

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 11, 1905

Number 1151

Capital \$600,000

Liability of Stockholders \$600,000

Surplus \$120,000

Security to Depositors \$1,320,000

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THE NATIONAL CITY BANK GRAND RAPIDS

Forty-five Years of Business History in this City

Your surplus or trust funds can be safely and easily handled by means of our **Negotiable Certificates of Deposit**, payable on demand and drawing interest. We also offer through our Savings Department an excellent method of keeping money till needed, upon which meantime interest will be compounded twice yearly. We are able to offer our customers the advantages peculiar to the State charter, including **loans** on real estate, through the

CITY TRUST AND SAVINGS BANK

owned by the stockholders of this bank, paying 3½ per cent. interest on time certificates.

Particular attention devoted to out of town accounts sending deposits by mail.

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 THE CITIZENS TELEPHONE COMPANY

Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the REMARKABLE AND CONTINUED GROWTH of its system, which now includes more than

25,000 TELEPHONES

of which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange, which now has 6,800 telephones—has placed a block of its new

STOCK ON SALE

This stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes are paid by the company.) For further information call on or address the company at its office in Grand Rapids.

E. B. FISHER, SECRETARY



Rates Moderate. Write us.

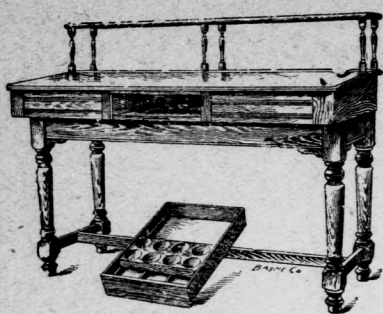
Buffalo Cold Storage Company

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.



Michigan's Greatest Desk House

Famous For their Low Prices

\$16.65 buys this Bookkeepers or Standing Desk 60 in. long, 34 in. deep, 44 in. high. Made of selected oak finished any shade and of superior construction throughout. Frame is strong and very rigid. Legs are solid oak and of a graceful design. The upper shelf is supported by neatly turned pilasters and may be removed if desired. This desk is shipped knocked down but is easily put together. With cash drawer as shown \$1.00 extra. We show the largest line of Desks, Sectional Bookcases, Filing devices, Office Chairs, Directors' Tables etc., in the State.

THE SHERM-HARDY SUPPLY CO.

Wholesale and Retail
5 and 7 S. IONIA ST. GRAND RAPIDS, MICH.



Grocers

Your best trade will demand the original

Holland Rusk

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

Holland Rusk Co., Holland, Mich.

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

The Best People Eat

Sunlight Flour lakes

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

Michigan Fire and Marine Insurance Company

Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

OFFICERS

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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.

Look Out!!

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



Look Out!!

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

Danger Close at Hand

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

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

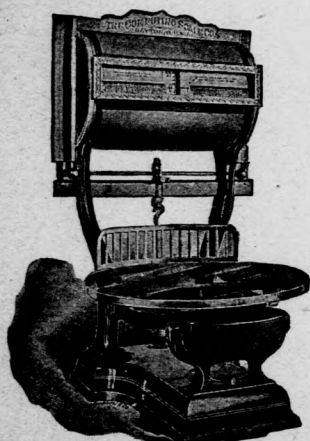
The Moneyweight System is Indispensable

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

The Computing Scale Co.
Manufacturers
Dayton, Ohio

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

LOCAL OFFICES IN ALL LARGE CITIES



No. 63 Boston Automatic



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 11, 1905

Number 1151

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.

2321 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCORNE, Manager.

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

ELECTROTYPES

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

SPECIAL FEATURES.

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2. Window Trimming.
 3. Avoid Friction.
 4. Around the State.
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OLD EASTERN QUESTION.

The suggestion of the Novoe Vremya that all the powers interested in the Far East—Russia, France, Germany and the United States—should subscribe to the provisions of the Anglo-Japanese treaty respecting the maintenance of the status quo in China, and that the affairs of Central Asia should become subject to a mutual guarantee between Great Britain and Russia, may have been, as has been shrewdly suspected, officially inspired. Whether that be true or not, it very probably conveys a view which is favorably regarded by those advisers of the Czar whose influence is most likely to prevail with him in the decision of questions of foreign policy. The Czar's motive in entering into an arrangement of this sort would be in part, no doubt, to secure greater freedom to deal with the Near East. Referring to the serious nature of the situation in that quarter, the London Times said in a recent editorial: "The situation in the Near East would have attracted serious attention long ago had not the minds of all men been filled with the tremendous struggle between Japan and Russia. While our Constantinople correspondent reports the recrudescence of activity among both Bulgarian and Greek bands in Macedonia is once more causing considerable apprehension in the Turkish capital, the Sultan is, as usual, endeavoring to avert the introduction of the latest reform scheme which the powers have resolved to press upon him." Add to Turkish misgovernment the turbulence excited by the chronic feuds between different nationalities and sects in the Balkans, and the violent conflicts between rival patriots in Crete, and it becomes evident that peace and order can only be established in the Near East by the most energetic measures. The Czar, however, needs still more to gain time to deal with the complications which embarrass his government in his own exclusive domain.

