

MICHIGAN TRADESMAN

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Twenty-Third Year

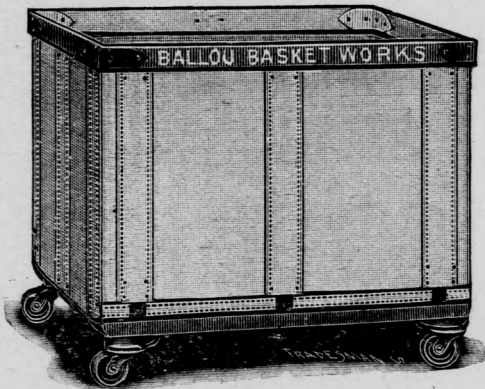
GRAND RAPIDS, WEDNESDAY, OCTOBER 4, 1905

Number 1150

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.

The Cock of the Walk



That's what the **S. C. W. Cigar** is—the peer of any 5 cent cigar on the market. That's what good judges say and their word "goes" always.

Every progressive cigarist sells them.

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

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known Everywhere

No Talk Required to Sell It

Good Grease Makes Trade

Cheap Grease Kills Trade



FRAZER Axle Grease

FRAZER Axle Oil

FRAZER Harness Soap

FRAZER Harness Oil

FRAZER Hoof Oil

FRAZER Stock Food

For \$4.00

We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

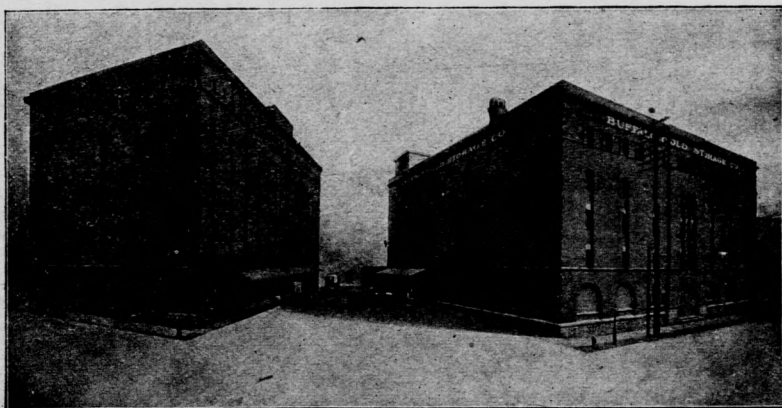
We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address



ORIGINAL
CARBON
DUPLICATE

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan



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.

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.

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

PAPER BOXES

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

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

Prices Reasonable.

Prompt Service.

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

A Good Investment Citizens Telephone Co.'s Stock

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

You Can Buy Some

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

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

E. B. FISHER, Secretary

Michigan Fire and Marine Insurance Company

Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Assets \$1,000,000.

Surplus to Policy Holders \$625,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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

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.

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



One of Our Automatic Pendulum Computing Scales

Mention that you saw our advertisement in the Michigan Tradesman.

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 4, 1905

Number 1150

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2221 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCORNE, Manager.

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY

BANKERS

Union Trust Building, Detroit, Mich.

ELECTROTYPES

DUPLICATES OF

ENGRAVINGS & TYPE FORMS

SINGLY OR IN QUANTITY

TRADESMAN CO. GRAND RAPIDS, MICH.

SPECIAL FEATURES.

Page.	
2.	Window Trimming.
4.	Around the State.
5.	Grand Rapids Gossip.
6.	Debt Paying Day.
8.	Editorial.
9.	Lady Jane Gray.
11.	New York Market.
12.	Unsolved Mysteries.
14.	Traveling Men.
16.	Clothing.
18.	Reckless City Workmen.
19.	Heard in the Smoker.
20.	Woman's World.
22.	Lonliness of Plains.
24.	Coffee, Cocoa and Tea.
26.	Butter and Eggs.
28.	Painted Signs.
30.	Progress in Advertising.
32.	Shoes.
34.	Species.
36.	Impure Food.
38.	Dry Goods.
40.	Commercial Travelers.
42.	Drugs.
43.	Drug Price Current.
44.	Grocery Price Current.
46.	Special Price Current.

A PRETTY FAIR PER CENT.

In these billion-dollar days when the masses individually and collectively are struggling after the biggest gain per cent. in order to sustain even the average position in life successfully, it may be a pleasing surprise to many an almost discouraged toiler to know that within his grasp he can, if he so desires, enter upon a business which at the least calculation will give him a gain of at least 700 per cent. He need not shake his incredulous head and remark with sarcasm that he wants no "tainted money" in his; he need not assert with reproving voice that he has seen enough of Wall Street shearing not to risk the fleece that he has grown with those close-cutting shears; rebates may not be in his line, and as a policy-holder he may be satisfied with his little experience without venturing farther into the domain of life insurance; so that it may be a comfort to him to know that he, like the rest of the money-getters, has not in his ravings hit yet upon the business that is yielding 700 per cent.

Taking the sources of national gain in a lump it is curious to notice how the average mind will turn to mining and manufacturing and trading as the source from which all blessings flow, and that same mind as his eyes fall upon the glowing totals will wish that he could be lucky enough to get into some of these large undertakings on the ground floor. He knows what oil can be made to do in unscrupulous hands; the coal baron has shown what he will do if he has a chance; the packer has made an exhibition of himself and the wire fences are not yet all down on the Western plains; so that when the seeker after gain is asked to direct his attention to certain statements from the Secretary of the Agricultural Department there is a scornful lifting of the nose into the air with the wonder if it is possible that farming is what is meant as the source of the tremendous gain.

There is lying on this editorial desk at this moment an average ear of corn taken from a stalk which bore another ear almost as large as this and a "nubbin'." There are on this single ear 700 kernels of good corn, so that a single kernel yielded a gain of more than a 1,000 per cent. if we include the second good ear and the nubbin'—a gain which ought to satisfy even an insurance man. The statement is made upon good authority that the average wheat head produces twenty-five grains. It is believed that the number might be increased without entering the realm of fiction, so that a gain of 25 per cent. at least may be depended on by the man who attends to his business so that from these two sources alone a pretty fair gain per cent. may be realized by him who wishes.

With these two instances for a preliminary, it is fitting to pass from the particular to the general. As a starter let it be stated that the amount of gold at present on hand in this country is \$730,000,000. The combined value of the wheat, cotton and corn crops of this nation for the last year was in the neighborhood of \$2,500,000,000. The hay and oats crops swelled this total by \$750,000,000, twenty millions more than the gold, while the potato yield added another \$150,000,000. Fully \$250,000,000 was reaped from the tobacco, flaxseed and barley crops, and other hundreds of millions came from the sale of fruits and horticultural products. Conservative estimates put the actual value of the direct products of the soil last year at more than \$5,000,000,000, and the Agricultural Department's report indicates that the record will be broken in every direction this year. The wheat crop, already harvested, has been but once exceeded in the history of the country, and the corn crop, estimated at 2,716,900,000 bushels, is another record-breaker.

Now, then, when the production of real wealth is considered from these statistics before us, the truth of which is not to be questioned, it is not the manufacturer nor the banker, nor the miner, nor trade that is filling the country's coffers, but the man behind the plow. It is he who by legitimate practices and processes is adding to the country's wealth and prosperity and it is he with his gain of \$5,000,000,000 a year who is and ought to be satisfied with a pretty fair gain per cent.

GENERAL TRADE OUTLOOK.

Nothing could be more significant of the general strength of the business situation than the conditions prevailing in the Wall Street speculative markets. With an apparently long overdue reaction on hand and

the usual anxiety of a large bear interest to reap its harvest, and with money considerably affected by the extraordinarily heavy crop moving demands, it was expected that reaction must result. The most, however, that has been accomplished in that direction is a quieting of trade activity—any decline being quickly absorbed by the class which is controlled by absolute confidence in the permanence of the present prosperous conditions which must result in further advances. The last decline in the average of stock values scarcely exceeds \$1 per share below the high record for many years past, a degree which only serves to emphasize the present strength. The only indication of further retarding influences is the possible development of foreign demand on account of heavy national loans, which added to our own present needs may amount to a sensible stringency.

The course of general domestic trade is without other interesting features than the continued activity in all lines. The only complaints are of the scarcity and high price of labor and the lack of sufficient transportation facilities. The final securing of the Northwest wheat crop in good condition gives absolute assurance as to the agricultural situation. As soon as the season is sufficiently advanced there must inevitably be a heavy export movement of the white cereal, which promises to equal or exceed that of previous banner years.

General trade distribution is proceeding with unexampled rapidity in almost every field. Buyers are learning the need of forestalling delay in transportation and low or rapidly diminishing stocks are warranting the most liberal orders. Indeed, these are becoming so urgent that jobbing houses are working their shipping departments overtime, especially in dry goods and other wearing apparel, in their efforts to supply interior dealers.

In manufactures the lead in assured activity is taken by iron and steel. Structural steel and railway equipment are sold far ahead, well into the coming year. Advancing prices in pig iron circles, especially for small orders, are still farther stimulating the trade. In textiles the final elimination of uncertainty as to foreign demand for cotton fabrics and the continued domestic absorption are prompting the utmost activity. The splendid season enjoyed by clothing dealers is giving the same assurance in wool manufacture. Footwear manufacturers are still hesitating as to orders far in the future on account of the continued high price of materials.



WINDOW TRIMMING

Reproduction of a Whimsical Tiffany "Battery Grate."

Every one who sees it is wondering what that odd-looking structure can be in Foster, Stevens & Co.'s east window. It looks like some sort of vase for giants, reaching, as it does, almost to the ceiling.

I asked their window trimmer what it is intended to represent and he informed me that it is a reproduction, as near as he could make it, of a "battery grate" he saw described in a particular trade journal a while ago. The paper somehow got mislaid—as needed information sometimes has a disagreeable way of doing—and so Mr. Haines had to draw on his memory entirely. The contrivance was referred to as being in the house of Mr. Tiffany, of New York.

There are four sides to it and in the base, which widens considerably, are four grates, which must distribute heat nicely. It would accommodate a large number of persons grouped around it for sociability's sake. The "battery grate" is constructed of canvas, supported by a wooden skeleton, and is painted a grayish color, then sprinkled with common sand. Mr. Haines always has a plenty of "sand," so he covered the window floor with it, making a 5-inch border all around, of the same depth as the rest but of a lighter shade, on which he made a curlyque design of S-like units, taking for this the brilliant purple sand employed by painters in sign-work, and strewing it on the border by eye, using a common tin funnel for this purpose. People are set a guessing what this violet-colored pattern is made of and many step inside to enquire. This border really is a good bit of advertising in its way, because it sets people to thinking, and that's next thing to talking.

Standing around in the sand in front of the queer grate are attractive groups of coarse pottery. On the extreme left is "Norse" ware in a sort of dull mottled green and black, resembling bronze in appearance but light in weight. It has a look of foreign climes, but really is made down in Illinois. The shapes are simple in design, therefore artistic, and have more the appearance of metal (bronze) than of being modeled in clay. Only a few pieces were purchased, to see how they would "take," but they are selling good and more of the ware will be ordered soon.

The collection of smooth plain green vases, etc., are also made in this country, in New Hampshire, and resemble the Pecoware manufactured at Terra Cotta, Illinois, a town some eighty miles distant from Chicago.

The striped bowls and peculiar shaped dishes would surely be judged by the casual window-gazer as fashioned by our "Dark Brothers," the American Indians. But he would be mistaken. They are the handi-

work of other "Brothers;" they come from across the water—from Germany. The Germans imitate every other country in the products of their kilns, so 'tis stated. Not long ago I saw a little china piece that could be used as a vase or a candlestick, according to one's need or desire; the lady who owns it generally puts a few nasturtiums in it, which, by the way, should never be bunched in a mass of color, but each individual flower should stand out by itself, to show its beauty, the shape of the blossom being as valuable, artistically, as its flaming color. Most people ruin its effectiveness. The vase I speak of is grace itself—just a rod of three or four sections of bamboo, in the natural tint, clasped in his arms by a gayly-dressed little Japanese boy, seated in the usual cross-legged manner. The vase is extremely light in weight and except for this would be considered as coming from the Orient, whereas it was imported from Austria.

This lightness of weight is a characteristic of much of the merchandise of the German Empire. The articles I speak of resembling our Indian goods are copied after the Navajo pottery, but are made of a lighter clay and are also not so dark in coloring as the originals.

The generous-sized blue and white umbrella holder in the left-hand rear corner is from Owari, although in not this section alone but everywhere throughout Japan is this blue and white ware manufactured, every china (not China) town turning out quantities of it, in umbrella holders, vases of every description as to size, tableware, all sorts of kitchen utensils for mixing and baking purposes from a teaspoon (many Americans buy these for the taking of medicine, as being more sanitary and with no trouble of corrosion) to a bread bowl. These latter make a good receptacle for big red apples for a company, or are nice to serve punch from for a garden party.

* * *

From pottery to "bunnits" is a far cry, and yet not such a long ways, after all, as both are a necessity to gratify the esthetic side of a woman's nature—she would find it hard work to do without either, excepting the Spanish senorita and others of the warmer latitudes, who wear the lace mantilla with a grace hard to follow by the women of the North.

The headwear for fall is the "funniest ever." It is tipped way up in the back, way over one ear or down on one's eyebrow—there's no medium, nothing moderate, everything is extreme.

"The hats this season," said one pretty milliner, at a fashionable Opening, "are the most accommodating: They can be tilted and twisted any way to suit the style of the wearer. If a chapeau set on her coiffure does not look pretty on a lady one way all she has to do is turn the hat around until she strikes a side that looks right with her features and the contour of her head! A man would make ludicrous work of it with his

hat. Fancy his turning a derby till the middle of the side was over his nose and have it becoming! But Dame Fashion is more lenient with her feminine devotees—she lets them follow their own sweet will.

"The colors this season are something to dismay gods and men—or, rather, goddesses and women. Everything is combined with something entirely foreign to it in texture, and shades and colors are used together which at first sight would defy Nature, and yet they are so blended that they harmonize perfectly. Fur and lace, tinsel (used sparingly) and velvet, flowers and plumes are thrown together in a confusion that, while alarming, is charming. One has simply to get accustomed to the new order of things and then they are liked exceedingly. Royal blue and sky blue, pink and red, yellow and gray, heliotrope and cerise—one is not surprised at any mixture. And the most stylish touch with the last-named is a little wisp of brown marine around the bandeau—it's the very latest in New York."

And all the chic milliner said is exemplified in the Grand Rapids windows—and more!

Canning Factory Doing Large Business.

Ypsilanti, Oct. 2.—One of the factories in this city which is enjoying a successful season after a period of inactivity is that of the Ypsilanti Canning Co. Organized several years ago as a co-operative concern it enjoyed one prosperous year and then fell into innocuous desuetude. This year the plant, which is well equipped with machinery for canning corn and tomatoes, and special machines for other work, was leased by Eugene Millen, of Toledo, who has done a big business with every indication of success.

Starting with early fruits the concern has filled good sized orders in fruits, corn and pieplant and is now at work on tomatoes, of which it has many more orders than it can fill unless the frosts hold off unusually late. At present about twenty hands are at work putting up the tomatoes, which are prepared in a number of ways, part being simply canned, some made up for sauce, while others have the seeds extracted and are made ready for immediate use for soups.

The product is prepared for market in several ways, some being put up in small cans, some in gallons and the bulk in barrels.

Next week the employes will be put at work on apples, for which the factory has many orders in carload lots. The apple crop is like the tomato, nearly a failure, except there are many seconds, quite good enough for

canning, while the tomatoes are excellent in quality, but lacking in quantity.

As soon as the work begins on the apples the force will be increased.

Good Cleansing Agent for Straw Hats.

The simplest method is to brush well with dilute ammonia water or potash solution, following with a liberal application of a solution of hydrogen dioxide to lighten the color of the straw. This solution is much easier to use and gives more satisfactory results than the bleaching with sulphur which was often recommended.

Martin Neuss.

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.

NEW CROP TIMOTHY AND CLOVER

We are now receiving New Timothy, Clover and Alsike and can fill orders more promptly.

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

September a Record Month in Hardware.

With the advent of the first cold snap of the season, the business in all fall and winter lines of hardware has increased greatly and the volume of orders booked by the manufacturers and jobbers during September is now reported to be considerably larger than that secured in August, which was regarded as the largest month in the history of most jobbing houses in the East and West. All kinds of harvesting implements are selling very freely and there is an especially good demand for corn huskers, corn knives, potato forks, stove boards, elbows and pipe. In several of these lines the movement recorded this month has been unprecedented. Stoves are in excellent request, and many of the jobbers who made heavy purchases earlier in the season are now sending in supplementary or filling-in orders.

The continued advances in the prices of pig iron, steel, copper and other raw materials is causing many manufacturers to advance their prices on numerous hardware goods in which these metals form the chief constituent. All copper goods, including copper boilers, sheet copper, rivets and burrs and even tin boilers with copper bottoms, have been advanced within the last few days. There is also a growing tendency among manufacturers of bolts, machine screws, cast iron goods, thimble skeins, sash weights and jack screws to hold their prices a shade higher. Builders' hardware continues

to move freely and the competition on the equipment of new hotels, apartment houses and business structures, although keen, is not leading to any price cutting, as the scarcity of available supplies is becoming more pronounced daily.

Many manufacturers are two to three months behind hand in making deliveries on all classes of builders' hardware and it is considered extremely doubtful whether they will be able to keep pace with the increasing volume of orders for special and stock designs during the winter months. Wire products are considerably stronger and the demand for wire nails, smooth fence and barb wire is much more active. Jobbers who laid in large stocks at the beginning of this month are now enjoying a decided advantage over their competitors in the market who are experiencing great difficulty in obtaining many lines.

Ten Companies Manufacturing Cement Stone Machinery.

Jackson, Oct. 2—Ten companies in this city are now manufacturing machines for making various forms of cement stone, and it is claimed that one-tenth of the business of the entire country in this line is done in Jackson. Some of the companies are selling their machines in every state of the nation. The development of this line of business has been responsible for the erection of a new foundry for making the castings, and the old companies have all the iron casting which they can do. The phenom-

enal development of the cement machinery business is laid at the door of the higher price of lumber and building material. The price of lumber in the Jackson market has more than doubled during the past seven years, and the indications are that the people of the whole country are looking for a substitute, which is being found in the various forms of cement blocks.

An illustration of the comparative cheapness and usefulness of cement was had in the recent construction of a factory building, 300 by 400 feet in size, for the Field-Brundage Co. Monolithic walls of cement were built, and the contract price for the completed walls was almost exactly the estimated cost of the common brick which would have been used in the ordinary construction. The factory is a model of its kind, so absolutely fireproof as to enable the company to do without insurance, and its total cost was just about half that of brick and lumber.

The trouble in the building trades is still hanging fire. The contention of the carpenters' union, which threatens to produce an "open shop" struggle, has been held in abeyance. The fact seems to be that everybody is too busy to get into serious labor trouble. No less than nine big buildings are now under way, and both men and employers are reluctant to get into a fight over a technicality, as no question of hours or wages is involved, and will not do so unless forced to go out by venal and unscrupulous union labor leaders who

are seeking to produce discord and distrust.

The Standard Manufacturing Co., maker of muslin underwear, has finally secured the ownership of the buildings bought by the city twenty years ago from the Geo. T. Smith Middlings Purifier Co. and proposes to largely increase its output. Its employes are principally girls. One use to which the additional room will be put will be the equipment of rest and recreation rooms.

New Lumber Company Organized.

The Northland Lumber Co. has been organized with an authorized capital stock of \$200,000, of which \$180,000 has been subscribed and \$135,000 paid in. The stockholders are Benjamin Wolf, David Wolf and Wm. H. Jones, Grand Rapids; F. A. Diggins and H. A. Beaver, Cadillac; E. A. Kemp, Greenville; Plato & Renwick, Beaverton. The officers are as follows:

President—F. A. Diggins.

Vice-President—David Wolf.

Secretary and Treasurer—Benjamin Wolf.

The company has acquired 15,000 acres of timber land in Ontonagon county, well covered with hardwood, pine and hemlock. Operations will be undertaken later.

The oldest university in the world is at Peking. It is called the School for the Sons of the Empire. Its antiquity is very great and a granite register, consisting of stone columns, 320 in number, contains the names of 60,000 graduates.

A DOUBLE PROFIT

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

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

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

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

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

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

AROUND THE STATE

Movements of Merchants.

New Hudson—A. E. Carman & Co. have closed out their grocery business.

Petoskey—Z. Swinehart has sold his confectionery business to Noah Weitz.

Marshall—Trim & McGregor, of Ypsilanti, have purchased the Lepper dry goods stock.

Battle Creek—Isaac L. Webb will continue the grocery business formerly conducted by Clark & Webb.

Lansing—Maude V. Brown will continue the millinery business formerly conducted by Mrs. Ella S. Baker.

Vermontville—Allen & Andrews will continue the general merchandise business formerly conducted by J. H. Sackett.

Pontiac—The Vehicle, Implement & Spring Co. is succeeded in business by the Hess Pontiac Spring & Axle Co.

Stanton—Curtis Ball will close out his general stock in order that he may devote his entire time to his produce business.

Hersey—Frank Proctor has transferred the dry goods and grocery portion of his business to his son, Earl Proctor.

Bay City—Clifford M. LaRue, who formerly carried a line of drugs and wall paper, is succeeded in business by Fowley & Dayton.

Mayville—Stilson & Coverdale, furniture dealers and undertakers, have dissolved partnership. John Coverdale will continue the business.

Johannesburg—J. J. Hanley has sold his stock of groceries at this place and moved to Wolverine to assume management of the Hillior House.

Niles—Wm. Schulte has purchased the grocery stock formerly conducted by the late E. L. Gillette and will continue the business at the same location.

Alpine—Peter DePorter has sold his stock of general merchandise to P. Paas, who will continue the business. Mr. DePorter will remove to California.

Battle Creek—Geo. B. Fletcher, of Marshall, has rented one of the vacant stores in the Brown-Sweet block, and will open a new tailor shop at that place.

Pottersville—Mulholland & Edwards will continue the furniture business formerly conducted by H. G. Mulholland, who will continue the hardware business in his own name, the same as heretofore.

Port Huron—John Coole, who has been keeping a grocery store at the north end for several months, will open a grocery and notion store at the corner of Twenty-eighth and Moak streets in a few days.

Ann Arbor—L. Lipson, of Detroit, has purchased the Markham, Schleicher & Co. bazaar stock on Washington and Main streets and will open a new bazaar at the old Markham stand on E. Washington street.

Fenton—Chas. F. Wortman has purchased the H. S. Howard stock of groceries and crockery and will continue the business at the old stand. Mr. Wortman has been connected with the business for some time past.

Adrian—Paul J. Miller and Fred W. Blake, of Lapeer, have purchased the South Main street drug stock of Alf. B. Thompson, who retires from business temporarily on account of ill health. The new firm will be known as Miller & Blake.

Bellevue—A corporation has been formed under the style of the Weed-Coulter Co. for the purpose of conducting the general merchandise business. The authorized capital stock of the company is \$20,000, of which \$15,000 is subscribed and \$8,000 paid in in cash.

Stanton—R. M. Bennett, who has been the local manager and buyer for the L. Starks Co., has been promoted to the position of "field man," having general supervision of all the potato stations of the company in Michigan. This is an important and responsible position, and Mr. Bennett's friends here are pleased to learn of his well-earned advancement. Geo. E. Miller will have charge of the company's business here.

Highland Corners—F. S. Keller, who five years ago succeeded E. E. Whitney as general merchant and postmaster, is to be succeeded by a brother of the latter, J. M. Whitney, formerly butter, egg and poultry buyer, who has purchased Mr. Keller's store and residence. The stock is being closed out. It is expected that the postoffice will now be discontinued, as the territory is supplied by rural routes from Highland and Milford.

Ishpeming—Miles Butler, who has been in the employ of Swift & Company for the past eight years, first as deliveryman, then as shipping clerk, and for the past four years as traveling salesman, has been appointed manager of the Ishpeming branch, succeeding the late William J. Reid. Of recent years Mr. Butler has looked after the company's trade in the west end of its district, between here and Ontonagon, and also at Marquette and Munising.

Manufacturing Matters.

Detroit—The capital stock of the Mancha Show Case Co. has been increased from \$50,000 to \$75,000.

Alpena—The Northern Extract Co. recently shipped 100 barrels of hemlock bark extract to Riga, Russia.

Lake Linden—Eddy & Belhaumeur have completed a sawmill on Torch Lake with a capacity of 50,000 feet daily.

Williamston—The Williamston Knitting Co. will erect a factory, 32 x 110 feet in dimensions. The building will be two stories high.

Menominee—The Menominee sugar factory will have beets enough for a run of seventy-five days this season. It expects to double its record of last year and produce \$600,000 worth of sugar. There will be 75,000 tons of beets handled, partly shipped in from Minnesota from a district that lost its factory by fire last season.

Cheboygan—Lombard & Rittenhouse, cedar and lumber dealers, will shortly establish a wholesale and retail lumber yard at some point in the lower part of the State.

Omer—The Gorrie & Kent sawmill is running to its full capacity and the firm will put in a larger stock of logs this winter than usual, also buying both on the river and along the railroad.

Petoskey—Unless Petoskey people donate an additional five acres of land to the company, which needs more room, the city is likely to lose the Blackmar Rotary Pump Co., whose plant is now located here.

Negaunee—Since purchasing the fuel business of J. Larson & Son, the Consolidated Fuel & Lumber Co. has decided to make important improvements. A mill equipped with planers and circular saws will be built.

Detroit—A corporation has been formed under the style of the Union Foundry Co. to manufacture machinery and brass goods. The company has an authorized capital stock of \$5,000, all of which is subscribed, \$2,500 being paid in in cash.

Detroit—A corporation has been formed to manufacture and deal in shoes under the style of the Royal Shoe Co. The authorized capital stock of the company is \$5,000, all of which is subscribed and \$1,500 paid in in cash and \$3,500 in property.

Battle Creek—H. G. Sturgis, of Utica, N. Y., and D. E. VanArsdale, of Buffalo, bid in the plant of the United States Food Co. at \$25,678. They represent a syndicate of Eastern capitalists and agents who formerly handled the products of this bankrupt company.

Kalamazoo—A corporation has been formed which will manufacture patterns, tools and novelties under the style of the Kalamazoo Novelty Co. The authorized capital stock of the new company is \$20,000, of which \$10,000 is subscribed and \$2,000 paid in in cash.

Ishpeming—J. H. Goodwin, lately of F. W. Read & Co., Marquette and Ishpeming, has become General Manager of the Superior Lumber Co., a corporation organized at this place recently. The Superior company will open yards at Ishpeming, Negaunee and Marquette.

Detroit—The Michigan Tobacco Co., which was organized three years ago to manufacture smoking and chewing tobacco, has been sold to the American Tobacco Co. It is said that the plant at 316 River street will be closed down. One hundred persons were employed.

Detroit—A corporation has been formed under the style of the American Brass & Iron Co. for the purpose of manufacturing and selling brass and iron goods. The new company has an authorized capital stock of \$5,000, of which \$4,500 has been subscribed and \$2,000 paid in.

Gladwin—The new mill plant of the Bowman Lumber Co. is in active operation and is cutting dimension stuff, hemlock, hardwood, cedar, etc. The company expects to handle and manufacture cedar posts, ties and shingles on an extensive plan. The

company has a ten year run at least.

Ontonagon—The Ontonagon Stave & Veneer Co. has closed a deal for the sale of 19,000,000 staves to New York and Philadelphia parties. The normal output of the plant running one shift is 40,000 daily, but the order will require a year and a half to fill, using 5,000,000 feet of hardwood logs.

Detroit—The Detroit Auto Specialty Co., which manufactures automobile specialties, has merged its business into a stock company under the same style. The corporation has an authorized capital stock of \$35,000, of which \$18,000 is subscribed and \$904.70 paid in in cash and \$17,095.30 in property.

Marquette—The Lake Superior & Southern Railway has been incorporated with a capital stock of \$74,000 and a bonded indebtedness of \$3,000,000 to construct thirty-five miles of railroad running across the iron range. The men connected with the enterprise are practical lumbermen and have financed the deal within a small circle.

Alpena—After a trial lasting nine days the case of the American Glue Co. against Raber & Campbell, veneer makers, resulted in a verdict for the defendant for \$1,777. The plaintiff sued for \$1,500 for a bill of glue furnished. The defendants alleged the glue was not of standard quality and, their goods and reputation being damaged thereby, they asked \$10,000 damages.

Detroit—L. Vineburg & Co., 135 Gratiot avenue, have filed a trust mortgage for \$31,165.85, to protect its creditors, the Union Trust Co. being named as trustee. There are only three claims from this city listed among the company's liabilities. G. S. Anderson has one of \$6,900, A. Benjamin, of the American Indemnity & Insurance Co., one of \$500, and Detroit city taxes, \$85. The firm is doing business under the name of Vineburg's Patent Pocket Pants Co.

New Wholesale Grocery House.

Muskegon, Oct. 3—C. C. Moulton is the head of the new wholesale grocery house which will be established in the building formerly occupied by George Hume & Co. at the corner of Terrace street and Western avenue.

The building has been leased from the Misses Emma and Clara H. Lange for five years with the option of a second five years. Needed repairs will be made and an electric elevator put in.

The firm, to be known as the Moulton Grocery Co., is composed of C. C. Moulton, connected with Moulton & Riedel of this city, but residing in Anderson, Ind., E. E. Kraai, bookkeeper for Hume & Co., N. L. Heeres, salesman for the Judson Grocer Co., Grand Rapids, and Miss Cora I. Sibley, assistant bookkeeper and stenographer for Hume & Co.

Mr. Moulton will have charge of the buying and managing of the concern. His business in Anderson will be managed by C. I. Smith, formerly of this city.

Mr. Heeres will have charge of the sales department and Mr. Kraai will look after the accounting department.



The Produce Market.

Apples—Fall varieties command 60@75c per bu. Some trouble has been caused in the apple market by the warm weather of the past week. The early fruit does not keep well at such a temperature. The trade will not buy so largely, either, in warm weather. As a consequence the market is easier and lower prices than quotations are not unknown in order to move the fruit. There are no Duchess apples to amount to anything left on the market, and they are no longer quoted.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. Stock arriving now is in good condition and has kept pretty well in spite of the warm weather.

Beets—\$1.20 per bbl.

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. As a general proposition the market is easier than a week ago. There is no particular reason for this except that the receipts have been heavier and the demand unchanged. Very few dairies are received these days, and at the present rate of decrease it will not be long until this grade of butter will not be known on the market. Packing stock is not so active as the storage people seem to be well supplied and are not eager to take any more. Prices are practically unchanged, however.

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

Carrots—\$1.20 per bbl.

Cauliflower—\$1.50 per doz. The receipts are heavier than they Celery—15c per bunch.

Cheese—The market is unchanged. The consumptive demand is not as good as it has been, which is usual for the season. The trade look for an unchanged market for some time. The receipts are heavier than they were last year, while the consumptive demand is about the same.

Crab Apples—75@90c per bu.

Cranberries—Early Blacks from Cape Cod fetch \$2.75 per bu. or \$8 per bbl. The market will be easy until the temperature is more suited to this fruit.

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

Eggs—Local dealers pay 18½@19c on track for case count, holding canded at 21c. The receipts are decreasing, in consequence of which local dealers are drawing on outside sources to piece out their supplies.

Grapes—Wordens command 12c. Concord fetch 13c and Niagaras command 14c—all in 8 lb. baskets. Grapes have been one of the best sellers in the whole fruit line this week and are likely to be so through another week or two.

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

Honey—13@13½c per lb. for white clover.

Green Corn—10c per doz.

Lemons—Messinas are steady at \$6.25 for 360s and \$6.50 for 300s. Californias have declined to \$6. The warmer weather of the past week brought out a little better demand again, but not enough to advance the prices.

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 \$3.50. The demand is small and stocks are correspondingly limited. As long as there are plenty of deciduous fruits to be had not much is expected from this line.

Musk Melons—Osage are very scarce, readily commanding 85@95c per bu.

Parsley—20c per doz. bunches.

Peaches—Smocks and Salways are about all the varieties yet remaining. The former command \$1@1.20 and the latter fetch 85@95c.

Pears—Kiefers fetch 90c@\$1. Duchess range from \$1@1.25.

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 indications are that the movement of the crop will be attended with much interest the coming season. The present price in Grand Rapids is 50@55c per bu.

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.

Quinces—\$2.25@2.50 per bu. The crop is not large and the quality is only fair.

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

Summer Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$2 for Virginias and \$3 for Jerseys.

Tomatoes—50@60c per bu for ripe and 40@45c for green.

Turnips—40c per bu.

Fred W. Fuller has sold his grocery stock at 152 North Division street to Ira Mull, who will continue the business at the same location. Mr. Fuller will devote his entire time hereafter to his North Union street grocery store.

M. N. Henry has engaged in the drug business at Lowell. The Hazeltine & Perkins Drug Co. furnished the stock.

W. C. Shepard has engaged in the grocery business at Middleton. The Musselman Grocer Co. furnished the stock.

Brose & Weeber will continue the hardware business formerly conducted by Robert F. Brose at 692 Cherry street.

The Grocery Market.

Sugar—Raw sugar is depressingly weak, mainly because of the certainty of enormous crops everywhere. In this country this cause has forced the raw market even below the low European parity. Refined sugar has been marked down 30 points during the past week. The market is still in an unsettled condition and it is the part of wisdom to buy only as requirements demand. Several factors in the market might cause a change any day. The general condition of the world's sugar market is weak on the immense crop promised both in Europe and in the United States. Then the demand is naturally dwindling as the fruit season passes, so it is not surprising that the market is irregular.

Coffee—The market is now steady at the advance of ¼@¼c, which is due to the light receipts, coupled with an impression among the trade that the crop now being marketed will be no greater at most than last year. If this belief is confirmed, it means a further decrease in the world's visible supply of 1,000,000 to 1,500,000 bags. There seems to be no reason to expect anything but a gradual enhancement of values as the world's visible supply decreases. This decrease will not be radical enough to create any heavy advance in any one year, but that it is bound to come gradually seems to be strongly indicated by a review of the last three years' markets. It can be seen from this that No. 7 Rio, the official standard, has begun each crop year on a higher basis than the year before.

Tea—The demand is showing a slight improvement from week to week, according to all reports, but it has not yet reached the proportions that the trade would like to see. It is strong in all respects and the general opinion seems settled that no lower figures will possibly prevail this crop year.

Canned Goods—Corn is easy as compared with the opening of the market. All reports indicate a good pack and the trade will probably have cheaper corn the next year than for a couple of years past. Deliveries of peas have run as high as 40 per cent. short. The market is firm. Beans are none too easy. Other vegetables are steady. Tomatoes still continue to be a very interesting proposition and some jobbers have advanced their figures again this week. Where the market will land is a problem, but it appears certain that no cheap tomatoes will be available before the next crop is packed. On the other side of the market the weather has been quite good in the packing districts for the past week and should have served to augment the output somewhat. California fruits are all firm. Full assortments of everything, including grapes, have been received on the market within the past week and some jobbers, at least, are prepared to make deliveries on the whole line. The fruit opens up very nice. Salmon is unchanged with a fair business passing. The big season is past, however, and the market is not likely to be active until next spring.

Dried Fruits—The demand for raisins has been good, both for seeded and loose. Prices are very firm. No future prices have been named at this writing, but they are expected hourly. High values are expected, probably 5½, 6 and 6½c for two, three and four crowns respectively. Apricots are in slow demand at unchanged prices. Present values are about 2c above the opening. Currants are in better demand at steady prices. Prunes are unchanged. There is a fair demand for spot fruit, but very little in the East for futures. The price of the latter is still held on the former basis and no hope of any lower values is in sight. Peaches are still high and dull.

Syrup and Molasses—Glucose is unchanged and very strong. Compound syrup has been brought to the front somewhat by the cooler weather and the demand is fair at unchanged prices. Sugar syrup is unchanged and in fair demand. Molasses shows a rather better demand, due to the cooler weather. Prices are unchanged.

Fish—No change has occurred in sardines, further than that the Seacoast Packing Co. has met the independent cut on its keyless goods. The general sardine situation is weak. Cod shows an advance of ¼@¾c, due to the large export demand. Salmon is unchanged, and so far as red Alaska is concerned, very dull and depressed. Whitefish and lake fish are fairly active and unchanged. Holland herring, through a 100,000 barrel shortage in the catch, shows a sharp advance since the opening. Shore mackerel are unchanged, but are still maintained on the previously reported high basis. Even the secondary markets are now ruling on the high Gloucester basis. Good fish is scarce and the demand is good. There is a good enquiry for Norway mackerel, but holders on the other side still refuse to name any definite price. Irish mackerel is also high, and quotations are now made on the other side equivalent to \$16.50@17 here in the largest way.

Rice—Jobbers are making a feature of this line in many instances, and are selling large quantities. The market is firm on the comparatively light crop.

L. Fred Peabody, who has been identified with the Valley City Milling Co. for the past seventeen years and occupied the positions of Vice-President or Secretary for the past ten years, retired from that company on Oct. 1 to take possession of the Rowland milling property on Canal street, which he purchased some months ago and which he will operate under the style of the Grand Rapids Grain & Milling Co., making a specialty of rye and graham flour ground by stone. Mr. Peabody has had a long and varied experience as a miller and will undoubtedly achieve a large measure of success in his new undertaking.

Wm. Judson, President of the National Wholesale Grocers' Association, leaves to-morrow for New York, where he goes to attend a meeting of the executive committee of that organization.

