idea that a fat, chubby foot is the ideal foot.

"What is my ideal, you ask? Well, of course, my ideal is the artistically beautiful, or merely the normal foot, good in point of outline and built for active service, and the reason of its rarity is—shoes.

"Oh, no, I can not recommend going barefoot, in this climate especially, but I hold that the proper kind of footwear will preserve the essential lines of perfection. Then, too, it is easy enough for everybody to give his feet some free exercise, and a sun bath once in a while.

"The essential lines of perfection? Proportion, I should say first. The arch is not the only thing to be considered in the perfect foot. Nearly all feet have some one good point, but to get a foot with all the lines even good, aye, there's the rub. Of course, feet vary as do the hands, or features of the face. The most prevalent deformity is the enlarged joint. The great toe should be straight and normal, with no noticeable swell at the joint. The second toe should be slightly longer than the great toe, and all the toes should be smooth, the ball of each touching lightly the ground in walking. In the perfect foot the arch is supposed to be very high. However, there is the very high arch, and the long, low arch, too—both very beautiful and both very rare.

"Our feet have such a serious purpose in life that they are deserving of serious and earnest consideration as to how they shall be treated, clothed and cared for. They get sick, poor things, shut out, as they are, from the air, and sunlight and sentenced to hard labor for life. Always encased in a leather covering, and that covering in so many cases ill-fitting and uncomfortable, it is quite natural that the feet fail to develop to full strength and beauty. The bones then yield to any pressure and improperly fitting shoes do the rest.

"The construction of the human foot is most complicated, consisting of twenty-eight bones, intricately hinged and woven together with splendid elastic muscles, all working harmoniously together in the normal foot. The large bones, or instep, should be strong and curved. The foot should be well proportioned to the weight it is destined to carry. It is not known when first the foolish idea of trying to keep the foot small came about. The idea that the dwarfed, poorly developed foot is patrician is all bosh. A foot disproportionate to the size of its owner is a deformity. I am looking forward at no distant time to seeing a change in this state of things. Badly contrived shoes will go out just as the old-fashioned corset has gone out, to give place to a more hygienic style; but the great trouble is that these heathenish fashions do so much harm before they go out. However, the great American public is becoming educated to the point of making its own distinctions—individual distinctions, I should say, and therein lies

ANYBODY



Who Can Judge

quality and values can appreciate the merits of our

Skreemer Shoes

the most popular medium priced shoes manufactured. We have a very interesting proposition to make one dealer in each town. If you want to be that dealer write to us at once.

MICHIGAN SHOE CO.

Distributors
Detroit, Mich.

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

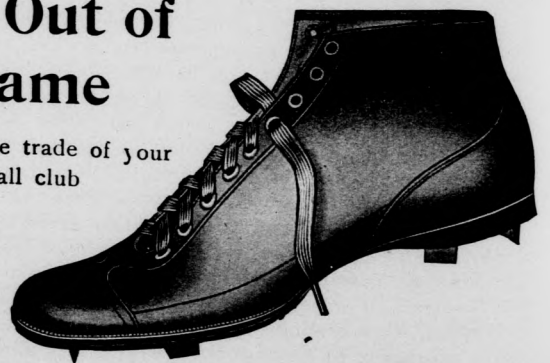
SAGINAW, MICH.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail.

Local and Long Distance Phone M 2226

the hope for the preservation of the perfect foot. There is a constant and growing demand for sensible footwear among educated people.

"There has been so much said already about the effect of French heels that there is nothing new for me to say," said the doctor, "but they are simply unspeakable, that is, for street wear. So many cases that come to me are directly or indirectly attributable to high heels. They throw the body out of balance, and sprained ankles, enlarged joints and corns result, as well as flat foot, which probably is the worst calamity of all. 'Flat foot' means the breaking down of the natural arch. Many have this trouble and go through life wondering why walking seems such hard work and why they have 'that tired feeling,' for no seeming reason, and also why their one-time elasticity of step is gone.

"The arch of the foot is a cunningly contrived spring, which at every step boosts the body forward easily and naturally. So many people plank down their full weight on the flat of their foot or else on the heel, which is worse, failing to take advantage of this spring. The ball of the foot was made to walk on and the heel is merely to balance the body. Walking improperly is a very laborious exercise.

"For the broken-down arch there is a supporter now made which slips into any shoe, and gives back to the wearer much of the natural elasticity of step. It is made of an unbendable metal, and covered with soft leather, and worn in a sensible shoe is said to give entire relief in the worst cases of flat foot. Many women insist upon wearing high-arched shoes, with the accompanying high heels, claiming not to be able to wear the low-heeled shoes. It is true that with a broken arch it is impossible to wear a low-heeled shoe, but the idea is not to shield one part of the foot at the expense of the rest.

"The selection of footwear is a serious matter, for so many things have to be taken into consideration—comfort, health and appearance. It is well to avoid extremes, taking neither the high heeled pointed toe kind nor the extreme common sense shoe. A thorough study of one's foot simplifies the matter of selection. A shoe should be straight on the inside sole so that a line can be drawn through the center of the heel. The ball of the foot should have full natural play, and a shoe that forces the great toe out of line is the wrong shoe, and the wearer pays the penalty with a hideously enlarged joint. It is hard to find a reasonably priced woman's shoe made on a good last. Men are more fortunate in this particular. It seems too bad to spoil so much leather, for surely it would be just as easy to make cheap shoes on a good last as on a bad one. The one idea in the manufacture of women's shoes seems to be to make them look small.

"The most comfortable shoe has a good arch that hugs the instep and affords an adequate support.

"The shoe with medium toe and

medium heel is the one for comfort, and the woman who wears such a shoe need never teeter. The heel should be just high enough to give a well-balanced, restful feeling, poisoning the weight of the body naturally on the ball of the foot.

"If the foot be broad, it requires a toe with a full swing at the ball—somewhat on the bulldog style, but surely wide enough so as not to pinch the 'little piggy' toe. Shoes should always be at least half a number longer than actually required. If the foot be long and narrow, there are long, narrow shoes to be had. The foot never looks smaller by being jammed into a small shoe, and it invariably makes it look podgy, which is the very homeliest kind of a foot.

"Probably the most prevalent deformity is the enlarged joint, which is ordinarily regarded as a bunion, when as a matter of fact they are two entirely different things. A real bunion is a corn on an enlarged scale, whereas the enlarged joint is merely a deformity brought about by much walking in ill-fitting shoes. However, there is a little appliance which may be purchased of any orthopedic surgeon, and worn at night, which gradually brings the toe back to its normal position.

"Stockings as well as shoes should be selected with due regard to size and fit. There should never be a wrinkle and there should never be a hole. The tender skin of the foot needs just that soft covering the stocking affords to come between it and the unsympathetic shoe.

"Men are better walkers than women, and among men the flat foot is not so prevalent, perhaps, as among women, owing undoubtedly to their training in youth. Few boys reach manhood without first having a share of athletics and a barefoot period (if fortunate enough to have spent much time in the country). Sprinting, tree climbing and all like pastimes of boys tend to develop and strengthen the bones and tendons of the feet, so that in after years there is not so much danger of the arch giving way.

"Girls are different. They have no barefoot period at all for fear of having 'big feet.' The naturally delicate bones never really develop, and at maturity the arch is often not strong enough to bear the body's weight. Therefore, there is nothing really so good for boys and girls as going barefoot, for it allows the feet an equal chance of development with the rest of the body.

"It is to be hoped that the present style of monks' sandals, sans stockings for the children during the summer time, will never go out. It is certainly a most sensible and commendable fashion.

"Most children have well shaped feet at birth, but long before they reach maturity even the toes are misshapen, with perhaps the added horror of corns. It is a common thing to see children of 10 years with the great toe bent back entirely out of the natural line.

"It is possible for the human foot to be as beautiful as the human hand, and it could never have been intend-

ed by a wise and kindly Providence that our pedal extremities should conform to the varying foolish whims and fads in what is regarded as 'fashionable footwear.'

"To test the foot and see just how nearly perfect it is—from the artistic standpoint—spread lampblack on the sole of the foot and step on a piece of white paper. If the foot be perfect there will be no connection between the ball of the foot and the heel and each toe leaves a little round impression, graduating down to the merest little dot for the small toe. The width of the connecting link between the ball and heel will indicate the degree of flatness. It does not follow, though, that an imperfect foot artistically is not a perfectly good foot for practical purposes, for many healthy normal feet fail to show a beautiful arch."—New York Herald.

Fame and Power.

At length fame is observed to be uncertain, and power to be dangerous. The man whose vigor and alacrity begin to forsake him by degrees contracts his designs, remits his former multiplicity of pursuits, and extends no longer his regard to any other honor than the reputation of wealth, or any other influence than his power. Avarice is generally the last passion of those lives of which the first part has been squandered in pleasure, and the second in ambition. He that sinks under the fatigue of getting wealth lulls his age with the milder business of saving it.—Rambler.

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.

Make Your Own Gas

FROM GASOLINE

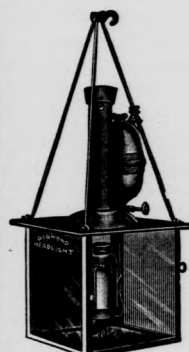
One quart lasts 18 hours, giving 100 candle power light in our

Brilliant Gas Lamps

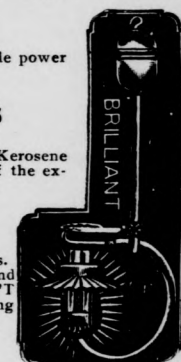
Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

15 Cents a Month

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



600 Candle Power
Diamond Headlight
Out Door Lamp



100 Candle Power

Brilliant Gas Lamp Co.
42 State Street, Chicago.

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.

BAD BARGAIN

Kept the Baker Family Within Its Income.

"It is not my own poverty," Mr. Baker often said, whimsically, "but Mrs. Baker's wealth that keeps me poor."

This wealth, however, was no tremendous sum. Mrs. Baker possessed in her own right an annual income of three hundred dollars; but modest as this amount was, it certainly made a surprising difference in the Baker family finances.

Out of this income Mrs. Baker provided each of her three almost grown-up daughters with a monthly allowance, and still had something left for herself. At first this seemed an excellent arrangement; but since neither Mrs. Baker nor one of the girls ever managed to keep inside of her allowance, it proved a very bad one.

"If it were not for that money," Mr. Baker would say plaintively, yet with a humorous twinkle in his kind, middle-aged eyes, "I'd stand some chance of being a rich man. Those girls"—to Mr. Baker his wife was still a girl—"never seem to know when they've reached the end of their money, but keep right on spending. Then, of course, I have to pay for the overflow. Well, I'm glad I'm able to, although I can't help wishing that they were not quite so improvident."

It was really the establishment known as the Bayswater Emporium that kept Mr. Baker so continuously in debt.

This emporium was a large, glittering and very attractive department store, the only one in the town, although there were plenty of ordinary shops.

Every Monday morning the emporium announced "a grand clearance sale," at which one could buy—but only for cash—five-dollar shoes for one dollar and forty-nine cents; genuine graniteware infants' bath-tubs for eighty-nine cents; or dress goods, well worth a dollar fifty a yard, for only half a dollar.

So alluring, indeed, were these advertisements that whether or not the Bayswater people were well shod, whether or not they possessed graniteware infants needing baths, or whether or not they had need of dress goods, Monday morning always found the emporium humming like a hive.

If ever woman loved a bargain sale that woman was Mrs. Baker; and in this respect her three daughters were precisely like their mother.

Early in the month, when the allowance was still intact, the dollar forty-nine articles most attracted the sanguine Bakers; but as the allowance dwindled, the family gradually drifted down to the basement, where one could buy "The Vicar of Wakefield" for nine cents, spools of damaged cotton at five cents a dozen, or ten-cent defective hooks and eyes at one cent a card.

Sometimes all four of the Bakers went shopping in company; but they liked best to go singly, because in that case, when they returned, they could surprise the others by disclosing unheard-of bargains.

Sometimes the bargains were bargains. Occasionally, however, one or another of the Bakers would blunder. When they did, there was no redress, for all over the emporium there were large signs that read, unmistakably, "No goods returnable."

On one occasion Mrs. Baker had triumphantly returned home with six suits of scarlet underwear of assorted sizes, and a purchase slip that proved that the lot had cost her only two dollars and ninety-nine cents.

But subsequently, much to Mrs. Baker's consternation, her family, from Mr. Baker down to the boy, aged 9, flatly declined to don scarlet underwear at any price.

So Mrs. Baker bought moth-balls at the drug store, had them charged to the family account, and packed them with her too vivid bargains in a garret already overflowing with unfortunate purchases.

At another time, carried away by the excitement of the bargain moment, she bought a bird-cage.

"But," expostulated Mr. Baker, "we haven't any bird!"

"It was only nineteen cents," explained Mrs. Baker, plausibly, "and Mrs. Blanchard said she paid two dollars only last week for one just like it at the bird store. We might get a bird."

"But," Mr. Baker reminded her, "we have two cats."

"So we have," admitted the bargain-hunter. "I'm afraid I forgot that."

It was Caroline's purchase of a belt, however, that made the greatest impression on the Baker family, and, incidentally, on the family's pocketbook.

Of the collection spread on the emporium's bargain-counter that day, the belt was the undoubted gem. Every one of the Bakers conceded that it was a beautiful belt for the price, which was nine cents.

"Yes," said Caroline, proudly exhibiting the exquisite bit of soft, silk-lined leather, "just nine cents. See how soft and flawless the kid is, Anne. Look at the workmanship, Mother, and see how dainty that kid-covered buckle is. I know it was worth much more than nine cents originally. To me, Ada, it suggests violets, laces and luxury. It's much more than a mere belt—it's a girdle for a princess."

"But," objected Ada, "look at the color; it's purple."

"That's the only drawback," said Caroline. "I haven't a single thing I can wear with it."

Indeed, investigation proved conclusively that not one of the Bakers possessed a single garment that could, by any stretch of the imagination, be called purple.

"That belt is too pretty to be wasted," said Mrs. Baker, economically. "We'll watch the sales and perhaps we'll find a lavender shirt waist."