DEBT PAYING DAY.**Novel Feature Proposed by Local Newspaper.**

If everybody in Three Rivers should pay his bills to-morrow, we would experience a commercial revival that would renew the town's financial youth. The books of our merchants show thousands of dollars of credit given to people who have little or no excuse for not paying cash. One man has three thousand dollars on his books to-day, and at that rate there would be two hundred thousand dollars of uncollected bills on the books of the merchants and professional men of this city. Cut this amount in two if you want a conservative estimate and you have a total that is representative of great wrong to the merchants and all out of keeping with the general prosperity of a town where the most of its men are paid every week. In some towns the men have to buy of the company's store and live in the company's houses and take orders instead of cash. Here in Three Rivers the Sheffield Co. pays cash and not one single cent has a string tied to it.

Why not set a day in the near future and call it "Debt Paying Day" for this city? Let the merchants send out statements to all that are on their books inviting them to settle on or before that date, which might be made a special bargain day with excursion rates on the railroad. All business done that day should be a strictly cash business, and prices should be made accordingly.

Let the papers boom the idea, and for three weeks publish daily an article by a business man on such topics as these:

When credit is an injury to purchaser and dealer alike.

When credit is a blessing to both. The influence of the telephone on credit.

How the purchaser profits by a cash transaction.

What shall be done with the chronic dead beats?

How to keep a family and a bank account on nine dollars a week.

Make it a great day in town and get everybody into the debt paying game. It will work, too, if properly engineered; of course, it will have to be pushed by a real pusher. There is no telling what may happen if we once get started paying up. If A. gets ten dollars he can pay B. and B. is in a position to pay C., and then C. can pay A. and the same bill has paid a number of debts and A. still has it in his inside pocket. The money that was spent circus day and taken out of town could have paid thousands of dollars of debts if it had been thus circulated.

We might have a motto in plain English, "Pay up and keep paid up." If we should come even within sight of our motto what a city it would be. Doctors would grow younger, dentists would wear smiles, lawyers would look pleasant, editors would take a day off, merchants would be as happy as clams, and even church treasurers would rejoice. Good people from all around and from In-

diana would come flocking into Three Rivers, and our new addition would be all abloom with houses.

It would be a campaign of education for those who are forever having things charged. It is this that begets financial recklessness in the purchaser and too often drives the merchants upon the rocks. It would be a boon also for the man who always pays as he goes, for as it is, does he not have to pay enough extra to make up for the expected loss from his delinquent neighbor? If the doctors should be paid to-morrow all that was owing them, they could afford to attend us all free for a year. And yet most people intend to be honest, it is carelessness that ruins trade. If men thus abuse the credit system in prosperous times, what will it be when a man really needs credit! What say you to this idea? On Halloween let every man pay every other man what he owes, and put this theory to the test, for there is enough money to pay nearly all of our debts if we will but start it circulating in the channels where it will prove refreshing streams in our midst.—Three Rivers Hustler.

The Joke Is on the Joker.

Dighton, Oct. 2.—Nathan Loeb, who is manager of the general store of the Dennis Bros. Salt & Lumber Co., at this place, is mortally afraid of burglars and frequently discusses the subject with his friends and associates. The gentleman who has been sleeping over the store with him went to Cadillac last Sunday to visit his family and Mr. Loeb felt no hesitation in expressing his fears over the possible outcome. Some of the boys in the store thought this would be a good opportunity to play a practical joke on their associate and arranged a hook on the top of the window frame and a tick-tack on the window. They constructed a dummy to resemble a man and about midnight they pulled the dummy up opposite the window and started the tick-tack. Mr. Loeb was naturally very much excited and grabbed an umbrella and started out on the street on a run toward the hotel. One of the men in the store who was responsible for the joke is a deputy sheriff and naturally concluded that Mr. Loeb would call on him for assistance, so he started cross lots for home. He had forgotten that one of his neighbors had moved an out-building and tumbled into the uncovered vault in such a way as to render useless a pair of shoes and trousers. The boys around Dighton are now wondering whether the joke is on Loeb or on the deputy sheriff; in other words, whether the joke is on the victim or on the joker himself?

Nurses Used as Spies.

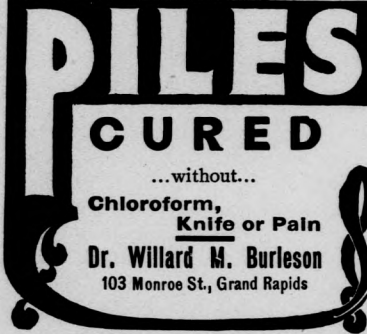
It appears that spies in the form of nurses have been introduced in considerable numbers into the families of French officers by some unnamed European power. The French minister of war has called the attention of corps commanders to the matter.



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Drawers Supporters like you want them. Missing link between suspenders, pants and drawers. A smile getter for a dime. Tell your traveling man you want to see these.
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After Stopping at
Hermitage European Hotel
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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.
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All Cars Pass Cor. E. Bridge and Canal

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For Ladies, Misses and Children
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20, 22, 24, 26 N. Div. St. Grand Rapids.



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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.

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Dealers can always sell

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Base-burners, Grates and Furnaces —
Nothing excels our genuine Gas
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You'll like it, when you know it!

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Observations by a Gotham Egg Man.

The statistics of receipts at the leading markets still show an excess over this time last year—more marked at Chicago than elsewhere, but aggregating a very considerable percentage in the four cities.

In considering these figures it must be remembered that the apparent deficiency in receipts at Philadelphia since March is caused by a change in the method of compiling receipts at that point, put into effect in August, 1904, which has been previously explained. It may be considered certain that there has been no actual deficiency at Philadelphia; this is evidenced by the fact that since the comparison of receipts at that city has been on the same basis of report as a year ago an increase is shown which fairly corresponds with the increase at other points. It is important to remember this fact when considering the relation of increased receipts to increased storage holdings as an indication of the increase in consumptive outlets. For if Philadelphia has really had an increase in receipts since March, proportionate to the increase at other points, instead of a decrease, the apparent percentage of increased output, based on the reports of stored accumulations, would be much increased.

At all the above points the current arrivals are now somewhat less than the total quantity of eggs needed for consumptive trade, but the deficiency is not great enough to cause any very rapid reduction in the refrigerator reserves; at the same time, in spite of the larger receipts compared with last year, there appears to be a little more refrigerator stock going out than was the case in September, 1904, indicating about the same ratio of increase in consumptive demand as has been apparent heretofore this season.

But the increase of consumption thus far indicated is not sufficient to give a very promising outlook in view of the unusually heavy holdings of stored eggs and the continued evidence of larger production than a year ago. There is, consequently, no speculative feeling in the market for refrigerator goods. So far the use of storage eggs in consumptive channels has been chiefly from the stocks owned by dealers themselves. There is a fair margin between the price charged to retailers for candled eggs and the wholesale value, and dealers who have a stock of desirable stored eggs put away early can use the latter at a very fair profit when the weather conditions are favorable; but they are nearly all disposed to take advantage of this opportunity to unload and very few are looking for refrigerator eggs on the open market unless they can obtain goods at very attractive prices. There has lately been some movement in good value summer packed eggs at about 17@19c, in good May eggs obtainable under 20c and in such lots of good Aprils as could be bought at about 20c; but few of the desirable April eggs are offered at that price, and the goods held

higher have had only occasional sales.

Among the few buyers for refrigerator eggs at this point there is a strong preference for goods in local storage and the price paid usually includes storage charges to January 1. It is on this basis that quotations are made here, so that these figures can not be depended upon for stock arriving on dock, sent in from outside storage points; for the latter there is no certain outlet at present unless at prices low enough to attract the cheaper class of trade.

I notice a good many lots of fresh gathered eggs coming in under limits as to price which take them practically off the present market; these consist largely of current collections in which there is so much mixture with stale country holdings that their actual selling value is not above a range of 18@19c, but for which, owing to their relatively high cost, shippers want 1@1½c more money. In view of the situation of storage eggs it certainly looks like an unfavorable prospect for getting prices out of these medium grade fresh that will be any better—holding charges added—than can now be obtained, and it is unfortunate to say the least if collectors can not get their paying prices down to a point that will permit the prompt movement of all current collections.—N. Y. Produce Review.

The Fallacy of the Feather Duster.

The individual originally responsible for the feather duster had particularly fallacious ideas on the art of cleaning. This convenient, but ineffective, agent is not really a "duster," but a dust-distributor, and should never be used in a jewelry store. Every counter, shelf, show case or box in the store should be carefully wiped off with cheese cloths and the cloths removed from the precincts of the store and cleaned. In cleaning shelves, counters, etc., a damp cloth should be used, while paper boxes and such material should be wiped with a dry cloth. In this way the dust is gotten rid of entirely, whereas the feather duster merely keeps it moving around the store. Hygienic considerations also dictate the use of the dust-rag, as the feather duster fills the air with objectionable matter each time it is used, and the store employes are thus forced at intervals to breathe a dust-laden atmosphere. The feather duster as a cleaning agent is so plainly opposed to reason and common sense, that its survival is a curious manifestation of human persistence in a bad habit.

In all the detail of storekeeping the jeweler should keep abreast of the times. Cleanliness and personal comfort are two essentials which need special attention at this season of dust and heat. A store fan, a hand fan, a comfortable seat, a refreshing cold drink—all the little amenities that help make midsummer existence tolerable—have a business value in these sweltering months.

The young man who keeps good hours has the best time in the world.

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.

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E. A. STOWE, Editor.

Wednesday, October 4, 1905

THE RIGHT NAIL-HEAD.

That every disaster has its cause, immediate or remote, and that somebody is to be held responsible for it has been the theory and the practice for lo! these many years; but it seems to have been reserved for Secretary Bonaparte to insist that there shall be not only nail-hitting and vigorous nail-hitting at that, but that the right nail-head is the one to receive the blow. The findings of the court of enquiry in regard to the Bennington explosion show no negligence of the inspectors or constructors, but they do show negligence in the performance of the ordinary routine engineering duty. The boilers burst because they were exposed to steam pressure beyond what they were intended to bear. This took place because the safety valves and the sentinel valves were not in order and because the steam gauge had been disconnected so that it showed no pressure in spite of "heavy and unusual firing in the boiler to get up a pressure which the gauge failed to show." Three of the four persons responsible for these conditions and the resulting disaster are dead and the fourth is to be tried for negligence in the performance of his duty, which was to have seen with his own eyes that his subordinates did theirs and not to have taken the statements of those subordinates that the apparatus was in proper working order. The findings of the court are that the ensign is the guilty party and his, therefore, is the head to receive the judicial hitting.

It is pertinent at this point to ask if the disaster had included the ensign among its victims: Who, then, would have received the blame? And that query leads to this: Why does responsibility stop with the ensign and stay there? If it was that officer's duty to have seen with his own eyes that his subordinates did their duty is it to be understood that the ensign is not held accountable to his superior officer and that superior officer to his, and so on to the end of the line? Where does the responsibility in such cases begin and where does it end? That is the point to be settled, for exactly at the beginning will be found the only right nail-head which deserves the hit.

It will probably be urged that the captain of a war vessel has nothing to do with the engine room. That is a distinct part of the service. Is it? How happens it, then, that the captain of any liner between here and Europe is expected to know, and does know, the condition of his engines every hour of the twenty-four? When and where was the captain of the warship relieved of this responsibility? The engine is only the power which has displaced the sails and the rigging of the old-time war ship, and if the old-time captain had met with disaster because he failed to look after his rigging the old-time court martial would in all probability have made short work of him. The fact is the Secretary is determined to find the right nail, hit it with all his might, and so drive home the truth that responsibility means something and that they who assume it must suffer the consequences if disaster results from "negligence in the performance of duty."

Governor Hanly, of Indiana, has in hand a case of hitting the right head. Somebody had stolen \$100,000 of the public funds. That is to say, some officer of the State had misappropriated the public money and was using it, it was conjectured, for speculative purposes. Unfortunately Indiana is not the only State in the Union that has so suffered and, equally unfortunate, those states have not been blessed with governors who have considered it their bounden duty and service to put a stop to the practices that were ruining the states' good names. They hesitated. They compromised. They did everything but the right thing. Not so Governor Hanly. A wrong was to be righted and the right wrong-doer was to be punished—the right nail was to be hit squarely on the head. With a vigor which can not be too strongly commended he found the thief in the State Auditor and forced him to give up his office.

It is this hitting the right nail on the head that is the salvation of the country. There has been too much consideration shown not for the high place, but for the rascal in it. An exchange declares that any other action on the part of the Governor would have been a scandal to his party; but it is not a question of party. It is a question of official purity, of the recognition of responsibility and a discharge of its duties, not the least of which is the finding of the right nail-head and of hitting it hard.

You might like to be a billionaire, but you won't care to wait until the money is newly coined for you, for it is declared that if all the mints in the United States began to coin today and kept it up at the rate at which they have worked since 1792, making double eagles, eagles, half eagles, quarter eagles, silver dollars, halves, quarters, dimes, nickels and pennies, they would complete 1,000,000,000 on August 20, 2016, A. D.

It is a good deal easier to pray for the preacher than to pay for the preaching.

THE MORAL OF THE TIP.

There is trouble brewing over the tip. If sentiment in regard to it is to be depended upon its results are demoralizing, not to say degenerating. The Pullman conductors complain that they earn less than their porters receive in fees, and the statement is strengthened by the report that the Grand Central station in New York is about to cut off all wages from their porters, who are now said to make so much outside of wages that there are many more applicants than places to be filled. So far as the porters are concerned there is little complaint. The meager wages received from their employers are but as a drop in the bucket, and once the pay in that direction is cut off they have only to hold out their hands a little longer and look at the tendered tip a little more scornfully and the thing is done. In common parlance "they are all right," and with that arrangement with the railroad there will be no end to their income.

There happens to be another side to the question. This is a country which prides itself upon its manly independence; and how is this custom—it seems to be settling down to that—going to affect that American manhood? That the porter is a negro does not change the conditions. In spite of the efforts to disfranchise him in the South the fifteenth amendment still stands, and man he is and is going to be. The tip, however, is not confined to the negro. It is the white palm as well as the black one extended beggar-like for the unearned wage, and it needs no assertion here that money so received not only humiliates but degrades. The complaint of the conductors shows the downward trend, and that manhood is the same irrespective of the color that covers it is shown by the fact that already there are conductors who have shown themselves not unwilling to imitate the example of the degenerate negro and add to their income the tip from the passengers on their trains.

It is to be noted, however, that the giving of the tip is not confined to the railroad. The black porter and the white conductor are members of a large family, and whether the wages received are high or low at the doing of the slightest service there is the expectant look, if not the extended palm, to remind the indebted that payday has come. Where is the restaurant waiter who does not consider all moneys in excess of the bill to be his own and unblushingly appropriates them? The pourboire of the Paris hack-driver is not confined to the streets of the French capital; and there is hardly a doer of service the world over who does not on occasion display "an itching palm." The only instance to the contrary so far known is that of the dining room girl, the wife of the cockney cook, who declined to perform the extra duty for her mistress unless she could do it "as a friend!"

It is the spirit of the tip-taking that creates the greatest concern. Nobody expects anything but the manifestation of the menial from the negro,

black or white, who will accept the pledge and the sign of his servitude. Nobody expects and nobody wants such service free; but service of any kind, more than once paid for, is grafting and no one submits and should not submit to the exaction kindly. The workman is worthy of his hire and the hire should be well paid for, but the pay should come from the employer only. Any other arrangement breeds mischief, the worst feature of which is the lowering of the manhood that sinks to the level of the grafter; and no grade of life remains unaffected by it. The writer if this article was wandering one day about the sacred precincts of Oxford, England. There were many things to see and an abundance of time for seeing them and he was enjoying to the greatest extent the sights of that famous institution of learning, when a man who in look and language was a gentleman offered to show him a few of the sights a stranger would be apt to overlook. When the round was ended and thanks were expressed for the courtesies received, the Oxonian, who in look and language was the gentleman and the scholar, remarked that it was customary to pay for such service, and took the tip which his degraded manhood was too eager to receive.

Other instances can be given, every one of them an experience and every one of them showing beyond all question that the tip in itself is demoralizing, that manhood, even American manhood, is degraded by it and for this one reason, if there were no other, the practice in this country should be stopped.

The persistent refusal of Governor Warner to pardon or parole the notorious McGarry cannot fail to meet with the hearty approval of every right-thinking man in Michigan. McGarry felt no hesitation in openly violating the law of the land and, instead of shortening his sentence, there ought to be some way by which it could be prolonged, because so long as he is restrained, the public is protected from the machinations of one of the most unscrupulous schemers ever born. Governor Warner has shown his disposition to take sides with the friends of good government and municipal reform on more than one occasion and his action in this case adds new laurels to his fame.

A remarkable cure for consumption is reported from a town in Pennsylvania. Residents of the town are said to be non-plussed at the convalescence of Miss Stella Woolever, aged 20, from the disease, after she was in a condition where death was momentarily expected. The apparent cure is attributed to the use of two rattlesnake hearts as medicine. The girl swallowed the first heart two months ago, and in three weeks had so far recovered that she was able to sit up. Then a second rattler's heart was administered, and now Miss Woolever is able to walk to the homes of neighbors.

LADY JANE GRAY.

Woman Is the Power Behind the Throne.

Written for the Tradesman.

The two young fellows that came to Windom Corners, its want, its woe and its unquestioned wretchedness, had nothing to complain of and they didn't complain. Neither was made up of that material. When Jack Sherwood got through making up his mind it was made up and he and all that belonged to him were enlisted in his undertaking. Men with vim who go into a thing with their eyes open never expect that it's all going to be plain sailing, and when rough weather comes, why, it's rough weather and the only thing to do is to weather it. In this affair, however, the rough weather had not appeared. The customers of the Corners had taken to the young men and, what is very important, the boys had taken to them. It was a mutual admiration society with a mutual devotion and, with the zeal which is an essential part of such a happy condition, things were "going on all right."

There came a time soon when the enthusiastic tradesman wanted to widen a little. The young fellows were all right. They somehow got it into their heads that the store over to Windom was their store and it was right and proper they should. That was one of the essentials; but Jack Sherwood found, as all mankind find sooner or later, that a part of a peach isn't a whole one, that the young men of a community with their fathers and grandfathers are only a part and a very insignificant part of the world they like to lord it over and pretend to own; and that if the store of Windom Corners, their store, was going to amount to anything, say nothing about the roaring success it was down on the bills for, that other part had got to be brought in, bowed down to and worshipped before the peach, lately mentioned, would be anything to brag of.

"It isn't the intention, Bob; that's all right, but in order to appeal to the other side, we need—we must have—the genuine woman to breathe upon the undertaking to make it the real thing. What we want more than anything else is a thorough-bred. She ought to be somewhere about 40 with the suggestion that 35 is the limit at the least calculation. In everything pertaining to 'how the thing is done' she should be above what the books say. You see we can take the boys in hand and tell them what's what, but it's quite another thing to tell these mothers and, above all, their daughters 'what they shall put on.' Now, only a woman can do this, and it must be a woman who has been there and knows, because she has been, just what to do. We've got the boys exactly where we want them. We are going to keep them there and now for this Lady Jane Grey to look after the girls. So far as we can I want to make use of home talent; but I'm afraid in this direction the supply isn't equal to the demand. Why couldn't some beautiful maiden some twenty years ago have lost her lover,

turned her back upon the world, have drifted in here to waste her sweetness on the desert air and, literally the Last Rose of Summer, turned her culture to account in uplifting Windom Corners to that level we have determined upon? I can't help thinking she's here somewhere and that we're going to find her."

Then, as usual, the unexpected happened. The sound of carriage wheels on the gravel came in from outside, an explosive "Whoa!" announced the stopping of a surrey at the door, which was soon followed by the hardly perceptible rustle of silk, somewhere, and then "with heaven's benediction upon her" into the store at Windom Corners walked Lady Jane Grey. She stood for a moment framed by the doorway whose threshold she gladdened, evidently surprised at the changes she saw, and then with a "Good morning" in a voice that Shakespeare heartily commends she approached the counter.

"Mr. Sherwood—is it Mr. Sherwood?" Jack bowing she went on, "You have changed things so that I thought for a moment I was somewhere else. Windom Corners has been waiting for more than a hundred years for the coming of the waking prince and I am glad to welcome you. This is your friend, Mr. Howard, I infer." The two members of the royal family here recognized each other. "This is my list of necessities, and now I am going to test whether this is the age of wonders or not. Two years ago I purchased here a few yards of plum-colored silk. I want a little more of it and there is a possibility of your having some of the goods left. Will you kindly see?"

Passing the list to Howard to fill Jack went to the not extensive dry goods department to find the silk, not a yard of which had been sold since the Lady Jane had made her purchase.

"Here it is in its cerements and I hope not quite so demoralized as the rescued mummy usually is. Five yards did you say? Thread? Not unless it has come down from the same dynasty. This certainly is the age of wonders. Here is the identical article called for but in limited quantities. I think it will be safe for you to take the two spools remaining. When you come again I shall be able to ask you if there is anything else. I can't now for there isn't anything else. Do you often come to Windom Corners?"

"Oh, yes, this is my home—five miles, perhaps, down the pike, the Marchwood place. The Judge is my father—nothing except what is on the list, thank you. James will come to the door. I shall be glad to have you call, gentlemen, and I hope you will not put it off too long. We are quite unconventional at Windom Corners, as you have doubtless discovered already."

The woman with the benediction upon her met James and the surrey at the doorstep. She was attended by two knight-errants loaded down with groceries, who saw her en-

throned on the back seat with the provisions for the castle carefully stowed away under the seats. Then Juno—wasn't it she who "walked a queen?"—smiled a good day, James, a chump that didn't appreciate the royalty behind him, clucked to the horse that trotted—or thought he trotted—away leaving the knights like so many Walter Raleighs longing for any number of mud puddles to be bridged by as many costly cloaks, that the queen might pass over without detriment to her satin sheen.

"The Lady Jane, Bob, will hold a drawing-room to-morrow night, if you say so." He said just that, and at the end of the next twenty-four hours, the new moon, having asserted itself over the persistent twilight, saw the young men going up the front walk of the Judge's residence and the Lady Jane Grey between the honey-suckled columns of the wide veranda standing to receive them, the Judge in his chair behind her ready to add his welcome to hers.

On that veranda which commanded as fine a view of the valley as all New England knows there was no halting over subject-matter with a party who had seen with their own eyes the world's best landscapes, and when it was settled beyond dispute that America with Europe's culture could surpass her ten to one, Jack found a good place to announce the object of his coming and at once began:

"I have been thinking of what you said about the coming of the prince to waken Windom Corners and Howard and I have come to the conclusion that the prince can not accomplish his purpose without the aid of some one who is familiar with the castle and its surroundings. It has been easy for us to win over the yeoman guards. What we want now is your help in securing the favor of My Lady and the nurse.

"Leaving Fairyland and coming down to business we want to ask you to come to the store on Saturdays for a month at least and take charge of what is to be the 'Woman's Department.' I don't believe there is more than one silk dress to a hundred women in the community, where I am satisfied everyone of the one hundred wants one. The millinery I saw in church last Sunday has

not seen a milliner for ten years. To the country woman—and properly so—nothing is more contemptible than a man who is, or pretends to be, a connoisseur in bonnets and ribbons. That is exactly what Bob and I are not and don't want to be; but we do want a woman who is, and we believe we are right in concluding that you are that woman. We are sure of this, anyway, that the women young and old of this community have every confidence in your ability in this direction, and on that account I wish you would be willing to come over and superintend the planning and arranging of such a department and take charge of it for a while at least.

"With an intention amounting to eagerness the women simply do not know what to buy and how to make it up. They buy cheap goods, which are always the costliest. They load them down with ornaments and feel and look the dowdies they know they are. Now that the men have seen the error of their ways and are correcting them the women are anxious to keep up with them, and I want you to come to show them how to begin and to go on afterwards.

"My idea is to put up as an addition to the store what to all intents and purposes is a dwelling, furnished as a first-class dwelling ought to be from kitchen to chamber—not extravagantly but neatly and comfortably—as an object lesson. The ante-room to this house will be a department given up to women's furnishing goods from the best to the good, with not a cheap article among them. This department will be opened first, and, if you say so, I should be glad to have you go to New York next Monday to select the goods. Take your own time, visit such firms as will warrant the best goods at reasonable rates and be guided as to styles by what you know the people here need most. The fact is, Miss Marchwood, I want this little country town to be in every respect first-class. I want the people to be self-respecting in the first place, and that they never will be unless they are well dressed. I want them to buy these best goods at my store, the best one in this part of the country, and the only way to bring this about is to furnish the goods at the most reasonable prices. Of course, this is

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business and you are to be paid for your services. Will you do this and will you go to New York on Monday?"

"I think so. I will tell you tomorrow."

"I hoped you would not refuse and I thank you. Now, Mrs. Marchwood," that lady had joined the group, "I have a request to make of you. I am as ignorant of what a farm house should be as Bob here is and I wish you would be willing to meet the architect, who will be here within a few days, and tell him what the needs of such a house are, in order that he may let my customers see what is at the same time the best and the simplest in planning a house to live in. Unless my eyes deceive me indifference to modern means and methods is keeping these farm women shackled to the hardest kind of drudgery, a condition that will have to be changed if my plans are to succeed. May I depend on you?"

"Why, yes, I think you may. It is a notorious fact that drudgery is killing our farm women and if I can say or do anything to avert the evil I shall be glad to do it."

Satisfied customers are good advertisers, the people of the Corners were not only satisfied with the store, but were beginning to be proud of it, and when it was known that Margaret Marchwood had gone to New York to buy goods for the women's department of the store and that the Judge went with her, every mother and every daughter began to husband the eggs, to look carefully after the cream and to see to it that every ounce of butter was of a quality to bring the highest price. Sherwood kept his customers posted as to Miss Marchwood's movements, and when his bulletin announced an invoice of goods from Paris by the latest steamer not a feminine head within a twenty-five mile radius of the Corners but at once decided to be soon adorned with a Paris creation, and that the rest of her attire should be in harmony with that hat.

Thus advertised and thus talked about the goods came; and when the crowds poured into Windom Corners on "Opening Day" they found the back store transformed into a thing of beauty, where all that is attractive to women's eyes was arranged in perfect taste and displayed so as to appeal best to the beholder. Silks? Well, I should say so, and not a piece that was not worthy to be worn and kept as an heirloom. Woolens? How the glad eyes of those delighted women rejoiced to look upon dress-patterns of rich, choice colors that were worth looking at! And how those calloused fingers caressed the soft fabrics they had been longing to touch for years to be gratified at last—at last! And the millinery corner! There were Ohs! and Ahs! enough to reach from Windom to Paris and back had they been placed in line and—here's where Margaret Marchwood came in—not a common, or common-looking, hat or ribbon in the whole stock.

That wasn't the best of it, how-

ever. Exactly as if they had been city-bred those country women got mad and quarreled when two or three happened to want the same merchandise, and then with a tact it was charming to see, Miss Marchwood came to the rescue. The liveliest contention arose between Loucie Staples and Capitola Wilson over a hat that both pronounced "a dream," and both indulged hopes of realizing all that the dream promised in Budd Jefford's new rubber-tired buggy with her head pillowed on that young man's shoulder—after she had taken her hat off!

"With your fair hair and deep-blue eyes, Miss Staples, this is the hat for you and it's only 50 cents more. Let me put it on. There. Now with a neck ribbon of the same shade—here it is—you can have your pick of the men!" and the affirming "Ohs!" of the by-standers confirmed her opinion, sold the nice hat and sent two of the prettiest girls in the county on their way rejoicing.

"Miss Marchwood, could you step here a minute? Which would you take if you were me—this cashmere or this black silk? I want it for best and the cashmere is so soft and foldy, I call it."

"I would take the silk, and for best I would choose this pattern. I'm going to have a dress from it. It's a beautiful piece and if you want it 'foldy,' see here;" her deft fingers making as she spoke some trailing folds that made them all catch their breath. Then followed this statement: When I was in the city I engaged a dressmaker to come here to make my dress and she will be here a week from to-day. I told her that perhaps some of you ladies might want to engage her, and she will make yours if you want her. Good goods should be well made, and she knows how to do it. Between now and her coming let me know."

The result was that the modiste came and stayed and had charge of the dressmaking department in the new building that was put up, and the immediate result of that was the filling of the old meeting house at Windom Corners with one of the best and most appropriately dressed congregations in the State.

After shutting up on Opening Day, Jack Sherwood put into Miss Marchwood's hand a check that made her open her eyes. "It's all right, Miss Marchwood, you've earned it doubly, first in the way of business and better than that by proving what I have already contended, that the country storekeeper is responsible for the rubes and hayseeds in his community and that if he is what he ought to be the territory that holds his customers will always be found in the lead."

Richard Malcolm Strong.

Dignity is always in a poor man's way, when he has any.

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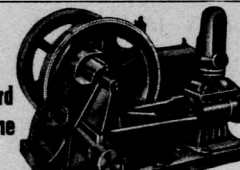
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NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 30—The month goes out with the grocery trade simply "humming." Go where one will, it is difficult to find a soul who has a minute to spare to talk. They are on the keen jump from daylight to dark, and then a new force comes on. The town is full of buyers who are enjoying some of the fifty theaters in blast now, as well as spending a lot of money for goods. They come from every section of the country and in many cases the holiday situation is being discussed. Prices, as a rule, are well sustained, and we believe the year will go out as the banner one.

During the week we have had a fairly steady coffee market. There is little, if any, speculation and quotations remain unchanged. Spot coffee is selling fairly well and every week seems to add something to the strength of the situation. Rio No. 7 is worth 8 $\frac{7}{8}$ c. In store and afloat there are 4,222,330 bags, against 3,668,686 bags at the same time last year. Mild sorts have ruled rather quiet and sales generally are of small quantities. Good Cutua remains at 10c and good average Bogotas at 11 $\frac{1}{2}$ c. East Indias are steady, with invoice quotations for fancy Padang at 19@26c. Mochas, 16 $\frac{3}{4}$ @18 $\frac{1}{2}$, latter for fancy stock.

There is nothing to be noted in the sugar trade, so far as actual selling and buying is concerned. There is the usual volume of business, with most of the transactions consisting of withdrawals under old contracts. Prices for granulated have fluctuated somewhat, and it is hard to say at the moment "what is what." Arbuckles lowered the rate a few points and succeeded in turning the volume their way. The market for raw sugars seems to be easier and quotations are fractionally lower.

No changes in quotations have been made in teas. There is a very satisfactory trade going forward and dealers continue hopeful. Most of the business this week has been from the grocery trade, as line trading has been almost nil. Package teas have been selling freely and are bound to grow more and more in favor.

There is a strong tone to the rice market. Crop conditions have been very discouraging for the past few days at the South, and this has been reflected here in a hardening of quotations. Stocks are light and the future seems to be rather favorable to the seller. Prime to choice domestic, 4 $\frac{1}{4}$ @4 $\frac{1}{2}$ c.

Spices are steady and unchanged. Cloves are in comparatively light supply and the trend of the market is still upward. Pepper is well sustained on the previous basis and other goods remain as last noted.

The week in molasses has been quiet. The weather has been too warm for this trade, and until there is a turn of cooler days we shall not look for much business. Supplies are moderate. Good to prime, 16@26c for centrifugals and 29@35c for open kettle. Syrups are very firm and the demand is showing improvement.

In canned goods corn has been marked down to a point that started more buying, and as compared with some other weeks this has been quite a satisfactory one. The supply of corn, however, is more than generous, and while Maine packers are all sold out, there is still plenty from other sections and some good quality can be obtained at 50@60c. For Maine, 90@92 $\frac{1}{2}$ c f. o. b. Portland. Tomatoes have been steady and are about unchanged. If we have a continuation of the warm weather now prevailing we shall doubtless see a pretty good pack after all. Ninety cents seems to be about the very lowest rate for desirable goods and perhaps 95c would be nearer the true mark. Speculators will not look at less than \$1, but buyers are not taking any large quantity at this figure. Other goods are moving fairly well, and dealers are confident as to the future. California fruits as well as salmon are doing well and the "Coast" is bound to have a banner year of profits.

Dried fruits seem somewhat unsettled, especially prunes. Supplies are reported as increasing and the immediate outlook is for about the same level of rates which have prevailed for some little time.

We have a stronger butter market this week. The demand has been very good and, with rather smaller receipts, the situation generally is in favor of the seller. The market is pretty well cleaned up on top grades, and it is not unlikely that we shall see an advance in quotations. Best Western creamery, 21@21 $\frac{1}{2}$ c; firsts, 19 $\frac{1}{2}$ @20 $\frac{1}{2}$ c; imitation creamery, 17 $\frac{1}{2}$ c for firsts to 19c for extras; factory, 17@17 $\frac{3}{4}$ c; renovated is in liberal supply and the general tone is very quiet, although prices are about unchanged, with top grades fetching 19 $\frac{1}{2}$ c.

The better grades of eggs are firm and quotations are fully as high as last week. Extra Western firsts, 22@23c; firsts, 21c; seconds, 19@20c, and from this down to 14@15c.

Failure of Miller & Teasdale Co.

St. Louis, Sept. 30—E. P. Teasdale, President of the Miller & Teasdale Co., which has long been an important firm of this city, announces that "owing to circumstances beyond our control we are unable to meet our obligations, and in order to protect our creditors have this day had an assignment of all our assets to Charles Gerber, President of the Gerber Fruit Co."

Although the liabilities, as estimated, are not large, Mr. Teasdale, in his statement, says the step was taken as "the best and cheapest method of distributing our assets fairly and equitably among all those who have claims against us." He also

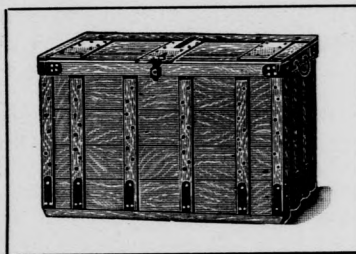
says that "the unsatisfactory condition in which our books were left by our former Secretary makes it impossible to estimate at the present time the extent of our assets and liabilities."

The house has had disastrous business for the last two years and ran behind steadily. It made some big losses on apples, potatoes and other products and, as Mr. Teasdale says, found that it was getting deeper into the mire all the time. Mr. Teasdale says the principal element in the assignment is connected with the unsatisfactory condition of the books which he refers to in his statement. This former Secretary, he says, was the recipient of too much confidence, but he does not go into particulars on this subject.

The assignment was not forced, and, as is said in the statement, was made as the best and most equitable means of safeguarding the interests of the creditors. The liabilities are estimated at only about \$6,000, of which \$2,500 is owing to a bank, so that creditors can not lose very heavily. It is a matter of surprise that with such small liabilities a firm which has done business for so many years, on the scale which this firm has, could find no other recourse than in an assignment. Mr. Teasdale says few shippers will lose anything, not more than ten altogether, the majority of whom have very small accounts.

Logic frequently gets the best of law.

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.

SINCE 1877

we have been engaged solely in the manufacture of

The Best Medium Priced Clothing in the World

That is a long time isn't it? Mr. M. Wile, who founded this great establishment over a quarter of a century ago, is still the head of it. It is the parent house of "Wile."

It has been a period of great progress and achievement.

"Clothes of Quality"

are known favorably everywhere.

This season's models are ready for you. When shall we send our salesman?

The Best Medium-Priced Clothes in the World
MADE IN BUFFALO

M. Wile & Company

ESTABLISHED 1877

UNSOLVED MYSTERIES.

Lands and Peoples Who Have Disappeared Mysteriously.

The public appetite craves nothing so much as a riddle, a secret to guess, but nowadays every man's life is so bare, so exploited, and we live so much out of doors from the cradle to the grave that very few facts and fancies can be kept hidden. There are, however, certain mysteries which, during the last century, the American public pondered and worried over, which are yet unsolved, and, except by a few old people, are almost forgotten.

One of these—perhaps the oldest—is the question whether beneath the Atlantic not far from the Bahamas, there is a sunken continent, known to the Greeks as the lost Atlantis. It was still talked of familiarly in the first half of the last century. Seafaring men declared that when the water was calm and clear they had caught glimpses of ancient cities beneath, with their glittering roofs and spires, and that in certain conditions of the atmosphere the tolling of the bells could be distinctly heard. Treatises were written by learned professors to prove the probability of the legend, and other treatises, as learned and vehement, to flout and jeer at it as an idle fable.

Certain flotsam and jetsam, which were washed ashore after heavy storms on the coasts of Georgia and Florida—logs of strange woods unknown to this generation, coins, bits of carved marble and beaten brass—were ascribed to the long dead workmen of Atlantis.

The lost colony is now known only as the subject of an ancient fable. Sixty years ago it was, with most educated people, believed to be an actual fact.

Another much discussed mystery then was what had become of the colony of civilized people who at the time of the settlement of this country lived on the western coast of Greenland.

That country is, as you will see by a glance at the map, shaped something like the half of an egg, cut lengthwise, the flat side upon the earth, the point to the south. The rounded center is a heap of impenetrable ice mountains. As the centuries go by enormous bodies of ice

slip from it into the sea, and, breaking off, drift slowly down along our coasts. These are the icebergs of the Atlantic Ocean. Now, along the narrow slip of habitable land, which edges Greenland on this side, tradition says, once dwelt a civilized people, who, both in knowledge and the habits of life, were far in advance of the Laplanders.

They were well known to the early Danish navigators, who made frequent mention of them in their logs and reports. The question yet unanswered is, Where are they now? Tradition among the Laplanders reports that the whole colony two centuries ago emigrated in a body to the eastern coast of Greenland, attempting to cross the hitherto impenetrable masses of ice in the center. No tidings ever have come back from them. Some of the scientific men who accompanied the Hayes expedition made this question a matter of special study. They reported that a doubt could hardly exist that these people did once inhabit that part of the coast, and that they now have utterly vanished. If they had been swept away by a pestilence their household belongings, at least, would be left to tell of them. But not a shard or pottery, not a single grave, remains to show that they ever lived. It was supposed by the Danish missionaries that they had perished in the ranges of ice mountains, but among the Laplanders there were traditions that they had safely reached the western coast, and settled there, now forming a civilized community, wholly isolated from the rest of the world. One of Nansen's voyages, was, in fact, directed to that coast in the hope of finding this colony. He was not able to reach the northern part of the coast, and the mystery is therefore yet unsolved.

Another problem which perplexed the last generation was the long, extinct pigmy race which centuries ago undoubtedly inhabited the Tennessee mountains. Legends among the Indians told of such a tribe of dwarfs, who were supposed to be of more intelligence than the red men. But these legends were very hazy. A burying ground, however, actually was discovered in the early part of the last century, in which all of the skeletons were of pigmy proportions. Some of them were carried away to

college museums. But as far as I know no scientific enquiry has ever been directed to this question.

Another curious matter which caused much speculation sixty years ago was the fate of the colony of French emigres, who fled to this country in the eighteenth century, and took refuge in the northern part of Alabama. Like those Frenchmen who found safety in Delaware, they were for the most part of noble blood. Marquises and counts earned their living in Wilmington as dancing masters, and even chefs, and their descendants live there still.

But the poor gentfolk who went penniless to Alabama to escape the guillotine, penetrated the wilderness and made up a colony of vine growers, farmers, etc. They worked help-

lessly a while, starved and then melted away mysteriously. Whether they returned to ungrateful France or died in their exile nobody knows. It was a romantic, tragical question which much interested the last generation and is now forgotten. But it is still unanswered.—New York Herald.

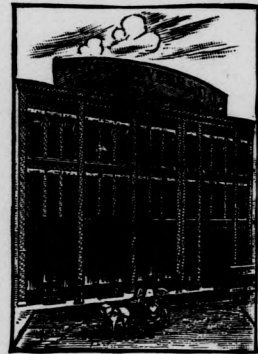
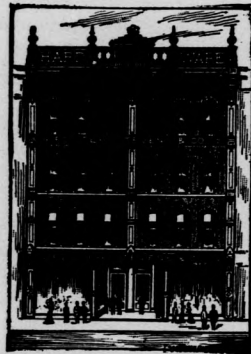
Didn't Like the Name.

"What became of that woman's church that was started here a while ago?"

"Broke up in a row."

"What was the trouble?"

"Squabble about the distribution of offices. The deacons were elected all right, but not a single woman in the bunch would accept the office of elder."



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

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.

Recent Business Changes in the Buckeye State.

Alverton—W. H. Allen will discontinue his grocery business at this place.

Cincinnati—Jacob Biedenbender, of Jacob Biedenbender & Son, dealers in hats and men's furnishings, is dead.

Cincinnati—Vance & Love, dealers in heating apparatus, have dissolved partnership, E. A. Vance continuing the business.

Columbus—W. F. Ambrose is succeeded in the grocery and meat business by Waterman & Soeh.

Dayton — O'Connor & Gorman, merchant tailors, have dissolved partnership, Mr. O'Connor continuing the business.

Eagle City—S. R. Hochman & Son are succeeded in the flour mill business by W. S. Neese.

Fayette—The general merchandise business formerly conducted by C. M. Farnsworth will be continued in future by Farnsworth & Ives.

Grover Hill—N. V. Turner & Co. are moving their general merchandise business to Malden, Mo.

Hamler—The stock of implements of the H. Holterman Co. is in the possession of creditors.

Miamisburg—Schenck & Fornshell have dissolved partnership, Mr. Fornshell continuing the hardware, queensware and grocery business as before.

Piqua—The grocery business formerly conducted by Vallery & Yenny will be continued in the future by Vallery, Yenny & Co.

Springfield—Baker Bros. are succeeded in the meat business by W. H. McGrath.

Springfield — Young & Wisley, dealers in boots and shoes, have dissolved partnership, Oscar Young continuing the business.

Toledo—Mrs. H. L. DeShetler, of the firm of DeShetler & Ayling, dealers in men's furnishings and hats, is dead.

Wilmington—John C. Hendricks is succeeded in the grocery business by Oscar Farquhar.

Xenia—Wm. Ambuhl will continue the butcher business formerly conducted by Ambuhl & Co.

Circleville—The creditors of Geo. W. Wolf, dealer in hay and grain, have filed a petition in bankruptcy.

Cleveland—A petition in bankruptcy has been filed by the creditors of the P. Phoenix Cigar Co., which conducts a wholesale and retail business.

Cleveland—The creditors of Fred H. Schmidt, dealer in cigars, have filed a petition in bankruptcy.

Elyria—A petition in bankruptcy has been filed by the creditors of John G. Tufford, who carries a line of boots and shoes.

Marietta—Henry Wezzell, grocer, has made an assignment.

Recent Trade Changes in the Hoosier State.

Anderson—M. D. Moore is succeeded in the grocery business by Isaac Joyner.

Bloomington—Robert G. Hardy, druggist, is dead. The business has been sold to other parties.

Frankfort—M. Hertz, who former-

ly conducted a dry goods and notion business at this place, is dead. The business will be continued by a stock company under the style of the Hertz Dry Goods Co.

Hagerstown—E. Mason is succeeded by the Noble Shoe Co. in the boot and shoe business.

Hamilton—D. C. Hess will continue the business formerly conducted by the Hamilton Grocery Co.

Indianapolis—F. J. Boatman, druggist, has removed to Lawrence.

Indianapolis—The Antioch Coal Co. and the L. T. Dickason Coal Co. have been absorbed by the United Fourth Vein Coal Co.

Indianapolis—The E. Gentry Coal & Feed Co. has been dissolved, E. Gentry continuing the business.

Indianapolis — The undertaking business formerly conducted by Chas. E. Kregelo has been merged into a stock company under the style of Kregelo & Bailey.

Indianapolis—Daniel D. Riddle is succeeded in the retail grocery business by Wm. T. Wallace.

Kewana—L. E. Daniels will continue the grain business formerly conducted by L. E. Daniels & Co.

Kingman—Kinsley & Co. succeed Mrs. Martin Wright in the grocery business.

Kokomo—The hardware business formerly conducted by Delon & Addington will be continued in the future by the Delon Hardware Co.

Ladoga—Henry & Williams are succeeded by Henry & Quinley in the grocery business.

Sheridan—Eliz Hutchens is succeeded in the clothing business by Dayid Hutchens.

South Martin—E. Burrell & Son are succeeded by John Hildom in the general merchandise business.

Indianapolis—A receiver has been appointed for the Centerville Condensed Milk Co.

Indianapolis—The creditors of Oscar F. Mann, dealer in general merchandise and implements, have filed a petition in bankruptcy.

Lynn—The Lynn Tile & Brick Manufacturing Co. has uttered a real estate mortgage for \$3,000.

Lyons—A petition in bankruptcy has been filed by the creditors of John O. Young, who carries a line of hardware and implements.

South Bend—The creditors of Ullery & Ullery, dealers in fuel, have filed a petition in bankruptcy.

Summitville—Alva Kaufman has been appointed receiver for T. E. Jones, who carries a line of groceries and does an undertaking business.

Tangier—C. H. Wimmer (Tangier Mercantile Co.) has made an assignment.

Norway is looking for a capable young man to act in the capacity of a king. It has offered the job to several princes of European courts without success. If Norway will wait about three years perhaps the United States could help her out. There is one party here whose engagement terminates about that time, who, if he accepted the throne, would make little Norway a power in European affairs.



Lamson Electric Cable Cash Carrier

In the illustration is shown a typical installation of our Cable System. For stores where much business is condensed in a few hours no system is more satisfactory, as every condition of trade can be taken care of with despatch. Investigate the **Lamson Cable** if you can possibly use it.

You get all the profits when you use a **Lamson**.

LAMSON CONSOLIDATED STORE SERVICE CO.

General Office: Boston, Mass. Detroit Office: 220 Woodward Ave.

JUST 'EM PULLS IN

Our Expert Sales Promotion and Publicity Plans in connection with our Special Ten Days Sales are wide reaching and irresistible in their power to pull in people. No other system covers as much ground as thoroughly and as profitably as the system we have perfected out of our thirty years' experience. It eliminates all the foolish, freaky, futile "schemes" and "ideas" of the so-called "sales specialists." It is straight, legitimate business clear through. Its honesty and direct truthfulness win the confidence of the public—its attractive methods fascinate the people—its admirable, all-embracing advertising pulls in every man, woman and child from scores of miles around the store.

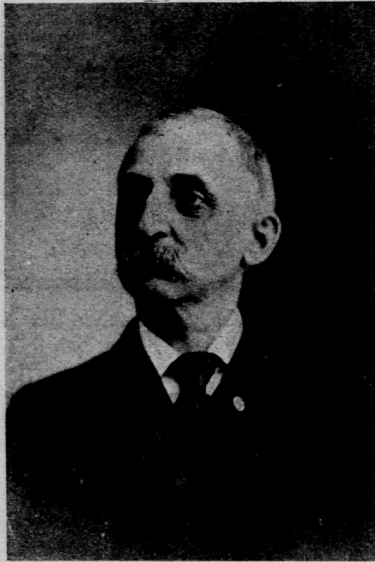
We can send you testimonials from the largest concern in Texas and Indian Territory—a firm with a credit rating of over \$1,000,000.00. Or we can point out cases where one of our Special Ten Days Sales has lifted out of the hole merchants doing business of as small an amount as \$8,000 a year.

We can positively turn from one-half to two-thirds of your stock into cash in ten days. We do this without hurting your reputation and without false, misleading advertising. Write to us for proof.

NEW YORK & ST. LOUIS CONSOLIDATED SALVAGE CO.
Incorporated.
HOME OFFICE, Contracting and Advertising Dept., Century Building, St. Louis, U. S. A.
ADAM GOLDMAN, Pres and Gen. Mgr.

TRAVELING MEN.**Is Their Influence Cast for Good or Evil?***

On an occasion like the present we gather to greet our associates and to renew old acquaintance. We are glad to see the familiar faces and bright smiles of many and to grasp the friendly hand. We find a balm in the prevailing atmosphere which is like seeking rest and refuge in shades remote from the din and turmoil of the working world. We yield gladly to its influence and become imbued with thoughts of the past. Some of us have met thus year after year, and upon each occasion have utterly refused to admit that we were a day older than when we last met or that we saw a single gray hair; in fact, we persuaded ourselves that we were growing younger. We are certain we are improving mentally, morally and physically. And that reminds me of my subject. We unhesitatingly answer and firmly believe that we are an influence for good. To no other class of men is afforded the chance



John H. Hoffman

of doing good that we have. There is hardly a day in the year but we meet someone who is in need of help. It is not always financial assistance that is needed, but help in a great many other ways. We meet individuals and we spend a few hours together or perhaps travel days in each other's company. We are far from our homes and families and naturally we get a clear insight into each other's character, and when we part we have, consciously or unconsciously, influenced each other more or less; therefore it becomes each one of us to pause and consider well, Am I an influence for good? Do I improve the opportunities that come to me daily? We often hear people contrast the traveling men of twenty-five or thirty years ago with those of to-day. Now we trust that each generation is something of an improvement over the preceding one, yet we would not for an instant forget that our predecessors were as good and great as those of any other occupation or call-

*Address by John H. Hoffman, of Kalamazoo, at annual convention Michigan Knights of the Grip at Jackson.

ing. Why should all be judged by a few of their worst representatives? There are knaves among lawyers, quacks among doctors, rogues among merchants and scoundrels everywhere, and yet none of these professions or their individual representatives suffer on account of the shortcomings of a few, but if one traveling man was guilty of one offense the entire profession was at once condemned. Was this just? Why, our genealogy dates back to remote antiquities if you please and we have just reasons to be proud of it.

There must have been a drummer way back there in Eden who supplied Adam and Eve with ready-made clothing and someone has said that the dove which returned to Noah in the ark carried in its beak a card

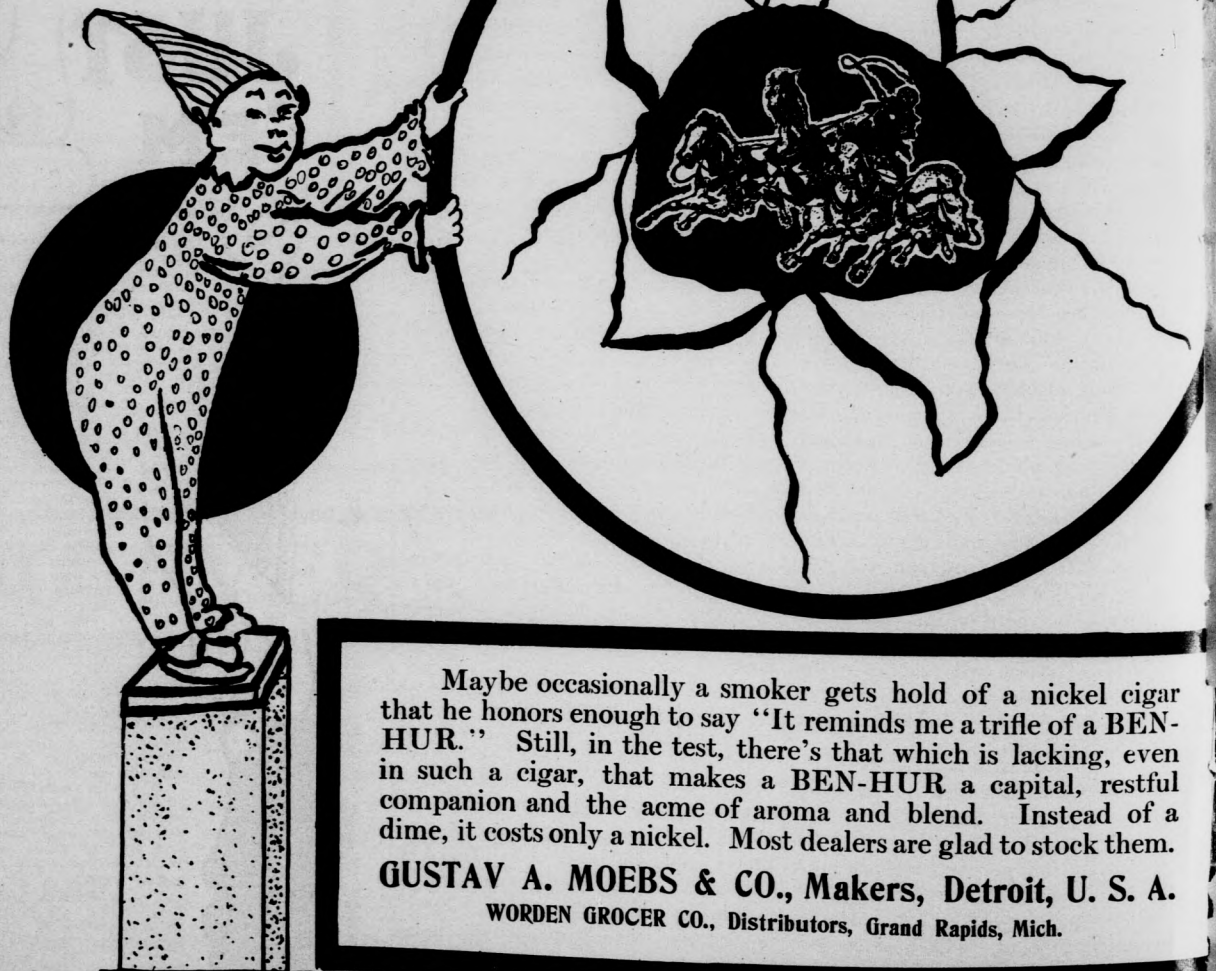
of a commercial traveler who had for sale a line of rubber boots and mackintoshes. Then we call to mind the company of kind-hearted travelers who found poor little Joseph in such sore distress. They did not hesitate an instant, but bought the lad and saved him from a cruel death in the pit into which his brothers had cast him to die. How about that good Samaritan? When the Priest and the Levites looked upon the poor fellow that fell among thieves and was sorely afflicted they passed by on the other side of the road, but not so with our brother who was going from Jericho to Jerusalem with his line of oils and wines. He stopped over a while and went and administered to the needs of the poor unfortunate sufferer. He did not spare

his goods, but poured into the wounds some of the oil and gave him a little of the wine just to strengthen him. He bound up his wounds as tenderly as a professional nurse, then lifted him on his beast and brought him along to the hotel. He sat up with him all night, although he was tired and sleepy himself. In the morning he paid his bill and left money with the landlord, saying, "Take good care of him and when I come again I will pay thee all thou spendeth." Was not this man a prince among men? This feeling of love to all men, of kindness and consideration, has been transmitted from generation to generation of commercial travelers until we find them as they are to-day, a class of men respected and honored by everyone.

THE BEN-HUR CIGAR

Bursts through into immense popularity whenever a dealer gives it a chance.

BEN-HUR



Maybe occasionally a smoker gets hold of a nickel cigar that he honors enough to say "It reminds me a trifle of a BEN-HUR." Still, in the test, there's that which is lacking, even in such a cigar, that makes a BEN-HUR a capital, restful companion and the acme of aroma and blend. Instead of a dime, it costs only a nickel. Most dealers are glad to stock them.

GUSTAV A. MOEBS & CO., Makers, Detroit, U. S. A.

WORDEN GROCER CO., Distributors, Grand Rapids, Mich.

Now, we are not a mutual admiration society, but we know a good thing when we find it and we know that an order like ours—that has attained the high social position that ours has—must be founded upon principles which appeal to man's best nature, the purest thought and the noblest ambitions. It has become an established fact that none but a gentleman in the highest sense of the word can fill the position of a traveling man. He must be a man of high ideas, a faithful friend, a generous competitor and cool-headed, a man who looks not so much at what has been done, but at that which is yet to do for the bettering of the world, and knows that he has a part in this great work. There is no place for drones in this busy world of ours. There is no class of men that has a better opportunity to obey the commands than the traveling man of today, and we are certain that he does obey them. You can not tell how much good his cheery, happy smile does for the poor, discouraged friend or chance acquaintance. His courteous, pleasant manners and still brighter words send good cheer through the riffing clouds to the despondent soul that means more than he will ever know. There is no more gracious work than that of helpfulness, the steadying of a man who wavers between right and wrong, and putting stamina into him who weakens under temptations, the sustaining of those who would sink if it were not for some friendly arm, inciting by word or deed the earnest endeavor for victory over all. The traveling man of to-day by his work and action delivers a sermon on the road that comes to the hearts and souls of many more effectually than the sermons from the pulpits. His audience is found in the street, the store, the hotel and oftentimes in his room in the still hours of the night when the world is asleep, and it may consist of one or of several poor unfortunate souls. Temptation lurks in ambush, and when a man is far from his home and its influence, his soul is often aroused to the advance of sin. If to blight another's life be the worst of all sins, is it not the greatest and best of all things to be helpers of our fellow men? In the lowliest lives smoulder the elements of heroic grandeur and he is the truly noble man who with patience trods on in the beaten path of right, who is brave in the face of trials, temptations and tribulations and is ready with a smile and a helping hand to bear another's burden.

Excellent Report from the Pure Food City.

Battle Creek, Oct. 2.—The Big Four Printing Co. struck a wave of prosperity in removing from Chicago to this city. Here the company is not hampered by labor troubles. The plant is running full capacity.

The old Rathbun & Kraft Lumber Co. buildings on South Jefferson avenue were demolished the past week to make room for the mammoth freight house to be erected by the

Grand Trunk. The grounds were purchased recently at a big figure. They are located in the heart of the city. The firm has removed to new and commodious buildings on South McCamly street.

The new factory at Level Park is making a new style of dustpan that requires no stooping over in using. The company has an order for 2,000.

The Phoenix Publishing Co. has been reorganized as the New Phoenix Publishing Co., with a capital of \$12,000.

Through the efforts of the Business Men's Association it is announced that one of the largest printing houses in Chicago, which does a business of \$1,000,000 a year, will move to this city to avoid union labor tyranny and treachery. The house has been looking for a location, and has already paid an option on a desirable piece of property.

James and Henry Hayes, of Toronto, are here in the interest of the Georgia Ice Construction Co., interesting capital in the building of a plant for the manufacture of ice. It is claimed it can be sold much cheaper than natural ice, and that it is absolutely pure. They have several plants in Northern cities, while it is the sole method of producing ice in the South. Frank P. Pittman, of the Pittman-Coats Hardware Co., is at the head of the project.

The new \$20,000 brick buildings of the Duplex Printing Press Co. are nearing completion. In the buildings are to be commodious and handsomely fitted up rooms for the office force.

The Ensign Remedy Co., of this city and Union City, Ind., has opened a branch laboratory at Chatham, Ont., to be in charge of Thomas D. Ensign, of this city. The branch at Union City has been moved to this city, and all the manufacturing will be done hereafter in this city and at Chatham.

The American Column Co. completed an order this week for six Corinthian columns for the new orphans' home at Jackson. They are three feet in diameter at the base and twenty-seven feet in length.

Change in Firm Name.

Saginaw, Oct. 3—Hereafter the Saginaw Dry Goods & Carpet Co. will be known as the M. W. Tanner Co. By a vote of the stockholders the charter has been extended thirty years. M. W. Tanner has been the managing partner of the company since its organization, twenty years ago. The present officers and directors are: M. W. Tanner, President; M. O. Robinson, Vice-President; Geo. A. Baker, Secretary and Treasurer; H. P. Baker, General Manager; L. W. Bixby, Merchandise Manager; Adolph Fuchs, Manager of the carpet department. The company now occupies one of the finest business houses in the State.

The Canadians talk of putting bigger guns aboard their vessels that are engaged in driving American fishermen out of Canadian waters. In this way the Canadians may eventually develop a navy. Uncle Sam does not

uphold poaching, but if Canada is going to have battleships on the Great Lakes he will have just as many and probably a few more.

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.



Attention, Merchants!

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

MERCHANTS EVERYWHERE



J. A. STANWOOD



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.

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.,
324 Dearborn St., Chicago, Suite 460
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.



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



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.

Welsbach Mantles

The Mantles That Sell

The best proof of the continued excellence of Welsbach Mantles is found in the increasing demand for them. Last season's increase in sales over the season preceding was 21 per cent.—a fact, the significance of which must appeal to every dealer, for the buying Public is an unerring judge. Send for catalogue to

A. T. KNOWLSON, Detroit, Michigan

Wholesale Distributor for State of Michigan. 58-60 Congress St., East



Rambling Reflections of a Busy Merchant.

Every merchant should cultivate the quality of decisiveness. It does not pay to waver. A vacillating man menaces his own success—and vacillation is contagious. Those of stronger minds, opposed to him in business deals, overpower and take him captive as it were. The weak ones, no matter how good a thing they may offer, can do no business with such an individual, on account of his wavering mind. A merchant of this kind is usually the one who intends to do something—some day. Look that day up on the calendar and you'll find it—isn't there. The vacillating merchant will invariably imbue his clerks with somewhat of his own indecision. They will feel that they must be "p. d. sure" before they dare go ahead with anything. They are never certain of what they should do, nor of just how the "boss" will take it, when it is done. The whole store under such a proprietor must be always in a state of uncertainty.

Teach yourself to decide quickly. Do not hesitate over anything. Your hesitation may mean the loss of many dollars. It may mean the loss of a good customer. Decide quickly, in other words, "have a mind of your own."

John Wanamaker, of Philadelphia, continuously "surprises the natives." Nearly every week an announcement of some new idea is made. Here is the latest, printed for his Philadelphia store: "Open All Night. Telephone order service never closed except on Sunday. Orders received any hour. Bell, Filber 1. Keystone, Race 1."

At first glance this may not seem to be an innovation, but it is certainly one of the neatest things seen in a long time. The time is 9 p. m. Dinner is over, the family is grouped around the sitting room and the busy housewife has a few minutes to spare before retiring. She naturally picks up the evening paper and as naturally turns to the advertising columns. She reads about some wonderful offering in shoes, dress goods or something else that she has been wanting for some time. Perhaps she has been waiting for just such an offering. Ordinarily she would have to wait until the next morning to send in her order. In the meantime she would "sleep on it" and possibly change her mind. But not so now. She steps to the 'phone and her order is recorded. If she regrets her haste in the morning, she is not likely to countermand her order. No, she is more likely to take the goods ordered and make the best of it. It is a good idea of "Honest John's."

I wonder if we merchants are about to face a revival of the old system of keeping our places open in the evening. A number of drug stores are open all night. We now have a bank

keeping its doors open for business all night in New York City. Then comes Wanamaker with all his night telephone order service. Other merchants will not be outdone by him. Where will it end? Many merchants argue that the closing of their stores at 6 p. m. during the first five days of the week is, in a measure, responsible for the "crush" on Saturday evenings. They say that Saturday evening is now the only time the working men and women have to make their purchases; that at all other times they have to do their shopping by proxy. This is true. But, after all, is this the reason why people wait until Saturday night to make their purchases? It used to be that all concerns paid their employes off on Saturday night. Not all do that now. Many pay on other days of the week. In the old days there was some excuse for the Saturday evening "rush," but it is different now. There is no excuse for it whatever.

There are a great many ways whereby a merchant may emancipate himself from the old regime. I will mention one here that is for him who does a credit business. "Charge customers" are to be found waiting until Saturday night to make their purchases as well as those who have the cash. When a new account is opened with a charge customer, he or she should be distinctly told that it is for the purpose of helping to relieve the pressure on Saturday's trading and have it understood that the trading must be done during the week. To the old customers a dealer should send a nicely worded circular to the effect that, as a favor, he would like to have patrons make their purchases on any day but Saturday. It can be explained that during the usual rush of Saturday the clerks can not give the time essential to efficient service. Say that it is an inexorable rule that shoes must fit perfectly, and that the seventh day is not favorable to its absolute enforcement. There is nothing like being honest with customers. Do not be afraid to ask them to do this favor. If put to them properly they will accede to the request. After a dealer has the system working smoothly he may issue another circular telling his city customers that "on no account will any goods be charged."—Shoe Retailer.

Many a great business concern owes its success to the personal reputation of its proprietors or managers. The reputation of a business man is his most priceless possession, and the only man who can destroy it is the owner. Jealous competitors may attempt all kinds of abuse, but, after all, that abuse is harmless against the background of a spotless reputation. It takes years to build up a reputation for correct and honest business methods, and, after all, its value is greater than any other advertisement. No matter how much money may be spent in printers' ink, unless the people have confidence in the merchant or manufacturer, it does not go nearly as far as it would if the honesty and integrity of the advertisers were unquestioned.

PANTS

Jeans
Cottonades
Worsted
Serges
Cassimeres
Cheviots
Kerseyes

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

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.

General Market Conditions in the Clothing Line.

Buyers have been conspicuous figures in the market up to a very much later date than it is customary to find them. Those living close by the selling centers are not the only anxious seekers after worsted suits. Every day's mail brings its quota of requests from far-away points. All are willing to pay a premium to get the goods, but what they most desire is not to be had at any price. Nor is the scarcity confined to fancy worsteds, for staples are also in the "cleaned-up" class, and black unfinished worsteds in particular. Dealers throughout the country opened their new lines early, just as these reports predicted they would do, and they have already felt the pulse of demand sufficiently strong on worsted suits to indicate beyond any peradventure of a doubt that there may not be enough of the merchandise wanted to go around. Hence this early desire to fill in with every available kind of worsted. Even in the low ranges, retailing around \$10, dealers in the large cities report having exhausted the first deliveries they received. There has also been good sale of low-priced heavyweight chevots in slightly gray and black and white effects.

It is now six years since wide-wale fabrics had any vogue, and the good reception they are receiving in the early autumn demand is indicative of blues and grays being well favored, especially in double breasted. Perhaps because they look like summer goods, yet being heavy enough for winter, they appeal to the consumer as being desirable for immediate service.

The innovation of the season is the introduction of half sizes in suits by a large manufacturing retail house with sixteen distributing points in the large cities of the country. This is something wholly new in clothing, and it is claimed for the half sizes that the fraction in measurements supplies the last link that unites the ready-made to the custom tailor's made-to-measure. The organization originating this system of half sizes gave it a thorough trying out before it was introduced to the public this month and are well satisfied with its possibilities, although it is hardly a feature in clothes that will appeal to the average dealer, since it would mean for him the increasing of his stock about 50 per cent.

Now that retail clothiers have established a better acquaintance with their new stocks through frequent handling, many comments are made on the greater proportion than formerly of lighterweight fabrics for winter wear. According to clothiers the tendency to wear lighter weight fabrics is on the increase. These reports have from time to time noted this transition from heavy to lighterweight clothing, and given as the causes therefor the higher prices for raw materials and the feeling that the more general introduction in both small towns and large cities of heated surface cars and railway trains, heat-

ed homes, offices and factories causes men to be satisfied with less weight to their clothing. Then there is a hygienic reason to be considered, the fact that the American people are becoming more and more educated every day by literature and the advice of physicians advocating a cooler body as more conducive to continued health.

Clothiers who have not as yet met this demand for lighterweight clothing, as have those in the big cities, may find a convincing presentation of the reasons therefor when called upon to meet a customer who demurs because of the lightness of the fabric or the garment. For it is a fact that lighter weights are offered by the dealers this season. Where a store was last year selling a number of 30 to 32 ounce overcoats, the same store now carries 28 ounce overcoats as its heaviest garments for general wear. There are those who explain this difference in weight as being due to the higher cost of fabrics. Take, for example, the 18 ounce Wanskuck clay; three years ago this cloth could be bought so low that a suit of it could be retailed for \$10, whereas at the present time a standard house can not afford to sell such a suit for less than \$15.

By dexterous handling of a 16 ounce fabric the clever manufacturer, by bringing up its weight with heavy venetian lining, produces a suit that competes with the genuine heavy article. As an actual instance of it, one manufacturer takes a 16 ounce thibet of good quality, puts into it a heavy venetian lining and his price for the suit is \$9.50, less 10 per cent., and the suit is retailed for \$15 in competition with a similar cloth 20 ounces in weight lined with serge and wholesaled at \$10.50.

While the advance in the price of wool and fabrics is given as the principal reason for there being so many more lightweight fabrics, it is also pointed out that the greed for trading brings the same result through a manufacturer ordering a quantity of 16 to 18 ounce cloth, and at price paid being unable to obtain any exact guarantee about the cloth, so far as weight was concerned, and the mill delivers a 16 ounce cloth instead. This is just specious trading—fooling themselves. There is likewise a marked change in the weight of overcoatings, perhaps more pronounced than it is in suitings. Take the heavyweight overcoat to-day known as the "tourist" or belted back, which is used for general outdoor wear. To-day it is largely made up of 26 to 28 ounce fabrics, whereas in the old fashioned ulster 32 ounce goods were used, and were not thought any too comfortable for severe weather.

Perhaps it was because of the introduction of lightweight overcoatings last year that there was a revived demand for the frieze ulster, a demand that reached from the country towns to the big cities, for hardly a clothier anywhere but what had more call for the old-fashioned ulster last year, if he was located where the

climate made such a garment desirable. The demand exceeded the supply. And if we get another severe winter this year the ulster will be wanted again, for the lightweight cloths put into the fur collar trimmed overcoat are not going to take its place. They look like what they are not—warm.

The accuracy with which the early opening of spring lines was forecast in previous reports is borne out by the mid-September showings of spring samples and swatches. During the past week more lines were reported ready, some men already gone to far-away points, such as the Pacific coast, and from present indications an early general start for the road is apparent, although some organizations are trying to hold back.

believing that there is little to be gained by getting off before the dates usually scheduled for the road travelers.—Apparel Gazette.

He Recuperated.

The master was explaining the meaning of the word "recuperate."

"Now, Willie," he said, "if your father worked hard all day he would be tired and worn out, wouldn't he?"

"Yess'r."

"Then when evening comes, and his work is over for the day, what does he do?"

"That's what mother wants to know."

The religion that can not stand camping out had better be left at home in the ice box.



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

Wireless Telegraphy!

Sounds good, but is not yet practical for the business man

The man who keeps up with the procession must surely adopt the up-to-date business methods at present available. This is the man who is bound to succeed.

DON'T TRAVEL! DON'T WRITE! DON'T TELEGRAPH! but get into instant communication with your party over the lines of the

Michigan State Telephone Company

You get more satisfaction from one personal interview than from a week spent in writing or telegraphing.

Time Saved! Labor Saved! Money Saved!

What more can you ask?

Call Local Manager for terms, or address

Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids

RECKLESS CITY WORKMEN. Unnecessary Damage Inflicted on Merchants by Thoughtlessness.

Written for the Tradesman.

"I don't think I'm much of a kicker," said a merchant to a Board of Public Works foreman one day last week, "but I believe I have just grounds for a complaint right here."

"What's the trouble?" asked the foreman.

Now the foreman was not a pleasant man to talk to. His face betokened frequent visits to saloon bars, and he carried in his mouth the stinking stub of a cheap cigar which, owing to its sodden condition, had long been unavailable as a smoker. His torn and dirty clothing was slouchily worn, and if he ever took a bath his appearance concealed the fact.

"There's always a kick from you business men whenever there's any street work to do, and I'm getting tired of it," he added.

"What do you think I pay rent for?" asked the merchant.

"To make a big profit on bum goods, I suppose," was the insolent reply.

"Well," said the merchant, "I can not make the profit unless I sell the goods, and I don't see how I'm going to do that with all travel shut off by your idiotic management."

"I suppose you want the sewers to rot out and flood the street," said the foreman. "I guess you must sell waders."

"It's all right to fix the sewers," was the reply, "but I can't see why you don't build a temporary foot-bridge over the excavation. Do you realize what it means to me to have all travel in front of my store suspended for a month at a time? It means a cessation of sales and a continuation of expenses. This foolishness of yours will cost me two hundred dollars."

"All right," said the foreman with a grin, "I'll write you a check for the money."

"It's all right to grin about it," said the merchant, angrily, "but it is anything but funny to me. About a month ago you tore up the walk there at the crossing. It was a week after you tore up the walk before your men got to work on the excavation. Since they have been digging they have been called off to other jobs about half the time, and the work isn't half done yet."

"It may be right to loaf on a job in the country, but it is a different matter in a city street. Besides making no end of trouble for pedestrians, you turn all business to the other side of the street."

"Gives the other fellows a show," said the foreman.

"It is not your business to give the other fellows a show," said the merchant. "We pay big rent on this side of the street because it is the popular side. The travel over here is one of the things we pay for, and you have no right to divert it to some other place."

"The work must be done," growled

the foreman. "If you don't like it go to some other corner."

"The work might be done without loss to the dealers or inconvenience to the public if competent men had charge of it," said the merchant, indignantly. "You never should have touched the walk until you were ready to go on with the digging. Then you should have thrown the earth clear of the passage-way and thrown a temporary bridge over the excavation. The city has plenty of planks, and it wouldn't have cost a dollar to have protected the merchants and accommodated the public. The work might have been done in half the time you have been pottering with it, too. Your men don't get here on time, and it takes about two hours a day on the average for them to fill and light their stinking pipes. You are robbing the merchants and robbing the city."

The merchant was getting angry, and the foreman's eye reflected back a share of his wrath.

"We'll put up a suspension bridge here," he said, "and have it covered with rugs. And we'll have men stand here and point out your bum joint to the pedestrians. How will that suit?"

"There's no use in getting gay," said the merchant. "You know very well that I am right, and that you are wrong. Every stroke of this work, on a prominent street corner like this, should have been done in the night time, and rushed at that. A private owner would have had the job done in two nights, with no inconvenience to the public whatever. But you people who work for the city just see how little you can do and draw your pay. If a private contractor was doing this work I'd collect damages for this loss, but it is no use to sue the city. Then a private contractor would have had the job out of the way and had the cash invested in other work long ago."

"Perhaps you'd better go up to the city hall and show them how to run things," suggested the foreman.

"It wouldn't be much of a trick to do that in some of the departments," said the merchant, "but I don't believe the officials up there know just how shiftless the street men are. It is their business to know, of course, but it seems that they do not. They are ruining my business, anyway, and it is all so needless that it makes me swear."

The foreman grinned and turned away. He looked over the job for a short time and then went out to another piece of work, leaving the workmen to tell stories and exchange tobacco.

"This same condition exists in many places," said the merchant to a customer who had listened to the talk. "Just a little planning, just a little care, would save thousands of dollars to the merchants of the city every year. But there is no remedy that I know of. I have complained and received all sorts of promises, but that is all I do receive. It is a shame."

Alfred B. Tozer.

A Mere Matter of Size.

She was corpulent and on her way to Chicago from New York, and was traveling with her two children, aged respectively 3 and 4 years. As far as Buffalo she had not been asked to pay for the children, but at that point the train crew changed and the new conductor, a gruff, surly looking individual, looked askance at the children and asked for their tickets.

"Why, I have none," said the mother.

"How old are they?" snapped the man in blue.

"The girl is 3 and the boy 4, sir."

"They look pretty big for that," was the gruff rejoinder.

"Well," said she of the avoirdupois, "if you're collecting fares according to size, you'd better get another ticket for me."

Needless to say, she did not pay for the children.

Cheer Up.

Learn to laugh. A good laugh is better than medicine. Learn to keep your own troubles to yourself.

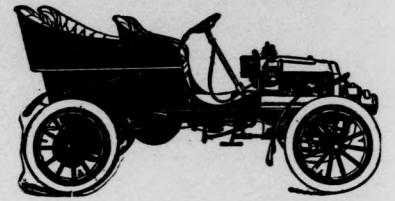
Learn to stop croaking. If you can not see any good in the world, keep the bad to yourself. Learn to hide your pains and aches under pleasant smiles.

Don't cry. Tears do well enough in novels, but are out of place in real life.

Above all, lose no chance of giving pleasure, for we live here in this world but once.