The buyer for the emporium, however, must have had an antipathy to lavender, for although he bought lavishly of every other hue, he purchased nothing that would harmonize with the somewhat unusual shade of the belt. This forced the Bakers to buy whatever lavender articles they need-

ed from regular shops at regular prices; and because the ever-hungry emporium claimed all their money, they were compelled to have their purple purchases charged.

First, there was a French flannel waist from Hill & Winter's; but this garment proved not good enough for evening wear, so Mrs. Baker sanctioned the purchase of a lavender silk bodice that matched the belt most beautifully, both in texture and shade. But both these bodices proved too heavy for indoor wear, so two thinner, unlined waists were added, because Mrs. Baker was unable to decide which of the two was the prettier.

"The easiest way to settle it," she said, "is to buy both."

But when Caroline tried them on with all the skirts the family possessed, there was not a skirt that harmonized with any one of the becoming waists.

"I'm like a violet from the waist up," objected Caroline, looking down at her best brown skirt, "but the rest of me looks like a common clay flower pot."

"You'll certainly have to have a purple skirt," decided Mrs. Baker.

In all Bayswater not a single ready-made purple skirt could be found, so, although it cost rather more than Mrs. Baker had expected to pay, the indulgent mother purchased several yards of the only piece of goods—a heavy, smooth-finished cloth—that matched the belt.

"I've never had prettier clothes," said Caroline, spreading the newly finished skirt out on her bed and placing the silk waist and belt beside it to get the effect. "Of course I'll have to have lavender ribbons; every other color does go so abominably with any shade of purple."

"What are you going to do for a hat?" asked Anne, half enviously fingering the purple billows on Caroline's bed. "You can't wear a red one with a violet gown."

"Why, so she can't!" agreed Mrs. Baker. "You'll have to get yourself one, Caroline. Go to Madame Duval's for it, dear. We have an account there."

So the hat, the ribbons and some gloves were added to Caroline's purple wardrobe. And because the cloth skirt seemed heavy with the silk waist, Mrs. Baker bought sufficient crepe de chine to make an exceedingly dainty evening skirt for Caroline. Then, too, quite by accident, the Bakers came upon an amethyst hat-pin, some violet stick-pins and some lavender silk stockings, all of which matched the purple belt so well it seemed a shame not to buy them. Thus the belt, instead of proving the finishing touch that a belt usually is, became the foundation of an entire wardrobe.

Shortly after the first of the month Mr. Baker, with the family bills spread out before him on the library table, made some figures on a slip of paper. His eyes twinkled humorously, and from time to time he looked up at his family. He looked as if he had something to say, but was of two minds about saying it.

"Caroline," he said, presently, "how much did you say you paid for that purple belt?"

"Just nine cents, father," replied Caroline.

"It was a genuine bargain," added Mrs. Baker.

"I'm not so sure of that," returned Mr. Baker. "I don't think that Caroline gave the proper figure, either."

"Why, father!" exclaimed Caroline. "I did. It was exactly nine cents."

"No, my dear," said Mr. Baker, "unless there is more to come, it was precisely fifty-nine dollars and fifty-four cents."

"Why, Father!" gasped the girls.

"Why, William!" gasped Mrs. Baker.

"Yes, my dears," returned Mr. Baker, "of course there may be items that haven't been included in these bills; and in any case, you must understand that I'm not finding fault—indeed, I like my girls to look like animated pansies—but as nearly as I can discover, the price of that little belt to date stands thus:

1 lavender silk waist	bgk
1 belt	\$ 09
1 lavender silk waist	4 50
1 flannel waist	4 00
1 muslin waist	2 00
1 dimity waist	1 75
4½ yards purple cloth	9 00
9 yards crepe de chine	11 25
Miss Bay, to making skirt	5 00
Miss Bay, to making skirt	7 00
1 hat	7 00
Extra violets for same	1 50
Lavender ribbon	1 30
1 pair lavender hose	1 40
1 amethyst hat-pin	1 50
3 violet pins	75
Violets from florist	1 50

\$59 54

"Impossible!" exclaimed Mrs. Baker.

"I did think," said Caroline, reflectively, "of asking for a lavender parasol, but now I sha'n't. I'm afraid that belt wasn't such a bargain, after all."

In the end, however, it really proved one, as Mr. Baker was the first to admit.

For every Monday after that, when the Baker family flocked to the Bayswater Emporium sales, each one unconsciously fell into the habit of asking herself a searching question before purchasing any bargain, however tempting. The question was: "Is it a purple belt?" The contemplated purchase proved in so many instances to be a purple belt that in time the original girdle actually paid for itself, and even went a long way toward keeping the Baker family within its income.—Carroll Watson Rankin in Youth's Companion.

Only Playing Store.

Harold was playing "keep store," and had prevailed on his grandmother to become one of his patrons. When she appeared in the role of customer he said:

"Have some nice vegetables or fruit or meat? Here is some extra nice boiled ham. Have some?"

"No, thank you," she said, "I don't like ham."

"Oh, but I think you'd like this, Ma'am; it is hardly a bit hammy."

Recent Trade Changes in the Hoosier State.

Andrews—S. J. Leedy succeeds Leedy Bros. in the grocery and shoe business.

Evansville—Mrs. Lena Peterson has sold her grocery stock to J. M. Kaelin.

Frankfort—W. T. McBride is succeeded by Thos. J. Sims in the clothing business.

Harlan—Ainsworth, Shepard & Co. have discontinued their general merchandise business at this place.

Huntertown—Reuben Cone, dealer in tinware, has discontinued business at this place.

Jeffersonville—R. D. Perkins, men's furnisher, has gone out of business.

Jeffersonville—Mrs. Lena Sauer, who recently conducted a dry goods business at this place, has discontinued the same.

Jeffersonville—The jewelry and queensware business formerly conducted by Geo. A. Willacy will be continued under the style of the Willacy Co.

Logansport—H. A. Tucker succeeds Mrs. Louisa Holden in the grocery business.

Osgood—J. M. McCoy is succeeded in the retail clothing business by McCoy & Bovard.

Pittsboro—Chester A. Weaver has sold his stock of general merchandise to Elwood Parker.

Silver Lake—E. W. Gresso & Co. will continue the general merchandise business formerly conducted by Gresso, Bechtelheimer & Co.

Silver Lake—Elmer E. Maurer has discontinued his restaurant business.

Terre Haute—Jos. Hemberger is succeeded in the grocery business by F. Blumberg.

Upland—O. C. Bowen will continue the grocery business formerly conducted by Tudor & Bowen.

Columbus—Frank T. Smith has been appointed receiver for the Columbus Implement Co.

Crawfordsville—A petition in bankruptcy has been filed by the creditors of the Reliable Fruit Co.

Indianapolis—Areceiver has been applied for for the Centerville Condensed Milk Co.

Indianapolis—John T. Thatcher (Thatcher-Keller Co., dealer in grocers' specialties) has made an assignment.

South Bend—A receiver for the Chas. Kaestner Manufacturing Co., dealer in automobile accessories, has been applied for.

Summitville—Faucett & Co., druggists, have released a chattel mortgage amounting to \$500.

Lipton Began Saving Early.

From the time he was 15 until he was 17 Sir Thomas Lipton saved \$500. He earned this in America and took it back with him as the foundation of the fortune which he was to build up in the other country. While he was saving it he was sending back money to his parents from his wages for work in the Carolina rice fields. His Scotch instincts had taught him, he has said, that the only way to have money was to save it.

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	oz. of	Size	Gauge	Per
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/4	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
235	3 1/4	1 1/4	6	12	2 65
265	3 1/4	1 1/4	5	12	2 70
264	3 1/4	1 1/4	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/4 Kegs, 12 1/2 lbs., per 1/4 keg.	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60				
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	7 00				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad	15 00				
Garden	33 00				
Bolts					
Stove	70				
Carriage, new list	70				
Plow	50				
Buckets					
Well, plain	4 50				
Butts, Cast					
Cast Loose Pin, figured	70				
Wrought, narrow	60				
Chain					
7 in. 5-16 in. 3/4 in. 1 1/4 in.					
Common	7 c.	6 c.	6 c.	4 1/2 c.	
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.	
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.	
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer	65				
Socket Framing	65				
Socket Corner	65				
Socket Slicks	65				
Elbows					
Com. 4 piece, 6 in., per doz.	net. 75				
Corrugated, per doz.	1 25				
Adjustable	dis. 40 & 10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	12	13	14	15	16 17
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	dis. 90				
Double Strength, by box	dis. 90				
By the light	dis. 90				
Hammers					
Maydole & Co.'s new list	dis. 33 1/2				
Yerkes & Plumb's	dis. 40 & 10				
Mason's Solid Cast Steel	30c list 70				
Hinges					
Gate, Clark's 1, 2, 3.	dis. 60 & 10				
Hollow Ware					
Pots	50 & 10				
Kettles	50 & 10				
Spiders	50 & 10				
Horse Nails					
Au Sable	dis. 40 & 10				
House Furnishing Goods					
Stamped Tinware, new list	70				
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	8½
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 Flanished 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 ½ 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	
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel ½ 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, ½ inch and larger	9½
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	
¼ @ ¼	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	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nickle	30
Coe's Genuine	40
Coe's Patent Agricultural Wrench	10

Crockery and Glassware

STONEWARE		
Butters		
1/2 gal. per doz.	48	
1 to 6 gal. per doz.	6	
8 gal. each	56	
10 gal. each	70	
12 gal. each	84	
15 gal. meat tubs, each	1 20	
20 gal. meat tubs, each	1 60	
25 gal. meat tubs, each	2 25	
30 gal. meat tubs, each	2 70	
Churns		
2 to 6 gal. per gal.	6 1/2	
Churn Dashers, per doz	84	
Milkpans		
1/2 gal. flat or round bottom, per doz	48	
1 gal. flat or round bottom, each	6	
Fine Glazed Milkpans		
1/2 gal. flat or round bottom, per doz.	60	
1 gal. flat or round bottom, each	6	
Stewpans		
1/2 gal. fireproof, bail, per doz	85	
1 gal. fireproof bail, per doz	1 10	
Jugs		
1/2 gal. per doz.	60	
3/4 gal. per doz.	64	
1 to 5 gal., per gal.	7 1/2	
Sealing Wax		
5 lbs. in package, per lb.	2	
LAMP BURNERS		
No. 0 Sun	31	
No. 1 Sun	38	
No. 2 Sun	30	
No. 3 Sun	50	
Tubular	50	
Nutmeg	50	
MASON FRUIT JARS		
With Porcelain Lined Caps		
	Per gross	
Pints	5 00	
Quarts	5 25	
1/2 gallon.	8 00	
Caps.	2 25	
Fruit Jars packed 1 dozen in box.		
LAMP CHIMNEYS—Seeds		
	Per box of 6 doz	
Anchor Carton Chimneys		
Each chimney in corrugated tube		
No. 0, Crimp top.	1 70	
No. 1, Crimp top.	1 75	
No. 2, Crimp top.	2 75	
Fine Flint Glass in Cartons		
No. 0, Crimp top.	3 00	
No. 1, Crimp top.	3 25	
No. 2, CVrimp top.	4 10	
Lead Flint Glass in Cartons		
No. 0, Crimp top.	2 30	
No. 1, Crimp top.	4 00	
No. 2, Crimp top.	5 00	
Pearl Top in Cartons		
No. 1, wrapped and labeled.	4 60	
No. 2, wrapped and labeled.	5 30	
Rochester in Cartons		
No. 2, Fine Flint, 10 in. (85c doz.)	4 60	
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 60	
No. 2, Lead Flint, 10 in. (95c doz.)	5 56	
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75	
Electric in Cartons		
No. 2, Lime (75c doz.)	4 26	
No. 2, Fine Flint, (85c doz.)	4 60	
No. 2, Lead Flint, (95c doz.)	5 50	
LaBastie		
No. 1, Sun Plain Top, (\$1 doz.)	5 70	
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90	
OIL CANS		
1 gal. tin cans with spout, per doz.	1 20	
1 gal. galv. iron with spout, per doz.	1 20	
2 gal. galv. iron with spout, per doz	2 10	
3 gal. galv. iron with spout, per doz	3 10	
5 gal. galv. iron with spout, per doz	4 10	
3 gal. galv. iron with faucet, per doz.	3 75	
5 gal. galv. iron with faucet, per doz.	4 75	
5 gal. Tiltng cans	7 00	
5 gal. galv. iron Nacefas	9 00	
LANTERNS		
No. 0 Tubular, side lift	4 95	
No. 2 B Tubular	6 40	
No. 15 Tubular, dash	6 50	
No. 2 Cold Blast Lantern	7 75	
No. 12 Tubular, side lamp	12 60	
No. 3 Street lamp, each	3 50	
LANTERN GLOBES		
No. 0 Tub., cases 1 doz. each, bx. 10c.	56	
No. 0 Tub., cases 2 doz. each, bx. 15c.	50	
No. 0 Tub., bbls. 5 doz. each, per bbl.2	50	
No. 0 Tub., Bull's eye, cases 1 dz. each	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 1/2 in. wide, per gross or roll.	30	
No. 2 1 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	2 50	
500 books, any denomination	11 50	
1000 books, any denomination	20 00	
Above quotations are for either Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.		
Coupon Pass Books		
Can be made to represent any denomination from \$10 down.		
50 books	1 50	
100 books	2 50	
500 books	11 50	
1000 books	20 00	
Credit Checks		
500, any one denomination	2 00	
1000, any one denomination	3 00	
2000, any one denomination	5 00	
5000, any one denomination	10 00	
Steel punch	1 00	



Paris Styles Shown at Exclusive Garment Shops.

Interesting and informing displays of Paris costumes and wraps were made by three of the Fifth Avenue specialty houses this week. In each instance the display was in the nature of a private view, and invitation cards had to be shown in order to gain admittance. In two instances the regular opening occurs next week, but one house does not intend that its recent importations shall be on view until October 2.

Taking the three displays as a whole, it is clear that on evening wraps capes of all kinds and sizes are extremely prominent. Garments modeled upon the invernness order are displayed in satin-faced cloths, in chalk and cream white, the ivory tints, primrose, sulphur, chamois and mustard yellows, and the dead shades of rose and lilac.

The coat part is usually without sleeves, so that the arm-covering of the evening gown shall not be crushed. The lining is usually of plain white satin, while that of the cape is quilted. Fur, marabout or ostrich feather borders are among the later novelties in these.

The Connemara cape is another garment that, so far, does not seem to have appeared in domestic manufacture. This is an exact copy of the cloak that the Irish peasantry wear. There is a shallow, round yoke over the shoulders, to which the cape is applied with many rows of shirring or gauging. This is in full length, and slits are cut through on the sides to admit the passage of the hand. Over the shoulders there is a deep hood that entirely covers the yoke, this being satin lined and edged with fur.

Brocaded velvets are another novelty; and in these both half and full length garments approaching dolman shapes are shown. Fur and real lace trimmings are very apparent; and an overlay lining of printed chiffon is obvious in many of the later productions.

There are all sorts of capes intended for carriage and for evening wear. Silk, velvet, cloth and the novel gold and silver tissues, as well as satin brocades showing the figures in tinsel, are employed for these. Most of them have a long fitted back, and the much shorter fronts are variously managed.

While in most of the new wraps the Empire model is conspicuous by its absence, in gowns it is very much in the forefront of the later styles.

Extremely low décolletage, sleeves that are mere apologies for such and skirts that are a trifle scant when viewed in the light of present styles are the leading features of these gowns.

The princess mode takes advantage of the coming craze for draperies, and most of the late models display

both bodice and skirt portions draped front or sides or both.

A large proportion of dinner-gown models are in cloth, and braid laces—such as Honiton, Battenberg and Renaissance—are much used in their adornment. While this combination is not exactly a new or a distinctive one, the very different lines upon which the gowns are constructed lend an air of novelty.

Lace draperies and over-dress arrangements are well managed. Handkerchief points are made much use of, and there are inserts of painted chiffon, silk or tinsel cloth at fairly close intervals in the lace.

The flame shades are among the newest for dinner wear. These include the vivid yellow that declares a hint of red, the bright fire-reds and a new color which is a reproduction of the yellowish-red that one sees in certain kinds of muskmelon.

In street and walking gowns the sun-plaited skirt is in the highest favor. The later designs include a liberal use of plaids in conjunction with a plain material.

A few long coats are shown, and those are of the semi-fitted rather than the close-fitted variety. Conspicuously short and loose sacques, some of them coming barely to the waistline, and none of them passing the curve of the hips, find favor in high-class materials.

Little vest effects are smartly developed in these, and sleeves are of the full, baggy, bishop pattern, and either of elbow or wrist length. The three-quarter models shown here do not seem to find favor in Paris circles.

Little close-fitting tunics of military cut and trim are displayed in conjunction with kilted skirts, and on these braid and fur trimmings are universal. The coat has a military collar, front edging and deep band of fur around the hem, and the sleeve—which in the imported model is quite tight and close fitting throughout—has a plain band of fur at the cuff. Caracul, Persian lamb and bearskin are shown in these, and more than one gown has a fur toque en suite.

Velvet costumes for calling and carriage wear are displayed liberally trimmed with fur. In these rather fantastic styles are apparent. The coats assume irregular outlines, either the back or the front being the longer, but seldom is the garment of the same length all around.

Scalloped flounces are made much use of; cascaded effects appear on both coat and dress skirts; flat bandings of fur, braid, tinselled and Persian trimmings are highly approved of; and while lace ruffles are lacking at the wrists and sleeve ends of most garments the lace jabot is very conspicuous upon fur, silk, cloth and velvet garments.

Tinsel trimmings are, perhaps, the leading feature of the new gowns, and they are introduced wherever there is the slightest pretext for trimming effects. Hand embroideries are less conspicuous than before, appliques of various sorts taking their place.—Dry Goods Economist.

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Grand Rapids, Mich.

How One Clerk Manages a Penurious Patron.

Written for the Tradesman.

"If there is one sort of customer more than another that gets on my nerves it is the woman that tries to 'beat me down,'" remarked a bright young woman who has been clerking for about five years in a prominent local store, coming to them from a nearby town and working with an eye so single to business that she has risen from an inferior position to that of buyer for her department. She has kept her two eyes and her two ears wide open and her mind in a receptive position. She has studied human nature until she is a pretty good judge of it and in consequence can gauge her customer quite accurately. This tactful spirit adds to her value for the firm and makes store life easier for herself.

"These 'beat-you-down' people lay a trap for you no matter what it is they are buying," she continued. "Ask them five cents for an article and they want you to let them have it for three. Tell them it will cost three and they think you might sell it to them for one. And, actually, if you priced it at a penny I suppose they would think in their own minds—although they probably would not have quite the assurance to mention it—that you might be nice enough to let it go for nothing! Well, no, they wouldn't really do that, but it sometimes seems as if they would be 'cheeky' enough to ask a gift!

"There is one woman in particular who is a regular bugbear to all the clerks in the store. She wants good quality but is never willing to pay the price that others do for it. She seems to regard the whole store force as her natural and mortal enemy and charges upon them accordingly. Very few of the employes can get along with her at all; but somehow or other I got on the right side of her the first time I waited on her, and she has clung to me ever since. She is not an extravagant buyer, but still she gets quite a bit in the course of a year.

"The only way I find to get along with her is to begin by showing her something the quality of which is much poorer than I know she will want. Of course, she pooh-poohes at that, and so I can show her better goods. I keep this up until I have come to about the limit she is likely to stand and I don't go above that. Oh, I might show her two or three grades more expensive than I know she will go, but I am waiting my breath and the firm's time if I do. So I mosey back to the article that will suit her best, and I explain to her the differences in the manufacture of that and the goods inferior to it in texture or what not. Then I say all the pretty things I can about the merchandise in question, and if it is a try-onable thing I put it on her and fall to admiring her in it. I point out the many uses to be made of the goods, and, too, I bring a little flattery to bear on the subject.

"By keeping her mind to the fact that the quality is going to stand her

in such good stead I am generally able to get this customer's mind separated from the fact that she is paying me my own price for it.

"And, too, if her purchase is of any value I am authorized to 'throw in' some trifle, which she regards, naturally, as a point she has gained, whereas she would not get it did I not see fit to let her have it. You see, I bear down so on the intrinsic value of the object under consideration that I gently—but surely—lead her mind away from the central idea of price to the realm of utility for her needs.

"Oh, to be sure, it took me some little time to know how best to manage this extremely prudent person, but she's always asking for me now, when she comes near my section, and no one can get her away from me.

"As I say, this type of people annoy me exceedingly; but there are ways and ways to deal, and I've discovered the one that fits nicely to this special instance."

Afterwards one of the members of the firm where this girl works commended her highly as "having a way with 'difficult' customers that brings them in a deal of trade."

Jo Thurber.

The Key To Power.

Success in life is a delicate and difficult thing to define. To many—rightly or wrongly—it is synonymous with the accumulation of wealth, the standard of achievement and the end of all ambition worthy of human endeavor. But whatever may be our delineation of this subtle and somewhat fickle goddess, the possession of a substantial bank account is, for most persons—for all, in fact, who are not degenerates—a most laudable object of ambition. It has a psychological value all apart from its conventional, commercial value. It is veritably the key to power—not alone through what it buys, but through what it does—unlocking those secret sources of strength that transform the delinquent into the alert, the vacillating into the confident, kindling the embers of hope, and giving the race to the slow, the battle to the weak.—Business Men's Magazine.

A Bushel of Children.

Willie—I've been married five years and got a bushel of children.

James—How's that?

Willie—My name is Peck. I've got four children. Don't four pecks make a bushel?



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

To Teach Drummers How To Drum.

To teach the men who are selling woolen and cotton goods what they are selling, or, as a humorist of the dry goods district put it the other day, to teach the drummer how to drum, is the object of a textile school, started in the heart of the district by L. Clarenbach, Jr. In other words, he proposes to do for the men who sell woolens what the large schools at Philadelphia, Lowell and New Bedford are doing for the men who make them.

This is an age of technical instruction. In the old days a weaver learned his trade by going into the mill and sweeping floors, running errands for the weavers, and doing any odd job that he was ordered to do. In the course of a year or two, if he was bright and lucky, he was allowed to perform some of the simpler operations and in the course of time he developed into a full-fledged weaver. At any rate, he could go through the motions of making a certain kind of cloth, even if in many cases he did not know why he did it, and the work was purely mechanical. The same rule of development applied to the superintendent and foreman and overseer. They began at the bottom and learned their business by the same hard experience and rule of thumb. If they were more than ordinarily clever they developed the theory of weaving for themselves, and men of this class became inventors of new machinery and processes. The majority of them, however, never got beyond the rule of thumb method of spinning and weaving. In the same way the owner of the textile mill got his training. If his father owned the mill that he was one day to manage he "began at the bottom" and worked his way through all the departments of the mill, although candor compels the admission that the "beginning at the bottom" was in most cases a polite fiction. At any rate he did not stay at the bottom long. Then came the era of the textile school. It began in Germany, of course, the home of all technical education, and soon made its way to this country. The schools at Lowell, New Bedford and Philadelphia rank high in the industrial world, but they are only available for the mill men. They turn out weavers and foremen and overseers, and a good many of the sons of mill owners who expect to succeed to their fathers' business take courses in them, but until recently no one has ever thought that there was any need of technical edu-

cation for the men who sell the goods that the mill men make.

The old idea of the drummer is that of a good fellow with a fund of the latest stories, an unlimited thirst, and very little else. It was not supposed that he needed to know much about the goods he was selling. He could tell a piece of worsted from a cheviot, perhaps, because his samples were labeled, and after he had handled them for a year or two he came to recognize the difference, but after all, he argued, it wasn't really necessary for him to know anything about how the goods were made. He could sell anything on which the price was right. Just give him the goods and he would get rid of them. It was up to the mill man. The German, however, changed all this. The German drummer who did know all about his goods appeared on the scene. When the American drummer went abroad in search of foreign markets, he found that his styles and patterns did not always suit the foreign buyer. The foreigner knew what he wanted, for he usually had a technically trained German in his place, and he was ready to tell the American, whose prices were right, and who could land goods cheaply in his country, what it was. The American could not understand it, however, for he had no technical knowledge, and the buyer could not wait until he sent home for prices. Then along came the technically trained German drummer, who was able to analyze the foreigner's sample, or to take a hand loom and weave him a sample if necessary; could figure cost to a fraction of a cent, and design a pattern to suit his customer's requirements, and he got the order. By and by the German drummer appeared in this country, and only the high tariff on woolen goods has prevented him from taking the orders away from the American drummer in the same way.

Mr. Clarenbach now proposes to do for the American drummer what the textile schools of Germany have done for the German drummer. He will literally teach him how to drum, by teaching him how the goods that he is selling are made. He has set up in the heart of the dry goods district a thoroughly equipped little mill, in miniature, of course, and he has practical weavers and other workmen to demonstrate the operation of the different machines. At first the theory will be taught in lectures and then the pupils will be given practical lessons in designing and weaving. The student will make his own design and will then sit down at the loom and prove its practicability by working it out and making a sample. At first, of course, he will have the assistance of an experienced weaver.

"I expect that when a pupil has finished," Mr. Clarenbach said, "he will be able to analyze any piece of cloth presented to him and estimate pretty closely as to its cost. If when he is on the road a buyer tells him that he would like a modification of some pattern, or an entirely new pattern,

for that matter, he can go to his hotel and sit down at his hand loom and make a sample of the pattern. A man who can do that can sell twice as many goods as the man who is simply selling what is given to him and who knows nothing about it. The best patterns are often discovered this way. The germ of the suggestion comes from the retailer, who knows what his trade wants, and it is worked out in practical form by the man with technical training."—N. Y. Times.

Pennsylvania Woman's Odd Advertisement.

Possibly the oddest advertisement in a rural settlement in this State is a meat market finger-board sign surmounting a fountain and circular flower bed in Lincoln, the little Lancaster County village which was formerly known as New Ephrata.

The sign in question was devised by an ambitious wife, who endeavors to secure trade for her husband by a unique design in the little front doorway of their home. A pool of water, on the order of a fountain, almost fills the little yard. This is surrounded by a cement coping, and the pool is well filled with delicate water plants and gold fish. Directly from the center of this pool a stout iron pipe or rod has been fixed to hold swinging circular shelves for potted plants, at a height to show well above the iron fence which encloses the yard, and at the top of the rod is the crowning attraction, a circular sign which advertises her husband's business; with a hand pointing suggestively to his meat market, situated down the street, a few doors below her home.

The average man is perfectly willing to make a fool of himself if it will please some woman.

Many great souls have been lost by little sins.

LIVINGSTON HOTEL

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

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

A Whole Day for Business Men in New York

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

Michigan Central "Wolverine"

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

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

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



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.

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.



The Cleanest of
all Solid Fuels
is Genuine Gas

COKE

Does not soil Carpets
Draperies or Walls.

Much cheaper than Hard Coal!

Grand Rapids Gas Light Co.,
Corner Ottawa and Pearl Sts.

Various Opinions on the New Mileage Book.

The Tradesman recently addressed letters to the Central Passenger Association and the various roads which might be interested in the new C. P. A. mileage book, requesting definite information on the subject. The following are the replies thus far received:

Central Passenger Association.
Chicago, Sept. 25.—Mr. Donald's absence from the city makes it impossible for him, within the time you mention, to respond to your communication of Sept. 23, concerning the intention of certain Michigan lines to identify themselves with the mileage exchange order bureau of the Central Passenger Association on and after October 1. On his return to the city, however, the latter part of this week, this matter will have his personal attention.
C. A. Fox, Sec'y.

Michigan Central.
Chicago, Sept. 21.—Your telegrams and letters to Joseph S. Hall, our General Agent at Detroit, have been referred to Mr. Daly, Passenger Traffic Manager, and would have had earlier reply but for Mr. Daly's absence in attendance at various meetings. As soon as he can reach the question, I am quite sure he will take the same up with you, and it is my belief he will be able to convince you that the new form of mileage order is greatly superior in every way to the present form of ticket. I understand it is Mr. Daly's intention to visit Grand Rapids at as early a date as possible, when he hopes to have the pleasure of seeing you. You can rest assured that it is simply a combination of circumstances that has prevented communication with you in a satisfactory manner.
O. W. Ruggles, G. P. & T. A.