The naked truth sometimes makes us shiver.

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.

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.

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.

HEARD IN THE SMOKER.

Development of the Rube on the Road.

Written for the Tradesman.

"Forget it," said Stevens, the shoe man, as he shoved his paper back in his pocket, lighted a cigar and looked at Wheeler, the man who makes the Tradesman believe that "Myrderdirt" should occupy the place of honor in every store's soap department, and Hascom, who gets checks from Watts, Glaspy & Co., the jobbers. "There's nothing to this talk," he continued, "about the boy from the country not having in the city the chance to make good that he enjoyed a few years ago. Some of these people try to tell you that the city boy has awakened and is the only one who now gets the money; but it's all a pipe. Why, just to show you, I'll tell you of a Rube who five years ago couldn't comb the hayseeds out of his hair and who is now the real candy:

"I first met this guy—I won't tell his name—when I was making all the tanks in Michigan. He was working for his uncle in the general store of a village 'way up North and he was the limit—about 18 years old, big-boned, loose-jointed, with a walk that resembled the movements of a camel, and his clothes literally hung on him. He was so homely that just what was the matter with his features could not be determined—it seemed as though the parts of his face had been just thrown together haphazard. He talked with a drawl that would have made the fortune of any comedian who could have imitated it, and at first sight you would have begun making mind-bets that an X-ray examination of his head would have shown minus in the brainpan.

"Looks are mighty deceiving, however, and a few minutes' conversation with him would make you forget them and wonder where he picked up the fund of information he kept handing out. I took considerable interest in the fellow and made up my mind to do something for him; but one of the boys in the grocery line was ahead of me and on my spring trip through he told me that he was going to work in a grocery in a fair-sized city in the middle of the State.

"He dropped out of my sight then and I never met him again until yesterday. When I saw him, I did not recognize him until he came up and shook hands and told me who he was. You should have seen him!

"His joints appeared to have tightened up and he had a carriage that would have delighted the heart of a major general. The clothes he wore were so modish that you could almost see style hurrying to catch up and he looked positively handsome. He was tickled to death to see me and told me he was on his first trip into Michigan for—well, I won't tell you the name of the house or you would find out his name. We talked over the old days and, after some urging, he consented to talk of himself and told me the story of his life since last I saw him.

"It seems that a brief period in the retail store knocked some of the corners off him and that within a year he broke out on the road for a small grocery house. He soon was keeping the big boys worrying some and it was only a question of time until he got an offer with a big concern to take a piece of the West. He continued to make good and was now back in Michigan with a fine line. If that isn't going some you'll have to show me."

"That's right," agreed Wheeler. "Of course, it doesn't always turn out that way, but it does often enough almost to amount to a precedent. Why, I know a man down in Grand Rapids who, ten years ago, hadn't seen an electric car more than twice in his life who now calls about ten city-bred fellows into his office every morning to give them their orders for the day, and some of that ten were in the business when he started!"

Here Hascom broke in:

"Yes, but at that they might be better off if they stayed in the country. I was raised on a farm myself and I want to tell you fellows right now that if I ever get a little piece of money together it will be me to the quiet and rustic life again. These people who like it can all have their time in the big towns, but for papa it's back to the tall and uncut with the wife and kids when I get enough to grab off a chunk of dirt down near the old folks!"

The others didn't answer, but all three looked out of the car window at the swift-moving panorama of green fields waving in the summer sun, with husky farmer boys stopping here and there to watch the rush of the train, and a close observer would have seen the longing in three pairs of eyes. J. F. Cremer.

An Effective Sample.

A clergyman was very fond of a particular hot brand of pickles, and finding great difficulty in procuring the same sort at hotels when traveling, always carried a bottle with him. One day when dining at a restaurant with his pickles in front of him, a stranger sat down at the same table and with an American accent presently asked the minister to pass the pickles. The minister, who enjoyed the joke, politely passed the bottle, and in a few minutes had the satisfaction of seeing the Yankee watering at the eyes and gasping for breath.

"I guess," said the latter, "that you are a parson?"

"Yes, my friend, I am," replied the minister.

"I suppose you preach?" asked the Yankee.

"Yes; I sometimes consider it my duty to remind my congregation of eternal punishment," returned the minister.

"I thought so," rejoined the Yankee, "but you are the first of your class I ever met who carried samples."

Economy.

"You told him to diet himself," said the young doctor's wife.

"Yes," replied the young doctor. "I told him to eat only the very plainest food and very little of that."

"Do you think that will help him?"

"It will help him to pay my bill."

A knowing parrot is owned by a prominent Milwaukee barber. When a customer has been shaved and is about to leave the shop, the parrot calls out: "Hello, don't forget to have your shoes shined." The invitation coming from the source it does is the means of keeping two "shiners" busy.

Decorating Hints for Fall

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

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

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

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

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

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

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

Alabastine Company
Grand Rapids, Mich.

105 Water St., New York

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

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

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.



Quarrels Do Not Strengthen Love.

Among all pernicious popular fallacies there is none worse than that which holds that quarrels strengthen love. "Young trees root the faster for shaking." We continually hear that lovers' quarrels are the sweetest things that ever happened, because of the kissing and making up which follow afterwards; the renewal and increase of love which, according to theory (rarely in practice), is a natural and inevitable consequence, even as a vine bears more abundantly for severe pruning. It is true that capricious sweethearts and careless lovers may be sharply recalled to due appreciation of the value of love by the danger of losing it.

But where the love is sincere and well established there is no necessity for such discipline. It may safely be asserted that the sweetness of reconciliation after a quarrel in no degree compensates for the sting, and this is equally true whether the difference be between lovers or friends. One might as well preach the advisability of breaking china in order to mend it with some wonderful cement. Or, rather, it is as if one deliberately courted suffering, for the sake of subsequent surcease from pain; a relief, which some materialistic philosophers tell us, is the most delightful physical sensation known to humanity.

Especially is this applicable to conjugal quarrels. King Solomon, with all his wisdom, never spake truer word than that: "The beginning of strife is like the letting out of water; therefore leave off contention before it is meddled with." Avoid disputes. "It is the first step which counts," wherefore do not take it! An old man, who, as a criminal lawyer of many years' standing, had wide acquaintance with human nature, used to tell his daughters: "Make up your minds that your husbands are but men, although they are gentlemen, and be careful how you provoke them to anger. Remember that you take one another for better, for worse, and if worse comes, which heaven forbid, at least bear it like a Christian gentlewoman. You will find the recipe in Matthew V., beginning at verse 39."

Indeed, there is no truth which prospective brides and grooms may more sagaciously take to heart than that, while quarrels between lovers who are still a-courting may be patched up successfully, as good, perhaps better, than new, provided always that both of the lovers are affectionate and forgiving of disposition, the genuine matrimonial family row is rarely followed by kisses, until there have been heart burning that sears and acrid bitterness of spirit. The tempest of tears and temper is rarely the harbinger of clear shining after rain; on the contrary, it is by far more likely to stir up seething and enduring dissension and anger. It is a well established fact in phy-

siology that a severe wound, however thoroughly it may be healed, scarcely ever fails to leave the adjacent nerves intensely sensitive for life unless the opposite happens and they suffer total paralysis. Something of the same sort often happens in the case of a serious quarrel between two persons who should be all in all, each to each, "in honor preferring one another."

A man or woman, deeply in love, undoubtedly will make all sorts of advances, all manner of concessions, in order that an ante-nuptial truce may be effected, that the painful breach may be healed; but after the matrimonial knot is well tied and the lover is transformed into the husband, the chances are that he undergoes some phases of obstinacy which leave kisses woefully out of the game. A quaint old writer has said that "the kisses which smooth away quarrels between lovers are the baits by which Cupid lures the game, but when he has safely and securely bagged the quarry the bait is unnecessary, hence not always forthcoming."

Moreover, how can it be possible that love of any sort can be made more precious or sweeter by wrangling and jangling, by squabbling, and wordy warfare? It may not work mischief past remedy during the days of courtship, when each goes softly in fear of losing the other, when hearts are soft, and heads may be softer, but after marriage each thinks of asserting his or her own rights, and each fears to yield to the other lest it shall be expected as a matter of course forever thereafter. Each maintains that he or she has the right of the matter, and in so doing there is strong likelihood that the difference will be serious and that the kissing bee as a finish will be missing. There would be fewer matrimonial quarrels, fewer divorces also, if people who meditate matrimony were but able to understand that if they can not agree with one another before marriage there is small hope that they will after.

Things which are mere failings before marriage become serious faults later. Little contrarinesses, which annoy during the courtship, grow to be unendurable through constant repetition. What were merely "little ways," to be laughed at, materialize into grave offenses, and the girl who condones peculiarities to which she objects in her lover, hoping to correct him when he is her husband, will in most cases find herself much mistaken. There is nothing which people in general, and men in particular, dislike more heartily than to be found fault with and corrected. Censure, where one expects admiration, is altogether unforgivable. Any effort which the too sanguine bride may make to remodel her bridegroom's manners or morals, according to her own ideas, will in all probability be resented with a warmth and alacrity which will be both a surprise and a lesson for all time.

There is nothing in which it better behooves one, man or woman, to "be sure you are right, and then go

ahead," than when getting married. The days of courtship, more especially those intervening between the announcement of the engagement and the wedding, ought to be the happiest of a woman's life, a period when the glamour of love is over all her vista and life is couleur de rose. "For then, if ever, come the perfect days." If she can not look back to moonlighted strolls, in twilight evenings, the hour which most of all is made for lovers' vows, "the tender gloaming," with a heart which suddenly glows with the remembrance, her love has been in vain, and her marriage is a sacrilege. It may be set down as certain that no two people who fail to make each other happy before marriage are going to do aught but make one another miserable afterwards. The days of sweet-hearting should be all brightness, radiant with love and hope, and joyful anticipations for the future; days filled with a faith that leaves no room for jealousy, a zeal which counts no task too hard to be done for the sake of the beloved.

Lovers' quarrels are pretty generally either ebullitions of jealousy, due mostly to selfishness upon the part of the one of the other, or else come from what somebody has called "the leakage of badly governed tempers." Quarrels and makings up, when often repeated, become, to say the least, monotonous, if not wearing. When people can not avoid quarrels as lovers they will find it the part of discretion to let matrimony alone; it is a clear case of incompatibility, which it is well should manifest itself at an ante-nuptial stage. Lovers' quarrels are by no means always a preface to bliss in beatific reunion; they are much oftener the prelude to the dirge of all affection; therefore the conclusion of the whole matter is that marriage between two people who can not dwell together in unity of spirit while they are engaged is more likely to lead to misery than to bliss.

Dorothy Dix.

How Eating Humble Pie Gained a Customer.

Written for the Tradesman.

"Yes," said the girl behind the notion counter, "we clerks all have funny little experiences with customers, and I in my department get my share.

"I was amused, a few weeks ago, at the attempt of an aristocratic lady to make an exchange of goods for something of a different description.

"She came sailing up to me all smiles and blandness and said she wanted to exchange some articles she purchased at my counter for something of another color. She gave no reason why the goods didn't suit other than that she didn't like pink as well as she thought she would—she'd rather have blue.

"I took the articles in hand and examined them.

"They were all right as to any wear. They were clean and had been neatly done up, so that there was no objection to a return on that score. Just one difficulty lay in the way of granting the lady's request: They

never were bought at our store; we never carried that sort!

"I smiled pleasantly, and explained the situation, adding that I would be perfectly willing to accede to her request had she purchased the goods at our place.

"The lady looked at me antagonistically and insisted that I must be wrong; she was positive she bought the things at my counter.

"I can't remember that it was you who waited on me," she said, looking at me sharply, "but I am sure I got them here—absolutely sure."

"To convince her I turned and took down a box from the shelf back of me and held out a pair of our goods at the same price and showed her the points of dissimilarity between those we carried and the ones she brought in.

"Still thinking I had not showed her the right goods, she said that it must be I had not looked in the place where they belonged.

"Now, I have worked in the same section for the same people for three years and, if I'm any sort of a stock-keeper, I must know by this time where I keep things.

"To say the least, I was beginning to get just a little provoked. But I managed to keep my temper and be pleasant.

"While I was thinking what to say next, the lady dropped into a little brown study, whereupon a light seemed to break in on her, and she exclaimed:

"You are right about it—I never got these goods here! It flashes on me at this instant—I bought these at Blank's when I got my corsets!"

"And then the lady fairly overwhelmed me with apologies, even coming back two or three times to say a word more of regret.

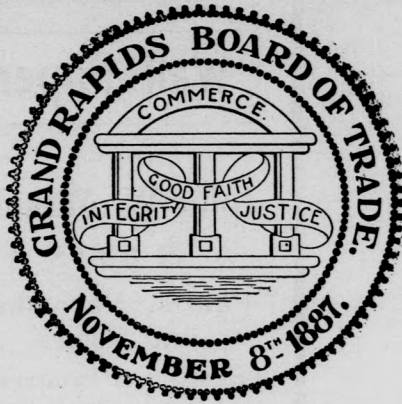
"I accepted then and there her efforts to make amends. And she has supplemented those efforts by some substantial trading with me since, to show me that she was sincere in her mistake and wishes to make up for the embarrassment of which she was the cause.

"Now if I had been haughty in speech and overbearing in manner when the lady discovered herself in fault, do you suppose I would ever have seen her at my department again? No, she would have avoided me whenever she came near my locality and would have gone to some other establishment for notions rather than encounter me again. To be sure, I had to eat a little 'humble pie,' but I made a new customer for myself and the store and I am satisfied.

"A clerk can make trade or break it. I prefer to make it; that's what I'm paid for." B. B.

Changed His Mind.

"I never will surrender to a nigger," said a Confederate officer, when a colored soldier chased and caught him. "Berry sorry, massa," said the negro, leveling his rifle; "must kill you den; hain't time to go back and git a white man." The officer surrendered.



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

Read Carefully the Names

you are through buying in each place.

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as

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

LONELINESS OF PLAINS.

A Condition Which Depends on the Point of View.

Written for the Tradesman.

The day was fine, the rig was finer, the party—five souls in all—was finest, that headed northward from Cheyenne that bright summer morning. The hour for starting had been fixed at eight; but "it's no fool of a job" to gather your belongings—when a ranchman goes to town he makes a business of it—and collect your party, each in a different part of the city. It wasn't strange, then, that an hour went by before everybody and everything were ready, and that at last when my charioteer, picking up the reins, remarked as a mere matter of form, "Are we all ready?" the anxiety-burdened voice of the young lady on the back seat exclaimed, "Why, where's Ernest!"

It was easier just then to tell where he wasn't and while we were waiting I—who didn't know before there was any Ernest—wondered if the anxiety had anything special in its expression. Young women of 20 do not as a rule, if they are "good lookers," care much for the other side of the house unless—a word which covers a fateful thought—and while indulgence in that thought was going actively on, the same voice, exultant then exclaimed, "There he is!" and in due time the young man from Michigan—his build and his speech betrayed him—was on the back seat and the anxious girl, anxious no longer, was on the same seat with a child between them. So with childhood, youth and maturity with a lot of good things under the seats we turned our backs upon the capital of Wyoming.

For a distance the land rises gradually to a ridge and passing over this we could see no more of the city. I then saw the peculiarity—or one of them—of the Wyoming plains. From Cheyenne, as far as we went, we found the lay of the land to be a succession of immense dinner-plate-shaped valleys, with a wide rim, then a dip down to the bottom of the plate, followed by a wide stretch of road across the diameter. Then came a rise, often abrupt, to the rim, a climb to the summit of the dividing ridge; and so from dinner-plate to dinner-plate we rode until a little after sunset.

One of the first "funny things" to attract attention was the gateways we were constantly coming to. The public highway is not gated in, generally, and yet here we were after a stretch of miles halting, opening a gate, driving through, closing it and driving on. That gets monotonous after a while, especially to the tenderfoot who in his intense desire to "know all about it" insists on opening and shutting one, nine times out of ten leaving a piece of his finger as a tribute to his awkwardness. The fences of course are barb-wire. The gate is simplicity itself. Two posts are firmly set up. From one of these extend four or five lines of barb-wire according to the height of the fence. The other ends of these lines are fastened to a stake, the average

size of a man's wrist, the length of the wire being determined by the width of the gate. When this stake is in position a wire passing from each end around the other post holds the stake upright and makes a gate as strong as the fence. The gateway is usually so wide that the gate is long and another stake is put midway to prevent the cattle from forcing the wires apart and so crowding from one enclosure to another.

After going through a number of these, I wanted to get out and take care of the gate, a wish that was reluctantly granted. Somehow the thing wouldn't work. The upper wire, intended to slip over the end of the stake, wouldn't slip. "Push the stake up to the post." It wouldn't push. I finally "caught on," and pushing up the wire as I pressed the stake-end to the post, the whole thing came out with a rush, and not being used to that sort of gate I went down, too. It was easy to pull the heap of loosened wire out of the way for the carriage to pass; it was equally easy to put the foot of the stake into the wire loop at the base of the post, but when I tried to slip the upper loop over the stake I was certainly "up against it." The loop was a half-inch too short; but it had been there, I took it off myself, and I was determined to put it back myself. Trial after trial ended in failure. I was inclined to ask for help and would have had I not just then seen my driver and the Michigander on the back seat exchanging winks. That did the business. The spirit of my Puritan ancestors nerved my arms. I made one grand effort to slip that rusty wire over the stake-end and did; but in my zeal I forgot my fingers and left—well a good deal bigger piece than I wanted to spare between that wire and that stake!

There are periods in human existence "when words have lost their power, when rhetoric is vain," and the emotions which then swell the soul are beyond and above expression. That was my condition then. I was speechless. My thought, concentrated upon that bit of barb-wire, called for words which at that moment were wholly inadequate and unavailable and I mutely and despairingly appealed to my sympathizing friends in the carriage. I did not thus appeal in vain. They came promptly and vigorously to my relief. Matter and manner were more than equal to the occasion. I was soothed and comforted, and more than once during the rest of the journey I consoled myself by repeating from Laurence Sterne: "The accusing spirit, which flew up to heaven's chancery with the oath, blushed as he gave it in; and the recording angel, as he wrote it down, dropped a tear on the word and blotted it out forever."

No, I did not open any more gates.

The damaged finger led at once to the gate- nuisance and once on the ground it is easy to understand that there are two sides to the fencing-in question. If there were between your house and mine a single square mile of untaken-up land and both of us had cattle to graze, neither of us

would hesitate to fence in such a portion of that land as would be sufficient to pasture his cattle. The fence keeps the cattle from getting lost and so is a great convenience; neither of us has the slightest idea of land-stealing and if we do not use the land it goes to waste or what amounts to that. Increase the single square mile by a much larger number and the conditions remain the same; and my opinion is if the trespassers had not forgotten they were trespassers and had remembered that the fence enclosed Government land, fenced in by favor of the Government, all would have been well and no trouble would have arisen; but the first-come first-served theory crept in and when the late-comer came in with his stock his right to the Government land was as good as the early-comer, and when at his coming the fence at his request did not come down he did not hesitate to take it down—why should he?—and there was trouble at once.

To what extremes such difficulties have been carried a single instance will show. Some years ago, when the Northwestern territory of Nebraska was given up more to grazing than it is now, friction of this sort sprang up between rival stockmen. One man's right to the public domain was as good as the other's, the first man to fence in such land thought that he had the best right to the property, and not only refused to take down his fence but assumed the right to order away the man presuming to interfere with that assumed right. The result

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is easily foreseen. Dispute soon became open warfare and one day when one of the disputants concluded had had bickering enough he went home in anger and directed one of his sons, a boy at that time about 18 years old, to take his gun and shoot the meddlesome neighbor. As the story goes, the young man showed some reluctance in obeying his father; but this having been overcome, the boy went out, shot and killed the neighbor and came home rejoicing. Of course there was great excitement and the authorities came to the front; but in those earlier days public sympathy was on the side of the gun, which, it seems, had influence and the money to back it up, and the affair in time ceased to be a matter of public concern, the instigator of the murder died and the young man himself, held in no way responsible for the act, is classed to-day among the best people in the community in which he lives. I know the young fellow and a good boy he is.

The order of the Government to remove the fences is without doubt a wise one. In some few instances, perhaps, the removal has occasioned hardship, but such hardships will in time adjust themselves and the evils arising from the fence nuisance will be known no more.

After even half a day's journey across the plains, one feels as if it would not have been a bad idea to grant the poet Cowper his wish for "a lodge in some vast wilderness" on the condition that he located here. A wilderness that stretches away for fifty miles with but two or three "local habitations" is vast enough to satisfy even a poetic imagination. After getting accustomed to the lay of the land there comes an intense desire to see something, and then comes a realization of the utter loneliness of the plains. It is worse than the ocean in this respect. Outside of the regular lines of sea-travel, where only the water and the sky are to be seen, there is a charm in watching the constant motion of the waves; but here only a dead level meets the sight and with that to look upon the grass becomes the mighty pall of the mighty and whose head and feet are seen in the horizon's rim!

There is little of the cheerful in the contemplation of a corpse as huge as that, and concluding that my "pard" might as well contribute something to my enjoyment, I found him trying to attract my attention, which he at once with an eye-glance and a movement of his head directed towards the back seat.

There had been a change. We started, with the child in the middle. After noon and so after luncheon our friends on the back seat thought it would be a good scheme—scheme is good—to drop the back curtain of the buggy-top to protect us of the front seat from the afternoon sun. It was therefore dropped and fastened down. I looked through the little window and found the child with its head pillowed on the young woman's lap and she, needing support, to sustain her in her motherly task, had

found it by placing herself in the stalwart arm of youthful Michigan, which enfolded her with a determination and firmness I have never seen surpassed. She, too, slumbered and slumbering smiled. Her head was on his shoulder and her pretty face, turned gently towards his, was kissed by—the breeze that enviously came stealing o'er the plains; and so for more than two mortal hours the fellows on the front seat had to see what happiness there was for them through another man's eyes!

I have said something above about the "loneliness" of the plains, a condition which I find depends upon the point of view.

Richard Malcomb Strong.

Keep Your Eye Off the Clock.

During my experience, covering a period of twenty years as head of different departments in a large wholesale house, I have come in contact with hundreds of young men of all characters, the farmer boy fresh from the meadows, the rich man's son just from college, and the city boy, the widow's only support. They all wanted to work in a wholesale house, to begin at the bottom, work their way up, so they could some day become the buyer and manager of the department to which they were assigned.

What becomes of the majority of these young men, who at first make promises that are certainly worthy of attention and should be credited with aspirations that are worthy of consideration? If you watch, as I have, you will observe that, while at first they begin with a vigor that is truly promising, they gradually get into a rut, as it were, and, in spite of repeated warnings, you are forced to discharge them.

The trouble seems to be that these same young fellows, who after considerable effort once get into a wholesale house—as generally these houses are particular whom they hire—no matter how firm their resolutions were at first, begin to act as if their positions were as firm as the rock of Gibraltar. They do not seem to appreciate the fact that, no matter how many men the manager may have under him, he is always on the alert for the young man who does not have a dead line on his allotted work. And right here is where the principal trouble lies. Every stock-keeper (which at first is what young men in a wholesale house usually are) labors under the impression that, while his particular division may be in good order, he should not help his fellow stock-keeper across the aisle whose stock happens to be in poor shape. He simply sits on the end of his table, and frequently you can hear: "Hey, Joe, get a move on you if you are going to catch the 5:25 train." Incidentally it might be mentioned that the store closes at 5:30.

Not even a piece of paper will such a young man pick up if it does not happen to be in his stock. He always is looking at the clock, always seeking an excuse for a day off, maybe for a picnic, or it may be he is

sick, or says he is. Then, when he is really sick, he fails to report by telephone.

To the many to whom this description applies, I want to give a word of advice. If you want advancement, both in position and salary, do not look at the clock so often; do not absent yourself under false pretenses, and when the manager asks you to work a few hours overtime, do not sulk, but show a willingness. Do whatever the manager considers is advancing the interest of the firm. Do not always have a date, because some day you will find that while your date might keep, your job will not. Do not be afraid to go to the office and ask for work, if you have not enough work to do. The managers are looking for such employes, and will not forget them, as circumstances like this happen so rarely that it will be so firmly impressed in the manager's mind that you will be looked on with approval ever afterwards.

Heads of departments are always looking for bright, snappy young men who are always on time, who are always neat in appearance, and who are willing to help fellow employes when necessary. David C. Litt.

If a man wants to hear himself called great he must keep very small and shallow company.

Consideration for others is the noblest courtesy.

Resentment bears heavy fruitage of regret.

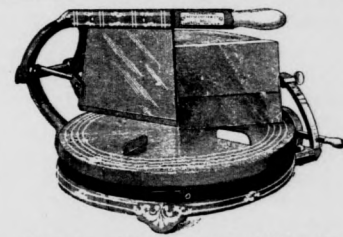
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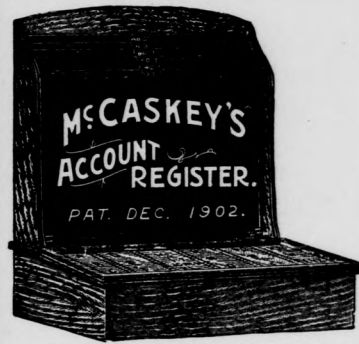


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COFFEE, CACAO AND TEA.**Enormous Increase in Both Demand and Supply.**

The coffee, tea and cacao trade of the world is the subject of a monograph just prepared by the Department of Commerce and Labor through its Bureau of Statistics which will be published in the forthcoming issue of the Monthly Summary. This report shows an enormous increase in the cultivation and consumption of these stimulants. In the case of coffee, the center of production is in South and Central America, about three-fourths of the world's consumption being furnished at present by Brazil. The terms "Java" and "Mocha," which in olden times indicated the source of the origin, have now become mere characteristics of quality and blend. In the case of tea, the spread of culture precedes, in point of time, that of coffee. China, which was the center of the tea trade in the earlier part of the last century, has been superseded by India and Ceylon, so far at least as imports into the United Kingdom are concerned.

The cultivation of these two articles of popular consumption is restricted to certain well-limited areas, the bulk of coffee being raised at present in the central and southern part of the American continent, and tea being produced on the Asiatic mainland and adjacent islands. On the other hand, the consumption in the leading European and American countries, at least, is far from being equally distributed. Roughly speaking, between two-fifths and one-half of the marketed coffee product of the world is taken by the United States, while one-half of the tea product in the world's markets is taken by the United Kingdom. Another fact worth mentioning is that the rate of consumption of these two articles, wherever they have become the part of the popular diet, tends to increase continually. Taking only those countries the statistics of which show considerable consumption of coffee, such as the United States, Germany, United Kingdom, Holland, Belgium, France and Austria-Hungary, we find that the combined consumption has increased almost 60 per cent.—from 1,140,740,000 pounds in 1884 to 1,816,447,000 pounds in 1904—as compared with an increase of population of about 30 per cent. in the countries named during the same period.

In the United States the total consumption has almost doubled in quantity, while the per capita consumption has increased about 26.9 per cent., from 9.26 pounds per head to 11.75 pounds, during the period under consideration. The same remarks apply to the more important tea-consuming countries for which detailed statistics are presented, i. e., the United Kingdom, Russia, United States, Germany, Holland and France, in which the tea consumption has increased 58.9 per cent. from 317,982,000 pounds in 1884 to 505,233,000 pounds in 1904, while the population in these countries has increased only about 27 per cent. during the same period. The consumption per

head, in those countries at least where tea is as popular a beverage as coffee in this country, shows therefore about the same rate of increase. In the United Kingdom the per capita tea consumption has increased from 4.90 pounds to 6 pounds, or 22.5 per cent. between the years 1884 and 1904.

Parallel with the increase in consumption goes an increase of production of both tea and coffee in the measure that new countries and cultivated areas are drawn into the cycle of international trade. Thus, the rapid increase of tea production in India and Ceylon is a matter of comparatively recent times, while the largest growth of cultivated area and production of coffee in Brazil dates back only to the last decade of the last century. Between the years 1885 and 1903 the tea product of India is stated to have trebled in quantity, while that of Ceylon increased about 55 per cent. during the years 1895 to 1903, and the production of Java during the decade 1893 to 1903 increased about 160 per cent.

Of special interest to the United States is the coffee industry of Puerto Rico. Its "banner year" was 1896, when the Island exported 58,763,476 pounds, valued at \$8,318,544. The fall in prices, which became acute about that time, combined with the hurricane of August, 1899, the change in money standard, and the partial loss of the Spanish, French and Cuban markets, caused an abrupt decline, so that in the fiscal year 1900-1901 the exports were only 12,159,008 pounds, valued at \$1,678,988. Since then there has been a steady increase, the exports for 1904 being 34,329,972 pounds, valued at \$3,903,257. There is every prospect that the record of the banner year will soon be equaled, especially since Cuba, under the reciprocity treaty, grants to Puerto Rican coffee a 20 per cent. reduction of duty, and the vast market of the United States, which formerly took only trifling quantities, now absorbs a rapidly increasing amount of the Puerto Rican product.

Zorene's Wonderful Property.

Zorene is the new chemical wonder, and it is a wonder. Hungaria has found it, and states through Prof. Brunn that a piece of ordinary and easily breakable slag, after immersion in the new liquid compound, defies the blow of a hammer. The same effect was produced on ordinary brick and on a block of red jarrah wood. When immersed in water for a long time none of the three when taken out shows the slightest increase of weight by the addition of moisture. Two pieces of steel which had been soaked in the liquid were submitted to an ammonia test equal to five years' exposure to the air and emerged from the bath as they entered it. Prof. Brunn states that he can make roads germ, dust, and water proof from slag, which is now useless, and that he can double the life of metals exposed to the air.

He who is a friend only to himself is a foe to all men.

W. F. McLaughlin & Co.

SANTOS
CHICAGO
RIO DE JANEIRO

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

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

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

Send for Samples and Prices

It is
Absolutely Pure

Yeast Foam

You can Guarantee It

We Do

Northwestern Yeast Co.
Chicago

JOHN BURKE.

Object Lesson in Success and Failure.

This is the story of John Burke: Man. It would do you good to know Burke: Whether you are high in the world or low, whether you count your wealth by the million, or whether the pay envelope at the end of each week's hard work is all you may count as your own; whether you live in a stone palace, or whether four rooms on the third floor rear suffice to cover your head, contented or unhappy, just so long as you are human (and you are), you would come away better and more content with the world as it is after a talk with him. But it is impossible for you to know him. He isn't a public character. But you can read his story. It is the story of a man, and, therefore, good reading.

He isn't much to look at as he stands before you now, John Burke isn't. He will tell you when you get to know him well enough that once he was different. But now there are an arm and a leg missing, both on the same side, an eye is dead in its socket, and one side of his face is considerably wrecked, from stopping a section of boiler plate in its flight toward the fresh air. He is a watchman and makes \$9 a week, and he and his invalid wife manage to live in their two-room flat in considerable comfort. But, best of all, they are almost contented and have not given up hope; and this is the marvelous part of the story.

Twenty years ago Burke was 25 years old. He was a printer and he had a knack for inventing special machines and appliances that caused people to predict that he had a great future before him. Hardheaded business men said he would make a lot of money before he died, and his employer paid him the wages of a first class foreman because of the aforementioned inventions. Incidentally, they made thousands of dollars because of these inventions, but that is a matter of business and not concerned with the matter of Burke. So well did he progress in this early roseate stage of his career that Burke told himself he was justified in getting married. Then he settled down to work as hard as his body and mind would let him for the success that he knew was his due. He was young and his faith in the world was brand new and unshakable.

It was when he was 31 that he had his first invention completed. The others were merely improvements, but this was different. It was something new, something that no other man had ever conceived in similar form before, and it was Burke's, all Burke's. It represented just five years of his life, years of existence when every spare hour, effort and thought were the machine's, when the rest of the world didn't matter so long as the machine neared perfection. Burke kept it a secret from all save his young wife, until it was all ready and he was ready to spring it on the market.

If he had done a little press agent

work and let a few people know he had such a machine under construction he would have saved himself a fortune, and a right to call the machine his own. As it was he took it to two men who were naturally interested in his invention. They questioned Burke closely after they had carefully examined the machine. Had he shown this to anyone? Had he talked over the thing with anyone? Did anyone know that he had contemplated making such a machine, or that the making of it was possible?

Burke, because of the faith he had in the world, answered the questions all guilelessly and truthfully. The men asked him to leave his model. Burke did so. He returned the next day, and the two men received him coldly. Upon investigation they found that Mr. Burke's machine was almost an exact copy of one lately installed in their Eastern works. They did not wish to accuse Mr. Burke of copying their machine, not to say stealing it, but it was a remarkable coincidence, as Mr. Burke himself must see. There was a fuss, but in the end they succeeded in stealing Burke's machine quite cleanly and gave him a bad name among the men of his trade besides. He lost his old position and was forced to take another and poorer one.

Five years is a good share of a man's life. No man buries five years in a grave of hopelessness and recovers from it quickly. Burke never tried his hand at inventing again. He had lost the taste for it. But he did devote himself well to his business. He was more practical now, and he began to save money. Soon he had \$1,000 laid by, and he started a shop of his own. He went along swimmingly. He got deeply into debt at first, but he pulled up and was better than ever—was just touching success with his finger tips—when the accident came. Old boilers are uncertain things. Burke used a boiler and engine to furnish the power in his place of business. When the boiler blew up it was Burke who took the brunt of the explosion. The left leg and arm, one eye and a crushed face were the things that the explosion cost him.

So far this reads like the bad hard luck story that is concocted occasionally when a man wants to explain why he does not win success, but the novelty of this one is that the man whom it most affected refuses to believe that he is down, despite the fact that there is every reason why he should.

It was a long time before Burke recovered from the effects of the explosion. He was unconscious for weeks, mentally incapacitated for months, and bodily helpless for two years. When finally he was able to be on his feet his shop was a thing of the past, his money was all gone, and his wife, now a confirmed invalid, was living on the charity of relatives. Burke was a wreck if a man ever was wrecked. He was a misfit in the world now, and friends said they didn't see just what Burke had to live for. But Burke knew.

It was impossible for him to get work at his old trade. It was impossible for him to get any kind of highly remunerative employment. Burke knew this just as well as he knew and knows now that his chances for success as it is generally reckoned have gone glimmering into the past.

Despair would have sat on most men's shoulders. Burke hustled around as much as a man may hustle on a wooden leg and weak body and got a job as a watchman. He worked for six months, saving and sacrificing in a manner that approached actual starvation. Then he surprised his wife. He came for her in the cab of a kind hearted cabby. He put her into the cab and took her to a furnished two-room flat. That was more than ten years ago. They are there yet in the same flat. Burke still has the same job he had when they came there. He can hold the job as long as he lives. He will hold it as long as he is able to peg-leg his way from the little flat to the warehouse and back again. Each day he goes through the same routine of work life and knows that there is nothing else ahead of him. Each day he prepares the morning meal, puts the flat in order, and goes to work, returning at night to make another meal for himself and wife, and always he is contented, despite the fact that he is a broken man, and that he should be hopeless.

Burke is a failure, of course, a dismal failure, as failure is generally reckoned, but after you see him and

know him you begin to realize what a cheap lie the popular idea of success or failure is, and you see that Burke, crippled and broken, has succeeded in doing as much with the things that the fates have given him as falls to the lot to do of any man on this mundane sphere.

O. H. Oyen.

"Hunger," according to a medical expert, "is a contraction of the muscularis of either the pylorus, the stomach, the deudenum, or of all together." This is something to remember. Not many Americans know even the symptoms of hunger, much less the precise cause. They are too well fed.

OUR CASH AND CHARGE SALES DUPLICATING BOOKS



ARE SATISFACTION GIVING, Error Saving, Labor Saving Sales-Books.

THE CHECKS ARE NUMBERED, MACHINE-PERFORATED, MACHINE-COUNTED. STRONG & HIGH GRADE CARBON

THEY COST LITTLE
BECAUSE WE HAVE SPECIAL MACHINERY THAT MAKES THEM AUTOMATICALLY.

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE. A

W. R. ADAMS & Co. MAKERS - MICH. SALES BOOK DETROIT.

SUGAR

For the Canning Season

September and October

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

Our prices are right
Our goods fresh

The very best is always the cheapest

JUDSON GROCER CO.

GRAND RAPIDS, MICH.



Making Butter in a Chicago Department Store.

I recently enjoyed the pleasure of inspecting a working dairy in a Chicago department store. The creamery room is 18 by 19 feet and contains a 450-pound hand separator, run by an electric motor, a pasteurizer of 1,000 pounds capacity, a 20 gallon starter can, a 200-gallon cream ripening vat, a 200-pound combined churn and worker, a 25-pound butter printer, a 50-gallon cheese vat for making cottage cheese, and a 12-bottle Babcock milk tester. All of these, with the exception of the cheese vat, are operated by independent electric motors. Besides the above named apparatus the room contains a wash sink, a marble top counter 3½ by 14 feet, (used to print the butter on and as a stand for the milk tester), and two wood cased and covered brine tanks for cooling purposes, which are about 2 by 7 feet each. Kind reader, just stop and figure out where there is any idle space.

One day a man who had had considerable experience in creameries, called to inspect our little plant. After looking around and noting all the apparatus, he remarked that "That room contained the most creamery machinery in the smallest space that he ever saw."

The "glass cage" rests on an excellent cement floor, which is built into the wooden floor to avoid all chance of leakage through on to the floor below. Italian marble baseboards are used both inside and outside.

The creamery room is surrounded on the four sides by a marble top counter. On the south side cream, milk and buttermilk are sold by the glass. The east side is given up to the sale of eggs, honey and twenty-nine varieties of cheese. The north side is occupied by fresh fruits in their season and on the west side a large variety of green vegetables are disposed of. The one door is located at the southwest corner. Plate glass sides extend from the level of the counter tops to the ceiling. Such in brief, is a "pen picture" of the environments of the "department store creamery," and the writer wonders if any fellow members of the craft were ever "caged in" amid like surroundings.