Grand Trunk.
Montreal, Sept. 21.—We will discontinue to use after Sept. 30 Northwestern interchangeable mileage books. Commencing October 1, we will use Central Passenger Association mileage exchange orders, which can be obtained from our agents on and after October 1 in the same way as Northern mileage books were previously.
W. E. Davis
Passenger Traffic Manager.

Manistee & North-Eastern.
Manistee, Sept. 23.—In reply to yours of Sept. 18, I beg to advise that on and after Oct. 1 this company will use its own mileage book, which will be sold for \$20 flat, for 1,000 miles. This book will be honored by the Nessen Transportation Co. and I think by the Manistee & Grand Rapids R. R. Of course the Northern Mileage tickets bearing date prior to October 1, 1905, will be honored up to the time of their limit. In this connection, I wish to say that I am very sorry that the Northern Mileage Bureau has been disrupted, as its book was certainly the best that has ever been issued by any road or any organization. It is a much better book in many respects than that used by the Central Passenger Association. I presume it is not proper for me to go into the causes of the disruption of the Northern Mileage Bureau, and perhaps it is not necessary, as I believe that it is generally understood that certain lines withdrew on short notice, leaving only a few small lines to bear the expense of the maintenance of the Bureau. This company can not see its way clear to join the Central Passenger Association, and is doing the best it can for the traveling public in issuing its own book at a flat price.
F. A. Mitchell, G. P. A.

Duluth, South Shore & Atlantic.
Duluth, Minn., Sept. 22.—In reply to your favor of Sept. 18, I beg to advise you that we expect to use after Oct. 1 the same mileage books on the South Shore as are in use at the present time.

We have a family book, which is sold for \$25, valid for a man, his wife and those children depending entirely upon him for support. This book is valid only on the South Shore and Mineral Range Railways. We also have an interchangeable mileage book, which is sold for \$25, which is good for one individual only, and is valid on the D. S. S. & A., Soo Line System, C. M. & St. P., between stations Menominee and North, C. St. P. M. & O. between Ashland, Bibbon, Duluth, Superior, St. Paul, Minneapolis and intermediate stations, C. & N. W. between all stations in Michigan and that portion of Wisconsin between Pulp, Brule, Marinette and Menominee, Great Northern (Eastern Minnesota) between Duluth, Superior, Cloquet and between Duluth, Superior, St. Paul, Minneapolis and intermediate stations, Northern Pacific (St. Paul and Duluth) between Duluth, Superior, St. Paul, Minneapolis, Stillwater and intermediate stations, Wisconsin Central stations in Michigan only, Michigan and Wisconsin between stations Menominee and North. This book is limited to one year from date of issue.

We also have a Western 2,000 mile book, good on trains, which is sold for \$60 and limited to one year from date of sale. This book is subject to a reduction of \$19.50 provided that it is used entirely by one person and refund is made by the

Western Mileage Bureau upon application by the holder.
Mart Adson, G. P. A.

Duluth, South Shore & Atlantic.
Grand Rapids, Sept. 23.—We will continue to use the mileage credential of the Western Passenger Association in addition to our regular 1,000 mile books. The changes that are being made in the Northern mileage bureau do not affect our company.

J. A. Michaelson, T. P. A.

Gripsack Brigade.

H. A. Felter, Michigan representative for the Syphonic Measure Tank Co., of Sheboygan, Wis., had an exhibit at the West Michigan State Fair here last week.

W. E. Collette, who has been identified with the wholesale grocery house of the Joannes Bros. Co., of Green Bay, Wis., was in town last Saturday. It was his first visit to Grand Rapids and he was very favorably impressed with what he saw.

Petoskey Independent: P. J. Justin, who has been a salesman in the clothing department of S. Rosenthal & Sons' store, has resigned his position. After two weeks' vacation he will go on the road as representative of the Harry H. Hamilton Clothing Co., of Detroit.

An Ishpeming correspondent writes: M. C. Scully, who represented the Sheridan Cigar Co., of Chicago, in this region a number of years, is now with the Don-Fernandez Cigar Co., his territory taking in the entire Upper Peninsula and part of Wisconsin and Minnesota.

John A. Sherick (Rindge, Kalmbach, Logie & Co., Ltd.) conducted the morning service at the State Prison at Jackson Sept. 17 and furnished an entertainment which was enjoyed greatly by both convicts and officials. He was accorded a unanimous vote of thanks and urged to come again and come often.

Will Isham, formerly on the road for several years, but now engaged in the hardware trade at Butternut, has formed a copartnership with F. E. Miller, traveling agent for the J. I. Case Threshing Machine Co., and engaged in the manufacture of iron road culverts at Butternut under the style of the Isham-Miller Co.

Traverse City Eagle: W. P. Kenney, who has handled the White sewing machines in this city for the last sixteen years, being with the Hannah & Lay Mercantile Co. for the past six years in the same capacity, has been offered a position as traveling salesman through Michigan by the White Sewing Machine Co. and will begin work October 1.

Wm. Connor, the veteran clothing salesman, has arranged for a new line of samples for the coming spring trade and will open up business at the Livingston Hotel on October 13, which happens to be his seventy-fifth birthday. Mr. Connor is remarkably rugged for a man of his years and his attending physicians state that his life will be prolonged by his having an occupation which will not cause him annoyance or worry. He is still able to read and write without the use of spectacles, which is something unusual for a man of his age.

Prosperity has ruined many a man, but if a fellow is going to be ruined at all, that is the pleasantest way.

Depends on the Point of View.

Colon, Sept. 25.—In your last issue is an article headed, "Great Merchants Show Ignorance." It shows up a joke or so, which is comical, and then goes on to tell us little fellows how to figure percentage. The writer says:

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.

Now, you surely figure percentage different in Grand Rapids from what we do in the southern part of the State, and the writer of that article must surely have a great head on him for figures. My old school teacher used to tell me that if I wanted to make 20 per cent. on an article, I must add 20 per cent. to the cost; to make 25 per cent., add 25 per cent. to the cost; to make 50 per cent., add 50 per cent. to the cost; to make 100 per cent., add 100 per cent. to the cost.

The great trusts and monopolies have changed the whole manner of doing business, but I do not think the manner of figuring percentage has ever been changed. It is figured today the same as it was 100 years ago and as it will be 100 years hence.

If you see fit to give this space, do so. I am a reader of the Tradesman and have found many good ideas before now in your paper, but this one I could not endorse, and also think the writer did not mean exactly what he said, but was tangled a little on percentage.

From an old school teacher and a small merchant of twenty-five years' experience. Chas. H. McKinster.

Both methods of figuring profit are correct. They are both right. All depends on whether you are figuring your profits back from the amount of sales or figuring percentage on the cost.

Soo Grocers and Butchers Join Hands.

Sault Ste. Marie, Sept. 25.—The Grocers' and Butchers' Protective Association is an organization recently effected among the business men of the Soo and includes among its membership nearly every dealer in the city. A meeting is held Friday evening of each week and that interest is manifested is amply demonstrated in the fact that every member who can possibly do so attends. The officers of the Association are:

President—B. Desenberg.
Vice-President—John Metzger.
Secretary—D. F. Reynolds.
Treasurer—J. J. Veyet.

The object of the Association is to rectify abuses of the trade and to guard against giving credit to those unworthy of such favors. It is designed to help the honest buyer, as well as to protect the dealers in contracting poor and uncollectible accounts. The Association keeps its members in close touch with each other and a comparison of notes and data at the stated meetings can not

help but prove of inestimable benefit.

Disputed accounts between the buyer and seller are submitted to arbitration, and no honest man in the city will suffer, but on the other hand will be the gainer inasmuch as he will not be called upon constantly to pay the debts of his dishonest neighbor, whose uncollectible accounts must be paid in some manner.

Every member of the Association declares that it is an unqualified success and that it will be maintained. Country dealers are asking to be taken in, but whether or not they will be admitted is a question that will be decided at a future meeting.

After the Peddlers and Consumers.

At the meeting of the Common Council, Monday evening, the following communication was received from the Grand Rapids Retail Grocers' Association:

Gentlemen—The following resolutions were unanimously adopted at the regular meeting of the Grand Rapids Retail Grocers' Association, Monday evening, Sept. 18, 1905:

Whereas—The retail grocer is necessarily compelled to go on the market to purchase such fruit and vegetables as may be necessary for the proper transaction of his business and,

Whereas—The said grocer is compelled by ordinance to pay a certain sum of money for that privilege, and,

Whereas—Any person not a grocer has the same concession at all times, with no cost whatsoever, no matter what the amount of his purchases may be; therefore be it

Resolved—That the attention of our Market Committee be herewith most respectfully called to a condition which we consider unfair; and be it further

Resolved—That in the future all vehicles driven upon our market be treated equally, excepting such as may have stalls, for which proper provisions have been made.

The communication was referred to the Committee on Public Market.

J. E. Farnham, for several years engaged in trade at Thompsonville, is now located at Hollywood, California, where he is engaged in the real estate business.

Most men are made by their enemies and marred by themselves.

God never calls a man to command until he has learned to obey.

Of two evils choose to keep away from both.

BANKERS LIFE ASSOCIATION of Des Moines, Ia.

What more is needed than pure life insurance in a good company at a moderate cost? This is exactly what the Bankers Life stands for. At age of forty in 26 years cost has not exceeded \$10 per year per 1,000—other ages in proportion. Invest your own money and buy your insurance with the Bankers Life.

E. W. NOTHSTINE, General Agent
406 Fourth Nat'l Bank Bldg.
GRAND RAPIDS, MICHIGAN



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings for 1905—Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Trade-Training in the Pharmaceutical Schools.

The public welfare demands that the apothecary shall be the sole purveyor to the people of all special supplies required for the relief of the sick and the promotion of health. He must have the scientific-technical education required to fulfill all of the professional duties which the pharmacist is properly expected to perform in these days of scientific medicine. But that is not all. He must, in addition, supply to the public in an intelligent and efficient manner all the articles of merchandise which the medical profession and the public have the right to expect a first class drug store to be at all times prepared to furnish.

The public has no right to expect the apothecary to sell cigars, soda water, ice cream, combs and brushes, and many other lines of merchandise commonly sold in the drug stores. The flagrant incongruity of this general merchandising in a pharmacy is self-evident. The public might instead justly demand the exclusion from all drug stores of any foreign traffic having a tendency to render the dispensing of medicines unsafe. Some day the apothecary will be forced to realize that in order to retain his rightful position he must faithfully perform his peculiar functions to the fullest extent and under conditions consistent with safety to the public. The pharmacy laws have no other object in view and no other justification. Miscellaneous merchandising on the part of the apothecary is justifiable only in localities where the population is not sufficient to sustain a pharmacy without its aid.

But there is one kind of merchandise which the apothecary must sell. He must furnish to the community he serves all necessary sanitary, medical and surgical supplies. Necessary medical supplies clearly do not include quack nostrums. The traffic in such articles means complete repudiation of the ethics of the pharmacist's important calling, and is his worst enemy. It is in many cases extremely difficult to decide what is a quack nostrum, but it is not difficult to abstain from traffic in medicinal or al-

leged medicinal products the composition of which is secret, or only partially revealed, or misrepresented, or in any manner fraudulent.

The apothecary has inevitably ceased to be a manufacturer. He may even in this day make some of the preparations he employs as materials for compounding and dispensing, and various other products in his line for which there is a legitimate demand, but he can not successfully and advantageously manufacture such standard stock preparations as powdered drugs, solid extracts, fluid extracts, oleoresins, plasters, bandages, dressings, coated pills, compressed troches, filled gelatine capsules, pepsin, pancreatin, malt extract, and numerous other products requiring special machinery, apparatus and facilities which the apothecary does not have at his disposal. Yet all these manufactured products are necessities. While it is true that some of the in ventions of the manufacturers of medicinal supplies are valueless or even harmful, it is equally true that most of our manufacturing pharmacists have done much for the progress of medicine and pharmacy and that their services are indispensable and of great value. The senseless prejudice against them is impotent. Were it possible to abolish them the results would be intolerable retrogression.

Physicians who avail themselves of the real improvements and inventions effected by enterprising and skilled manufacturers are but doing their duty, and apothecaries are rightly expected to meet fully the legitimate requirements of the medical profession and the public. No one knows better than the intelligent pharmacist himself that the manufacturers do a great many things better than he, and that the only thing the manufacturers can not and must not do is to compound and dispense.

The manufactured products which the apothecary must supply to the public include rubber goods, glassware, certain surgical implements and appliances, dietetic preparations for infants and invalids and many other articles for the sick room, the sanitary appointments of the home, etc. The soap and the dusting powder for the nursery, the rubber sheet, the catheter, the champagne tap, and any other article needed for the sick room; disinfectants and antiseptics; bandages and dressings; the graduated medicine glass—all are and should be found at the apothecary's officine. It would be an intolerable condition of things were not these related supplies obtainable at one place.

But the apothecary must not only have these articles for sale. He must in addition know enough about them to render intelligent service. He must know what the market affords and be able to answer proper questions and give intelligent advice. An apothecary who displays inexcusable ignorance or indifference concerning any article which he is properly expected to furnish is as unfit for his occupation as a dealer in photographic apparatus who can not explain the mechanism of the camera to a prospective purchaser.

The question now arises: How shall the prospective apothecary or apothecary's assistant gain a sufficient acquaintance with the many kinds of legitimate pharmaceutical goods of which he must be the intelligent purveyor, but which he does not produce himself? The information he needs is not contained in the Pharmacopoeia nor in the text books and reference works on pharmacy. Can he learn these things in the drug store? Yes, if he happens to be so fortunate as to serve his apprenticeship in an extraordinarily well-equipped and well-conducted pharmacy, managed by an exceptionally well informed man who is both able and willing to instruct him. But it is unfortunately a fact that comparatively few apprentices and clerks enjoy such advantages. It seems, therefore, that the schools of pharmacy ought to include in their courses of instruction as much practical information of this character as possible. The pharmaceutical schools should provide instructors specially fitted or trained to impart this practical information, and all students should have ample opportunity to see a sufficient variety of all the several classes of manufactured products which, as clerks and masters of pharmacies, they will be called upon to handle. Several years' practical experience in different drug stores rarely suffices to enable the clerk to acquire a fair degree of practical familiarity with the products referred to. It is, therefore, better that he should learn these things systematically through a special course of instruction than that he should pick them up piecemeal as best he can.

Oscar Oldberg.

The Drug Market.

Opium—Is very firm at unchanged price.

Morphine—Is steady.

Quinine—Is in good demand.

Bismuth Preparations—Have been reduced 25c per pound.

Glycerine—Is very firm, and on account of higher prices for the crude in the foreign market may be advanced by American refiners.

Lycopodium—Is in large supply and has again declined.

Oil Peppermint—Is hard to quote. Some distillers are holding for higher prices, but there are some large sales at the present value.

Oil Cedar Leaf—Is in better supply and has declined.

Oil Sassafras—Is lower on account of better stocks.

Gum Camphor—Is in a very firm position on account of higher price for the Japanese.

Flaxseed and Ground Flaxseed—Have both declined on account of the new crop coming on the market.

Linseed Oil—Has declined on account of lower price for the seed.

Alcohol—Has advanced 2c per gallon.

Gradual Growth of Milling Enterprise.

Saginaw, Sept. 26—The Saginaw Milling Co. has increased its capital stock from \$50,000 to \$250,000. The company's sales in flour, grain, beans,

etc., have during the past two years amounted to over \$1,000,000 per annum. The company is looking forward to an increased business next year, as the crops of grain and in this section have been most abundant during the past decade.

It is expected that the present stockholders will take a large part of the new issue of stock. The increase will be divided into \$100,000 preferred stock and \$100,000 common, the former bearing 6 per cent. cumulative dividends.

The Saginaw Milling Co. had its inception in a small way after the old Mayflower mills went out of commission in 1892 and was first known as the Saginaw Flour & Feed Co., and its capitalization was \$1,500. In six months it was necessary to secure larger quarters, and with increased capital amounting to \$5,000 the old City mills, on Gratiot avenue, was leased, where the business almost daily increased in volume. Then Walter S. Eddy, a well known lumberman, became interested, with others, and the capital was increased to \$50,000, the present fine mill built and put in operation in 1895. The progress of its business has been steadily upward until now it is one of the largest concerns in Eastern Michigan, handling grain, hay, beans, etc.

Financially Overrated.

Dr. Gouge—I made a great mistake in diagnosing that fellow Poore's case as appendicitis. He wasn't able to stand the operation.

Dr. Sawbones—Did he die?

Dr. Gouge—No; I didn't proceed that far. He's up and around all right.

Dr. Sawbones—Then why wasn't he able to stand the operation?

Dr. Gouge—Financially, I mean.

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—

Acidum	60	8	Copaiba	1	15@1 25	Scilla Co	@ 50	Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, extra	70@ 80		
Aceticum	60	8	Cubebae	1	20@1 30	Tolutan	@ 50	Menthol	2 60@2 70	Sapo, G	15@ 15	Lard, No. 1	60@ 65		
Benzolium, Ger.	70	75	Evechthitos	1	00@1 10	Prunus virg	@ 50	Morphia, S P & W	23@2 60	Seidlitz Mixture	20@ 22	Linseed, pure raw	46@ 51		
Boracic	@ 17		Erigeron	1	00@1 10			Morphia, S N Y	Q2 35@2 60	Sinapis	@ 18	Linseed, boiled	47@ 52		
Carbolicum	26	29	Gaultheria	2	25@2 35	Tinctures	@ 50	Morphia, Mal.	2 35@2 60	Sinapis, opt	@ 30	Neat's-foot, w str	65@ 70		
Citricum	42	45	Geranium	oz	75	Anconitum Nap'sR	60	Moschus Canton.	@ 40	Snuff, Maccaboy,	@ 30	Spts. Turpentine	Market		
Hydrochlor	3	5	Gossypii Sem gal	50	60	Anconitum Nap'sF	60	Nuxristica, No. 1	28@ 30	DeVoes	@ 51	Paints	bbl. L.		
Nitrosum	8	10	Hedeoma	1	60@1 70	Aloes	60	Nyx Vomica po 1s	@ 10	Snuff, S'h DeVos	@ 51	Red Venetian	1 1/2@ 2 @3		
Oxalicum	10	12	Junipera	40	@1 20	Arnica	60	Os Sepia	25@ 28	Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2@ 2 @4		
Phosphorium, dil.	@ 15		Lavendula	90	@2 75	Aloes & Myrrh	60	Pepsin Saac, H &	@ 1 00	Soda, Boras, po.	9@ 11	Putty, comm'r	1 1/2@ 2 1/2@3		
Salicylicum	42	45	Limonis	90	@1 10	Asafoetida	60	P D Co		Soda et Pot's Tart	25@ 28	Putty, strictly pr	2 1/2@ 3 @3		
Sulphuricum	1 1/2	5	Mentha Piper	3	00@3 25	Atrope Belladonna	50	Picis Liq N N 1/2		Soda, Carb	1 1/2@ 2	Vermillion, Prime			
Tannicum	75	80	Mentha Verid	5	00@5 50	Aurant Cortex	50	gal doz	@ 2 00	Soda, Bl-Carb	3@ 5	American	13@ 15		
Tartaricum	38	40	Morruhuac gal	1	25@1 50	Benzoin	50	Picis Liq qts	@ 1 00	Soda, Ash	3 1/2@ 4	Vermillion, Eng.	75@ 80		
Ammonia			Myrica	3	00@3 50	Benzoin Co	50	Picis Liq pints.	@ 60	Soda, Sulphas	@ 2	Green, Paris	14@ 18		
Aqua, 18 deg.	4	6	Olive	75	@3 00	Barosma	50	Pil Hydrarg po 80	@ 50	Spts, Cologne	@ 2 60	Green, Peninsular	13@ 16		
Aqua, 20 deg.	6	8	Picis Liquida	10	@ 12	Cantharides	75	Piper Nigra po 22	@ 18	Spts, Ether Co.	50@ 55	Lead, red	6 1/2@ 7		
Carbonas	13	15	Picis Liquida gal	@ 35		Capsicum	50	Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00	Lead, white	6 1/2@ 7		
Chloridum	12	14	Ricina	92	@ 96	Cardamom	75	Pix Burgum	@ 7	Spts, Vini Rect bbl	@ 2 00	Whiting, white S'n	@ 30		
Aniline			Rosmarini	@ 1 00		Cardamon Co	75	Plumbi Acet	12@ 15	Spts, Vii Rect 1/2 b	@ 2 00	Whiting, Gliders	@ 95		
Black	2 00@2 25		Rosae oz	5	00@6 00	Castor	1 00	Pulvis Ip'c et Opil	1 30@1 50	Spts, Vii R't 10 gl	@ 2 00	White, Paris Am'r	@ 1 25		
Brown	30@1 00		Succini	40	@ 45	Catechu	50	Pyrethrum, bxs H	@ 1 00	Strychnia, Cryst	1 05@1 25	Whit'g Paris Eng	@ 1 40		
Red	45	50	Sabina	90	1 00	Cinchona	50	& P D Co, doz	@ 75	Sulphur Subl	2 1/2@ 4	Universal Prep'd	1 10@1 20		
Yellow	2 50@3 00		Santal	2	25@4 50	Cinchona Co	50	Pyrethrum, pv	20@ 25	Sulphur, Roll	2 1/2@ 3 1/2	Varnishes			
Baccae			Sassafras	75	@ 80	Columbia	50	Quassia	8@ 10	Tamarinds	8@ 10	No. 1 Turp Coach	10@1 20		
Cubebae	15	18	Sinapis, ess, oz.	@ 65		Cubebae	50	Quina, S P & W	22@ 32	Cerebrine Venice	28@ 30	Extra Turn	1 60@1 70		
Juniperus	5	6	Tigill	1	10@1 20	Cassia Acutifol	50	Quina, S Ger.	22@ 32	Phechromas	45@ 50				
Xanthoxylum	30	35	Thyme	40	@ 50	Cassia Acutifol Co	50	Quina, N. Y.	22@ 32						
Balsamum			Thyme, opt	@ 1 60		Digitalis	50								
Copaiba	45	50	Theobromas	15	@ 20	Ergot	50								
Peru	@ 1 50		Potassium			Ferri Chloridum.	35								
Terabin, Canada	60	65	Bi-Carb	15	@ 18	Gentian	50								
Tolutan	35	40	Bichromate	13	@ 15	Gentian Co	50								
Cortex			Bromide	25	@ 30	Guaiaca	50								
Abies, Canadian.	18		Carb	12	@ 15	Guaiaca ammon	50								
Cassiae	20		Chlorate	12	@ 14	Hyoscymus	50								
Cinchona Flava	18		Cyanide	34	@ 38	Iodine	75								
Buonymus atro.	30		Iodide	3	60@3 65	Iodine, colorless	75								
Myrica Cerifera	20		Potassa, Bitart pr	30	@ 32	Kino	50								
Prunus Virginl.	15		Potass Nitras opt	7	@ 10	Lobelia	50								
Quillaja, gr'd	12		Potass Nitras	6	@ 8	Myrrh	50								
Sassafras	24		Prussiate	23	@ 26	Nux Vomica	50								
Ulmus	40		Sulphate po	15	@ 18	Opil	75								
Extractum			Radix			Opil, camphorated	1 50								
Glycyrrhiza Gla.	24	30	Aconitum	20	@ 25	Opil, deodorized	50								
Glycyrrhiza, po.	28	30	Althae	30	@ 33	Quassia	50								
Haematox	11	12	Anchusa	10	@ 12	Rhatany	50								
Haematox, 1s	13	14	Arum po	@ 25		Rhel	50								
Haematox, 1/2s	14	15	Calamus	20	@ 40	Sanguinaria	50								
Haematox, 1/4s	16	17	Gentiana po 15	12	@ 15	Serpentaria	50								
Ferru			Glycyrrhiza pv 15	16	@ 18	Stromonium	60								
Carbonate Precip.	15		Hydrastis, Canada	@ 2 00		Tolutan	60								
Citrate and Quina	2 00		Hydrastis, Can. po	@ 2 00		Valerian	50								
Citrate Soluble	55		Hellebore, Alba.	12	@ 15	Veratrum Veride.	50								
Ferrocyanidum S	15		Inula, po	18	@ 22	Zingiber	20								
Solut. Chloride	15		Ipecac, po	2 00@2 10		Miscellaneous									
Sulphate, com'l. by	70		Iris plox	35	@ 40	Aether, Spts Nit 3f 30@ 35	35	Albums	Manicure Sets in Stag, Ebony, Cellu-						
Sulphate, pure	7		Jalapa, pr	25	@ 30	Aether, Spts Nit 4f 34@ 38	38	Ash Trays	Iold, Silver and Wood						
Flora			Maranta, 1/4s	35	@ 40	Alumen, grd po 7	3@ 4	Atomizers	Medallions						
Arnica	15	18	Podophyllum po.	15	@ 18	Annatto	40@ 50	Austrian Novelties	Medicine Cases						
Anthemis	22	25	Rhel	75	@1 00	Antimoni, po	4@ 5	Autographs	Metal Frames						
Matricaria	30	35	Rhel, cut	1 00@1 25		Antimoni et po T	40@ 50	Baskets	Mirrors						
Folia			Rhel, pv	75	@1 00	Antipyrin	@ 25	Blocks	Military Brush Sets						
Barosma	25	30	Spigella	30	@ 35	Antifebrin	@ 20	Bronze Figures	Music Boxes						
Cassia Acutifol.	15	20	Sanuginari, po 18	@ 15		Argenti Nitras oz	@ 48	Bouquet Holders	Music Rolls						
Tinnevely	15	20	Serpentaria	50	@ 55	Arsenicum	10@ 12	Candelabra	Necktie Boxes						
Cassia, Acutifol.	25	30	Senega	85	@ 90	Balm Gilead buds	60@ 65	Candlesticks	Paper Clips						
Salvia officinalis,	18	20	Smilax, off's H.	@ 40		Bismuth S N. 2	80@2 85	Card Receivers	Paper Files						
1/4s and 1/2s	8	10	Smilax, M	@ 25		Calcium Chlor, 1s	@ 9	Child's Sets	Paper Knives						
Uva Ursi	8	10	Scilla po 35	10	@ 12	Calcium Chlor, 1/2s	@ 10	Cigars Sets and Cases	Paper Weights						
Gummi			Symplocarpus	@ 25		Calcium Chlor 1/4s	@ 12	Collar and Cuff Boxes	Perfumes						
Acacia, 1st pld.	@ 65		Valeriana Eng	@ 25		Cantharides, Rus	@ 1 75	Curios	Photo Boxes						
Acacia, 2nd pld.	@ 45		Valeriana, Ger.	15	@ 20	Capsici Fruc's af	@ 20	Cut Glass	Photo Holders						
Acacia, 3rd pld.	@ 35		Zingiber a	12	@ 14	Capsici Fruc's po	@ 22	Desk Sets	Placques						
Acacia, sifted sts.	@ 28		Zingiber j	16	@ 20	Cap'i Fruc's B po	@ 15	Dolls	Pictures						
Acacia, po.	45	65	Semen			Carophyllus	20@ 22	Fancy Box Paper to retail 5c to \$3 each	Pipe Sets						
Aloe, Barb	12	14	Anisum po 20	@ 16		Carmine, No. 40.	@ 25	Fancy China	Rogers' Silverware						
Aloe, Cape	@ 25		Anisum (gravel's)	13	@ 15	Cera Alba	50@ 55	Fancy Hair, Cloth, Hat and Bonnet	Rookwood Pottery in Vases, Etc.						
Aloe, Socotri	@ 45		Bird, 1s	4	@ 6	Cera Flava	40@ 42	Brushes	Shaving Sets						
Ammoniac	55	60	Carui po 15	10	@ 11	Crocus	1 75@1 80	Flasks	Stag Horn Novelties						
Asafoetida	35	40	Cardamom	70	@ 90	Cassia Fructus	@ 35	Games	Steins						
Benzoin	50	55	Coriandrum	12	@ 14	Centraria	@ 10	Gents' Leather Cases to retail 75c to \$10 each	Tankards						
Catechu, 1s	@ 13		Cannabis Sativa.	5	@ 7	Cataceum	@ 35	German Novelties	Thermometers on Fancy Figures to re-						
Catechu, 1/2s	@ 14		Cydonium	75	@1 00	Chloroform	32@ 32	Glove and Handkerchief Sets	to retail 25c to \$2 each						
Catechu, 1/4s	@ 16		Chenopodium	25	@ 30	Chloro'm Squibbs	@ 90	Gold Clocks	Toilet Sets in Stag Horn, Ebony, Ebon-						
Camphora	81	85	Dipterix Odorate.	80	@1 00	Chloral Hyd Crssl	35@1 60	Hand Painted China	ite, Cocobolo, China, Silver, Metal						
Euphorbium	@ 40		Foeniculum	@ 18		Chondrus	20@ 25	Hargreave's Wooden Boxes	and Celluloid						
Galbanum	@ 1 00		Foenugreek, po.	7	@ 9	Cinchonid'ne P-W	38@ 48	Hovey & Harding Novelties to retail	Tobacco Jars						
Gamboge	1 25@1 35		Lini	4	@ 6	Cinchonid'e Germ	38@ 48	25c to \$3 each	Whisk Holders						
Gualacum	po 35		Lini, grd. bbl. 2 1/2	3	@ 6	Cocaine	4 05@4 25	Infants' Sets	BOOKS—All. the. latest. copyright						
Kino	po 45c		Lni, grd. bbl. 2 1/2	3	@ 6	Corks list D P Ct.	75	Ink Stands to retail 25c to \$5 each	Books, Popular Priced 12 mos., 16						
Mastic	@ 60		Lobelia	75	@ 80	Cresosotum	@ 45	Japanese Novelties	mos., Booklets, Bibles, Children's						
Myrrh	po 50		Pharlaris Cana'n	9	@ 10	Creta	@ 2	Jewel Cases	Books, Etc.						
Opil	3 60@3 65		Rapa	5	@ 6	Creta, prep	@ 6	Lap Tablets	Also a full line of Druggists' Staple						
Shellac	40	50	Sinapis Alba	7	@ 9	Creta, precip	9@ 11	Match Safes	Sundries, Stationery, School Sup-						
Shellac, bleached	45	50	Sinapis Nigra	9	@ 10	Creta, Rubra	@ 8								
Tragacanth	70	1 00	Spiritus			Crocus	1 35@1 40								
Herba			Frumentl W D. 2	00@2 50		Cudbear	@ 24								
Absinthium	4 50@4 60		Frumentl	1 25@1 50		Cupri Sulph	6@ 8								
Eupatorium oz pk	20		Juniperis Co O T 1	65@2 00		Dextrine	7@ 10								
Lobelia oz pk	25		Juniperis Co	1 75@3 50		Emery, all Nos.	@ 8								
Majorum oz pk	28		Saccharum N E	1 90@2 10		Emery, po	@ 6								
Mentra Pip. oz pk	23		Spt Vini Galli	1 75@6 50		Ergota	60@ 65								
Mentra Ver. oz pk	25		Vini Oporto	1 25@2 00		Ether Sulph	70@ 80								
Rue oz pk	39		Vina Alba	1 25@2 00		Flake White	12@ 15								
Tanacetum V.	22		Sponges			Galla	@ 23								
Thymus V. oz pk	25		Florida Sheeps' wool	3 00@3 50		Gambler	8@ 9								
Magnesia			Nassau sheeps' wool	3 50@3 75		Gelatn, Cooper.	@ 60								
Calcined, Pat.	55	60	carriage	@ 2 00		Gelatn, French	35@ 60								
Carbonate, Pat.	18	20	Velvet extra sheeps'	@ 2 00		Glassware, fit box	75								
Carbonate, K-M.	18	20	wool, carriage.	@ 2 00		Less than box	70								
Carbonate	18	20	Extra yellow sheeps'	@ 1 25		Glue, brown	11@ 13								
Oleum			wool carriage	@ 1 25		Glue white	15@ 25								
Absinthium	4 90@5 00		Grass sheeps' wool,	@ 1 25		Glycerina	13 1/2@ 18								
Amgdalae, Dule.	50	60	carriage	@ 1 00		Grana Paradisi	@ 25								
Amgdalae, Ama	8 00@8 25		Hard, slate use.	@ 1 40		Humulus	35@ 60								
Anisi	1 45@1 50		Yellow Reef, for	@ 1 40		Hydrarg Ch Mt	@ 95								
Aurant Cortex.	2 20@2 40		slate use	@ 1 40		Hydrarg Ch Cor	@ 95								
Bergamiti	2 50@2 60		Syrups			Hydrarg Ox Ru'm	@ 1 05								
Caliputi	85	90	Acacia	@ 50		Hydrarg Ammo'l	@ 1 15								
Caryophilli	1 00@1 10		Aurantia	@ 50		Hydrarg Ungue'm	50@ 60								
Cedar	50	90	Auranti Cortex	@ 50		Hydrargyrum	@ 75								
Chenopadii	3 75@4 00		Zingiber	@ 50		Indigo	75@1 00								
Cinnamonl	1 00@1 10		Ipecac	@ 50		Iodine, Resubi	4 85@4 90								
Citronella	60	65	Ferri Iod	@ 50		Iodoform	4 90@ 5 00								
Conium Mac	80	90	Rhel Arom	@ 50		Lupulin	@ 40								
			Smilax Off's	50	@ 60	Lycopodium	85@ 90								
			Senega	@ 50		Macis	65@ 75								
			Scilla	@ 50											