The water supply for the creamery use and for the drinking fountain on each floor is supposed to be filtered down in the basement and, after being cooled, is forced up into the system of insulated water pipes by an independent steam pump. The cooling facilities are supplied by a 45-ton compressor, which chills the brine for the refrigerators and cooling tanks and also the filtered water system. When in operation and working to advantage the brine is forced up to the fifth floor at a temperature of about 10 degrees F., and at this point

is used very advantageously in making ice cream without the use of any ice.

The supply of cream, milk, skim milk and condensed milk used in the store is purchased from a wholesale dealer in the city who has a large creamery plant out in the country, several miles from here, and who ships in a supply each day in a refrigerated car. A telephone order is sent in about 4 p. m. each day for the supply needed for the succeeding day and this is delivered about 7:30 the next morning.

The reader can rest assured that we are compelled to pay nothing short of a fancy price for the goods delivered and it is sad to relate that the quality does not always measure up to the standard justified by the rate paid per gallon.

At this point "the department store butter maker" would like to enter a vigorous protest (or "knock," in the Chicago vernacular) against a large portion of the shipping cans used by the milk dealers in general. Judging from what I have seen of those in which we receive our supply, and on other delivery wagons as well, a large portion of them should be condemned and consigned to the "scrap pile," if there was the first excuse of a sanitary inspection followed up by the proper authorities.

Apparently the only requirement demanded by the dealers is that the cans hold the goods until delivered, irrespective of how rusty or corroded or unsanitary a condition the interior of the can may present.

After observing the quality of the milk received at the store, at my boarding place and at various other places throughout the city, I am forced to the conclusion that the so-called city inspection in the interests of the consuming public is very lax or indifferent. No doubt the inspection exists but there is chance for worlds of improvement along these lines before conditions are brought up to a practical sanitary point.

The aspect of a working creamery in a department store, to the average customer was something very novel indeed, and the idea was received with considerable skepticism. At first they were inclined to think it was only a "dodge" or "blind" to draw trade, not being willing to believe for an instant that we were putting forth our best efforts in a strictly legitimate manner to build up a trade on the merits of the proposition.

The price at which we retail the butter that we make, has been uniformly 3c per pound above Elgin quotations, and the "wiseacres" were sure we could not afford to sell our own make of butter at such prices—hence the butter must be some "old dairy stuff we bought in and worked over." It would be surprising to see the source from whence some of this sort of criticism came.

Allow me to relate a conversation that I had one day with one of our regular customers about a month ago. He came in and purchased two pounds of butter and as I happened to be outside near the cheese counter, he stepped up to me and said: "Mr. Buttermaker, I have been buying your make of butter ever since

Your orders for

Clover and Timothy Seeds

Will have prompt attention.

Wanted—Apples, Onions, Potatoes, Beans, Peas

Write or telephone us what you can offer

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse Second Avenue and Hilton Street Telephones, Citizens or Bell, 1317

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

Does This Interest YOU?

Will pay this week 18c per dozen delivered Grand Rapids for strictly fresh eggs, cases returnable.

C. D. CRITTENDEN

3 North Ionia St.

Both Phones 1300

GRAND RAPIDS, MICH.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Butter

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

E. F. DUDLEY, Owosso, Mich.

Fruit Packages

We handle all kinds; also berry crates and baskets of every description. We will handle your consignments of huckleberries.

The Vinkemulder Company

14 and 16 Ottawa St.

Grand Rapids, Mich.

you started up, and my wife and I like it very much. I have heard different ones say that it was not genuine butter, however, but my wife, who was raised on a farm, always insisted that your butter had that fresh creamy flavor which belongs to good butter made from pure cream, and said that you were all right (meaning, of course, that the butter was real). I did not think much about it, however, until the other day I was talking with a friend of mine who is in the butter trade (naming a very prominent butter dealer) over on South Water street, and he says that you are certainly doing crooked business here. However, I like your butter and shall keep on buying it, although I wanted to tell you that I was on to your scheme."

I told Mr. Customer that the only way by which we could use a low price dairy butter would be by utilizing the renovating process, and for which purpose we had none of the required apparatus, and, above all, we had no license to follow up the process and anyone could enter a complaint and have us prosecuted. Asking him if he had a few minutes to devote to further discussion of the subject and receiving an affirmative reply, I requested him to step into the creamery room for a short time. After coming in the room I asked him if he felt sure that he could tell pure cream when he saw it, and he was positive he could, so I rolled up the cover of the cream vat and asked him what he thought of the contents (which, as my memory now serves me, was 160 gallons of cream, to which the starter had been added a short-time before). After making a critical examination he pronounced it to be pure cream, and then I explained to him the ripening process and told him that that was the cream we would churn the next morning. I then asked him if he thought that our firm would take up valuable floor space in the heart of the fifth floor and expend over \$3,000 in fitting up and equipping the creamery room and then buy in 200 gallons of cream daily just to practice deception on the public. Conviction evidently struck deep, as he said: "I see my wife was right, and I hope you will pardon me for what I said, but I would like to ask one more question, and that is, how can you sell your butter at the price you do and not lose heavily on it?" I explained to him the fact which a large number of the customers overlook when considering the price at which we sell our butter; that the sale of the buttermilk helped to even up the expenses incident to manufacturing. "It is all clear to me now," he exclaimed, "and you can rest assured that no one will ever get me to think for a min-

ute that you people here are not trying to deal squarely with your customers."

This is a fair sample of the way some of the people look at our buttermaking scheme, but when they make their doubts known we usually succeed in convincing them of the honesty of our methods and product. Occasionally one of the know-it-all kind comes along and no amount of explanation or illustration will affect their deep seated prejudice, and in their own minds they always administer a severe, stinging rebuke to us for our impudence in attempting to impose upon them.

We make two kinds of butter, the salted and the sweet (which is uncolored and unsalted. Occasionally a customer comes along and asks for a pound of "real nice, fresh, sweet butter," and it may happen that one of the clerks will sell this customer sweet butter when the customer thinks she is getting salted butter. As a rule we are pretty apt to hear from this particular transaction later on, and after explanations have been made, matters are satisfactorily adjusted, and that particular customer knows what to ask for the next time she calls for butter.

There is considerable buttermilk sold in the city. Some of it is shipped in, for only a very little is made at the few small churning places that are associated with milk depots located in various sections of the city. But by far the largest portion is manufactured from skim milk that is shipped in and allowed to sour until it is clobbered and then "churned" or mixed up and sold for fresh buttermilk.

Some of the customers at our buttermilk counter at first were somewhat suspicious that we were following the (here in Chicago) universal practice of "manufacturing" buttermilk, but a candid explanation usually convinced them that their suspicions were wholly unfounded. We make a practice of adding about one pint of 20 per cent. fat cream to each five gallons of buttermilk, and when the butter in the churn is in the fine granular form, before being salted, a small amount is taken out and put in each can of buttermilk just drawn off. If handled carefully, when the buttermilk is chilled down the granules of butter will remain separated from one another and when dipped out of the retainers on the marble top counter one or more granules of the butter will be found floating on the top of each glassful as it is served to the customers, and they appear to appreciate it very much and often remark: "This is like the buttermilk mother (or grandmother) used to have down on the old farm."

The milk we retail by the glass is enriched with cream so that it tests from 7 to 8 per cent. butterfat and without doubt is the richest milk sold in Chicago for drinking purposes.

Some idea of competition can be formed from the fact that we sell our buttermilk at 5 cents per glass (eleven glasses to the gallon), and a certain department store is buying

in their buttermilk and selling it at 1 cent per glass. The wholesale price for good buttermilk here is 15 cents per gallon. However, we consider our buttermilk far superior to anything of its kind offered to the public and keep right on doing business at the old stand.—F. B. Fulmer in N. Y. Produce Review.

Butter, Eggs, Poultry

Shipments Solicited.

Prompt Returns. Phone or Wire for Prices Our Expense.

SHILLER & KOFFMAN

Bell Phone Main 3241

360 High Street E., DETROIT

Ship Your Peaches, Plums, Apples, Etc.

to the old and reliable house.

Sales and returns daily. Write us for information.

LICHTENBERG & SONS, Detroit, Michigan

M. O. Baker & Company Commission Merchants

Toledo, Ohio

Want

Grapes, Apples, Peaches

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

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

The John G. Doan Company

Manufacturers' Agents
for all kinds of

Fruit Packages

Bushels, Half Bushels and Covers; Berry Crates and Boxes; Climax Grape and Peach Baskets.

Write us for prices on car lots or less.

Warehouse, Corner E. Fulton and Ferry Sts., Grand Rapids

Citizens Phone, 1881

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

PAINTED SIGNS.

Their Adaptation to the Mercantile Business.

An automobile stopped in front of the shop of the sign painter and the occupant alighted, entered the painter's office and requested that a sign be painted upon the side of the machine thus, "Blank & Son would like to speak with you over the telephone about a new line of paints." The telephone number and street address fol-



Fig 1.

lowed. It was a covered side, business automobile used for the delivery of paints. The sign painter applied the lettering, received his fee and was ready for another job like it. "We are getting orders to paint some very peculiar signs these days," remarked the painter. And he went on to explain how the billboard people wanted all manner of odd inscriptions in varied colors and designs. Figure 1 illustrates the style in which the lettering was applied to the sides of the business automobile. I was told that the business automobile trade alone was developing considerable sign painting work. There are automobiles for the delivery of orders from the grocery, the confectionery



Fig 2

store, the boot and shoe establishments, the ice company, etc. The sign painter also told me some stories of advertising by means of the road stands, the fences, etc. He said that a few months ago a firm that had always been rather close with their advertising placed an order for a number of board stand and brick wall signs of a certain dimension. The order was intended to read 2x6 feet in size for the signs. Through an error the order read 8x6 feet. The painter supposed that a mistake had been made in the latter figure, so he concluded that the six was intended to be ten, as the 8x10 size sign was popular. The signs were made this size throughout the advertised district before the proprietors realized what was going on. Then the bill came in and,

of course, it was some three times larger than anticipated. Trouble was about to ensue when the firm's mail orders began to increase in volume and the local trade developed. Finally, the firm came to the conclusion that the big advertisements had done the business for them and they not only gladly paid the increased cost, but instructed the painter to go on making the large sized signs. The sign painter handed me the copy of the advertisement presented in Figure 2 and, in connection therewith, explained to me one of the factors of the recent developments in the road signs. The figured or illustrated advertisement is taking well. The demand is for this kind and the result



Fig 3

is that in many of the paint shops of the country one may find that there is an artist's studio fitted off at one side, in which sits and works the man who designs illustrations to apply to the reading matter of the notice.

The project involves the fitting of a figure to some word or phrase in the advertising matter. Not infrequently the firm that provides the copy instructs the painter to have a cut worked out to suit the wording. Then, again, no reference is made to an illustration; but the artist takes the phrasing of the copy furnished by the advertisers and proceeds to design some appropriate illustration. Then he draws up the completed design of the work and submits it to the adver-



Fig 4

tisers for approval. Very often the advertisers who had no idea of using an illustrated announcement are pleased with the inspiration of the projected figure and order that the figure be added. Not infrequently the same artist of the paint shop takes the commonplace copies of the intended advertisers and makes alterations to bring the reading matter up to an attractive scale. Sometimes the odd phrasing presented in Figure 3 will do the work. Of course, the name of the firm is added. In one case that came to notice, the misspelling of one of the words resulted

in the developing of quite a mail business. It is difficult to define what will take with the purchasing public. The plain, staid, ordinary announcement often is passed without notice, whereas if there is a figure of a person added to the notice or some sketched matter applicable to the trade or even some humor, the chances are that the advertisement will draw attention and prove profitable to the promoters. Therefore, in some of the shops of advanced ideas, you will find the funny man. He may be only a sign painter, like the rest, but he is gifted with the humorous ideas which, when applied in the right way, bring rich financial returns to the advertisers. The public likes the amusing, significant illustrated advertisement, as anyone can see by watching the people in the street cars selecting the comical illustrated advertisements and smiling upon them, while no attention is given the more dignified and better designed advertisements.

A magazine publisher tells me that he is planning to run humorous advertising matter between all of the solid descriptions of advertising pages. And so it is with the street signs. Where the signs are of a light and humorous character they are quite sure to attract. For this reason the men with whom I spoke in order to get the data for this article are busy developing illustrated road and building signs for firms in which there is an element of humor. One man called these lines of signs, "Talking signs," because they speak out the significance of the advertisement in an illustrated and easy-to-understand form. Of course, the philosopher is annoyed. He has no time to observe frivolous signs, even from the car window while speeding over the country. He prefers to think and read of serious problems, but the average traveler is pleased to look out upon the landscape and notice any of the modern descriptions of neatly designed illustrated signs. Some of these signs are cut in outline against the horizon and present the figures in a more effective way. One sign I noticed illustrated a woman holding an umbrella over a keg of paint advertised by a certain firm as "Our Rain-Proof Paint," etc., followed up with the name of the house and address. I noticed that people looked upon this sign with interest. And thus is the busy sign painter obliged to develop jokes, comical illustrations and what not to meet with the needs of the modern advertiser. It is a good thing for the profession as it is developing some first class talent from among men who formerly thought that they could paint letters only. George Rice.

Getting Rich by Losing Money.

Five and ten cent stores have the science of getting rich by losing money down to a fine point.

Scan the windows of metropolitan five and ten cent stores and you will find fifty cent goods at a dime not uncommon. But look deeper. Note that the whole window is, perhaps, filled with that one item, or

at least it is the only money-losing thing in sight. Go inside the store and observe that practically every item you see pays 50 to 100 per cent profit at the popular five and ten cent prices.

There is not a particle of mystery about it. Five and ten cent stores deliberately set aside a few articles out of a thousand on which they lose money. They do this in lieu of advertising. They rely on the leaders in their show windows to fill the store with customers, who will conclude that everything else is equally cheap.

Is not there a lesson in this for all retail merchants? Most men are willing to sell ten articles a little under usual price, yet they shrink from even cutting one under cost. It takes more nerve to lose \$10 on one item than it does to lose \$1 each on ten articles. But the net total is the same, and a window full of some well-known "dollar" thing at fifty cents will pull more people in and set more tongues wagging than ten such items at ninety cents each.

Suppose you buy a gross of showy twenty-five cent china dishes at two dollars a dozen and retail them at ten cents each on some special occasion. You fill a window full of this one thing, just as the five and ten cent stores do. Your loss is eighty cents a dozen, or nine dollars and sixty cents on the lot. May not that nine dollars and sixty cents buy you more real effective advertising than double the amount spent in printers' ink?

We believe you will find it worth a trial, anyway.—Butler Bros. Drummer.

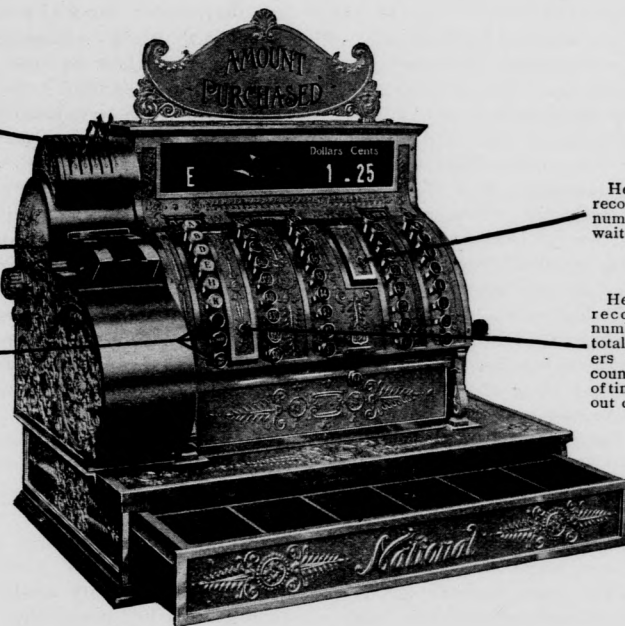
Light Emitted by Crystals.

The light flashed from crystals is the light that has dawned upon the mind of Herr Tchugaeff. Of 400 crystalline substances examined by him 121 were found to emit light, the alkaloids as a class being particularly active, but only six out of 110 inorganic bodies showed the phenomenon. The colors of the light varied with the different substances and its intensity could be classified according to an arbitrary scale in which uranium nitrate was taken as typical of the first class, tartaric acid of the second, and ammonium oxalate of the third. The minute crystalline octahedra that may be formed by the ordinary white arsenic of commerce by dissolving it in boiling hydrochloric acid, when cooled and shaken in the dark, emit a succession of brilliant flashes. The property is by no means fugitive, and the dry crystals will yield sparks months afterward if rubbed with a glass rod. And, contrary to text books, the light is emitted just as readily from the opaque variety of oxide crystals as from those of the vitreous modification. This light has a continuous spectrum in the visible part of which the yellow and green rays predominate, although red rays are also present. It is apparently identical with the light emitted by solid bodies in a state of incandescence.

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.

Here under lock is a record showing total number of charge sales, total number of customers who paid on account, and the number of times money was paid out during the day.

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.

-----Cut off here and mail to us today-----

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

PROGRESS IN ADVERTISING.

Some Objectionable Features Which Are Still Apparent.

Written for the Tradesman.

It is indeed a gratifying sign of present day progress to note the improved tone of advertising in general. More and more are merchants realizing that public announcements should reflect the character and standing of the firms which they represent. The honor, stability, enterprise, in fact, all the characteristics which count for success in business may be determined to a certain extent by the advertisements. The popular estimation of a firm is formed in no small degree from its advertisements.

First impressions are hard to overcome. How important, then, that they should be favorable, and that great care should be taken in the preparations of advertisements that no adverse impressions are produced. The reading, thinking public are quick to discern inconsistencies, and are displeased with indefinite phrases and exaggerated statements. If our first impressions of a business firm are gained from its advertisements, we may or may not conclude to deal with it.

While it is true that some of the greatest frauds, some of the most deceptive schemes, are heralded by the most carefully worded and attractive advertising, that should be no reason why reputable business men should not take pains to advertise in a manner which will attract attention. They should make definite statements which will at least cause people to investigate their claims.

If through the medium of advertising, carefully worded and skilfully placed, enormous fortunes may be gained by the sale of articles which are of little value, of no real necessity, and without previous demand, how much more should this medium be prized by those who have reliable goods which the people need and are anxious to learn where they are for sale. With all the time-saving improvements of the present day it seems as though working people, business men and housewives have less time than ever to devote to shopping and searching for goods.

One reason may be that there is an ever-increasing variety of goods from which to select, that substitutes

and inferior grades of goods are more abundant, requiring more time for examination to discover the merits or defects.

The time was when many a man grumbled at the encroachment of advertising in his favorite paper. Many such have learned that the more advertising the more and better the reading matter they obtain, and the lower also the subscription price of their papers.

People have also come to realize the helpfulness of advertising. The increased number of articles used by everyone and the division of merchandising into separate lines often puts one into a quandary as to where to go for certain kinds of goods.

The merchant who regularly pays for advertising space in the home paper for the purpose of aiding in its support should certainly be commended for his loyalty to home interests; but when he allows his announcements to become out of date, like advertising lawn mowers in December or snow shovels in June, it tends to cast a reflection on his business methods. It certainly shows a lack of appreciation of the value of seasonable advertising.

Some regular customers may not pay much attention to a firm's advertisements, while others are constantly on the watch to note special sales or announcements of new and seasonable goods. The stranger critically inspects advertisements and compares them with those of rival establishments. And it is the stranger, the new-comer in town, and those who have never traded with a firm which it is most desired to reach.

There are several stereotyped expressions which mean absolutely nothing, and can have no weight whatever in attracting customers. Other extravagant phrases have become so familiar that no one pays any attention to them. The merchant who advertises to "undersell all others" will naturally be expected to carry the poorest grade of goods. All the grocers in a town may "pay the highest market price for produce," so it matters little which one a person sells to. "Our prices are the lowest," needs an interpreter, and few people will go to enquire the meaning. "Our prices are all guaranteed"—guaranteed to be what, high,

low, moderate or reasonable? Most people prefer guaranteed goods—not prices—and a guarantee that means something.

A guarantee relieves the buyer of all risk; the seller takes the chance of any defect appearing after the article is put to a test by actual service. A machine is built to do certain work; the prospective buyer fears that it will not; he thinks there may be some fault in construction, or that under certain conditions it will fail to operate satisfactorily. The merchant, backed by the manufacturer, guarantees that it will do good work and prove satisfactory.

A certain carriage manufacturer gives with each vehicle a signed guarantee that "should any defect in material or workmanship develop within two years from date of sale, the manufacturer will repair the same at his own expense." That is a guarantee that means something. An indefinite guarantee means nothing, as many a dissatisfied purchaser has learned when he has gone back to the merchant with goods.

"Goods at cost" has a very seductive sound. It is an accommodating phrase which may truthfully be applied to every sale ever made. A great many "cost sales" are sadly disappointing, people generally supposing that the term means goods at wholesale—the price the merchant pays without a percentage added for store expenses.

The careful advertiser will avoid the double entente and meaningless phrase and will see to it that everyone who is led to visit his store will find his advertisements backed up by such good values, prompt service and right treatment that he will put confidence in the store and be led to come again. E. E. Whitney.

Not Formerly Introduced.

Uncle Nehemiah, the proprietor of a ramshackle little hotel in Mobile, was aghast at finding a newly arrived guest with his arm around his daughter's waist.

"Mandy, tell that man to take his arm 'way from 'round yo' wais'," he indignantly commanded.

"Tell him yo'self," said Amanda; "he's a puffet stranger to me."

Wherever a lie alights its progeny arise.

You Can Make Gas

100 Candle Power Strong at

15c a Month

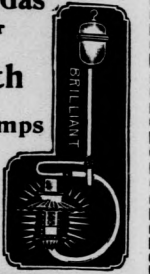
by using our

Brilliant Gas Lamps

We guarantee every lamp

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

Brilliant Gas Lamp Co. 42 State St., Chicago



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

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.

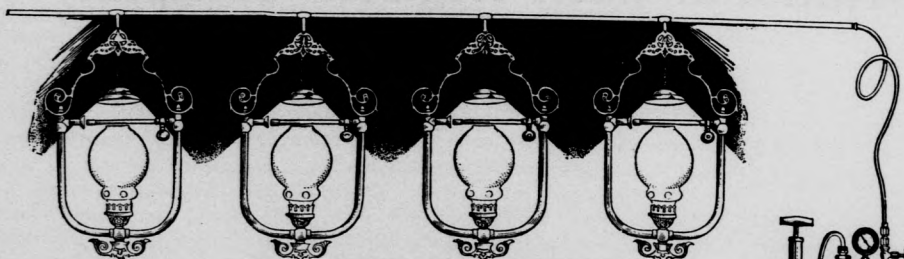
JENNINGS MANUFACTURING CO.

OWNERS OF THE

Jennings Flavoring Extract Co.

Grand Rapids, Mich.

Here It Is At Last!



\$35

A FLYER!!

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

WHITE MANUFACTURING CO., Chicago Ridge, Illinois
182 Elm Street

The Light That Draws Trade

Lack of Self-Control May Cause Big Loss.

The time lost in large establishments through lack of self-control on the part of those in authority can not be estimated, but amounts in the aggregate to many hours in the course of a month. Could the actual salaries paid for time so wasted be estimated the loss would be appalling. Nor is this the only damage to take into account. There is an appreciable loss in material in use that is spoiled by the nervousness of the worker when his head storms around and makes things generally uncomfortable. In the long run, such persons are obliged to accept inferior service, as good helpers will not submit to such treatment.

A casual caller at a large establishment recently noted an atmosphere of general discomfort. He saw the head of the department, who had not yet overcome his rage, and lost no time in explaining. A new clerk unacquainted with the office files had been unable to find a bill which had been put away. At once her impatient superior flew into a rage, and, raising his voice so that all in his vicinity heard him, berated the girl. Having an invalid mother to support, she dared not reply, but looking at the letter head on which the enquiry was written, discovered the correct name of the firm and soon placed the required document in the man's hands.

The storm subsided, but the mischief was done. She trembled like a leaf, her sensitive nervous system

was unstrung, and it was more than an hour before she became tranquil. Her eyes filled with tears, she vainly tried to continue her work. A mistake was made in a bill that was not discovered until too late to rectify, and several dollars were charged off to profit and loss rather than lose a good customer by calling attention to the error.

Seven men and women were in range of this man's voice, and each one, knowing by past experience that some trivial matter might call down his wrath upon them, worked under great nervous apprehension for an hour longer, accomplishing less than half what they would have done had they been undisturbed. The aggregate salaries of these people, who were drawing fair pay, was \$25 a day, including the manager at \$60 a week and minor employes, hence the hour's time for eight persons took at the least valuation nearly \$3 out of the company, but this might readily be doubled, as nearly every one of the seven was indignant for hours.

The chance caller (on business, too) lost half an hour listening to a tirade upon the irresponsibility of employes who lacked ambition to interest themselves in a business and learn the duties of others besides their own.

"Clothed with a little brief authority," it is the belief of petty souls that they must show their power by blustering around and cowering their underlings. That this is a trait of a weak mind does not seem to be known to them. It is the mark of a

coward and bully, taking advantage of his position to impress his servitors.

No man can get the best out of his people, nor attach them to him for loyal service, when he treats them with such utter lack of respect either for himself or them. He who would govern others must first control himself. Calmness begets coolness, and he who loses his head can not expect those around him to retain self-possession.

The head of a department, the man of the house, the mother of a family, all set the pace for their people to follow. If they lose their temper others near them will get rattled and can not work to advantage.

The leader of men knows better than to confuse the minds of his people by exaggerating trifles. Such a person is usually liked by all fair minded people, and those under him are loyal and strive to serve his interests. This man either by intuition or reason studies psychology, understands the power of one mind over another, and bestows judicious praise and is chary of blame, condemning with justice and only when he has to do so. His own coolness pervades his staff of assistants, and they are thus better able to plan and really achieve greater results. Such men are said to "get more work out of others" than do many who seem better equipped for the task.

The rank folly of asking a high salaried person to do an office boy's work does not seem to strike some persons either. They will call upon

a stenographer or book-keeper at \$10 to \$15 a week to do an errand, address wrappers, or something equally foolish, and this when there is plenty to do in their own department.

In a big office a boy is employed to run up and down stairs carrying light parcels when a slide with automatic carrier could do the work much quicker and at a fraction of the cost. The boy's wages at \$4 a week amount to \$208 a year, and the carrier would cost less than \$25 at the outset, a clear gain of \$183 in the first year alone.

One man declared he had no time to attend to having a chute made, yet he had a host of office boys and others at his elbow and a postal card would have brought a contractor to make an estimate and put in the convenience. He was of the nervous type and was called by many dealing with him a great "bluffer," constantly intimidating his employes and endeavoring to get the better of associates in business by loud talking and confusing his opponent. This policy will never prove profitable, as it is the cool man who wins out in the long run. A. Ainsworth.

The Japanese have launched the fifth of the torpedo-boat destroyers which they recently resolved upon constructing. Twenty-five are to be built, and no foreign shipyard is to receive an order. In this, as in other works of production, the Japanese mean to depend wholly on their own skill and labor.

A Case With A Conscience



A KNOCK-DOWN ARGUMENT

Is what we're giving you this time. We know a show-case manufacturer who said he couldn't sell outside the Middle West, unless he shipped K. D., and if he knocked down his cases they never went together right.

He was a law-abiding citizen, doubtless, but he didn't know the show-case business.

Now, we, personally, have no preference, providing your rating is O. K., whether you do business in Maine, Manitoba, Arizona or Alabama.

We can get your cases to you in good shape and guarantee that any handy man can put them together **RIGHT and RIGID.**

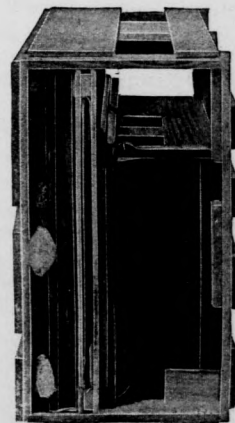
Our K.=D. Package

illustrated herewith, not only saves freight, but prevents breakage.

Base is solid—just the top is taken apart. Glass stays in—no glazing to be done. Doors all in position—just held by blocks to prevent sliding.

Top frame with its beveled plate glass is separately crated and set in the center of a large crate. That is why breakage is almost impossible.

Every screw goes into oak. It is certain to go together perfectly because the factory builds it up solidly and it is not taken apart until shipped.



Grand Rapids Fixtures Co.

South Ionia and Bartlett Sts.
GRAND RAPIDS, MICH.

New York Office: 724 Broadway.

Boston Office: 125 Summer Street.



Why New Shoes Often Hurt.

"Why is it that shoes often hurt more at this time of year than at other seasons?" asked a newspaper reporter of a prominent shoe dealer.

"Usually painful shoes are the fault of the wearer," was the reply. "The average woman insists upon purchasing shoes that are really too small for her and then 'breaking' them in. This is a great mistake. But at the same time I will admit that even correctly fitted shoes often become painful at this time of year.

"Women who ordinarily have no trouble with their feet sometimes suffer tortures at this season of the year. Fifteen minutes in the street will make the feet swell and burn until walking becomes agony and there is nothing to do but to go home at once and remove one's shoes.

"While certain remedies, such as soaking the feet in water made strong with alum, salt water, or rubbing cut lemon over them, will ease the pain, it is wiser to look for and change the cause, which will be due to shoes or stockings, sometimes both. No person who has trouble with his feet should ever wear lisle thread.

"A characteristic of that thread is its tight twist. This is so hard that there is no 'give' to it when the flesh presses, and the constant pressure may cause swelling from irritation. However thick the quality of cotton worn may be it has 'give' and is soft, causing little or no irritation.

"The second and most common cause is tightness. It is a weakness of human nature to show a small foot with what is termed a 'good fitting' boot—that is, a boot which shows no creases. To attain this object many people have boots made so close fitting that they are really too tight.

"They absolutely do not notice that the boots are tight. If the leather be stiff the probability is that the foot will be pinched somewhere and then the wearer may think that something is wrong, but if the leather be soft and yielding then there is no actual pain and the boots are not regarded as tight.

"In fitting a pair of shoes it should always be borne in mind that you must arrange for the foot covering to be sufficiently ample to accommodate the foot when the member is bearing the whole weight of the body.

"It is wrong to slip on a boot and hold up the foot to see whether it fits. There is no strain while in that position. Stand up and rest your whole weight on that foot as you do when walking, and your pedal extremity assumes a somewhat different shape. It spreads.

"Most people know this fact, yet they shut their eyes to it. Boot sellers have customers come to them vowing that the boots were too large, holding up one foot to demonstrate the accuracy of their words, and

when asked to stand up, they have artfully thrown all their weight on one foot, which they kept behind, and have shown the foremost foot, on which there was no strain!"

Try It for One Season.

For this one season just beginning take for a rule of action—Discount Every Bill—and live up to it strictly.

At the end of the season judge by results whether you will continue indefinitely to live to that as your inflexible rule in buying.

It is obvious that one way to make more money by saving it is to discount your bills. But the amount of the immediate cash discount will not be all the profit you will make through living strictly up to your rule—Discount Every Bill.

To discount every bill you will have to have enough money in the bank for the purpose. And to set yourself the task of maintaining in the bank enough ready money for discounting every bill will be to make your merchandising better in all directions.

You will find, for example, that to keep enough money in the bank to discount every bill it is necessary to buy less at a time and to buy more often.

You can not buy thus without reducing your stock of many items and in the process substituting for idle money tied up in stock live money available in the bank.

Living strictly up to the determination to discount every bill you go slow when you are in the market, remembering that you have the mail order to fall back on and that the market is only so many days distant from you.

In many other respects your merchandising will be made better—one, for instance, being that your collections will be watched more closely and credit will be extended more carefully. But it is enough to consider the one advantage that your buying will be made more up to date.

And the man who buys in the up to date way of "small lots and often" and discounts his bills owns his goods at figures that actually net much lower than the man who buys in quantities and is slow pay.

To satisfy yourself that this is so, for one season only live strictly up to the rule—Discount Every Bill.

There Was a Change.

"I think, Mr. White," he said to his old friend, "I think I have observed a great change in you in the last two weeks."

"Yes, I admit it."

"You no longer seem to trust humanity as you used to."

"No."

"You seem suspicious of the honesty of your best friends."

"Well, perhaps."

"Something must have happened—some one must have destroyed your faith in human nature by some great wrong?"

"Yes, something did happen. I lugged a watermelon home from the grocery and kept it on ice for three days to find it green as grass!"



"Come Again, Customers"

The First Sale of Hard-Pan Shoes

never fails to bring the buyer back for another pair. One first-class dealer in a town sells them. That's where your profit comes in. There is a big demand right now for Hard-Pan Shoes from the dealers who handle them. Made in 15 styles—High cuts, Bals and Congress, plain toe and tipped, single soles, half double soles and double soles and tap.

We're stocked all right on every number. Don't want to unload any goods on you—just give us a chance to show you samples.

Our name on the strap of every pair of genuine Hard-Pans.



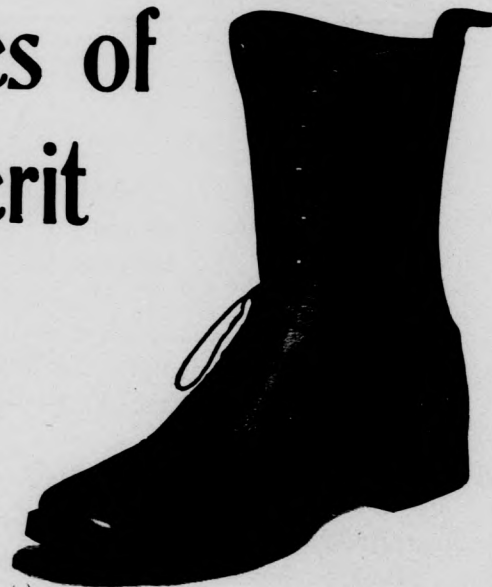
The Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

Shoes of Merit

No. 737
at
\$2.25



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

Geo. H. Reeder & Co.

Grand Rapids, Mich.

Suburban Shoe Store Can Be Made a Success.

Quite frequently the remark is heard that shoe dealers doing business in the suburbs or outlying districts of large cities can not compete successfully with their larger brethren located within the city's limits. That a shoe store located in the suburbs can be made to pay is shown in the case of the suburb of Woodlawn, within easy distance of State street, Chicago.

Tributary to the main business street of this district are about 12,000 families. Up to two years ago one general shoe store and two men's furnishing stores, carrying lines of men's advertised shoes, were the only places where footwear could be purchased. Now there are three of the finest little stores in this section as could be found in a day's travel. And the result is that each of them is doing many times the amount of business done by the store that remained in sole possession of this territory for so long. This condition emphasizes the fact that the ordinary buyer wishes to shop in a district where a number of stores carrying similar lines will assure of satisfaction, if not in one place, why in another.

William Wallace Paul was one of the first enterprising shoemen to get in this district. For many years he was on the road for Selz, so when he ventured on his own hook he was "long" on knowledge from both experience and observation. Many of the schemes he has worked to attract trade bear the stamp of originality, and his latest is worthy the attention of shoemen the country over. Each month he distributes about a thousand and 32-page magazines, which, containing a description of the prevailing and coming styles in all kinds of wearing apparel, several short stories, cooking receipts, etc., etc., are really worth the price of ten cents, at which they are marked. To make the magazine doubly attractive and sought for, on the second page Mr. Paul outlines his offer of a free pair of shoes to be awarded every month to the one who shall first send to him the names of the four foreign languages in which the words "Good shoes" are printed on this page. These magazines are given out only upon request for them at his store, and their arrival is announced by the mailing of postal cards. And so, although it costs him about three cents every month to get each of about a thousand customers into his store, he has found this a profit-making investment. In other words, as Mr. Paul says, "All we want is to get them in here; we will do the rest."—Shoe Retailer.

Sensible Suggestions To Shoe Clerks.

It may seem to be quite unnecessary to make mention of dress, but since it cuts such an important figure in salesmanship a few words may not be out of place.

Do not forget that it smacks of vulgarity to dress gaudily, dowdily, or dushly. It is no criterion of either wealth or refinement to overload with style. It is quite sufficient to dress cleanly and neatly. On the other

hand some have a habit of neglecting the little things of dress. It is the little things which count everywhere. Large things are made up of small ones, so do not try to wear your linen too long. Change it when it gets a little bit soiled.

Do not forget that brushing cleans and renovates the appearance of clothing, so have a brush handy somewhere behind the scenes. Shoes, too, soon lose their shine and need another rub. It may be a millionaire's privilege to wear a dusty-looking coat collar, but it is not an attractive feature in the make-up of a salesman. Scrupulous cleanliness of person is an important item.

Do not attempt to wait on customers with the hands dirty or the nails in need of attention. The hands soon become dirty from the contact with dusty shelves and goods, and should be washed once in a while when the occasion presents itself. Merchants should see to it that clerks have wash basins and towels located conveniently for frequent reference. We do not mean to say that a clerk should be always cleaning and brushing up during working hours.

Shoes should be polished at home, and finger nails should be manicured somewhere else than in or around the salesroom. The toilet should be performed at home, and only what is absolutely necessary and unavoidable should be done at the shop.

Coming on time denotes alertness and interest in business. Coming late denotes laziness, dissipation perhaps, at any rate, it shows a certain amount of lack of interest.