The Hazeltine & Perkins Drug Company

Holiday Line

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

Albums	Manicure Sets in Stag, Ebony, Cellu-
Ash Trays	Iold, Silver and Wood
Atomizers	Medallions
Austrian Novelties	Medicine Cases
Autographs	Metal Frames
Baskets	Mirrors
Blocks	Military Brush Sets
Bronze Figures	Music Boxes
Bouquet Holders	Music Rolls
Candelabra	Necktie Boxes

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Bath Brick	
B		Brooms	
C		Brushes	
D		Butter Color	
E		C	
F		Confections	
G		Candles	
H		Canned Goods	
I		Carbon Oils	
J		Catsup	
K		Cheese	
L		Chewing Gum	
M		Chicory	
N		Chocolate	
O		Clothes Lines	
P		Cocoa	
Q		Cocoa Shells	
R		Coffee	
S		Crackers	
T		D	
U		Dried Fruits	
V		F	
W		Farinaceous Goods	
X		Fish and Oysters	
Y		Fishing Tackle	
Z		Flavoring Extracts	
		Fly Paper	
		Fresh Meats	
		Fruits	
		G	
		Gelatin	
		Grain Bags	
		Grains and Flour	
		H	
		Herbs	
		Hides and Pelts	
		I	
		Indigo	
		J	
		Jelly	
		L	
		Licorice	
		Lye	
		M	
		Meat Extracts	
		Molasses	
		Mustard	
		N	
		Nuts	
		O	
		Olives	
		P	
		Pipes	
		Pickles	
		Playing Cards	
		Potash	
		Provisions	
		R	
		Rice	
		S	
		Salad Dressing	
		Saleratus	
		Salt Soda	
		Salt	
		Salt Fish	
		Seeds	
		Shoe Blacking	
		Snuff	
		Soap	
		Soda	
		Spices	
		Starch	
		Sugar	
		Syrups	
		T	
		Tea	
		Tobacco	
		Twine	
		V	
		Vinegar	
		W	
		Washing Powder	
		Wicking	
		Woodenware	
		Wrapping Paper	
		Y	
		Yeast Cake	

3		4	
CHEWING GUM		Honey Fingers, Iced	
American Flag Spruce		Honey Jumbles	
Beeman's Pepsin		Iced Honey Crummet	
Black Jack		Imperial	
Largest Gum Made		Jersey Lunch	
Sen Sen		Lady Fingers	
Sen Sen Breath Perf.		Lady Fingers hand m'd	
Sugar Loaf		Lemon Biscuit Square	
Yucatan		Lemon Wafer	
Bulk		Lemon Gems	
Bul		Lem Ven	
Red		Marshmallow	
Eagle		Marshmallow Cream	
Frank's		Marshmallow Walnut	
Schener's		Mary Ann	
CHOCOLATE		Malaga	
Walter Baker & Co's		Mich Coco F's'd honey	
German Sweet		Milk Biscuit	
Premium		Mich. Frosted Honey	
Vanilla		Mixed Picnic	
Caracas		Molasses Cakes, Scol'd	
Eagle		Moss Jelly Bar	
COCOA		Muskegon Branch, Iced	
Baker's		Newton	
Cleveland		Oatmeal Crackers	
Colonial, 1/4s		Orange Slice	
Colonial, 1/2s		Orange Gem	
Epps		Penny Assorted Cakes	
Huyler		Pilot Bread	
Van Houten, 1/4s		Pineapple Honey	
Van Houten, 1/2s		Pretzels, hand made	
Van Houten, 1s		Pretzeltes, hand m'd	
Webb		Pretzeltes, mch. m'd	
Wilbur		Raisin Cookies	
Wilbur		Revere	
COCOANUT		Richmond	
Dunham's 1/4s		Richwood	
Dunham's 1/2s & 1/4s		Rube Sears	
Dunham's 1/2s		Scotch Cookies	
Bulk		Snowdrops	
COCOA SHELLS		Spiced Sugar Tops	
20lb. bags		Sugar Cakes, scalloped	
Less quantity		Sugar Squares	
Pound packages		Sultanas	
COFFEE		Superba	
Rio		Spiced Gingers	
Common		Urchins	
Fair		Vienna Crimp	
Choice		Vanilla Wafer	
Fancy		Waverly	
Santos		Zanzibar	
Common		CREAM TARTAR	
Fair		Barrels or drums	
Choice		Boxes	
Fancy		Square cans	
Peaberry		Fancy caddies	
Fair		DRIED FRUITS	
Choice		Apples	
Fancy		Sundried	
Mexican		Evaporated	
Guatemala		California Prunes	
Java		100-125 25lb boxes	
Fancy African		90-100 25lb boxes	
O. G.		80-90 25lb boxes	
P. G.		70-80 25lb boxes	
Mocha		60-70 25lb boxes	
Arabian		50-60 25lb boxes	
Package		40-50 25lb boxes	
New York Basis		30-40 25lb boxes	
Arbuckle		1/2c less in 50lb cases	
Dilworth		Citron	
Jersey		Currants	
Lion		Imported bulk	
McLaughlin's XXXX		Peel	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Lemon American	
Extract		Orange American	
Holland, 1/2 gro boxes		Raisins	
Felix, 1/2 gro		London Layers, 3 cr	
Hummel's foil, 1/2 gro		London Layers 4 cr	
Hummel's tin, 1/2 gro		Cluster 5 crown	
CRACKERS		Loose Muscatels, 2 cr.	
National Biscuit Company's		Loose Muscatels, 3 cr.	
Brands		Loose Muscatels, 4 cr.	
Butter		L. M. Seeded, 1 lb.	
Seymour Butters		L. M. Seeded, 1/2 lb.	
N Y Butters		Sultanas, bulk	
Salted Butters		Sultanas, package	
Family Butters		FARINACEOUS GOODS	
Soda		Beans	
N B C Sodas		Dried Lima	
Select		Med. Hd. Pk'd	
Saratoga Flakes		Brown Holland	
Oyster		Farina	
Round Oysters		24 1lb. packages	
Square Oysters		Bulk, per 100 lbs.	
Faust		Hominy	
Argo		Flake, 50lb sack	
Extra Farina		Pearl, 200lb. sack	
Sweet Goods		Pearl, 100lb. sack	
Animals		Maccaroni and Vermicelli	
Assorted Novelty		Domestic, 10lb box	
Currant Fruit		Imported, 25lb box	
Bagley Gems		Pearl Barley	
Belle Rose		Common	
Butter Thin		Chester	
Chocolate Drops		Empire	
Coco Bar		Peas	
Cocoanut Taffy		Green, Wisconsin, bu.	
Coffee Cake, N. B. C.		Green, Scotch, bu.	
Coffee Cake, Iced		Split, lb.	
Cocoanut Macaroons		Sago	
Cracknels		East India	
Chocolate Dainty		German, sacks	
Cartwheels		German, broken pkg.	
Curlycue		Taploca	
Dixie Cookie		Flake, 110lb. sacks	
Fig Dips		Pearl, 130lb. sacks	
Fluted Cocoanut		Pearl, 24 1lb. pkgs	

6

MOLASSES

Fancy Open Kettle	40
Choice	35
Fair	26
Good	22
Half barrels 2c extra.	