Tardiness may seem a small thing to the employe, but it is one of the things which are held in detestation by most employers. Five minutes lost by one employe means an hour lost on twelve employes who are five minutes late in starting, and this amounts to quite startling proportions in the course of a year; and it is just such little leakages of time and materials which sometimes determine the profit or loss for the year. Punctuality is a good habit to cultivate. The employe who comes in late is not in the path of advancement. In fact, it makes for the other direction. Come early even if the "boss" is not around. It is more productive of mental satisfaction, and besides that, if you wait every morning until the streets are thoroughly aired before opening the store, someone may be kind enough to put the proprietor wise, and some fine morning he may get down before you.

Pittsburg has long been known as "the smoky city." The smoke nuisance there is a very positive thing. Many plans to overcome it have been considered. The latest is the establishment of a mammoth power plant about 25 miles from the city, near a coal mine and to transmit the power to Pittsburg by cable. It is claimed that power could be furnished more cheaply than it now is by independent plants.

Most of us expect better obituary notices than are coming to us.



There is One Way

to get and hold the best shoe trade of your town; and that is to insist on selling footwear that people know to be absolutely reliable.

Our trade mark backed by a shoe making reputation of forty years' standing makes our line particularly strong in business building and holding qualities.

Do you sell our goods?

Do you want to?

Would you like to look over our samples?

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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

NEW SPECIES.

How They Are Developed by Luther Burbank.

"Every plant has its own individuality and character," said Luther Burbank, the plant breeder. "Plants can be trained as well as animals. Science is training everything but men, and it is curious that we should neglect the highest order of animate being. Heredity exists in plants, just as it does in animals and men; and it can be transmitted. Acquired characteristics as well as natural qualities and peculiarities can be transmitted by cultivation and care. The characteristics of plants are very simple, while the characteristics of men are complicated. Hence it is easier to change the nature of plants than of men. It is easy to change the nature of gold, iron or other metals by applying powerful forces. It is next easiest to change the nature of plants. As they are more responsive, less powerful forces are required. Sunshine will not affect iron, nor the application of moisture; but those two agencies will do everything with plants. Some plants respond more readily than others. Animals are more responsive than plants. Lions, tigers and horses can be controlled by the voice. Dogs are mind-readers. Finally, children are the most responsive to influence of all living things in the entire universe. Every influence that they may be placed under will affect their conduct, their health and their happiness either one way or the other. Plants have both good and bad qualities. Both or either may be natural or acquired, and both may be transmitted to their descendants.

"It is necessary to understand these principles before one can appreciate what I am doing and how it is done. I have here a plant school—an academy for fruits, flowers, berries, vegetables and trees—and I am trying to teach my scholars how to develop their good natural qualities and to learn other virtues. I am trying to train them for greater usefulness; to teach them new virtues, new qualities, which will make them better and brighter—which they can pass along to the next generation, just as if they were men and women."

Mr. Burbank speaks in a low, quiet tone. He has a musical voice and when he talks becomes intensely interested in his subject. In other words, he is an enthusiast. He is totally absorbed in his work and thinks of nothing and cares for nothing else. He has no secrets, and is willing to explain his methods to everybody whenever he can spare the time. All other plant breeders are perfectly free to follow in his path, but it is always difficult to imitate a genius, and he has natural gifts of perception which no other man possesses. Without them he could not have made the great successes he has accomplished.

For example, he had 60,000 specimens of blackberries growing in his gardens, all in full bearing. Within a few days, really within a few hours, he went through that entire garden,

selected the best plants with unerring accuracy and simply by a glance. These were taken out and replanted in another place, perhaps twenty or thirty of them—which, to his accurate eyes, had attained the perfection which he desired them to reach. The remaining 59,970 plants, more or less, were dug up and burned. Those plants were worth thousands of dollars. He could have sold them to any nurseryman at his own price. Any plant that comes from Burbank's gardens is worth a hundred or a thousand times more than if it were grown in ground belonging to another man. But he will not sell his rejected specimens. He will not allow his name to be used for profit. When his experiments are completed and he selects the few examples that he desires to preserve, the rest are destroyed. We saw a bed in his garden from which \$2,500 worth of dahlias had been torn out by the roots and were lying in a pile awaiting the torch. When I asked him why he did not give those plants to hospitals or schools, or to private individuals, where they would give somebody enjoyment, he replied that he was afraid some one would take advantage of his little kindness and speculate in them.

When I asked Mr. Burbank how many varieties of plums he had, he said that he was now studying 300,000 distinct kinds. The number of his trees is not so large. Some of them have from thirty to 500 grafts, and when the fruit is ripe he walks along through the rows, studying them carefully and selecting the best. His men follow him, removing all of the trees which do not show progress. Later he goes through them again, making his selections almost by instinct, until, at the end of the year, nine-tenths of his orchard has been torn away and the 300,000 different kinds of plums are reduced to half a dozen varieties. These are then multiplied, while all the others are destroyed and replaced by new seedlings. In this work Mr. Burbank is guided by acute perceptions and gifts of judgment which no other nurseryman has ever developed.

In the meantime processes of cultivation are going on. The fruit trees he has selected for preservation are those which, in his opinion, will respond most readily to the forces he can exercise.

"I am working just now," said Mr. Burbank, "upon about 4,000 different kinds of fruit, with the special object of extending the season of fruiting. Most trees ripen within a few weeks—say six weeks or two months—and orchardmen are compelled to do all their work within that time or lose a part of their crop. If I can extend the fruiting season of prunes or plums six weeks, or even four weeks longer, you can realize what a great economy will be accomplished. I have already produced a crimson rhubarb plant that will ripen the whole year round, and roses and strawberries can be made to serve us every day in the year. I hope to be able to do something in the same way with the plum, the prune, the peach, the pear and the apple, and at



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are closely related. One is impossible without the other. Of all the good shoes

there are none so dependable, so correct in style, so uniform in quality and so certain to give satisfaction as

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These shoes are the best medium priced shoes on the market. We have a proposition to make one dealer in each town. Write us.

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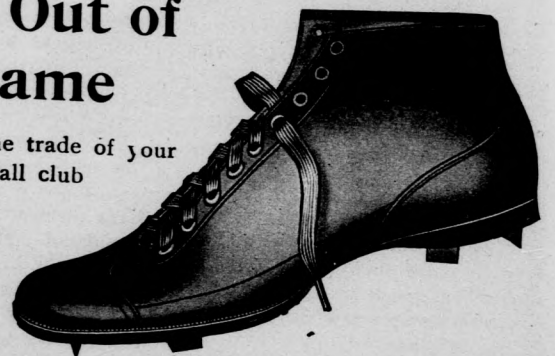
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Protection to the dealer my "motto"

No goods sold at retail.

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the same time improve their size, flavor and endurance as well as extend the bearing season. I do not think it is impossible. It has been done with many plants. Sixty years ago the richest sugar beet yielded only 6 per cent. of saccharine. This has been increased to 26 per cent. Sugar has been graded up in the same way. Fifty years ago the cabbage was a small bunch of leaves. Chestnut trees formerly required from ten to fifteen years' growth before they began to bear. I have some that will bear in eighteen months.

"You see those walnut trees outside of the garden, along the sidewalk? They are a hybrid of the wild California walnut and a highly cultivated English variety. Their wood has a very fine and beautiful fiber and takes on a handsome polish. They are very valuable and are much needed, but walnut is a slow-growing tree. It takes many years for it to attain sufficient size to make marketable timber, but I have learned how to make a tree big enough for cabinet work in six years. I can grow a trunk that will make a log twenty feet long and two feet square in twelve years. A man can set out an orchard of these trees and with proper cultivation have his timber ready for market in six years.

"The whole botanical kingdom is being revolutionized," continued Mr. Burbank. "A great many men are at work, particularly in France, England, Japan and America, making plants more useful and flowers more beautiful, hardening them to resist their enemies, removing their defects and extending their seasons. The drift is toward economy; to increase quantity and quality. The vast possibilities within our reach are amazing. It is not difficult to breed a new rye or wheat or barley or rice with one more grain to each head, or corn with an extra kernel to each ear, or another potato to each plant; yet the man who does that would annually add to the wealth of the nation 5,200,000 extra bushels of corn, 15,000,000 extra bushels of wheat, 20,000,000 extra bushels of oats and 21,000,000 extra bushels of potatoes."

"I am now working on a substitute for the potato," said Mr. Burbank. "The Indians used a root called the camassia, in its wild state, with a taste like a chestnut. I have discovered that by cultivation we can improve the flavor. It contains more nourishment than either the Irish or sweet potato and will yield four times as much as either with the same amount of labor and land. I am experimenting with grasses also, to breed up those which are best adapted to dry or wet soils, to increase the nourishment they contain, in order that the same amount of forage will make more milk, more beef, more mutton and more wool."

Mr. Burbank is working among berries in the same way. He has recently produced an entirely new berry, to which he has given an awkward name, the "Phenomenal." It is similar to the loganberry, and is now being planted all over California. All the nurserymen have taken

it up. He has another new berry called the "Primus," a cross of the wild American blackberry and the highly cultivated English raspberry. The "Himalaya" is a third new berry, but has not yet reached the markets. Mr. Burbank has taken a wild berry sent him from the foothills of the Himalayas in India and has been crossing it with our blackberries, raspberries, blueberries and other small fruit. It has a long vine that will grow 200 feet and bear bushels of fruit. The best results thus far have been accomplished by crossing it with the Lawton blackberry, and if his expectations are realized Mr. Burbank will produce a substitute for the Lawton with fewer seeds and equally good flavor, which can be grown by the bushel upon vines 200 and 300 feet long.

His white blackberry is becoming known. It is a large fruit of delicious flavor, but perfectly white. His pitless prune and stoneless plum are actual results, but they are not entirely seedless. They contain a soft seed like the almond, without a stony covering, and you can bite through them. The "coreless apple," which you may have read about, is a joke—an invention of some clever reporter. Mr. Burbank makes no freaks. He wastes no time. The stories about his "blue roses" and "black carnations" are fakes, but it is true that he has produced blue poppies, and he says it is not difficult to make flowers of any color by introducing the necessary pigments into the soil. He is now endeavoring to combine the plum and the apricot, and has produced what he calls the "plumcot," with a delicious flavor, the soft skin of the apricot and the fiber of the plum. He is experimenting with about 1,500 different kinds of flowers, one of the most interesting experiments being to give a fragrance to the dahlia. If you will remember, it has an unpleasant odor. This he has succeeded in removing, and now by crossing it with other flowers that exhale a strong perfume, he hopes to enhance its value. He says the same thing can be done with the chrysanthemum; that it can be given a perfume like the tuberose; but he has not yet attempted any experiments with it. He considers the chrysanthemum good enough as it is.

Mr. Burbank's most important work at present is the production of a spineless cactus, in order to furnish forage for the cattle of the desert. If a plant can be produced that will grow in rainless regions millions upon millions of acres which are now without value can be made profitable as pasturage for cattle and sheep. Mr. Burbank has been eminently successful in his experiments. He has produced seven or eight varieties of cactus without thorns. You can rub the leaves against your cheek without scratching the flesh, and they are filled with a moist, nourishing pulp. His cattle devour it eagerly.

Nature placed thorns on the cactus for its defense. The plant would have been exterminated by the animals of the desert ages ago if it had

not. There are varieties of cactus however, growing in places which can not be reached by animals, and occasionally it is possible to find solitary spineless plants growing in the desert. Then, again, some varieties are less spineless than others. Mr. Burbank's agents and collectors have brought him all the examples they could find of these varieties, and by interbreeding them he has produced the results desired. Some of his plants are entirely without thorns, others have little spines, about a sixteenth of an inch long and very thin; but those can easily be removed. He says he has not the slightest doubt that he can reproduce any of the different varieties without spines. At the same time he has been able

to make the plant much sweeter and more nourishing than it naturally is. The spineless cactus is a rapid grower, and Mr. Burbank is sending out cuttings by the carload for experimental cultivation in different sections of the arid states. It has not yet become an article of commerce, however. Although it is a scientific success and an absolute certainty, it will be several years before its cultivation can be trusted to the care of ordinary ranchmen.—William E. Curtis in Chicago Record-Herald.

It is always a pleasure to the average man to boost another sinner down.

A successful fool gets more applause than the unsuccessful genius.



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
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when returned to us or your jobber properly endorsed.

**PUTNAM FACTORY, National Candy Co.
Makers
GRAND RAPIDS, MICH.**

You expect more than ordinary results from
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Hanselman Candies

Based upon the experience of the leading re-
tailers, the goods justify the expectation.

**Hanselman Candy Co.
Kalamazoo, Mich.**

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.**

IMPURE FOODS.**Some Methods By Which They May Be Detected.**

The present generation has seen a great increase in the number and diversity of prepared foods that may be obtained on the market. Many foods that were formerly prepared chiefly or entirely in the home may now be secured of the grocer ready for the table.

Home-made jellies are made from fruit juice and granulated sugar, and jams from the pulped fruit and sugar. Some manufacturers aim to produce an article that is equal to the home-made in every respect, while others supply the demand for cheaper goods by using lower priced substitutes for the fruit or sugar or both. Thus apple juice or a solution prepared from dried apple cores and peelings is often used where higher priced fruits are understood to be employed and glucose is frequently used in place of sugar. Contrary to the general belief gelatin is never used in making fruit jelly. In the manufacture of the very cheapest grade of jellies starch is sometimes employed. Jellies containing starch, however, are so crude in their appearance that the most superficial inspection is sufficient to demonstrate that they are not pure fruit jellies. From their appearance no one would think it worth while to examine them to determine their purity.

Jellies and jams are both commonly adulterated with preservatives (usually salicylic acid and benzoic acid), coloring matter and glucose. Artificial coloring matter is frequently employed, sometimes to give a fictitious appearance to relatively cheap goods, sometimes with a high-grade article, in order that the color may be permanent when exposed to light for long periods of time on grocers' shelves.

Natural fruit jellies become liquid on being warmed. A spoonful dissolves readily in warm water, although considerable time is required with those that are especially firm. The small fruits contain practically no starch, as apples do, and the presence of starch in a jelly indicates that some apple juice has been used in its preparation. As stated above, jelly that has been thickened by starch paste will not be mistaken for fruit jelly.

Starch may be detected as follows: Dissolve a teaspoonful of jelly in a half teacupful of hot water, heat to boiling and add, drop by drop, while stirring with a teaspoon, a solution of potassium permanganate until the solution is almost colorless. Then allow the solution to cool and add a single drop of tincture of iodine. If starch is present a clear blue color is produced. Artificially colored jellies are sometimes not decolorized by potassium permanganate. Even without decolorizing, however, the blue color can usually be seen. Both potassium permanganate and tincture of iodine can, of course, be secured in any drug store.

For the detection of glucose a teaspoonful of the jelly may be dissolv-

ed in a glass tumbler or bottle in two or three tablespoonfuls of water. The vessel in which the jelly is dissolved may be placed in a vessel of hot water if necessary to hasten the solution. In case a jam or marmalade is being examined the mixture is filtered to separate the insoluble matter. The solution is allowed to cool, and an equal volume or a little more of strong alcohol is added. If the sample is a pure fruit product the addition of alcohol causes no precipitation except that a very slight amount of proteid bodies is thrown down. If glucose has been employed in its manufacture, however, a dense white precipitate separates, and after a time settles to the bottom of the liquid.

In addition to the forms of adulteration to which jellies are subject jams are sometimes manufactured from the exhausted fruit pulp left after removing the juice for making jelly. When this is done residues from different fruits are sometimes mixed. Exhausted raspberry or blackberry pulp is sometimes used in making "strawberry" jam and vice versa. Some instances are reported of various small seeds being used with jams made from seedless pulp.

With the aid of a small magnifying glass such forms of adulteration may be detected, the observer familiarizing himself with the seeds of the ordinary fruits. Many of the artificial colors employed with jellies and jams may be detected as follows:

One or two teaspoonfuls of the product are dissolved in a half teacupful of warm water, the solution heated to boiling, after adding a few drops of hydrochloric acid and a small piece of white woolen cloth or a few strands of white woolen yarn. The wool should first be boiled with water containing a little soda to remove any fat it may contain, and then washed with water. The wool is washed first with hot and then with cold water, and water pressed out as completely as possible and the color of the fabric noted. If no marked color is produced, the test may be discontinued. Otherwise the fabric, which may have taken up coal tar colors, some foreign vegetable colors, and (if a fruit product is being examined) some of the natural coloring matter of the fruit, is boiled for two or three minutes in about one-third of a teacupful of water and two or three teaspoonfuls of household ammonia, freed from liquid as much as possible by pressing, and removed.

The fabric will usually retain the greater part of the natural fruit color, while the coal tar color usually dissolves in the diluted ammonia. The liquid is then stirred with a splinter of wood and hydrochloric acid added, a drop or two at a time, until there is no further odor of ammonia, and the liquid transferred to the tongue by means of the splinter with which it is stirred has an acid (sour) taste.

A fresh piece of white woolen cloth is boiled in the liquid, and thoroughly washed. If this piece of cloth has a distinct color, the food under ex-

amination is colored artificially. This color may be a coal tar derivative or it may be one of the vegetable colors (prepared from certain lichens) now largely used with foods. If of the latter class the dyed fabric is usually turned blue or purple by ammonia.

The tests described above may be employed in the kitchen by one who has had no chemical training, and will serve to point out some of the forms of adulteration practiced with these products. These tests are simple, but must be used with judgment. They require considerable practice from the operator before satisfactory results can be obtained.

W. D. Bigelow,
Chief of Division of Foods, Bureau of
Chemistry, U. S. Department of
Agriculture.

Customers Should Learn To Make Allowances for Clerks.

Written for the Tradesman.

"Don't talk to me," said a clerk, the other day, who has had considerable experience in a number of retail stores, behind widely-varied counters, and who must, therefore, "speak by the book," "don't talk to me," said she, during a lull in business, "about the disagreeableness of those hired by merchants to pass the goods to customers. Many women—I say women because it is mostly that sex with which we have to deal—seem to think, and do think, that it is all the clerks' fault that they are not waited on to their liking; that they themselves never exhibit anything short of perfection, while consummating a commercial deal, and they can not get it through their craniums that the trouble possibly lies within themselves and that, if they would mend their own manners in some respects, matters would move along with lessened friction.

"The ordinary shopper never seems to think that sympathy may be called for on her part. She thinks only of Number 1, looks out for that Number 1 and is not satisfied with the service unless it conform to such requirements as she sets up in her own mind as meeting the exigencies of the occasion. Often she is annoyed if the clerk does not give her her undivided attention, mentally claiming it as her right to monopolize her time.

"I recall a special case where a woman held a grudge against a clerk for more than a dozen years, and this woman speaks of the occurrence even to this late day, and has hated that entire store ever since on account of it. The clerk, it seems, allowed her diligence toward the lady to abate just a trifle because some six or eight customers came piling in on her and she tried to wait on 'em all at once, which caused the temper of the lady to get the uppermost, so that she nearly lost it entirely. The clerk certainly wasn't to blame for her seeming dereliction, for she couldn't all at once see to so many patrons and do it beyond criticism or reproach. Of course, if the store is full of people, one or two or even three clerks can not be ex-

pected to wait on all in their department just at the drop of the hat. The clerks will do well if they get three patrons apiece reasonably waited on during a rush.

"It is expected by outsiders that a clerk shall display all the virtues down in the calendar, and none of the vices or unpleasant traits of common humanity. The store help may be so tired they are ready to drop from sheer exhaustion, but never must a whimper escape their lips. They must appear as fresh and active as if they had just arisen from a refreshing slumber. Is it a headache that dulls their conversational powers and makes monosyllables about the extent of their resources? They must conquer all tendency to let their interest flag and show the utmost concern for the patrons. The latter seem to think that every whim, every caprice must be humored to the degree of self-abnegation on the part of those waiting on them. The Golden Rule appears to be as X to them and often they seem to take a fiendish delight in trying to see just how far the twig will bend before it snaps. The clerk is expected to pocket her feelings—if they are on the adverse order—and present under all circumstances an unruffled front as does the Cheerful Idiot. She must 'grin and bear it' whatever happens.

"Many and many a store employe is hampered by restrictions that those coming in can have no idea of. Perhaps the family relations are not of the pleasantest. A crabbed father, soured on the world in general and his own people in particular, may make life a veritable Hades in the home. Or it may be a nagging mother contributes towards giving her daughter nervous prostration. Sisters or brothers, peradventure, have disagreeable, hard-to-get-along-with dispositions and so make life a continual effort to keep peace under one roof. These things are enough to take the laugh all out of one, so that it is precious little wonder, sometimes, that clerks' faces show the effect of the domestic conflict that is a never-ending part of an ugly, humdrum existence outside of the store walls. Then people wonder why it is that such and such a clerk looks to have a peculiar disposition—does not, apparently, have a charming nature. Maybe a love affair is turning out unhappily and the clerk is gloomy in consequence. 'There's many a slip twixt the cup and the lip,' and possibly this is what is worrying the heart of some clerk whose thoughts seem wandering when a customer is in a hurry. Money matters may be harassing; financial situation may be pressing.

"A thousand and one contributory causes may combine to plough the face of a clerk into haggard lines and make such an one out to be anything but an attractive individual.

"Where life is all a long sweet dream there is no excuse for melancholy looks behind the counter, but those on the other side can not, in the nature of things, know the inner being of those who serve them and they should learn to make allow-

ances for manifest neglect, that, likely as not, is not heedlessness at all but the reflection of a deep sorrow in the private life of the one condemned." E. Clarke.

The Popular Priced Shoe of the Future.

"During the past few years there has been such a scramble by dealers, manufacturers, and, in fact, every one connected with the shoe trade for \$3.50 shoes, that, as a rule, the cheaper grades of Goodyear welts have been overlooked to a great extent and a few factories have that field all to themselves, while hundreds of others were after the \$3.50 business." Thus spoke a well-known shoe manufacturer the other day.

"Now that the leather market is so high these fellows," continued the manufacturer, "who have been making welts at \$1.85 to \$2.25 can come in and make just a trifle better finished shoe and have no trouble getting 25 cents a pair advance. The retailers will then sell these shoes for \$3.50 a pair. The factories making them will have all and more business than they can handle. The higher priced fellows will, of course, sell their old trade, but they must get an advance from the dealer that will mean a retail price of \$4. Dealers will buy more sparingly than in former seasons, filling in with the product of cheaper factories, to be able to fill the demands for \$3.50 shoes. But it is right here that the dealer makes a great mistake. He should pay the advance, buy as usual and raise the retail price to \$4, thus giving the usual good value, and educating the trade to the advance.

"But the great trouble lies in the fact that one retailer is afraid that his competitor is going to handle the \$3.50 shoes as before, and so it is all along the line. Here is where a retail dealers' association could do good work—such an association, for instance, as got together in Michigan a short time ago. The members could discuss plans to meet these questions, and the logical conclusion would be to be honest with the trade, that is, have shoes that could be sold for \$3.50, also the \$4 lines, and to frankly tell customers that the same shoe they have always bought for \$3.50 is now \$4 owing to the advance of leather. Nine out of ten customers would appreciate this way of doing business and pay the advance. Four dollars is bound to be the popular priced shoe of the future, and the fellows that get in first are going to reap the harvest. When the specialty people raise to \$4, as they will surely have to soon, you will find many retailers will do likewise."

Asked if there was any likelihood of the \$3.50 specialists advancing their retail price to \$4, he said:

"They've got to come to it and that very soon. Of course, they will go to it gradually. For instance, they will advance shiny leathers first, and then another season all kinds will go to the \$4 price, and, as I have said, other retailers will pluck up courage to ask and get a legitimate profit on their shoes."—Shoe Retailer.

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. 32 long, per m.				3 00
No. 32 short, per m.				5 00
No. 32 long, per m.				5 75
Primers				
No. 2 U. M. C., boxes 250, per m.				1 60
No. 2 Winchester, boxes 250, per m.				1 60
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.				60
Black Edge, Nos. 9 & 10, per m.				70
Black Edge, No. 7, per m.				80
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge Per 100
120	4	1 1/2	10	10 \$2 90
129	4	1 1/2	9	10 2 90
128	4	1 1/2	8	10 2 90
126	4	1 1/2	6	10 2 90
135	4 1/4	1 1/2	5	10 2 95
154	4 1/4	1 1/2	4	10 3 00
200	3	1	10	12 2 50
208	3	1	8	12 2 50
236	3 1/4	1 1/2	6	12 2 65
265	3 1/4	1 1/2	5	12 2 70
264	3 1/4	1 1/2	4	12 2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.				72
No. 12, pasteboard boxes 100, per 100.				64
Gunpowder				
Kegs, 25 lbs., per keg.				4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg				2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg				1 60
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.				1 85
Augurs and Bits				
Snell's				65
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. S. Steel				10 50
Barrows				
Railroad				15 00
Garden				33 00
Bolts				
Stove				70
Carriage, new list				70
Flow				50
Buckets				
Well, plain				4 50
Butts, Cast				
Cast Loose Pin, figured				70
Wrought, narrow				60
Chain				
Common, 7/8 c.	6 c.	5/8 c.	6 c.	4 1/2 c
BB, 3/4 c.	7/8 c.	7/8 c.	6 1/4 c.	6 c
BBB, 3/8 c.	7/8 c.	6 1/2 c.	6 1/2 c.	
Crowbars				
Cast Steel, per lb.				5
Chisels				
Socket Firmer				65
Socket Framing				65
Socket Corner				65
Socket Slicks				65
Elbows				
Com. 4 piece, 6in., 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				dis. 12
List				12 13 14 15 16 17
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s				60&10
Glass				
Single Strength, by box				dis. 90
Double Strength, by box				dis. 90
By the light				dis. 90
Hammers				
Maydole & Co.'s new list				dis. 33 1/2
Yerkes & Plumb's				dis. 40&10
Mason's Solid Cast Steel				30c list 70
Hinges				
Gate, Clark's 1, 2, 3.				dis 60&10
Hollow Ware				
Pots				50&10
Kettles				50&10
Spiders				50&10
Horse Nails				
Au Sable				dis. 40&10
House Furnishing Goods				
Stamped Tinware, new list				70
Japanese Tinware				50&10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	60
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra.
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	25
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz	5 00
Solder	
1/4 @ 1/2	21
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, Nickel	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	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
1/4 gal. per doz.	45
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	50
No. 3 Sun	35
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon	8 00
Caps	2 25
LAMP CHIMNEYS—Seconds	
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	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 26
No. 2, Fine Flint (85c doz.)	4 60
No. 2, Lead Flint (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	3 10
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. filtering cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 71
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub. bbls. 5 doz. each, per bbl. 20	
No. 0 Tub. Bull's eye, cases 1 doz. each 1 25	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/8 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 Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	3 00
1000, any one denomination	5 00
2000, any one denomination	8 00
Steel punch	75

DRY GOODS

Weekly Market Review of the Principal Staples.

Cotton Linings—Not the least encouraging feature of the situation from the sellers' point of view is the marked increase in the current demand for cotton linings, the movement being decidedly more animated than any previously seen in this department for many months. Within the past week reports have been coming in from the leading lining houses of the receipt of heavy orders for percalines and sateens. Judging by the sudden revival of interest on the part of buyers, it looks very much as if they were just coming to realize the possibility of a scarcity of these goods later on after spot stocks have been cleaned up, and each one has been trying to get ahead of his neighbor by placing orders with more than usual freedom in order that his needs for the fall season may be filled while supplies are yet available. This position, moreover, is apparently well taken, as a scarcity has already begun to show itself in connection with more than one line of goods. Even buyers who have already placed orders for fall trade have come back to make extensive supplementary purchases, prompt delivery being sought for in almost every instance. The scarcity of available supplies is most noticeable in connection with gray goods, and converters are clearly perturbed over this feature of the situation, as the difficulty of replenishing present supplies does not appear to be decreasing to any particular extent. The output of linings for some time past has failed by a considerable margin to keep up with the demand, and as present indications seem to favor a continuation of the present active search for goods, it is not unreasonable to presume that the scarcity previously alluded to will grow even more pronounced, if anything.

Dress Goods—In the dress goods division of the market the volume of business being transacted and that which has been booked up to date is satisfactory. While there is still much to be done and while it is not thought that anything like the bulk of the buying has been consummated, still, as conditions now are, there is little expressed dissatisfaction. The heavyweight business at present is demanding much attention and agents are put to it to deliver fabrics in volume satisfactory to jobber and cutter-up. Woolen fabrics are in better favor in the dress goods end of the market than in the men's wear division. They are much more popular this season than last and the sales of woollens are keeping mills devoted to their manufacture busy. Broadcloths are being taken in considerable quantities as their popularity for the coming season for outer garments, tailored suits and overcoats is warranted. Spring fabrics in this market are

not yet the factor that they are in the men's wear division, from the fact that cutters-up and other buyers are busy with heavyweights. The buying that has been done has been mostly on the part of jobbers.

Knit Goods—The conditions in the knit goods market during the past week have not changed for the better. There is still a demand from retailers for goods not in stock, but which must be delivered immediately. Orders of this nature are not taken by manufacturers, consequently there are orders for fall goods which will not be filled. There is in the secondary market a certain amount of goods which might be applied for the filling of the above mentioned orders, but that would be a case of jobber buying from jobber, the purchaser necessarily paying a price considerably higher than the one which it would be necessary for him to pay, provided the goods were securable in the primary market. This, of course, the buyer is averse to doing. Never before at this season have orders for immediate delivery been of such volume, and not anticipating this demand, manufacturers are wholly unprepared for meeting it.

Carpets—Jobbers and retailers report indications of a good demand, but the great bugaboo in the carpet trade is the price, and both jobbers and retailers have worked it to the limit. The retailer protested that his customers would not pay high prices, the jobber declared the goods would be left on his hands. No matter what the quality of the goods offered, the price was immediately declared too high, and the jobber suggested that they be duplicated in appearance in lower grade at a lower price, so that they would be within reach of the consumers. Yet in the face of these contentions the demand for low-priced goods has fallen off, and the high-priced ones have been the best sellers. Manufacturers of Brussels carpets are now completing the best season that they have had for some years. Duplicate orders are still coming in to them in sufficient volume to extend the season past the usual time. Manufacturers of other high-grade lines have done a fair business, while the makers of the lines, cheap in both price and quality, have been doing a light business all the season and now are practically at a standstill. If it were not for the activity in the high-grade worsted and woolen lines, the general carpet manufacturing business would be flat.

It is true, as the jobbers claim, that the activity has been confined to certain lines, but their claim that the cause of the inaction in other lines is due to prices being too high is hardly plausible. The lines that are the quietest are the lines in which the manufacturers lowered the quality of the goods in order to meet the importunities of the jobbers for a low-priced fabric. Having got the quality down to the lowest possible point, they are now unable to sell them, because the consumer thinks he can not afford to buy carpets of a poor quality at any price. Instead of looking the facts squarely in the face the

The Union Suit



is growing in popularity with the return of each season because once tried they are seldom discarded by the wearer for the two-piece garment. Best of all and worthy of careful consideration by every merchant is the fact that this article permits the dealer to ask a good profit. We make this line a specialty and invite inspection before stock of sizes is broken. Prices range as follows:

Misses' Suits, all sizes, 3 x 6.....\$ 2 25 per doz.
Misses' Suits, all sizes, 2 x 7..... 4 50 per doz.
Misses' according to size 2 x 7.50 to 11 25 per doz.
Boys' Suits, all sizes, 24 x 34..... 4 50 per doz.
Boys' Suits, all sizes, 24 x 34..... 12 00 per doz.
Ladies' Suits, all sizes, 4 x 8, \$2.25, \$4.50, \$9.00,
\$12.00, \$18.00 and \$24.00 per dozen

Men's Suits, all sizes, 34 x 44, \$10.00, \$15.00, \$24.00, \$30.00, \$36.00 and \$45.00 per dozen.

We also call your attention to our line of two-piece underwear which is made up of good values. Give us a trial order if in need of Misses, Boys', Ladies' or Men's goods.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

To Florida and To California for The Winter Months

THE
G. R. & I.
AND ITS CONNECTIONS

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



C. L. LOCKWOOD,

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

Grand Rapids, Mich.

jobber continues to talk of prices being too high.

Rugs—Another factor in the situation that the jobber has overlooked is that while the sale of piece goods may have, as a whole, decreased, the sale of rugs has enormously increased, which more than compensates for the loss in yardage in piece goods. In the rug lines prices have been high, but the goods, both foreign and domestic, have passed into the hands of the consumers. In the matter of floor covering it would appear to be not so much a matter of price as it is of supplying the consumers with the style and quality that they desire.

Business Boom on at Flint.

Flint, Oct. 2—With the enlargement of several of the manufacturing plants already located here, the making of preliminary preparations for the erection of the new Buick and Weston-Mott plants, that will be in operation here by the middle of next summer, employing between 500 and 600 men, many of them skilled mechanics, Flint is to-day facing the most promising industrial outlook in its history. The lack of houses that is already in evidence and the near approach of the time when there will be a material addition to the population of the city through the location of two new big factories here have caused a stir in building circles.

Work is progressing on the new factory building for the W. A. Paterson Carriage Co., and the contract calls for the completion of the four-story brick structure within sixty days. A large addition is also being built onto the main building of the Flint Wagon Works plant.

An agitation has been started in behalf of better streets, and a movement is on foot which has for its aim the bonding of the city for \$200,000 for a term of fifty years for the purpose of macadamizing all the thoroughfares as rapidly as the work can be done.

The Flint Brewing Co. has received an invitation to join the proposed merger of all the breweries in the State, but the management states that if the promoters of the merger want the local brewery they will have to buy it outright.

Union Organization on the Wane.

Two years ago the Chicago Federation of Labor boasted of a membership of 120,000. To-day that number has been reduced by nearly one-half. Various reasons are assigned for this weakening in strength, the principal causes given being the loss of big strikes and factional warfare within its own ranks. As a result of the internal strife that has been in progress since last July thirty unions, some of them with a membership of over 1,500, have withdrawn their delegates from the Federation because of dissatisfaction with the manner in which its affairs have been conducted.

Ever since July 16 last, when eight armed sluggers in the employ of the union entered Bricklayers' Hall, where the semi-annual election of the Federation was in progress, held up the judges and clerks of election at

the point of revolvers, smashed the ballot boxes and brutally assaulted President Michael Donnelly of the Butcher Workmen's Union, a steady stream of withdrawal notices has been reaching the officials of the Federation. In a number of cases reasons other than dissatisfaction with the condition of affairs in the Federation have been assigned for severing relations with the organization, but in practically all instances it is generally believed the real cause had its source in the bitter struggle between the forces headed by President Charles Dold and Martin B. Madden.—Chicago Record-Herald.

Good Report from Lansing.

Lansing, Oct. 2—The passenger transfer companies of Lansing have inaugurated the use of auto busses running between the railway stations and the hotels. The auto busses will seat comfortably twelve persons. Besides advertising the city as an automobile town, the operation of the vehicles is found to be profitable.

R. M. Owen, sales manager for the Reo Automobile Co., has returned from a trip in the West with orders for more than 800 automobiles. As a result of the increased demand, ground has been broken for another addition to the factory, which will enlarge its capacity to at least twenty cars a day.

The Lansing Street Railway Co. is laying a double track on Washington avenue, south of the Washington avenue bridge, where brick pavement is being laid, and will lay over half a mile of double track in the business section of the city. When the present paving contracts are completed, Lansing will have a paved street two miles long, besides three miles of other streets.

The opening of the new department store of Cameron & Arbaugh will take place October 3. The store is six stories in height with a sixty-six foot front. It will be one of the finest department stores in the State, outside of Detroit and Grand Rapids.

New Cement Plant in Operation.

Bellevue, Oct. 2—The mammoth plant of the Burt Portland Cement Co., the largest in the West, is now turning out cement. The industry was financed by Wellington R. Burt, of Saginaw, and was designed and erected in a little over one year by O. Button, mechanical engineer. The business management is in the hands of George R. Burt, son of the Saginaw millionaire.

At the time of its erection the concrete chimney was the largest of its kind in the world. The giant steam shovel, which takes the place of one hundred men in digging the lime rock and shale from the quarries, is the largest of its kind ever erected.

To each machine is attached an individual motor, thus eliminating to a great extent shafts and belting. Coal, fine as sifted flour, is used in the boiler house, and by an ingenious device, used in this plant alone, the surplus heat is used for drying the coal.

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$300 up.

ADAMS & HART, 47 N. Div. St., Grand Rapids

Gasoline Mantles

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

NOEL & BACON

345 S. Division St. Grand Rapids, Mich.

WANTED

merchants to inspect our line of

Water Proof Fur Lined Duck Coats, Water Proof Fur Lined Corduroy Coats, Water Proof Leather Reversible Corduroy Coats, Mackinaws, Kersey Pants, Flannel Shirts, Jersey Shirts, Lumberman's

***** Socks *****

and be convinced that we are showing one of the most complete lines on the market, and

our prices are right.

P. STEKETEE & SONS

WHOLESALE DRY GOODS GRAND RAPIDS, MICH.

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

Sold only in bottles bearing our address

FOOTE & JENKS'

JAXON

Highest Grade Extracts.

Foote & Jenks

JACKSON, MICH.

We have the facilities, the experience, and, above all, the disposition to produce the best results in working up your

OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over.
 If we are not represented in your city write for prices and particulars.

THE YOUNG RUG CO., KALAMAZOO, MICH.

Quinn Plumbing and Heating Co.

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

KALAMAZOO, MICH.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination.
 Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

COMMERCIAL TRAVELERS

Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

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

Why the C. P. A. Ticket Is Preferred by the Railroads.

Chicago, Sept. 27—On returning from the East this morning I find your esteemed favor of Sept. 23, acknowledgment having been made by my Secretary in my absence. Need I assure you of my full appreciation of the opportunity which you were good enough to extend, and of my regret that I was unable to make the timely response desired.