MINCE MEAT

Columbia, per case	2 75
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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
Manzanilla, 8 oz.	90
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30

PIPES

Clay, No. 216	1 70
Clay, T. D. full count	65
Cob, No. 3	85

PICKLES

Medium	
Barrels, 1,200 count	4 75
Half bbls., 600 count	2 88

Small

Barrels, 2,400 count	7 00
Half bbls., 1,200 count	4 00

PLAYING CARDS

No. 90 Steamboat	85
No. 15, Rival, assorted	1 20
No. 20, Rover enameled	1 60
No. 572, Special	1 75
No. 98 Golf, satin finish	2 00
No. 808 Bicycle	2 00
No. 632 Tourist whist	2 25

POTASH

48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00

PROVISIONS

Barreled Pork	
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Mess	
Fat Back	16 75
Short Cut	16 50
Bean	13 75
Pig	22 00
Brisket	16 00
Clear family	14 00
Clear Family	13 50

Dry Salt Meats

S P Bellies	10 1/2
Bellies	10 1/4
Extra Shorts	9 1/2

Smoked Meats

Hams, 12 lb. average	11 1/2
Hams, 14 lb. average	11 1/2
Hams, 16 lb. average	11 1/2
Hams, 18 lb. average	11 1/2
Skinned Hams	12
Ham, dried beef sets	13
Shoulders, (N. Y. cut)	
Bacon, clear	11 1/2
California Hams	8
Picnic Boiled Ham	13 1/2
Boiled Ham	17
Berlin Ham, pressed	8 1/2
Mince Ham	10

Lard

Compound	6
Pure	9
80 lb. tugs	advance 1 1/2
60 lb. tubs	advance 1 1/2
50 lb. tins	advance 1 1/2
20 lb. pails	advance 3/4
10 lb. pails	advance 3/4
5 lb. pails	advance 1
3 lb. pails	advance 1

Sausages

Bologna	5
Liver	6 1/2
Frankfort	7
Pork	6 1/2
Veal	8
Tongue	9 1/2
Headcheese	6 1/2

Beef

Extra Mess	9 50
Boneless	10 50
Rump, new	10 50

Pig's Feet

1/4 bbls.	1 10
1/2 bbls., 40 lbs	1 85
3/4 bbls.	3 75
1 bbl.	7 75

Tripe

Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00

Casings

Hogs, per lb.	28
Beef rounds, set	16
Beef middles, set	45
Sheep, per bundle	70

Uncolored Butterine

Solid, dairy	10
Rolls, dairy	10 1/2 @ 11 1/2

Canned Meats

Corned beef, 2	2 50
Corned beef, 14	17 50
Roast beef	2 00 @ 2 50
Potted ham, 1/4s	45
Potted ham, 1/2s	45
Deviled ham, 1/4s	45
Deviled ham, 1/2s	45
Potted tongue, 1/4s	45
Potted tongue, 1/2s	45

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RICE

Screenings	2 1/2 @ 3
Fair Japan	3 1/4 @ 4
Choice Japan	4 1/2 @ 5
Imported Japan	@ 4 1/2
Fair La. hd.	@ 4 1/2
Choice La. hd.	@ 5 1/2
Fancy La. hd.	@ 6 1/2
Carolina, ex. fancy	@ 6 1/2

SALAD DRESSING

Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 50
Durkee's Small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's small, 2 doz.	1 35

SALERATUS

Packed 60 lbs. in box	
Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 %s	3 00

SAL SODA

Granulated, bbls	85
Granulated, 100lb cases	1 00
Lump, bbls	75
Lump, 145lb kegs	95

SALT

Common Grades	
100 5lb sacks	1 95
60 5lb sacks	1 85
28 10 1/2 sacks	1 75
56 lb. sacks	30
28 lb sacks	15

Warsaw

56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20

Solar Rock

56lb. sacks	20
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Common

Granulated, fine	80
Medium fine	85

SALT FISH

Cod	
Large whole	@ 6 1/2
Small whole	@ 5 1/2
Strips or bricks	7 1/2 @ 10
Pollock	@ 3 1/2

Halibut

Strips	14
Chunks	14 1/2

Herring

Holland	
White Hoop, bbls	11 25
White Hoop, 1/2 bbls	5
White Hoop, keg	7 5
White Hoop, mchs	@ 80
Norwegian	@
Round, 100lbs	3 75
Round, 40lbs	1 75
Scaled	14

Trout

No. 1, 100lbs	7 50
No. 1, 40lbs	3 25
No. 1, 10lbs	90
No. 1, 8lbs	75

Mackerel

Mess, 100lbs	13 50
Mess, 40 lbs.	5 90
Mess, 10lbs	1 65
Mess, 8 lbs.	1 40
No. 1, 100 lbs.	12 50
No. 1, 4 lbs.	5 50
No. 1, 10lbs	1 65
No. 1, 8 lbs.	1 25

Whitefish

No. 1 No. 2 Fam	
100lb.	9 50 3 50
50lb.	5 00 1 95
10lb.	1 10 52
8lb.	90 44

SEEDS

Anise	15
Canary, Smyrna	6
Caraway	8
Cardamom, Malabar	1 09
Celery	15
Hemp, Russian	4
Mixed Bird	4
Mustard, white	8
Foppy	8
Rape	4 1/2
Cuttle Bones	25

SHOE BLACKING

Handy Box large, 3 dz	2 50
Handy Box, small	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85

SNUFF

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappie in jars	43

SOAP

Central City Soap Co.	
Jaxon	2 85
Boro Naphtha	3 85
J. S. Kirk & Co.	
American Family	4 05
Dusky Diamond, 50 Soz	2 80
Dusky D'nd, 100 6oz	3 80
Jap Rose, 50 bars	3 75
Savon Imperial	3 10
White Russian	3 10
Home, oval bars	2 85
Satinet, oval	2 15
Snowberry, 100 cakes	4 00

LAUTZ BROS. & CO.

Acme soap, 100 cakes	2 85
Naphtha, 100 cakes	4 00
Big Master, 100 bars	4 00
Marseilles White soap	4 00
Snow Boy Wash P'w'r	4 00
Proctor & Gamble Co.	
Lenox	2 85
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 10

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A. B. Wrisley

Good Cheer	4 00
Old Country	3 40

Soap Powders

Central City Soap Co.	
Jaxon, 16 oz.	2 40

Gold Dust, 24 large

Gold Dust, 24 large	4 50
Gold Dust, 100-5c	4 00
Kirkoline, 24 4lb.	3 80
Seapine	3 75
Seapine	3 75
Babbitt's 1776	3 75
Roseline	3 50
Armour's	3 70
Wisdom	3 80

Soap Compounds

Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 35
Rub-No-More	3 75

Scouring

Enoch Morgan's Sons.	
Sapolio, gross lots	9 00
Sapolio, half gross lots	4 50
Sapolio, single boxes	2 25
Sapolio, hand	2 25
Scouring Manufacturing Co	
Scourine, cakes	1 80
Scourine, 100 cakes	3 50

SODA

Boxes	5 1/2
Kegs, English	4 1/2

SOUPS

Columbia	3 00
Red Letter	90

SPICES

Whole Spices	
Allspice	12
Cassia, China in mats.	12
Cassia, Canton	16
Cassia, Batavia, bund.	28
Cassia, Saigon, broken.	40
Cassia, Saigon, in rolls.	55
Cloves, Amboyina	22
Cloves, Zanzibar	15
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-120	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	25
Pepper, Singp. white.	25
Pepper, shot	17

Pure Ground in Bulk

Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	18
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, blk.	17
Pepper, Singp. white	28
Pepper, Cayenne	20
Sage	20

STARCH

Common Gloss	4 @ 5
3lb. packages	4 1/2
6lb. packages	5 1/2
40 and 50lb. boxes	2 1/2 @ 3 1/2
Barrels	@ 2 1/2

Common Corn

20lb packages	2 1/2
40lb packages	4 1/2 @ 7

SYRUPS

Corn	
Barrels	23
Half Barrels	25
20lb cans 1/4 dz in case	1 70
10lb cans 1/2 dz in case	1 65
5lb cans 1 dz in case	1 5
2 1/2 lb cans 2 dz in case	1 80

Pure Cane

Fair	16
Good	20
Choice	25

TEA

Japan	
Sundried, medium	24
Sundried, choice	32
Sundried, fancy	36
Regular, medium	24
Regular, choice	32
Regular, fancy	36
Basket-fired, medium	31
Basket-fired, choice	38
Basket-fired, fancy	43
Nibs	22 @ 24
Siftings	9 @ 11
Fannings	12 @ 14

Gunpowder

Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pingsuey, medium	30
Pingsuey, choice	30
Pingsuey, fancy	40

Young Hyson

Choice	30
Fancy	36

Oolong

Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32

English Breakfast

Medium	20
Choice	30
Fancy	40

India

Ceylon choice	32
Fancy	42

TOBACCO

Fine Cut	
Cadillac	54
Sweet Loma	54
Hiawatha, 5lb pails	56
Hiawatha, 10lb pails	54
Telegram	30

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Pay Car

Prairie Rose	33
Protection	49
Sweet Burley	40
Tiger	44

Plug

Tiger	40
Plug	

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
2 lb cans 13 00
5 lb cans 21 50

BLUING
Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD
Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack.. 2 00

CIGARS



G. J. Johnsen Cigar Co.'s bd
Less than 500. 32
500 or more 33
1,000 or more 31
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand. 35
Standard 35
Puritans 35
Pantellas, Finas. 35
Pantellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/4 lb pkg, per case 2 60
38 1/4 lb pkg, per case 2 60
16 1/4 lb pkg, per case 2 60

FRESH MEATS

Beef

Carcass 4 @ 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 9 @ 3

Pork.

Loins @ 12 3/4
Dressed @ 7 1/2
Boston Butts @ 10 3/4
Shoulders @ 9
Leaf Lard @ 8 1/4

Mutton

Carcass @ 7 1/2
Lambs 10 @ 11

Veal

Carcass 5 1/2 @ 8

CLOTHES LINES

Sisal

60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
120ft. 6 thread, extra.. 1 50

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 40
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., 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 2 in 11
2 in 15
3 in 30

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz . . . 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 35
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place

your
business
on

a

cash

basis

by

using

Tradesman
Coupons

More Business Now Easy Business Later

Get our October catalogue. Use its goods and hints for more business now. And from the holiday goods it displays choose the things for easy business in December.

The yellow page items are just the leaders you need to draw October trade your way. In the more than fifty departments there are goods and prices revised to date and guaranteed for the month.

Our line of holiday goods is the largest and most varied and on the pink pages of our October catalogue are a picture and description and a net price for every item in the line.

One cent for a postal card and the minute to write "Send me catalogue No. J553—" do it now.

Butler Brothers

NEW YORK
CHICAGO
St. LOUIS

Wholesalers of Everything—By Catalogue Only

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.



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.

Snap for some one who wants to exchange a stock of merchandise for \$3,000 worth of income property. Clear title. Rented to good tenant. Pay about 10 per cent. on investment. Nothing but first class stock considered. Address No. 915, care Michigan Tradesman. 915

Wanted—in Boyne City, a photographer to run a first class shop in the best location in town. Address Lock Box 6, Boyne City, Mich. 2

For Sale—Up-to-date grocery centrally located in thriving town of 1,600. Reason for selling, going West. Address Box 574, Quincy, Mich. 1

For Sale—80 acre farm one mile from this city. All improved. 25 acre orchard nine years old. 750 apple, 50 peach, 300 pear and 200 plum trees, one acre grapes. Fair buildings. Price \$55 per acre. A. L. Bradford, Eaton Rapids, Mich. 997

Wanted—Dry goods clerk. An active, competent young man; must have full experience as salesman and stockkeeper in general dry goods, cloaks, etc. State age, experience had and salary wanted. Address L. B. 28, Alma, Mich. 996

Wanted—Stock of dry goods, general merchandise, hardware or drugs in exchange for a good improved Iowa farm. Address No. 983, care Michigan Tradesman. 983

For Sale for cash to close an estate, a stock of dry goods, cloaks and carpets amounting to about \$5,000, including good will of well established business at Union City, Mich. Rent of store \$30 per month. Apply to The Michigan Trust Co., Executor, Grand Rapids, Mich., or Geo. D. Merritt, Union City, Mich. 984

For Sale or exchange for hardware, grocery or general store, 140 acres, well improved, \$3,000 worth of buildings, gravel roads, equity \$5,600. Robt. Adamson, Mattawan, Mich. 986

For Sale—A good confectionery, tobacco and cigar stock; soda fountain in connection; a bargain if taken immediately. Address P. O. Box 80, Stockbridge, Mich. 985

To rent, in Gloversville, N. Y., from October 1, 1905, the building formerly occupied by Martin & Naylor Department Store; very best location in the city. Enquire J. R. Newman & Sons, Gloversville, N. Y. 991

Business For Sale—Leading grocery in town of fourteen hundred; largest business of but two groceries in town; also comprises stock of dry goods and shoes. Will arrange stock to suit purchaser. An exceptional opportunity. Investigate. Address No. 988, care Michigan Tradesman. 988

For Sale—A good country store and stock. Fine business, \$3,500. E. N. Passage, Plymouth, Mich. 989

Live clerks make clean extra money representing our straight, wholesome western investments; experience unnecessary. C. E. Mitchell Co., Spokane, Wash. 990

For Sale—Furniture business and undertaker's complete outfit, consisting of hearse, coffins, pedestals, robe, trimmings, etc. Reason for selling, other business. R. G. Pattison, Remus, Mich. 987

Cold Storage and Ice Plant—Want party with capital to help build same. Splendid produce shipping point. Fine power contract; no objection to investor taking controlling interest and management. Address B. S. Young, Ada, Ohio. 992

For Sale—One of the best paying drug stores in Southwestern Michigan. Stock consists of drugs, patent medicines, school books, paints, oil, wall paper, cigars, tobacco, candies and notions. Will invoice about \$5,000. Best location in town. Good trade the year round. Will lease building for a term of years, which is heated by steam. Electric lights and water works. Good terms to the right party. No trade. Address Harvey Drug Co., Bangor, Mich. 993

For Sale—Grocery stock in city doing \$35 per day. Conducted by same owner for 18 years. Rent \$25 per month. Including six living rooms and barn, \$1,000. A good chance. Gracey, 300 Fourth National Bank Bldg., Grand Rapids. 994

Chadron, Nebraska, wants general stock or furniture. Investigate at once. Finest rooms, best location. Write P. B. Nelson. 998

For Sale—Stock of hardware of about \$10,000 in a good lively town with a good country surrounding; one of the best locations in the city; located in a room 25x120, with basement. Anyone interested please address Winslow Merc. Co., Box 186, Livingston, Mont. 4

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

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 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

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—Fine 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 ¼ hour from city market. Will take stock of general merchandise as part payment. Address No. 969, care Michigan Tradesman. 969

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—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

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

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—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., 710½ Garrison Ave., Ft. Smith, Ark. 950

Wanted at once, store room suitable for dry goods in manufacturing town. Address No. 3, care Michigan Tradesman. 3

Grocery stock wanted, \$1,000 to \$5,000 or other legitimate business you wish to turn quickly for half cash, balance real estate, improved, paying 10 per cent. Address No. 4, care Michigan Tradesman. 4

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 from 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 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 1/2 La Salle St., Chicago. 927

For Sale—A good chance for some one who wishes a first-class country point. In order to accept of a good position as traveling salesman, which is open for the next thirty days, I offer 'my place of business for sale, which consists of staple dry goods, boots, shoes and groceries, ½ acre of land, new store, good house, barn and other buildings. This is a snap for some one. We have a good trade and everything convenient to do with. We have telephone exchange with St. Johns. Good school and church privileges. Remember we only offer this for sale during the next thirty days. For further particulars address H. E. Pierce, Price, Mich. 961

For Sale Cheap—A 13 Basket Barr Cash Carrier Complete System. Address Flexner, Kalamazoo, Mich. 894

For Sale—Complete planing mill, machinery, boiler, engine, and all necessary buildings for conducting a retail lumber business. Location extra good. All necessary switches and our good will. Population 12,000. Good business. Object for selling, inducements at Fort Wayne for manufacturing fixtures and show cases. The Clark Lumber & Fixture Co., Barberstown, O. 917

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 4½ miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 324

For Sale—The best water power mill with two turbine wheels, well equipped, lumber mill. Good chance for electric light plant or any kind of factory, in the best little town in Northern Michigan. Good shipping point either by rail or lake. Address all communications to the Boyne Falls Lumber Co., Boyne Falls, Mich. 829

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

For Sale—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich. 713

POSITIONS WANTED

Wanted—Position as clerk or manager in a clothing business. Have had nine years' experience. Best of reference. Address No. 981, care Michigan Tradesman. 981

Wanted—Advertising position by ad. writer with experience and ability. Very best references. Address "Advertising," Lock Box 55, Weldon, Ill. 971

HELP WANTED.