I am unable to definitely indicate the reasons for the abandonment of the Northern mileage by the lines embraced by the organization. I think it a reasonable assumption, however, that its dissolution is directly owing to the conclusion that the interests of the transportation lines heretofore identified with the organization could be better and more economically served by their identification with the Mileage Exchange Order Bureau of the Central Passenger Association.

As indicating the judgment and conclusions of our members with respect to the comparative merits of the form of interchangeable mileage ticket which they have used and the "good on trains" form used by the Northern Mileage Bureau—which I may say is based on the results of the practical operation of the Bureau for something more than eight years—I beg to hand you copy of a letter addressed under date of Sept. 21 to the members of the committee representing the International Federation of Commercial Travelers' Associations of America, which is in reply to a petition advanced by this body for substitution of the style of ticket used by the Northern Mileage Bureau for the form initially adopted and since adhered to by the Central Passenger Association Bureau. You are entirely free to use the deductions presented by this paper in your treatment of the subject through the medium of your journal.

F. C. Donald, Commissioner.

M. W. Auken, Chairman:

Dear Sir—Your petition, addressed to the Mileage Exchange Order Bureau of the Central Passenger Association, having been given due and careful consideration by representatives of the railways identified with the ticket in question, the following argument is respectfully advanced as supporting their conclusions that the modification desired may not, with a consistent regard for the interests committed to their keeping, be accorded:

1. Originally the mileage ticket was introduced for the purpose of discounting to a certain class of travel charges made on other forms of tickets.

2. That well-established and approved methods and measures were dispensed with in connection with this new form of transportation, in this, that users of other every day forms of tickets necessarily dealt with the ticket agents to the extent only of the immediate journey under contemplation, and received, as a rule, tickets requiring no special supervision, execution, identification or verification other than such inspection on the part of conductors as

might be necessary to establish the validity of the tickets as bonafide output of the issuing railways, or currency of time limits when bearing such restrictions.

3. It has for many years been a uniform practice, when concessions are made from normal fares, to use specially prepared forms of tickets, embracing such limitations and restrictions as would tend to prevent their transfer, misuse and consequent interference with and discount of regular travel. The reasons for such restrictions are patent and are recognized, and favorably appeal to all right thinking people, conversant with surrounding conditions, as being necessary and reasonable.

4. At the time of the introduction of the interchangeable mileage ticket, now issued under the auspices of the Mileage Exchange Order Bureau of the Central Passenger Association, it was disclosed that from 15 to 25 per cent. of the mileage strips of the many kinds of individual mileage tickets, then in use, failed of return to the audit departments of the issuing companies.

5. A mileage ticket of any kind is obviously nothing more than a form of currency devised and used for purchasing regular train passage tickets through ticket agents, or for obtaining passage by direct presentation to and surrender of mileage strip to train conductors.

In either case its province is to provide a fixed rate of discount from the rates of fare charged for other forms of tickets.

6. It would seem within the bounds of fact to estimate that not more than 10 per cent. of the entire volume of travel is performed on mileage tickets.

The two forms of mileage interchangeable tickets cited by your petition differ in fundamental and, in our estimation, vital and essential conditions. The Central Passenger Association interchangeable ticket is, by reason of its being amenable to all the rules and regulations governing the use of other forms of transportation, subject to efficient systematic supervision, check and confirmation; the duty devolving upon the conductor being merely the perfunctory one of obtaining the signature of the holder of the train passage ticket issued on account of this mileage, when presented in connection therewith. No question of ownership, identity or other source of contention is interjected between the user of the ticket and the conductor. Conversely, the ticket agent has no further connection with the ticket of the form used by the Northern Mileage Bureau after delivery to the purchaser. All subsequent record of its use, upon which the Bureau of necessity relies, in determining whether or not it was used in accordance with its contract conditions, and upon which the railways honoring this ticket depend for vouchers for service performed, is wholly dependent on the care, efficiency and full and correct returns of the train conductor. Dismissing any question of fraud or carelessness on the part of this officer, of which there is, in the experience of all passenger officials, more or less evidence, are not the following enquiries, in their relation to the foregoing citations, pertinent?

Why should a ticket sold at a reduction of 33 1-3 per cent. from normal fares be unnecessarily open to opportunities of fraud and misuse and consequent undue loss to the carrier?

Why should not such a ticket be subjected to the regulation and established accounting methods necessary and common to the output and use of 90 per cent. of all ticket transportation?

Is the elimination of the interchangeable mileage ticket from the

protective measures surrounding all other reduced rate tickets commendable or consistent practice?

Why should 90 per cent. of the entire volume of travel on practically normal fares be discriminated against by requiring that tickets be procured in each instance from ticket agents, and this regulation waived for a minority of 10 per cent. traveling at a reduction of 33 1-3 per cent.?

Conductors having failed to collect or return a substantial percentage of the mileage strip from the various forms of individual mileage tickets, is it prudent to entrust them with the collection and deliveries of detachments from the interchangeable ticket?

Considering his multifarious duties involving as they do the safety of his train and the lives and limbs of his passengers, is it reasonable, practicable or prudent to unnecessarily distract his mind from these grave responsibilities by burdening him with the additional clerical work and exacting the time necessary to adequately examine and accurately compute and detach mileage fares?

In recapitulation of the foregoing it may be finally asked why should a ticket, in contradiction of the lessons of practice, precedent and experience, be voluntarily sold at a reduction of 33 1-3 per cent. from normal legal fares, be divested of such reasonable and proper regulations and checks as have been demonstrated by practical experience necessarily surround all other accepted and recognized ticket forms?

Possibly these interrogatories may be conclusively and satisfactorily met. We find no such answers to them, however, in our experience with and observation of the use of the mileage ticket "good on trains."

In our respectful judgment the mileage ticket is a pernicious device it ever has been, and ever will be, a form defying adequate regulations, a source of leakage and loss, and it is our conviction that the railways would be justified in exterminating it root and branch. This sort of reformation, however, would involve unanimity and continuity of action which it is perhaps needless to say, could not be obtained; hence our belief in and advocacy of palliative measures as demonstrated by the plan introduced and operated for the past seven years by the Central Passenger Association Mileage Bureau which, shortly after its inception, was recognized and appreciated by all honest and right-minded users of mileage tickets as reasonable in its regulations and as a substantial concession and accommodation to this class of travel.

Only a small percentage of the habitual users of the Central Passenger Association interchangeable mileage ticket have protested the regulation requiring that the mileage strip be exchanged for train passage tickets. The alleged inconvenience and interference with their habits of travel, urged by a minority, proved in practice to be a spectre, rather than a reality; this, however, seems to be the main argument of the advocates of the interchangeable mileage ticket "good on trains." Against this logic, protest and complaint of the minority may be arrayed the fact that 90 per cent. of the entire volume of all classes of travel express no dissatisfaction with the preliminary transactions regularly conducted with ticket offices preparatory to their travel. Conversely, these facilities are regarded as established and matter-of-fact conveniences, and in deference to public demand ticket offices are maintained at an enormous aggregate outlay in central locations in all principal commercial cities for the sole accommodation of the public.

The vehemence and persistency with which the few have sounded the

slogan "give us a mileage ticket good on trains" exposes to question their sincerity and honesty of purpose. Be this as it may, many a conductor has been tempted to his fall through the medium of this "good on trains" mileage ticket. In any event we may without transgressing the bounds of charity, assume that the commercial traveler or regular user of the Central Passenger Association mileage ticket who gratuitously and persistently denounces this flexible and comprehensive form of transportation is inappreciative of its economics and conveniences. The ticket affords many other deterrent and protective measures. The reports regularly rendered by the Mileage Bureau of the Central Passenger Association show that more than 30 per cent. of the conductors tested are derelict in their acceptancies of train passage tickets issued on account of the interchangeable mileage ticket. May it be believed that this percentage would diminish if the entire business were placed in their hands? From the records made under the Central Passenger Association Mileage Ticket System, it is readily ascertained that many of the train passage tickets, procured on mileage tickets and referred to the Bureau for redemption, alleging various plausible reasons for their non-use, are not in good faith; the service having been performed and collection overlooked by the conductor. Substitute the ticket "good on trains" and this petty fraud is accomplished and secure the moment the conductor overlooks the passenger.

The strenuous and in some instances vicious protests against the Central Passenger Association interchangeable mileage ticket are, to our mind, substantial evidence of its utility, value and invulnerability; at least from the standpoint of the carrier.

In conclusion, it seems needless to add that the foregoing plain citation of facts, as gathered from the records of the Mileage Exchange Order Bureau of the Central Passenger Association, are used impersonally and not presented as applicable to the fraternity of commercial travelers or habitual users of mileage tickets as a body.

F. C. Donald,
Commissioner.

Opportunity is only the obverse of obligation.

LIVINGSTON HOTEL

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

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

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.

Mount Pleasant Business Men Progressive.

Mount Pleasant, Sept. 30—The Mount Pleasant Board of Trade decided to emphasize its existence by giving a banquet. Accordingly, Wednesday night a large number of its members gathered around the banquet table at Gruner's and expounded the doctrine of industrial and material progress of the city's interest and welfare, hence it was called the "first annual banquet."

The menu was followed by toasts upon the following subjects, all of which were treated in a manner that gave unanimous satisfaction:

Elton J. Van Leuvan, toastmaster. Invocation—Col. C. W. Campbell. The Needs of Mt. Pleasant—N. J. Brown.

The Manufacturing Interests of Our City—I. A. Fancher.

Educational and Commercial Interests of Our City—C. T. Grawn.

The Newspaper Idea—A. S. Coutant.

Relation of the Board of Trade to the City—H. Edward Deuel.

Bonding and Franchises—C. T. Russell.

Patronizing Home Interests—R. O. Doughty.

Our Legal Duty—S. W. Hopkins.

Music Hath Charms—P. Corey Taylor.

General discussion.

At the close of the discussion a resolution was passed unanimously pledging the support and co-operation of the Board in the matter of raising approximately the \$5,000 by taxation necessary to meet the legislative appropriation of a like amount to provide the land for the erection of future buildings for normal school purposes.

Another resolution was passed unanimously pledging the Board's support to the idea of bonding the city up to \$35,000 for improvements and betterments that are a positive necessity at the present time. Among the matters mentioned were improvement and extension of the water works, the conversion of the pond waters of the Chippewa River into public park purposes, the purchase of a new cemetery, the installing of a municipal lighting plant, the paving of the streets, and last but not least, for giving encouragement to industrial enterprises so far as can be done legally and justly.

The meeting was a harmonious one in every respect and it was resolved that the Board meet once a month to discuss ways and means for maintaining and promoting Mount Pleasant's welfare.

The Grain Market.

The wheat market the past week has shown very little change—that is, so far as cash wheat is concerned—but futures have lost practically 1c per bushel. Prices reacted early on damage reports to the growing crop in Russia, but lost it all later on heavy selling from the Chicago crowd. The exports of both wheat and flour are liberal. The Western Coast reports heavy sales of flour to the Orient. Receipts of wheat continue liberal in the Northwest and the

quality is running much better than at first. The demand from the elevator and milling interest is sufficient to absorb everything offered from day to-day. The wheat market is regarded as in a very favorable condition, from a milling standpoint, as the demand for flour, both for prompt and future delivery, has been in excess of the output, so that the mills have been able to get their stock at a little advantage under the selling basis.

Corn is losing a little each day, cash grain gradually dropping toward the December and May option price. The local demand for feeds continues about as usual, but the trade is not inclined to load up at old corn prices.

Oats are selling at from ½@1c per bushel cheaper, with December oats in Chicago at 27½c and May selling at 2c premium over December, which should be considered as a very fair carrying charge. L. Fred Peabody.

Will Sell the Jobber Only.

Grand Rapids, Oct. 3—We note in your issue of the Michigan Tradesman of Sept. 27 that you make the statement that the Grand Rapids Oil Co. "has decided to ignore the retail trade and go direct to the consumer." For your information we advise that this company is simply a branch station, established here and owned by the Independent Refining Co., Ltd., of Oil City, Pa., for the distribution of its products through the wholesale trade only. The news item we refer to is very damaging to us and we beg you will make correction in the next issue of your paper.

Grand Rapids Oil Co. The Tradesman made two statements concerning the above company, one of which appears to be correct and the other incorrect.

The statement that the new company will "ignore the retail trade" is substantiated by the above communication, inasmuch as it announces its intention to distribute its products through the wholesale trade only; in other words, it proposes to deal with the jobber only and not cater to the trade of the retailer.

The statement that the company proposed to go direct to the consumer was made on the strength of statements made to a representative of the Tradesman by Manager Throop.

Cadillac News and Express: Frank H. Starkey has retired from the Law-Starkey Co., L. J. Law succeeding to the business. Mr. Law and Mr. Starkey were associated in clothing retailing two and a half years. Mr. Starkey, with whom the indoor retailing did not agree physically, has signed a three-year contract with Perrotte, Beals & Co., of Chicago, to represent them as traveling salesman, his territory to include Cadillac and Northern Michigan.

Guy W. Rouse, Manager of the Worden Grocer Co., leaves Saturday for Portland, Oregon, on a combined business and pleasure trip. He will go via Canadian Pacific and return home via San Francisco and Los Angeles. He will be accompanied by Claude Hamilton and Howard Thornton.

Short Sayings of Great Men.

Rev. Geo. Eliot Cooley: True spirituality is the ability to see the altar in the washtub and the cookstove.

Claude Hamilton: Riches are roots of evil only to the man who has failed to raise any.

Judge Wolcott: At the end of the road of wisdom stands the temple of Silence.

Wm. Judson: The people who offer you their advice must have no use for it themselves.

David E. Uhl: You can not get into green pastures while you herd with the goats.

Samuel M. Lemon: Straight dealings are the best evidences of being in the narrow way.

Samuel Sears: The man who is always in the way always thinks he is the only way.

Charles E. Belknap: It is easy to forgive the man who has wronged the other fellow.

George Morse: The fellow who says he would bet his last dollar on a horse race may eventually have a chance to do so.

Peter Doran: Alimony is often a satisfactory substitute for a husband.

George G. Whitworth: Some men think they are forehanded when the truth is that greed has only made them four footed.

Deacon Ellis: Many a man's future is overshadowed by his past.

John W. Blodgett: If we could afford to buy a lot of things we want, we wouldn't want them.

Carl E. Mapes: The sure road to happiness—remain a bachelor.

Harry Zimmerman, who has long been a passenger engineer on the G. R. & I. Railroad, recently made the run from Cadillac to Grand Rapids, a distance of ninety-eight miles, in two hours and one minute. This is the fastest time ever made on the road for so long a stretch. Mr. Zimmerman's splendid record as a safe and competent engineer is due largely to the fact that he invariably spends from one to two hours on his locomotive before taking the machine out of the round house, his theory being that any defect or breakage can be repaired much easier with ample tools at his disposal than after he has started out on a run and has only the locomotive equipment to work with. Furthermore, he avoids the loss of time which is frequently a serious matter to all concerned. As Mr. Zimmerman is not identified with the Brotherhood of Locomotive Engineers, he holds his position solely on merit and not on the possession of a union card.

Catching Mail from Flyers.

Rapid delivery in mails is one of Iowa's blessings from a fast mail train that races over its prairies. The long vexed puzzle of discharging mail from moving trains without hazard to the mail, the train and the bystanders is now solved by an automatic device operated by air from the brakes of the trains and the instantaneous action thus secured. A platform is arranged on the car door on which the sacks of mail to be delivered are placed. Contact between

the crane on the station platform and a trigger on the mail-catching arm on the car puts the mechanism in operation; the mail sacks are thus ejected into a receiving box placed at the side of the track so constructed that the air is forced into either end by the momentum of the pouch. This acts as a cushion, preventing damage to the pouch and its contents. The process is equally good for trains running at fifteen or those at seventy-two miles per hour.

A corporation has been formed under the style of the One Minute Coffee Pot Co. for the purpose of manufacturing coffee pots, with an authorized capital stock of \$5,000, of which \$3,500 has been paid in cash. Attorney C. G. Turner is President of the company and the business of the company will be transacted at his office until the company locates its plant, which will be in a short time. Judson D. Holmes, of Foster, Stevens & Co., is Treasurer, and the position of Secretary and General Manager is occupied by Alfred E. Finney, formerly connected with the Beitner Lumber Co., of Traverse City.

John A. Sherick (Ridge, Kalmbach, Logie & Co., Ltd.) will deliver an address at the Baptist church in Hartford Sunday evening, Oct. 8, on the subject of the Growing Christian.

Chas. L. Merrithew has opened a grocery store at New Wexford. The stock was furnished by the Judson Grocer Co.

Again We Wish to Speak of the Gunn Desk

To be brief the "Gunn" features are: Drawers that NEVER stick, writing beds that NEVER warp, roll curtains that NEVER "leak" dusk. Range in price from \$11 up. Cheap desks warranted same as the best ones. And the Gunn people make nothing but oak and mahogany desks.

These are the main reasons why we have the exclusive sale of "Gunn" desks. Another is that they are such rapid sellers and never fail to give satisfaction. Furthermore, we have unlimited confidence in the goods and say things about them with a clear conscience.

Sherm-Hardy Supply Co.

5-7 South Ionia
One Block North of Union Depot

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.

The Medicated Wines of the U. S. P.

Among the more objectionable features that have been embodied or retained in the recently-published eighth decennial revision of the U. S. P., the present status of the official medicated wines is not the least conspicuous.

At the International Conference for the Unification of the Formulae of Potent Remedies, held at Brussels, Sept. 15-20, 1902, it was agreed that in future "a potent medicament should not be prepared in the form of a medicinal wine." Among the U. S. P. wines that should properly have been discontinued under this agreement are those of colchicum seed, ergot, ipecac and opium. It should be remembered, however, that while the United States of America was properly represented at this International Conference by duly accredited delegates, the present Committee on Revision of the U. S. P. did not take official cognizance of the details of the final recommendations of the Conference, and this country is, therefore, the only one of those whose delegates signed the final protocol that has not signified its willingness to abide by the details of the recommendations therein adopted.

That the provisions of the recommendations of the International Conference relating to wines was, and is, a reasonable one is amply demonstrated by the past as well as the present status of medicated wines in our Pharmacopoeia. Medicated wines are undoubtedly among the oldest of our present-day galenical preparations, having been used long before alcohol or distilled alcoholic beverages were discovered. At an early date it was found that the variable composition of different wines, or of the same wine at different periods, was directly responsible for much of the difference in appearance and efficiency of the medicinal preparations in which they were used. Varied and numerous suggestions have been made from time to time to overcome this variability in composition, and at an early date it was proposed that the addition of varying amounts of alcohol would offer the most satisfactory solution of the difficulty.

This suggestion was acted on by the Committee on Revision for 1850, and in the Pharmacopoeia for that year we find that a mixture of alcohol and wine is directed to be used as the menstruum for wine of rhu-barb. Even fortified wine appears to have been considered unsatisfactory as a menstruum in many cases, and in the Pharmacopoeia for 1870 we find that wine of ergot and wine of ipecac are directed to be made by diluting the official fluid extracts. This latter practice, for obvious reasons, met with considerable opposition, and in the Pharmacopoeia for 1880 but one official wine, wine of ipecac, is directed to be made in this way.

For more than twenty-five years the leading pharmacists of this, as well as of other countries, have advanced practical as well as theoretical reasons why fluid galenical preparations should not, and could not, satisfactorily be made by diluting fluid extracts, even in such cases where the fluid extract was made with practically the same menstruum as the proposed diluent. Where the diluent differs in composition from the original menstruum, the objectionable features become much more evident, and it has long been conceded that the production of fluid galenicals under these conditions was not consistent with good pharmaceutical principles.

In this connection it will not be necessary to recapitulate the arguments and reasons that have been advanced from time to time against this practice; suffice it to say that such eminent and capable pharmacists as Dr. E. R. Squibb, Dr. Chas. Rice, Prof. John M. Maisch and a host of others have argued, and have actually demonstrated, that the practice is, and must be, an objectionable one.

Despite these facts and arguments, the present Committee on Revision has seen fit to direct that four of the five official wines of organic drugs be made by diluting fluid extracts.

In addition to being construed as an official endorsement of the now widely-followed but nevertheless reprehensible practice of diluting fluid extracts for making other fluid galenicals, this action on the part of the Committee on Revision will undoubtedly tend to bring these particular medicated wines and with them many, if not all, of the other official preparations into disrepute. The direct cause for this becomes evident when we remember that for economic reasons comparatively few retail pharmacists make their own fluid extracts, and that there is strong reason to believe that at least some of the manufacturers of pharmaceutical galenicals supply fluid extracts that are not made strictly in conformity with the directions and requirements of the U. S. P. This being accepted as true, can anyone venture to predict how or why the medicated wines of the future will comply with the intentions of the prescriber.

In conclusion, then, it may be asked: If wine, even stronger or fortified wine, is, as it appears to be, unsatisfactory as a menstruum, why

should a present-day pharmacopoeia include preparations that are not what they purport to be or what they have been?

All things considered, would it not be advisable in the coming revision of our National Pharmacopoeia to admit that wine is an unsatisfactory menstruum, and to include under a general heading, medicated wines, a formula for diluting fluid extracts in definite proportion with a mixture of alcohol and wine, and thus not alone tend to comply with the spirit of the recommendations of the International Conference for the Unification of the Formulae of Potent Remedies, but also divest our Pharmacopoeia of at least some of the unnecessarily large number of formulas for galenical preparations of doubtful utility?

M. J. Wilbert.

Advantages of Glass Bottles.

The many disadvantages of the glass milk bottle as now almost universally employed are well known. One of the most serious is the difficulty in securing proper cleansing before it is refilled, with the accompanying possibility of spreading infection. Efforts to secure improvement in this detail of milk service have heretofore been unsuccessful, mainly because of failure to obtain a satisfactory substitute. Recent investigations by Dr. A. H. Stewart, of the bacteriological department of the Philadelphia Bureau of Health, indicate that at last a very acceptable container has been found in what he designates a single service milk bottle.

It is made of heavy spruce wood fiber paper, conic shape to facilitate nesting, and with an ingenious locking device to retain the bottom. An important feature of the bottle is its saturation with paraffin, by being dipped in that substance at 212 Fahrenheit and then baked.

This sterilizes the bottle and prevents the milk coming in contact with the paper itself, and adhering, as it does, to the glass bottle. For shipment the bottles are packed in nests of twenty, three nests being sealed in a sterile bag; the lids are also put up in sterile packages. Bacteriologic tests with sample bottles were exceedingly satisfactory.

As received from the manufactory, none were found to contain microorganisms. Closed bottles were sent to several dairies near Philadelphia, a glass bottle and a paper bottle at each being filled from the same lot of milk. When received at the Bureau the glass bottles invariably showed slight leakage around the caps; the paper bottles did not. In every instance the milk in the paper bottle contained fewer bacteria than did that in the glass bottle, the average being a fourth as many as in the latter.

Certified milk in the paper bottles kept sweet two days longer than that in glass bottles. If these paper containers give such results in general use the delivery of milk in cities bids fair to be revolutionized. They are light, tightly sealed, perfectly clean and sterile, and are to be used but once, thus doing away with all bot-

tle washing in private houses and in milk depots. Their cost is such that they may be used without increasing the price of milk to the consumer.

The subject is one that should at once be thoroughly investigated to determine if everyday use confirms these laboratory findings. If it does a very great advance has been made. Further, with the use of this bottle, it appears that the very desirable accomplishment of bottling milk at the farm may be an achievement of the near future.

Electrified Vegetables' Growth.

Consider the cucumbers and cabbages, how they grow by electricity; tomatoes, also broad beans and strawberries. Experiments made in Bristol, England, on the effect of electricity on plant growth show 17 per cent. increase in cucumbers, from 36 to 80 per cent. in strawberries, an acceleration of five days in broad beans, and an acceleration of ten days with cabbages. The cabbages were cut from the electrified plots from a week to a fortnight before the non-electrified. The increase in strawberries was remarkable, and a far greater number of runners were produced from the electrified plots. These plots were also freer from disease than the non-electrified, and there are indications that electricity operates against tomato pests.

The Drug Market.

While there has been no radical change in prices during the past week, the general undertone of the market continues firm.

Opium—Remains firm at the advance price.

Morphine—No advance has yet taken place and it is steady at the last quotation.

Quinine—Is steady.

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			
Aceticum	6@	8	
Benzolicum, Ger.	70@	75	
Boricum	17@		
Carbolicum	26@	29	
Citricum	42@	45	
Hydrochlor	3@	5	
Nitrosum	8@	10	
Oxalicum	10@	12	
Phosphoricum, dil.	15@		
Salicylicum	42@	45	
Sulphuricum	14@	5	
Tannicum	75@	80	
Tartaricum	38@	40	
Ammonia			
Aqua, 18 deg.	4@	6	
Aqua, 20 deg.	6@	8	
Carbonas	13@	15	
Chloridum	12@	14	
Aniline			
Black	2@	00@2	25
Brown	80@	100	
Red	45@	50	
Yellow	2@	50@3	00
Baccae			
Cubebae	15@	18	
Juniperus	5@	6	
Xanthoxyllum	30@	35	
Balsamum			
Copaiba	45@	50	
Peru	60@	65	
Terabin, Canada	35@	40	
Cortex			
Abies, Canadian	18@		
Cassiae	20@		
Cinchona Flava	18@		
Buonymus atro.	30@		
Myrica Cerifera	20@		
Prunus Virgini.	15@		
Quillaja, gr'd	12@		
Sassafras	24@		
Ulmus	40@		
Extractum			
Glycyrrhiza Gla.	24@	30	
Glycyrrhiza, po.	28@	30	
Haematox	11@	12	
Haematox, is	13@	14	
Haematox, 1/2s	14@	15	
Haematox, 1/4s	16@	17	
Ferru			
Carbonte Precip.	15@		
Citrate and Quina	2@	00	
Citrate Soluble	55@		
Ferrocyanidum S	40@		
Solut. Chloride	15@		
Sulphate, com'l	2@		
Sulphate, com'l by	70@		
bbl. per cwt.			
Sulphate, pure	7@		
Flora			
Arnica	15@	18	
Anthemis	22@	25	
Matricaria	30@	35	
Folia			
Barosma	25@	30	
Cassia Acutifol.	15@	20	
Tinnevely	25@	30	
Cassia, Acutifol.	25@	30	
Salvia officinalis,	18@	20	
1/4s and 1/2s			
Uva Ursi	8@	10	
Gummi			
Acacia, 1st pkd.	6@	65	
Acacia, 2nd pkd.	4@	45	
Acacia, 3rd pkd.	3@	35	
Acacia, sifted sts.	28@		
Acacia, po.	45@	65	
Aloe, Barb.	12@	14	
Aloe, Cape	12@	14	
Aloe, Socotri	4@	45	
Ammoniac	55@	60	
Asafoetida	35@	40	
Benzoinum	50@	55	
Catechu, is	13@		
Catechu, 1/2s	14@		
Catechu, 1/4s	16@		
Camphoras	81@	85	
Euphorbium	4@	40	
Galbanum	1@	100	
Gamboge	25@	35	
Gualacum	30@	35	
Kino	45@	50	
Mastic	60@	65	
Myrrh	3@	60@3	65
Opil	40@	50	
Shellac, bleached	45@	50	
Tragacanth	70@	100	
Herba			
Absinthium	4@	50@4	60
Eupatorium oz pk	20@		
Lobelia	25@		
Majorum	25@		
Mentha Pip. oz pk	23@		
Mentha Ver. oz pk	25@		
Rue	39@		
Tanacetum	22@		
Thymus V. oz pk	25@		
Magnesia			
Calcined, Pat.	55@	60	
Carbonate, Pat.	18@	20	
Carbonate, K-M.	18@	20	
Carbonate	18@	20	
Oleum			
Absinthium	4@	90@5	00
Amygdalae, Dulc.	50@	60	
Amygdalae, Ama	8@	00@8	25
Anisi	1@	45@1	50
Aurantii Cortex.	2@	20@2	40
Bergamiti	2@	50@2	60
Cajuputi	85@	90	
Caryophilli	1@	00@1	10
Cedar	50@	90	
Chenopadii	3@	75@4	00
Cinnamoni	1@	00@1	10
Citronella	60@	65	
Conium Mac	80@	90	
Copaiba	1@	15@1	25
Cubebae	1@	20@1	30
Evechthitos	1@	00@1	10
Erigeron	1@	00@1	10
Gaultheria	2@	25@2	35
Geranium	50@	60	
Gossypii Sem gal	50@	60	
Hedeoma	1@	60@1	70
Junipera	40@	20	
Lavendula	90@	275	
Limonis	90@	10	
Mentha Piper	3@	00@3	25
Mentha Verid	5@	00@5	50
Morrhuae gal	1@	25@1	50
Myrica	3@	00@3	60
Olive	75@	30	
Piceis Liquida	10@	12	
Piceis Liquida gal	3@	35	
Ricina	92@	96	
Rosmarini	1@	00@1	00
Rosae oz	5@	00@5	00
Succini	40@	45	
Sabina	90@	100	
Santal	2@	25@4	50
Sassafras	75@	80	
Sinapis, ess. oz.	1@	10@1	20
Tigilil	40@	50	
Thyme	40@	50	
Thyme, opt	1@	60	
Theobromas	15@	20	
Potassium			
Bi-Carb	15@	18	
Bichromate	13@	15	
Bromide	25@	30	
Carb	12@	15	
Chlorate	34@	38	
Cyanide	34@	38	
Iodide	60@	65	
Potassa, Bitart pr	30@	32	
Potass Nitras	7@	10	
Potass Nitras opt	6@	8	
Prussiate	23@	26	
Sulphate po	15@	18	
Radix			
Aconitum	20@	25	
Althae	30@	33	
Anchusa	10@	12	
Arum po	2@	25	
Calamus	20@	40	
Gentiana po 15.	12@	15	
Glycyrrhiza pv 15	16@	18	
Hydrastis, Canada	1@	30	
Hydrastis, Can po	2@	00	
Hellebore, Alba.	12@	15	
Inula,	18@	22	
Ipecac po	2@	00@2	10
Iris plox	35@	40	
Jalapa, pr	25@	30	
Maranta, 1/4s	3@	35	
Podophyllum po.	15@	18	
Rhel	75@	100	
Rhel, cut	1@	00@1	25
Rhel, pv	75@	100	
Spigella	30@	35	
Sanuginari, po 18	15@	18	
Serpentaria	50@	55	
Senega	85@	90	
Smlax, off's H.	4@	40	
Smlax, M	2@	25	
Scilla po 35	10@	12	
Symplocarpus	2@	25	
Valeriana Eng	2@	25	
Valeriana, Ger.	15@	20	
Zingiber a	12@	14	
Zingiber j	16@	20	
Semen			
Anisum po 20.	1@	16	
Apium (gravel's)	13@	15	
Bird, is	4@	6	
Carul po 15	10@	11	
Cardamon	70@	90	
Corlandrum	12@	14	
Cannabis Sativa.	5@	7	
Cydonium	75@	100	
Chenopodium	25@	30	
Dipterix Odorate.	80@	100	
Poeniculum	1@	18	
Poenugreek, po.	7@	9	
Lini, gr'd. bbl. 2 1/2	3@	6	
Lobelia	75@	80	
Pharlaris Cana'n	9@	10	
Rapa	5@	6	
Sinapis Alba	7@	9	
Sinapis Nigra	9@	10	
Spiritus			
Frumenti W D. 2	00@2	50	
Frumenti	1@	25@1	50
Juniperis Co O T	1@	65@2	00
Juniperis Co	1@	75@3	50
Saccharum N E	1@	90@2	10
Spt Vini Galli	1@	75@6	50
Vini Oporto	1@	35@2	00
Vina Alba	1@	25@2	00
Sponges			
Florida Sheeps' wool	3@	00@3	50
Nassau sheeps' wool	3@	50@3	75
Velvet extra sheeps'	2@	20	
wool carriage.			
Extra yellow sheeps'	1@	25	
wool carriage			
Grass sheeps' wool,	1@	25	
carriage			
Hard, slate use.	1@	100	
Yellow Reef, for	1@	40	
slate use			
Syrups			
Acacia	50@	50	
Aurantii Cortex	50@	50	
Zingiber	50@	50	
Ipecac	50@	50	
Ferri Iod	50@	50	
Rhel Arom	50@	50	
Smlax Off's	50@	50	
Senega	50@	50	
Scillae	50@	50	
Seillae Co	50@	50	
Tolutan	50@	50	
Prunus	50@	50	
Tinctures			
Aconitum Nap'sR	50@	50	
Aconitum Nap'sF	50@	50	
Aloes	50@	50	
Arnica	50@	50	
Aloes & Myrrh	50@	50	
Asafoetida	50@	50	
Atrope Belladonna	50@	50	
Aurantii Cortex	50@	50	
Benzoin	50@	50	
Benzoin Co	50@	50	
Barosma	50@	50	
Cantharides	50@	50	
Capsicum	50@	50	
Cardamon	50@	50	
Castor	50@	50	
Catechu	50@	50	
Cinchona	50@	50	
Cinchona Co	50@	50	
Columbia	50@	50	
Cubebae	50@	50	
Cassia Acutifol	50@	50	
Cassia Acutifol Co	50@	50	
Digitalis	50@	50	
Ergot	50@	50	
Ferri Chloridum	50@	50	
Gentian	50@	50	
Gentian Co	50@	50	
Guaiaca	50@	50	
Guaiaca ammon	50@	50	
Hyoscyamus	50@	50	
Iodine	75@	75	
Iodine, colorless	75@	75	
Kino	50@	50	
Lobelia	50@	50	
Myrrh	50@	50	
Nux Vomica	50@	50	
Opil	50@	50	
Opil, camphorated	50@	50	
Opil, deodorized	50@	50	
Quassia	50@	50	
Rhatany	50@	50	
Rhel	50@	50	
Sanguinaria	50@	50	
Serpentaria	50@	50	
Stromonium	50@	50	
Tolutan	50@	50	
Valerian	50@	50	
Veratrum Veride.	50@	50	
Zingiber	50@	50	
Miscellaneous			
Aether, Spts Nit 3f	30@	35	
Aether, Spts Nit 4f	30@	35	
Alumen, grd po 7	3@	4	
Amato	40@	50	
Antimoni	4@	5	
Antimoni et po T	40@	50	
Antipyrin	2@	25	
Antifebrin	2@	20	
Argent Nitras oz	10@	12	
Arsenicum	10@	12	
Balm Gilead buds	60@	65	
Bismuth S N.	2@		

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market: prices at date of purchase.