Wanted—A pharmacist capable of registering in Montana. Give age, experience and references. Address F. R. Cunningham, Giltedge, Mont. 982

Wanted—First class general store man, for clothing and dry goods department. Must be single. References required. Cobbs & Mitchell, Springvale, Mich. 995

Wanted—Registered Pharmacist. T. H. Paulson, Bloomingdale Mich. 959

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 32 Dearborn St., Chicago, Ill. 490

MISCELLANEOUS.

Joseph U. Smith Detective Bureau—All legitimate detective work promptly and satisfactorily done, highest references furnished. Both telephones. Bell, Main 1753. Citizens, 152. 71-72 Powers Theater Bldg. Grand Rapids, Mich. 945

Want Ads. continued on next page.

WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACRORE
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Foundations Laid for Binder Twine Plant.

Port Huron, Sept. 26—An upward tendency is apparent in the industrial situation in this city just now which bids fair to produce a revival in nearly all lines of business.

One industry under way, with promise of providing employment ultimately to over 200 men, is the new plant of the Summers Fiber Co., the foundation for which has just been laid along St. Clair River near the foot of Sedgwick street, or rather the old foundation of the former Botsford elevator, burned three years ago, has been remodeled and the new plant will be erected thereon.

The new plant is to be for the purpose of manufacturing binding twine and kindred products out of flax fiber, and if the anticipations of the promoters of the industry are realized, Port Huron will attain as great a reputation in the manufacture of binding twine as it has in the making of threshing machines and engines by the enterprise of the Port Huron Engine & Thresher Works Co. The Summers Company has acquired the Botsford property and will also be given a lease by the city of the foot of Sedgwick street for the purpose of extending the plant.

The company putting in this extensive plant is already operating a flax mill adjoining the new structure to the north, where fiber is made out of flax straw. So far this fiber has been shipped to different factories to be made into twine, but now it is intended to have the stock go through the entire process, from the straw to the twine, in this city. The company operates several mills and has supply stations for the storage of the straw at different points throughout the Thumb. J. C. Summers, of this city, is manager of the enterprise.

Manufacture of Pineapple Wine.

A delicious wine, resembling Rhine wine in bouquet, is now made from pineapples. It was in Brazil the pineapples were first employed in this way not long ago, but recently an attempt was made to manufacture the beverage on a large scale in Havana. For some reason unexplained the effort resulted in failure, but presumably the process was incorrect. Persons who have tasted pineapple wine properly made have pronounced it exquisite.

The process required is somewhat elaborate. To begin with, the rinds of the pineapples are removed, and the pulp, after being cut into small pieces, is squeezed in the hands or in some suitable apparatus. Four average "pines" ought to yield one quart of juice. The latter is filtered through cheesecloth and poured into a little cask with a stopcock. Then a small quantity of bisulphate of lime is added, to clear the "must" which, when this has been accomplished, is decanted into a fresh cask. The fermentation which follows lasts for several days, after which the stuff is bottled; but there are various essential details not describable in such limited space.

It is thought that pineapple wine

may become an important commercial product in the not distant future. The fruit has gained vastly in popularity within the last few years and great quantities of its pulp are now being put up with sugar for market, in a form that is relatively imperishable, being available at any time for consumption and retaining the fresh flavor.

In the Southern States pineapples are being raised in a novel fashion under a lattice-work of laths. The roof of laths is about eight feet from the ground (so that cultivation may be conducted comfortably beneath it) and in some cases covers many acres. In this manner a partial shade is given, protecting the plants from the fiercest rays of the sun. When frost threatens the lattice-work again serves as a defense, interfering with the radiation of heat from the earth beneath and thus safeguarding the crop.

The pineapple plant yields a valuable fiber which in the Philippines is woven into the famous "pina" cloth—the most delicate of known fabrics. It is very beautiful and a shawl made of it will actually float in the air when tossed up. Some day, doubtless, we shall learn how to manufacture "pina" in this country.

Sunfield—Daniel Hulett, proprietor of the Sunfield flour mills, was found dead on the floor of the engine room, at an early hour Friday morning, by mill hands. He had fallen from the floor above during the night and his neck was broken. Hulett was 55 years old and leaves a grown up family. The coroner's jury brought in a verdict of accidental death while intoxicated. The business will be continued by A. J. Hulett and H. H. Preston.

Owosso—It is now the general opinion here that the wheels of the Laverock Screen Door & Window Co. will never turn again. The Porter Screen Co., of Burlington, Vt., has obtained a controlling interest in the plant and it looks very much as if the plant is being taken in by the Screen Door Trust.

Marshall—The C. F. Hardy Food Co. will erect buildings on the site recently granted it by the city amounting to \$50,000. The building of the power house and main factory will take place next spring. A warehouse will be erected this fall which will be used to store the output during the dull season.

Lake City—A. S. Frey will continue the sawmill, lumber and general merchandise business formerly conducted by Frey & Barrett near this place, as well as the general merchandise business until now conducted by James Berry.

Jackson—Jos. B. Chmielewski will continue the grocery business formerly conducted by Owen Smith at this place.

Ellisville—F. Bartholomew is succeeded in the general merchandise business by J. & H. Rhome.

Detroit People Buy Two Gas Plants.

Niles, Sept. 26—The deal has been consummated whereby the property of the Niles Gas Co., including the franchise, and the plant and franchise of the Warsaw (Ind.) Gas Co. pass from the control of their present owners to the National Gas, Electric Light and Power Co., of Detroit. The new owners will take possession of the plant Nov. 1.

The figures of the sale were not given out, but it is understood that \$150,000 is about the price of both plants, exclusive of stock. Each plant had a value of about \$75,000.

The stockholders in the old company were Bascom Parker, who has been Secretary and Treasurer and General Manager; Julius Dick, President, Huntington, Ind.; E. T. Taylor, of Huntington; Mrs. Parker, Mrs. Dick and Michael Auer. Mr. Parker is understood to have owned about one-half of the stock in both concerns, while the other half was equally divided between Mr. Dick and Mr. Taylor, the others holding merely nominal shares.

Mr. Parker retains the ownership of the gas plant at LeMars, Ia., which he purchased about a month ago, and also the plant at Washington, Ind.

Money in Waste Hardwood.

All the world's woodcutters might be millionaires if they knew how to gather up the twelve baskets of industrial crumbs as does a distilling plant in a Michigan town. This establishment has a capacity of ninety cords of hardwood a day, the wood consumed being slabs, crooked logs, treetops, and other hardwood offal from logging and lumbering operations. From one cord of this material there is made ten gallons of wood alcohol, 98½ per cent. being pure; 200 pounds of acetate of lime, quicklime being added for this purpose, and fifty bushels of charcoal. Every product of the wood except the charcoal passes off in the form of gas and is reduced by distillation. Some irreducible gas and a little tar product are used as fuel. Nothing is lost. The alcohol is worth 60 cents a gallon. The acetate of lime is worth 2 cents a pound, and the charcoal is worth 10 cents a bushel. The value of the lime used is worth not over one-fourth of the value of the acetate. The value of the final product of the cord of refuse wood is, therefore, not far from \$14. The process is not expensive. The plant, running at full capacity, will turn out a product daily worth \$1,260 from material that has but little commercial value in its crude form.

How Japan Spent Its Indemnity.

The indemnity which the Mikado did get from China, after the war with the Celestials, was spent in part in founding the University of Kyoto, Japan's second great university, whose electrical engineering school has a laboratory equipment said to rank with the best in the world. Continuous current, single, two and three plate machines, including motors, generators, motor-generators and rotary converters, are included in the

plant, available for instruction, third year students obtaining practical experience as engineers in the central power house. Much of the machinery is the gift of American manufacturers, who shrewdly recognize that an engineer generally prefers the machines with which he was familiar in his college days.

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

Buffalo, Sept. 27—Creamery, 20@21c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, candled, 22½@23c. Live Poultry—Fowls, 11c; ducks, 12½@14½c; geese, 10@11c; springs, 11c.

Dressed Poultry—Chickens, 13@14c; 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—60@70c per bushel. Rea & Witzig.

Interest Rules.

To find the interest on a sum for any number of days, at any rate of interest, multiply the principal by the number of days and divide by the following numbers:

At 3 per cent. by 120.
At 4 per cent. by 90.
At 5 per cent. by 72.
At 6 per cent. by 60.
At 7 per cent. by 52.
At 8 per cent. by 45.
At 9 per cent. by 40.
At 10 per cent. by 36.
At 12 per cent. by 30.
At 15 per cent. by 24.
At 20 per cent. by 18.

New Baltimore—The general merchandise business formerly conducted by Koenig & Habarth will be continued in the future by a corporation under the style of the A. W. Koenig Co.

Lansing—J. B. Beahm & Co. are succeeded by H. L. Hall in the grocery business.

Where there is no heart in the work there is always plenty of hardship.

Business Wants

BUSINESS CHANCES.

For Sale—General store in inland town, doing good business. If you want a bargain write quick. Address No. 7, care Michigan Tradesman. 7

For Exchange—Soda fountain and outfit for a peanut roaster and popper. F. A. Bradbury, Wolcottville, Ind. 5

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

POSITIONS WANTED

Wanted—A position as salesman or manager of general store. Have 10 years experience. Can give best reference. Address Lock Box 65, Hesperia, Mich. 6



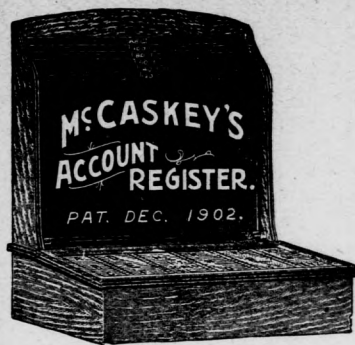
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Success!

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90 out of 100 of our prosperous merchants attribute their success to looking after the small details of their business—in other words, being systematic.

Ninety per cent. of the failures in business are caused by careless methods, not knowing the condition of their business at all times. The McCaskey Account Register and System furnish you with all the details in a quick and simple manner so that you can tell in a few minutes at any time just how much all your customers owe you. It tells you what your cash or credit sales are for any day, week or year.

Your accounts are totaled and ready for settlement at any minute.

Credit sales handled as quick as cash sales.

There are many more important features about The McCaskey System.

The catalog explains them—drop us a postal.

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Alliance, Ohio

Manufacturers of the Famous Carbon Back Counter Pads and Sales Slips.

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

Golden Horn Flour

We cannot sell all the flour that is sold, but we can and do sell to people who want the best. You'll know why when you have tried

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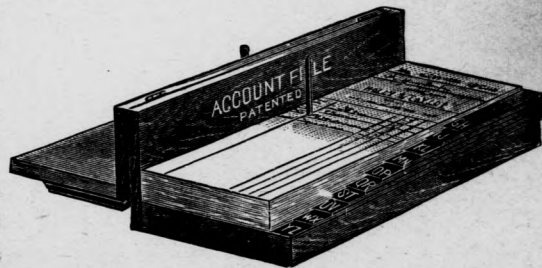
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one-half the time and cost of keeping a set of books.

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saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.

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While every line is complete and our salesrooms are crowded with the choicest selections in **Decorated China, Celluloid Case Goods, Tempting Novelties, Cut Glass, Silverware, Books, Games and Toys of Every Description.**

There is nothing gained by delay, while the advantages of early buying are many, allowing you to secure the best picking from our unapproachable lines and giving you a chance to dispose of a goodly part of your purchases before the holiday rush.

Come now and take advantage of our special terms to early buyers.

Our **Holiday Catalog**, which has been delayed on account of the printers' strike, will be mailed this week.

Be sure and write for a copy if you do not receive one. It means dollars and cents to you.

The Winner Brooms

with the **red polished** handles that will not stain the hands, are daily gaining in popular favor.

Your customers know a good thing when they see it and they will not be satisfied with any substitute after once using

"The Winner"

These brooms are made of the **best grade of Illinois corn** and every wisp used in "The Winner" is carefully selected for its **length, strength, evenness and color.**

They are made the same all the way up.

"The Winner" brooms are the ladies' favorites because they **sweep easy, do the work thoroughly, last twice as long as a common broom and cost but little more.**

They will build up your broom trade

Order some of your jobber **now** or **write us** for descriptive price list.

15 Varieties

Freight prepaid on lots of five dozen or over.

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Five and Ten Cent Departments

Fill up your counters with the greatest of all

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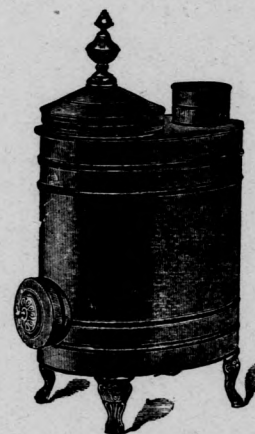
and study our catalog for these profitable lines, such as

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Water Pails	Books and Games
Coffee and Tea Pots	Pipes and Purses
Dripping Pans	Handkerchiefs
Dust Pans	Perfumes and Soap
Crumb Trays and Scrapers	Hosiery Suspenders
Japanned Trays	Harmonicas, Trumpets
Tin Cuspidors	Playing Cards
Mincing Knives	Checkers and Dominoes
Pancake Turners	Picture Puzzles
Basting Spoons	Alphabet Blocks
Knives and Forks	Building Blocks
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Egg Beaters	Guns, Swords, Whips
Hammers and Hatchets	Printing Outfits
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Mouse Traps	Iron Toys, Tin Toys
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