ADVANCED

DECLINED

Index to Markets
By Columns

A	Axle Grease	1
B	Bath Brick	1
	Brooms	1
	Brushes	1
	Butter Color	1
C	Confections	11
	Candles	1
	Canned Goods	1
	Carbon Oils	2
	Catsup	2
	Cheese	2
	Chewing Gum	2
	Chicory	2
	Chocolate	2
	Clothes Lines	2
	Cocoa	2
	Cocoonut	2
	Cocoa Shells	2
	Coffee	2
	Crackers	2
D	Dried Fruits	4
F	Farinaceous Goods	4
	Fish and Oysters	10
	Fishing Tackle	4
	Flavoring extracts	5
	Fly Paper	5
	Fresh Meats	5
	Fruits	11
G	Jelatin	5
	Grain Bags	5
	Grains and Flour	5
H	Herbs	5
	Hides and Pelts	10
I	Indigo	5
J	Jelly	5
L	Licorice	5
	Eye	5
M	Meat Extracts	5
	Molasses	6
	Mustard	6
N	Nuts	11
O	Nives	6
P	Pipes	1
	Pickles	1
	Playing Cards	1
	Potash	6
	Provisions	6
R	Rice	6
S	Salad Dressing	7
	Saleratus	7
	Salt Soda	7
	Salt	7
	Salt Fish	7
	Seeds	7
	Shoe Blacking	7
	Snuff	7
	Soap	7
	Soda	7
	Spices	7
	Starch	7
	Sugar	7
	Syrups	7
T	Tea	8
	Tobacco	8
	Twine	8
V	Vinegar	8
W	Washing Powder	9
	Wicking	9
	Woodenware	9
	Wrapping Paper	10
Y	Yeast Cake	10

1	AXLE GREASE Fraser's 1lb. wood boxes, 4 dz. 3 00 1lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 dz. 4 25 10lb. pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00
	BAKED BEANS Columbia Brand .7lb. can, per doz. 97 1 2lb. can, per doz. 1 40 1 5lb. can, per doz. 1 80
	BATH BRICK American 75 English 85
	BROOMS No. 1 Carpet 2 75 No. 2 Carpet 2 35 No. 3 Carpet 2 15 No. 4 Carpet 1 75 Parlor Gem 2 40 Common Whisk 85 Fancy Whisk 1 20 Warehouse 3 00
	BRUSHES Scrub Solid Back, 3 in. 75 Solid Back, 11 in. 85 Pointed ends 95 Stove No. 3 75 No. 2 1 10 No. 1 1 75 Shoe No. 3 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90
	BUTTER COLOR W. R. & Co's, 15c size. 1 25 W. R. & Co's, 25c size. 2 00
	CANDLES Electric Light, 8s 9 1/2 Paraffine, 6s 10 Paraffine, 12s 9 1/2 Wicking. 20
	CANNED GOODS Apples 3 lb. Standards.. 1 00 Gals. Standards.. 2 90 Blac berries 85 Beans Baked 80@1 30 Red Kidney 85@ 95 String 70@1 25 Wax 75@1 25 Blueberries @1 40 Standard Brook Trout @1 40 Gallon. 5 75 2lb. cans, s. piced 1 90 Clams Little Neck, 1lb. 1 00@1 25 Little Neck, 2lb. @1 50 Clam Bouillon Burnham's 1/2 pt 1 90 Burnham's, pts 3 60 Burnham's, qts 7 20 Cherries Red Standards. 1 30@1 50 White 1 50 Corn Fair. 75@90 Good 1 00 Fancy 1 25 French Peas Sur Extra Oats 22 Extra Fine 13 Fine 15 Moyen 11 Gooseberries 90 Hominy Standard 85 Lobster Star, 1/2 lb. 2 15 Star, 1lb. 3 90 Picnic Tails 2 60 Mackerel Mustard, 1lb. 1 80 Mustard, 2lb. 2 80 Soused, 1 1/2 1 80 Soused, 2lb. 2 80 Tomato 1lb. 1 80 Tomato, 2lb. 2 80 Mushrooms Hotels 15@ 20 Buttons 22@ 25 Oysters Cove, 1lb. @ 80 Cove, 2lb. @1 55 Cove, 1lb. Oval. @95 Peaches Pie 1 00@1 15 Yellow 1 45@2 25 Pears Standard 1 00@1 35 Fancy 2 00 Peas Marrowfat 90@1 00 Early June 90@1 60 Early June Sifted 1 65

2	Plums Pineapple 85 Grated 1 25@2 75 Sliced 1 35@2 55 Pumpkin Fair 70 Good 89 Fancy 1 00 Gallon @2 00 Raspberries Standard @ Russian Caviar 1/2 lb. cans 3 75 1 lb. cans 7 00 1 lb cans 12 00 Salmon Col'a River, falls. @1 80 Col'a River, flats. 1 85@1 90 Red Alaska 1 35@1 45 Pink Alaska @ 95 Sardines Domestic, 1/4s 3 1/2@ 3 1/2 Domestic, 1/2s 5 Domestic, Must'd 6 @ 9 California, 1/4s 11@14 California, 1/2s 17 @24 French, 1/4s 7 @14 French, 1/2s 18 @28 Shrimps Standard 1 20@1 40 Succotash Fair 95 Good 1 10 Fancy 1 25@1 40 Strawberries Standard 1 10 Fancy 1 40 Tomatoes Fair @1 05 Good @1 10 Fancy 1 25@1 45 Gallons @3 00 CARBON OILS Barrels Perfection @10 1/2 Water White @ 9 1/2 D. S. Gasoline @12 Deodor'd Nap'a @12 Cylinder 29 @34 1/2 Engine 16 @22 Black, winter 9 @10 1/2 CEREALS Breakfast Foods Bordeau Flakes, 36 1 lb 2 50 Cream of Wheat, 36 2 lb 4 50 Crescent Flakes, 36 1 lb 2 50 Egg-O-See, 36 pkgs 2 85 Excello Flakes, 36 1 lb 2 75 Excello, large pkgs. 4 50 Force, 36 2 lb. 4 50 Grape Nuts, 2 doz. 2 70 Malta Ceres, 24 1 lb. 2 40 Malta Vita, 36 1 lb. 2 75 Mapi-Flake, 36 1 lb. 4 05 Pillsbury's Vitos, 3 doz 4 25 Ralston, 36 2 lb. 4 50 Sunlight Flakes, 36 1 lb 2 85 Sunlight Flakes, 20 lge 4 00 Vigor, 36 pkgs. 2 75 Zest, 20 2 lb. 4 10 Zest, 36 small pkgs 4 50 Original Holland Rusk Cases, 5 doz. 4 75 12 rusks in carton. Rolled Oats Rolled Avena, bbls. 5 25 Steel Cut, 100 lb sacks 2 60 Monarch, bbl 5 00 Monarch, 100 lb sack. 2 40 Quaker, cases 3 10 Cracked Wheat Bulk 3 1/4 24 2 lb. packages 2 50 CATSUP Columbia, 25 pts 4 50 Columbia, 25 1/2 pts. 2 60 Snider's quarts 3 25 Snider's pints 2 25 Snider's 1/2 pints 1 30 CHEESE Acme @12 1/2 Carson City @12 1/2 Peerless @12 1/2 Elsie @13 Emblem @14 Gem @13 1/2 Jersey @13 1/2 Ideal @13 Riverside @13 Warner's @13 1/2 Erick @15 Edam @15 Lelden @15 Limburger @15 Pineapple 14 1/2 Sap Sago @60 Swiss, domestic.. @19 Swiss, imported.. @20
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3	CHEWING GUM American Flag Spruce. 55 Beeman's Pepsin 60 Black Jack 60 Largest Gum Made 55 Sen Sen 55 Sen Sen Breath Perf. 1 00 Sugar Loaf 55 Yucatan 55 Bulk Red 7 Eagle 4 Franch's 7 Schenner's 6 CHOCOLATE Walter Baker & Co's German Sweet 22 Premium 28 Vanilla 41 Caracas 35 Eagle 28 COCOA Baker's 35 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 42 Epps 42 Huyler 42 Van Houten, 1/4s 45 Van Houten, 1/2s 40 Van Houten, 1s 72 Webb 28 Wilbur, 1/2s 41 Wilbur, 1/4s 42 COCOANUT Dunham's 1/4s 26 Dunham's 1/2s & 1/4s 26 1/2 Dunham's 1/4s 27 Dunham's 1/2s 28 Bulk 13 COCOA SHELLS 20lb. bags 2 1/2 Less quantity 3 Pound packages 4 COFFEE Rio Common 13 Fair 14 Choice 16 1/2 Fancy 20 Santos Common 13 Fair 14 1/2 Choice 16 1/2 Fancy 19 Peaberry Maracalbo Fair. 15 Choice 18 Mexican 16 1/2 Fancy 19 Guatemala 15 Java 15 African 12 Fancy African 17 O. G. 25 P. G. 31 Mocha 21 Arabian Package New York Basis Arbuckle 14 50 Dilworth 14 00 Jersey 14 50 Lion 14 50 McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Holland, 1/2 gro boxes. 95 Felix, 1/2 gro 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43 CRACKERS National Biscuit Company's Brands Butter Seymour Butters. 6 N Y Butters 6 Salted Butters 6 Family Butters 6 Soda N B C Sodas 6 Select 7 Saratoga Flakes 13 Oyster Round Oysters 6 Square Oysters 6 Faust 7 1/2 Argo 7 1/2 Extra Farina 7 1/2 Sweet Goods Animals 10 Assorted Novelty 8 Currant Fruit 10 Bagley Gems 9 Belle Rose 9 Bent's Water 16 Butter Thin 13 Chocolate Drops 17 Coco Bar 11 Cocoonut Taffy 12 Coffee Cake, N. B. C. 10 Coffee Cake, Iced 10 Cocoonut Macaroons 18 Cracknels 16 Chocolate Dainty. 16 Cartwheels 8 Curlycye 14 Dixie Cookie 9 Fig Dips 14 Fluted Cocoonut 11 Frosted Creams 9 Frosted Gingers. 8 Ginger Gems 9 Ginger Snaps, N B C 7 1/2 Grandma Sandwich 11 Graham Crackers. 8
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4	Honey Fingers, Iced .12 Honey Jumbles .12 Iced Honey Crumplet .12 Imperials .8 Jersey Lunch .8 Lady Fingers .12 Lady Fingers, hand md 25 Lemon Biscuit Square. 8 Lemon Wafer .10 Lemon Gems .10 Lem Ven .11 Marshmallow .16 Marshmallow Cream. 16 Marshmallow Walnut. 16 Mary Ann .8 1/2 Malaga .11 Mich Coco Fs'd honey. 12 Milk Biscuit 8 Mich. Frosted Honey. 12 Mixed Picnic 11 1/2 Molasses Cakes, Scol'd 9 Moss Jelly Bar .12 Muskegon Branch, Iced 11 Newton .12 Oatmeal Crackers 8 Orange Slice .16 Orange Gem 8 Penny Assorted Cakes 8 Pilot Bread 7 Pineapple Honey .15 Pretzels, hand made .8 1/2 Pretzeltes, hand m'd 8 1/2 Pretzeltes, mch. m'd 7 1/2 Raisin Cookies. 8 Revere .15 Richmond. 11 Richwood 8 1/2 Rube Sars 9 Scotch Cookies .10 Snowdrops .16 Spiced Sugar Tops 9 Sugar Cakes, scalloped 9 Sugar Squares 9 Sultanas 15 Superba. 8 1/2 Spiced Gingers 9 Urchins .11 Vienna Crimp 8 Vanilla Wafer .16 Waverly 8 Zanzibar .10 CREAM TARTAR Barrels or drums .29 Boxes .30 Square cans .32 Fancy caddies .35 DRIED FRUITS Apples Sundried @ 5 1/2 Evaporated California Prunes 100-125 25lb boxes 90-100 25lb boxes @ 4 1/2 80-90 25lb boxes @ 4 3/4 70-80 25lb boxes @ 5 1/2 60-70 25lb boxes @ 5 1/2 50-60 25lb boxes @ 5 1/2 40-50 25lb boxes @ 7 30-40 25lb boxes @ 7 1/2 1/4c less in 50lb cases. Citron Corsican @13 1/2 Currants Imp'd 1lb. pkg. @ 7 1/2 Imported bulk 7 @ 7 1/2 Peel Lemon American .12 Orange American .12 Raisins London Layers, 3 cr 1 50 London Layers 4 cr 1 85 Cluster 5 crown 2 60 Loose Muscatels, 2 cr. 5 1/2 Loose Muscatels, 3 cr. 6 1/2 Loose Muscatels, 4 cr. 7 L. M. Seeded, 1 lb. 8 1/2 @ 9 1/2 L. M. Seeded, 3/4 lb. @ 6 Sultanas, bulk @ 8 Sultanas, package @ 8 1/2 FARINACEOUS GOODS Beans Dried Lima 7 1/2 Med. Hd. Pk'd. 1 75@1 85 Brown Holland 2 25 Farina 24 1lb. packages. 1 75 Bulk, per 100 lbs. 3 00 Hominy Flake, 50lb sack 1 00 Pearl, 200lb. sack 3 70 Pearl, 100lb. sack 1 85 Maccaroni and Vermicelli Domestic, 10lb box 60 Imported, 25lb box 2 50 Pearl Barley Common 2 15 Chester 2 25 Empire 3 25 Peas Breen, Wisconsin, bu. 1 35 Green, Scotch, bu. 1 40 Split, lb. 4 Sago East India 3 1/2 German, sacks 3 1/2 German, broken pkg. 4 Tapioca Flake, 110lb. sacks 3 1/2 Pearl, 130lb. sacks 3 1/2 Pearl, 24 1lb. pkgs 5 FLAVORING EXTRACTS Foots & Jenks Coleman's Van. Lem. 2 0z. Panel 1 20 3 oz. Taper 2 00 1 50 No. 4 Rich. Blake 2 00 1 50
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5	Jennings Terpeness Lemon No. 2 Panel D C. Doz. 75 No. 4 Panel D C. 1 50 No. 6 Panel D C. 2 00 Taper Panel D C. 2 00 1 oz. Full Meas. D C. 1 50 2 oz. Full Meas. D C. 1 20 4 oz. Full Meas. D C. 2 25 Mexican Vanilla No. 2 Panel D C. Doz. 1 20 No. 4 Panel D C. 2 00 No. 6 Panel D C. 3 00 Taper Panel D C. 2 00 1 oz. Full Meas. D C. 85 2 oz. Full Meas. D C. 1 60 4 oz. Full Meas. D C. 3 00 No. 2 Assorted Flavors 75 GRAIN BAGS Amoskeag, 100 in bales Amoskeag, less than bl 19 1/2 GRAINS AND FLOUR Wheat Old Wheat No. 1 White 76 No. 2 ed 78 Winter Wheat Flour Local Brands Patents 4 75 Second Patents 4 50 Straight 4 30 Second Straight 4 10 Clear 3 50 Graham 3 90 Buckwheat 4 75 Rye 3 75 Subject to usual cash discount. Flour in barrels, 25c per barrel additional. Worden Grocer Co's Brand Quaker, paper 4 10 Quaker, clou 4 29 Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 10 Golden Horn, bakers 5 00 Calumet 4 50 Dearborn 4 50 Pure Rye, dark 3 75 Clark-Jewell-Wells Co's Delivered Gold Mine, 1/4s cloth 5 50 Gold Mine, 1/4s cloth 5 40 Gold Mine, 1/2s cloth 5 30 Gold Mine, 3/4s paper 5 35 Gold Mine, 1/2s paper 5 30 Judson Grocer Co's Brand Ceresota, 1/4s 5 40 Ceresota, 1/2s 5 30 Ceresota, 3/4s 5 20 Lemon & Wheeler's Brand Wingold, 1/4s 5 25 Wingold, 1/2s 5 25 Wingold, 3/4s 5 15 Pillsbury's Brand Best, 1/4s cloth 6 45 Best, 1/2s cloth 6 35 Best, 3/4s cloth 6 25 Best, 1/2s paper 6 30 Best, 3/4s paper 6 30 Best, wood 6 45 Worden Grocer Co's Brand Laurel, 1/4s cloth 5 30 Laurel, 1/2s cloth 5 20 Laurel 1/4s & 1/2s paper 5 10 Laurel, 3/4s 5 10 Wykes-Schroeder Co. Sleepy Eye, 1/4s cloth 5 40 Sleepy Eye, 1/2s cloth 5 30 Sleepy Eye, 3/4s cloth 5 20 Sleepy Eye, 1/2s paper 5 20 Sleepy Eye, 3/4s paper 5 20 Meal Bolted 2 70 Golden Granulated 2 80 St. Car Feed screened 22 50 No. 1 Corn and Oats 22 50 Corn, Cracked 22 50 Corn Meal, coarse 22 50 Oil Meal, new proc 27 00 Oil Meal, old proc 30 00 Winter Wheat Bran. 16 50 Winter Wheat mid'ing 18 00 Cow Feed 17 50 Car lots 29 1/2 Corn Corn, new 57 HAY No. 1 timothy car lots 10 50 No. 1 timothy ton lots 12 50 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per doz. 1 70 15 lb. pails, per pail. 35 3 lb. pails, per pail. 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 LYE Condensed, 2 doz 1 60 Condensed, 4 doz 3 00 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50
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6

Table with 1 column and multiple rows listing various goods under the heading 'MOLASSES' and 'MINCE MEAT'. Items include Fancy Open Kettle, Choice, Fair, Good, and various types of molasses and mince meat.

7

Table with 1 column and multiple rows listing various goods under the heading 'RICE' and 'SALAD DRESSING'. Items include Screenings, Fair Japan, Choice Japan, Imported Japan, and various types of rice and salad dressings.

8

Table with 1 column and multiple rows listing various goods under the heading 'A. B. Whisley' and 'Soap Powders'. Items include Good Cheer, Old Country, Soap Powders, and various types of soap and whisley.

9

Table with 1 column and multiple rows listing various goods under the heading 'Pay Car' and 'Toothpicks'. Items include Pay Car, Prairie Rose, Protection, Sweet Burley, Tigger, and various types of toothpicks.

10

Table with 1 column and multiple rows listing various goods under the heading 'Toothpicks' and 'Traps'. Items include Hardwood, Softwood, Banquet, Ideal, and various types of traps and toothpicks.

11

Table with 1 column and multiple rows listing various goods under the heading 'Boston Cream' and 'Mixed Candy'. Items include Boston Cream, Old Time Sugar stick, 30 lb. case, and various types of candy and cream.

Special Price Current

AXLE GREASE



Mica, tin boxes .75 3 00
Paragon55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1/4 lb cans 1 35
3/8 lb cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand. 35
Standard 35
Puritanos 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
35 1/2 lb pkg. per case 2 60
38 3/4 lb pkg. per case 2 60
16 1/2 lb pkg. per case 2 60

FRESH MEATS

Beef

Carcass 4 @ 5 1/2
Forequarters 4 1/2 @ 5
Hindquarters 7 1/2 @ 9
Loins 9 @ 16
Ribs 8 @ 14
Rounds 7 @ 8
Chucks 5 @ 6
Plates @ 3

Pork.
Loins @ 12 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
72ft. 6 thread, extra..

Jute
60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor
50ft. 1 10
60ft. 1 25
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
Gall Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 3 in 11
2 in 15
3 in 20

Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 16
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines
Small 20
Medium 26
Large 24

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



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



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.
Because our prices are the lowest.
Because our service is the best.
Because our goods are always exactly as we tell you they are.
Because we carry the largest assortment in this line in the world.
Because our assortment is always kept up-to-date and free from stickers.
Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything--By Catalogue Only
New York Chicago St. Louis

Walker, Richards & Thayer

Successors to
Snyder, Thayer & Walker
Muskegon, Mich.
Manufacturers of

Confectionery

Our Specialties:
Marguerites, Elks and Duchess
Chocolate Creams
Our line of fancy imported boxes will be ready to show the trade within two weeks. Please inspect it before placing your holiday orders.

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.

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

Place your business on a cash basis by using Tradesman Coupons

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Dry goods, groceries, boots and shoes, \$5,000 cash. Fifteen miles from Grand Rapids on railroad. Cheap rent. Address No. 24, care Michigan Tradesman. 24

For Sale—Cold storage house in live Illinois city, bargain. Henry Patterson, Belding, Mich. 22

For Rent—Store building 40 x 155, two floors and basement, all sale rooms, best location in Traverse City, Mich. Apply, Chas. Rosenthal, Traverse City, Mich. 21

For Sale—The best grocery in city of Grand Rapids; sales will average \$5,500 a month. Stock and fixtures will invoice \$3,000; only about 5 per cent. of business is credit. The deal must be spot cash and only 1 per cent. discount will be given on stock. Reason for selling, ill health. Unless you mean business, don't bother. John H. Goss, 197 E. Bridge St., Grand Rapids, Mich. 20

For Sale—A stock of drugs, sundries, stationery and fine fixtures and furniture, all practically new, in a town in the upper part of Lower Michigan; inventory about \$4,000; a bargain can be had if sold at once. Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 20

For Sale—One grocer and one meat computing scale. W. F. Harris, South Bend, Ind. 18

For Sale—Complete new stock of hardware and furniture, in the most hustling town in Michigan. Best business, best location. Good farming country. Rare chance for a man meaning business. Address No. 942, care Michigan Tradesman. 942

To Exchange—Stock in Grand Rapids furniture factory, in part payment for stock of general merchandise. Address No. 10, care Michigan Tradesman. 10

For Sale—A clean fresh stock of general merchandise located at Vandalia, Cass County, Mich., on air line M. C. Ry., consisting of groceries, boots and shoes, hats, caps, clothing, gents' furnishing goods, confectionery, queensware, cigars and tobacco, etc. Fixtures new and up-to-date. Stock will inventory about \$2,300. Owner has too much on his hands is reason for selling and will take 80c on the dollar if sold at once. Apply for further information and terms to H. A. Huyck, Wakelee, Mich. 9

For Sale—\$6,000 stock general merchandise; two-story brick building, value \$4,000; no trade; best of reasons for selling. If interested write. Address F. R. Marts, Polk City, Iowa. 11

For Sale—Furniture of modern 37-room hotel, steam heat, running water. Room rents alone last year, \$3,100. County seat. Will give long lease, \$1,500 will handle. Also bakery plant, fine fixtures, good trade. W. N. Adams, Taylorville, Ill. 14

For Sale—Good paying drug stock in lively town of 800 in Jackson county. Invoice \$2,200. Terms cash. Average daily sales \$15. Address No. 12, care Michigan Tradesman. 12

For Sale—\$2,800 Minneapolis separator, feeder and blower, 22 H. P. engine for only \$1,500. Complete saw mill, 10 H. P. portable engine, \$750. Bert I. Bliss, Rice Lake, Wis. 8

Join the pool just now forming to relocate a known group of valuable free milling gold claims, considerably developed, southward of and in line with Goldfield-Bullfrog strikes. For particulars address J. O. Ming, Mgr., Marshall, Mo. 16

For Sale—Bazaar stock in lively country town, also beautiful summer resort. Address Box 146, Crystal, Mich. 17

Resident commission representatives for California, Michigan, Wisconsin, Indiana, Ohio, Pennsylvania, Nebraska, Minnesota, North and South Dakota and Idaho, for our line of fancy vests, and white duck clothing. Established trade. Ottenheimer & Co., 237 Market St., Chicago, Ill. 23

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—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

For Sale—A good country store and stock. Fine business, \$3,500. E. N. Passage, Plymouth, Mich. 989

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. 7

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—Up-to-date grocery centrally located in thriving town of 1,600. Reason for selling, going West. Address Box 574, Quincy, Mich. 1

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

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

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

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—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—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 be too late. Address O'Hara-Pendergrass Realty Co., 710 1/2 Garrison Ave., Ft. Smith, Ark. 950

For Sale—General store in inland town, doing good business. If you want a bargain write quick. Address No. 7, care Michigan Tradesman. 7

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—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—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—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 or Trade—Stock groceries and furnishing goods, 25 miles from Kalamazoo. Big bargain. Address B. 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

For Sale—A good chance for some one who wishes a first-class country point. In order to accept of a good position as traveling salesman, which is open for the next thirty days, I offer my place of business for sale, which consists of staple dry goods, boots, shoes and groceries, 1/2 acre of land, new store, good house, barn and other buildings. This is a snap for some one. We have a good trade and everything convenient to do with. We have telephone exchange with St. Johns. Good school and church privileges. Remember we only offer this for sale during the next thirty days. For further particulars address H. E. Pierce, Price, Mich. 961

For Sale—Complete planing mill, machinery, boiler, engine, and all necessary buildings for conducting a retail lumber business. Location extra good. All necessary switches and our good will. Population 12,000. Good business. Object for selling, inducements at Fort Wayne for manufacturing fixtures and show cases. The Clark Lumber & Fixture Co., Barberton, O. 917

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

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

For Sale—800 acres improved farm; two sets of farm buildings and an artisan well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4 1/2 miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 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—Advertising position by ad. writer with experience and ability. Very best references. Address "Advertising," Lock Box 55, Weldon, Ill. 971

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

HELP WANTED.

Salesmen to handle oil, grease, belting, hose and paint on very liberal terms. No better side line can be found. The Noble Refining Co., Cleveland, O. 13

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, 324 Dearborn St., Chicago, Ill. 490

MISCELLANEOUS.

Young man to prepare for desirable position in government mail service; good salary; permanent; fine opportunity for promotion. Box 1, Cedar Rapids, Ia. 15

Joseph U. Smith Detective Bureau—All legitimate detective work promptly and satisfactorily done, highest references furnished. Both telephones. Bell, Main 42. Citizens, 6189. 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. MACROBIE AUCTION CO.,
Davenport, Ia.

AUCTIONEERING

Not How Cheap

But how to get you the High Dollar for your stock, is my plan.

Expert merchandise auctioneering. You only pay me for results.

A. W. THOMAS
324 Dearborn St. Chicago, Ill.

MAKE US PROVE IT

I. S. TAYLOR **F. M. SMITH**

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

THE COUNTRY MERCHANT.

His Problems Reviewed, With Solutions Suggested.

Written for the Tradesman.

In this day of knowledge and advancement along all avenues of commercial life, when methods and systems are held coequal with money and brains, and their combined forces manipulated by the one purely American phraseology, "keeping everlastingly at it," the problems of the country merchant still remain unsolved, and he, instead of seeking to be born into the new light and progress of the day, wishes he had never been born the first time. He is a man given somewhat to moods—now down, now up. His lot is the hardest of all—if he delineates it himself. So many things baffle his skill. He is worried over the butter and egg problem; his credit system threatens disaster, his goods do not move fast enough, and the craftiness of his competitor keeps him awake nights. Thus in a fit of discouragement he takes himself into the back room to test "hen fruit," or into his garden for the study of botany—or to give battle to the invincible bug.

He forgets he is not alone in his troubles and worries.

It is well for all of us to remember that the trials of a commercial life rarely ever prove fatal, but more often serve a purpose which, if turned into the right channel, makes us stronger and wiser for the next big wave.

He Is a Social Man.

The country merchant is a man we all enjoy meeting. He has had enough to convince him of his close relationship to humanity in general, and therefore is a social man. We like him for his real unvarnished, unmasked, uncommercialized self—a gentleman genial and hospitable. 'Tis true he not infrequently gives way to the vexatious problems daily confronting him, but the frowns give way at the sight of the next "commercial traveler"—or the next batch of gilt edge butter and basket of fresh eggs.

He Is a Busy Man.

The country merchant is a busy man, the busiest of all men, much too busy for his own good; too busy to buy and too busy to sell, too busy to do anything thoroughly well. He is too busy to give attention to detail, so essential to every business large or small. He is the buyer and the seller, stock-keeper, window dresser, book-keeper and general roustabout. He works six days in the week, and often part of the seventh. He saves pennies by economy of labor and loses dimes for lack of attention to his trade, and his stock is depreciating in value for want of proper care.

Disorder.

Some stocks one sees would be greatly surprised to have a good brushing up—as the writer used to have when Pa was about. Nothing is so discouraging to the average customer, especially the ladies, as a store noticeable for its untidiness. Keep the store clean and orderly and

the stock neatly arranged and one problem is solved.

Real Economy.

It will pay to secure proper help. Some bright boy or girl in your community will gladly serve an apprenticeship under wise direction and discipline in order to learn the business. You need some one to pick up the odds and ends and keep the store neat. Take on such an one. Teach him or her how to proceed; give inspiration out of your store of knowledge and experience. Have him or her understand they are to be your assistant. It will pay you better than the profit on a big shipment of butter and eggs. They will also relieve you from the petty penny trade so you can give your attention to the more valuable and important. Don't try to do it all yourself, it is too wearing and distracting.

Should Keep Good Goods.

The busy life precludes knowledge of store work, of goods and their market value, and makes the merchant too dependent upon outside sources and often upon the unscrupulous salesman. To many merchants a shirt is a shirt or a shoe is a shoe. A wise merchant must distinguish between that with merit and that without if he would build up a profitable and lasting business. Your store should have the best in quality and construction, otherwise your standing can not be maintained. Secure merit and sell in confidence. Educate your trade to "brands" of goods whose reputation for real worth is established, and be careful to continue same. It does not pay to "swop" a shoe or an overall every time you stock up or soon you will have an accumulation which no man can number and a mixed stock of no special interest—nothing definite to introduce to your trade. Sell regular lines and less variety and you have solved another problem.

Big Shrinkage.

No business can succeed without system and order. It is the systematic farmer who has good fences and a big red barn. The merchant whose stock is neglected and dust-covered and all at loose ends seldom finds it convenient to discount his bills. Simple economy demands a penalty for neglected merchandise always.

I had occasion recently to ask a young salesman the price of a certain article in a stock unmarked and unkept, worth 25 cents the yard. His reply was 5 cents. It was not surprising, as I had previously learned of his ignorance of values. His reading consisted of "Base Ball" and "Horse Racing"—not a trade journal in the store and the proprietor too busy to impart the necessary knowledge or even instruct his clerk in the rudiments of store work, who was not naturally inclined to do more than would insure him his position. And thus he continues in the even tenor of his way—a squatter. Look well to the leakages. "The little foxes spoil the vines."

A Wide Field.

The willing young mind may become proficient in store work and a blessing to himself. It will pay the

merchant far better than the profit on a barrel of sugar, or even on a barrel of "Standard Oil," to see that his help is well equipped in essentials of store work. Be content with nothing less than a thorough knowledge and a keen ambition to master the "situation." A fool can secure what a customer asks for, but to sell what is not suggested requires tact and ability, and the merchant should consider himself under moral obligations to see to it that his help is willing and able to do business in a business way, for their sake and his own.

Dead Stock.

The one unsolved problem of many merchants is how to prevent the accumulation of unsalable merchandise. Simply, don't let it accumulate. Let it out before it piles up on your shelves. This implies careful supervision of stocks. Nothing must be allowed to "hang fire," as we say. Get the "slow movers" out to the front. Cut the price if necessary—the first cut is always the least felt. Frequent attempts to close out the "stickers" and odds and ends of a stock will bring success eventually. Keeping at it will accomplish the desired end. Inaugurate special sales at times, to give inspiration to your trade. Keep adding the new at intervals. Take time to "talk your line" and display your goods. It will work results.

How To Buy.

Too much care can not be exercised in selecting goods. Your judgment must rule. Chiefly, never be induced to buy largely of the cheap because it is cheap; in the end it will be a dear purchase. Buy good goods, and keep your stocks replenished. Study the "out list." It will give standing to your business if your trade can get what they come after. Take time to consider and select goods for your various departments. Give yourself up to the occasion if you need to call some one into the store for the time being. It will pay to allow the salesman to show you his whole line. Don't tell him you are "too busy;" he may be a blessing in disguise, and he will always give you "pointers," even if he doesn't sell you goods. When you attempt to buy give the matter your best attention; don't be distracted by a penny customer. Enter into the work cheerfully and earnestly whether you buy much or little. The commercial man who comes to you with bag and baggage at stated intervals is not the least important caller you have. Show him your appreciation if you do nothing more.

The Credit System.

This is not the least perplexity confronting the country merchant—a big item of vital importance to any man in trade. Too many goods are put into irresponsible hands, and with the least possible moral obligation to pay for them, all of which entails much labor upon the busy dealer in the way of book-keeping, etc. If you, Mr. Merchant, desire a loan at the bank you must give your note, and you have the same right to ask similar security of your customer.

"Away" with the individual account book, so prominent in your store, and adopt the coupon book, in the back of which is attached a blank note. Have it filled out and signed, file, it securely away under date of maturity, and the whole transaction of credit is done. When the coupons have all been used the obligation to pay his note stares him in the face, and he doubtless will pay before he asks for the second. This plan will relieve you of much labor and will work to your full satisfaction.

The Office.

Not a little depends upon the office work and the manner in which it is conducted. Every merchant should take a peculiar pride in keeping his books and other records of his business in the most careful and concise method. Office work neglected entails a loss not to be measured; it is the pivotal point around which hovers success or failure. Indexed files are cheap, costing about 25 cents each, and yet very few have them. Journals and ledgers are inexpensive, but the cheapest sort of books are found in use. Invoices are allowed to remain in the envelope, to be tucked away in drawers and cigar boxes. Daily sales and cash books are seldom found in use. Every paper of value relative to the business should be filed away under its proper head. Invoices should be carefully checked and verified. Records should be kept of all produce bought and sold, with the profit or loss indicated in the proper column. An Onlooker.

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

Buffalo, Oct. 4—Creamery, 20@21c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, candled, 22c.

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

Dressed Poultry — Chickens, 12@14c; fowls, 12@13c.

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—50@55c per bushel.

Rea & Witzig.

Business Wants

BUSINESS CHANCES.

For Sale—At once, a general stock of dry goods, clothing and shoes in one of the best towns in Northern Michigan. Best location in town. Address Wolf Kaplan, Central Lake, Mich. 28

For Sale—Small stock gents' furnishing goods, and brick store for rent. Good opening for clothing or shoe store. Rent \$12 per month. Best location in town. Address Doty & Reed, Laingsburg, Mich. 27

Store to rent in one of the best towns in Northern Michigan, with twelve large industries. Location the best in the city. Size of store 18 x 40 with store room, cement cellar, living rooms and large barn. Will be vacant about November 15. For further information phone 47, Boyne City, Mich., or write Box 6. 25

POSITIONS WANTED

Wanted—In every county, one man to sell a good household article to merchants and private people. Address M. S. Cole, Port Huron, Mich. 29

Wanted—A position as traveling salesman. Twenty years experience in general merchandising. Can handle dry goods, boots and shoes, clothing, furnishing goods or groceries. Address No. 26, care Michigan Tradesman. 26

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

TEN REASONS WHY YOU
SHOULD BUY

Golden Horn Flour

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

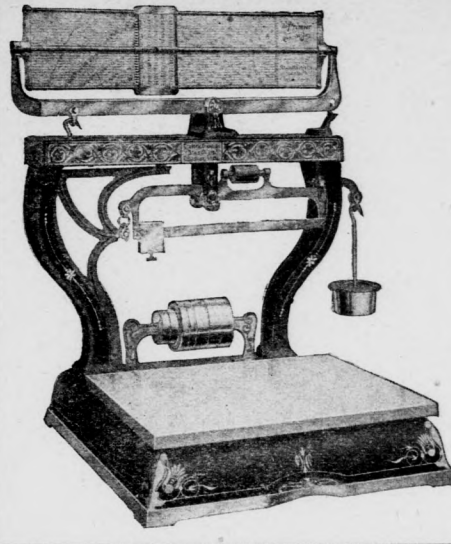
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Star & Crescent Milling Co., Chicago, Ill.
The Finest Mill on Earth

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Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots



"CUT IN 2"

Our Price
\$37.50 net
f. o. b. Detroit

Other
Manufacturers
Price
\$65 to \$75

Premier Computing Chart Scale

Capacity 100 Pounds

A truly wonderful Computing scale, pronounced by merchants to be the best on the market.

1. Your merchandise weighed and the money value of same indicated by one single operation.
2. A double check on your every transaction, no mistakes made by your clerks.
3. This scale represents accuracy, sensitiveness, durability and an immediate increase in your profits.

The Standard Computing Scale Co., Ltd.
Detroit, Michigan

Catalog supplied from Dept. B. Write for one. Give your jobber's name and address.



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Highest Award

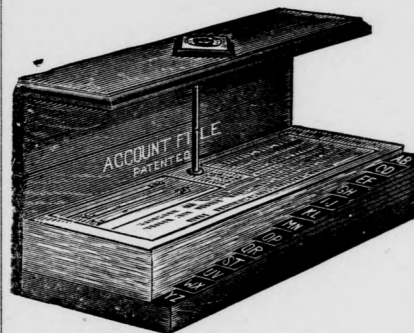
GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

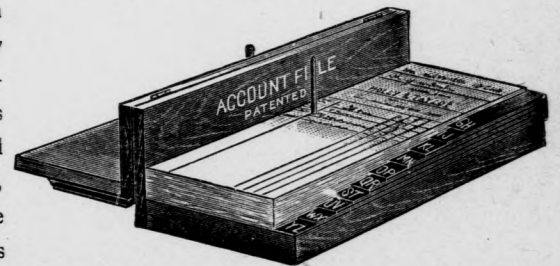
Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This



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.

TRADESMAN COMPANY, Grand Rapids

LEONARD'S BIG BARGAIN HOUSE

Prepare for a large Fall business Unprecedented prosperity is the present lot of the United States. A greater prosperity is the promise of the immediate future. The year 1905 which has just turned its third quarter has smashed records right and left and you may depend upon the largest **Holiday Trade** you ever enjoyed if **You are Ready**.

Write for our **HOLIDAY CATALOG** if you did not receive a copy.

CHARACTER TOBACCO JARS

Four Assorted Styles.
Regular 25c Retail Values.



Good, large size earthen jars, all with brownie features and painted in appropriate colors.

½ dozen in Box.
PER DOZ. . . **\$1.25**

What We Say— ORDER EARLY

for the greatest Holiday season you ever had. **Don't delay.** Our imported goods cannot be duplicated. Order while the assortment is greatest.

A Splendid 25c China Cup and Saucer

Regular, Per doz. **\$1.90** SPECIAL, Per dozen, **\$1.50**

No. 29½. Large size, Sax-on shape, cup and saucer decorated to match with scattered floral designs, "Roses and Violets," in Dresden effect. Heavy gold stipled borders and handle. Size of cup 3 x 3½ inches; saucer 6 inches. ½ dozen in package.



For a 19c Special ENGLISH PORCELAIN SALAD DISHES

A regular 25 center.

No. [6464] Salad.

Old blue border decoration and "blue willow" center, rococo embossed edge. Diameter 10 inches.

PER DOZEN **\$1.50**
50 dozen for this sale.

Offer Extraordinary Real Imported China 100-pc. Dinner Sets

Regular Price \$13.50. Now \$10.00.



One of the most remarkable offers ever made. Just think of it. A real trademarked Austrian China Dinner Set of 100 pieces, beautifully decorated with dainty floral designs in natural colors and gold trimmed handles and knobs for only \$10.00. Set sells at retail for \$18.00. **Only 100 sets for this sale.**

\$10

For your 10c Counter Decorated Porcelain Cake Plates

An extra fine bargain.

No. 5125. Fine quality porcelain beautifully glazed. Grape vine embossed flange, gold stipled spots on border and "Fruit" decorated center. Diameter 9½ inches.

Per Dozen, = = **\$0.75**

Celebrated Ingersoll Watches

Guaranteed for one year.

The Improved Yankee Watch

Guaranteed to keep perfect time. Open face, fine gilt case. Winds, sets and regulates in back without use of key. Runs 30 hours with one winding. Worth 85c each.

Our Bargain
Price, each, **75 cents**

STOVE PIPES AND ELBOWS

Note our Low Prices.

Our stove pipe comes set up in crates, ready for use. Made of 28 gauge cold rolled steel and packed 48 joints in a crate.

In 5 crate lots. Per joint 8c
Single crate lots. Per joint 8¼c
4-piece elbows, 6 inch. Per doz. . . . 60c
Corrugated elbows, 6 inch. Per doz. . . 80c
Complete lines quoted in our catalog.
Ask for it. It's free to merchants.

10c METAL PLACQUES

For your
5c Counter.



These beautiful hand-painted metal plaques are really 10-cent goods but you can offer them at 5 cts. and make a nice profit. Assorted subjects. Diameter 9½ in.

Per Doz. **42c**

GREAT EXCITEMENT IN BROOM CORN

The price of Corn is bounding upwards by leaps.

GET UNDER COVER

Order your Brooms now. We make 15 varieties. Ask for descriptive price list.

Paper Covered NOVELS

The "Sweetheart" Series
12 mos.

PER COPY **6½c**

For complete lines of books see our Holiday catalog.



H. LEONARD & SONS, Grand Rapids, Mich.

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