Meanwhile the new Anglo-Japanese treaty must remove all apprehension in Great Britain as to the pres-

ent security of British possessions in Asia. There has been some idle talk in regard to a possible attempt by Russia to recoup herself in India for the loss of her hold upon Manchuria; but it is obvious that any project of that sort would be utterly chimerical. As Mr. Balfour has shown at length in a late speech on that subject, a Russian invasion of India would be, for military reasons, foredoomed to failure, and the Indian people would be found loyal to their present government. Sir Henry Cotton, whose long experience in the Indian service ranks him as an authority in regard to public sentiment in India, says in his very instructive and suggestive article in the Review of Reviews on "The Future of British India," that there is no desire in India for a change of masters. "They"—the people of India—"know that the abolition of English dominion would be accompanied by incalculable disaster. There is not the faintest wish on the part of the educated classes of India to turn the British government out of the country. They have the greatest dread of Russia. The dislike of Russia by educated Indians is probably far stronger than that felt by ordinary Englishmen, and if there is any Russian who dreams that India is looking forward to the day when Russia would take the place of England, he is profoundly mistaken." Nevertheless, there is a growing sentiment in favor of emancipation in India, and Sir Henry Cotton declares that it will inevitably continue to grow. Education, the influence of a free press, the extension of railways and telegraphs, the easier communication with Europe and the more ready influx of Western ideas and liberal principles, have all been favorable to the promotion of that tendency. "The power of public opinion is growing daily. The great upheaval which has revolutionized all departments of Indian thought, inspired the aspirations of diverse communities, and infused the sense of nationality through a vast and surging empire can only find its peaceful fulfillment in the wise recognition of changes inherent in the situation which the British government itself has created."

The people of India are not demanding immediate independence. What they want is a larger measure of local autonomy and a more liberal admission of educated natives to important positions in the civil and military service of their country. These aspirations find a frank expression in Indian journals and other more or less popular publications; and sooner or later the British government will find it advisable to make the concessions to which they point.

It is not Russia, or any other European power, that menaces the permanence of British rule in India, but the illiberalism and unwarrantable distrust displayed by British ministers and viceroys in the government of that country. That, at least, is Sir Henry Cotton's judgment.

Chicago is noted for innovations. The latest is a new kind of bank. The new institution is organized under existing laws as a bank, is owned and operated by stockholders and divides its profits equally with its savings depositors. The mutual profit-sharing plan, under which the new bank is to be opened, contemplates sharing profits equally between stockholders and savings depositors, after the usual guaranteed 3 per cent. semi-annually has been paid to savings depositors and 3 per cent. has been distributed to stockholders. This profit-sharing goes to the point where if at any time the management of the bank desires to carry any surplus out of earnings to the profit and loss account, it must be done out of the stockholders' share of profits and not from that of the depositors.

An idea of what it costs to run a city may be gathered from the statement that Tammany asks \$122,000,000 for that purpose in New York and in addition \$60,000,000 will be realized from the sale of bonds. Brought down to easy understanding that means an expense of \$220 a year directly or indirectly for every family of five. No wonder rents are high in the metropolis. The money to carry on a municipality must come from the taxpayers and hence they are more interested than anybody else in seeing to it that their disbursing agents are honest and economical. It has been said many times and it is certainly true, that it makes a great deal more difference to the taxpayers who has the municipal offices than who is President of the United States, senator or member of Congress.

You like square dealing. You appreciate courteous treatment. When a man tells you a thing is so and you find it to be so, your faith in him begins to grow. If he tells you time after time that things are so and so and you always find the measure of his promises filled right up to the rim, in time you take his word for its face value—100 cents on the dollar without a question. Now then, that's the of advertising that makes business. Exaggeration and deception in advertising are just as bad for a business as the same mistakes practiced behind the counters.—Jed Scarborough.

It takes sunshine in the soul to ripen the fruits of the spirit.

WINDOW TRIMMING

Merchants Could Learn from Ten Cent Store.

All the stores are exhibiting in their windows the evidence of fall activity. Autumnal colors are in full tilt and show in all the goods on display. And, in harmony with the clothing of the cooler season, the various window backgrounds are given up to gayly-colored (manufactured) autumn leaves, and they also are to be seen in profusion on the floors.

* * *

Leonard Benjamins has a handsome west window, made so by its extreme simplicity, there being a plenty of space between the goods, which are vests alone. Especially dressy these are, and there is a great variety to select from—no two alike. The man would be very finical who could not find something here to suit his taste, ranging as the vests do from neat, dainty patterns to a couple just a trifle "sporty."

* * *

All four sections of Steketee's large front are treated alike as to the background, which is composed of a deep curtaining of white sateen (about the height of a man). This is shirred full on poles. Above this and overlapping it are artificial maple leaves in the most brilliant of reds and greens, all dotted over with tiny brown spots. This is an effective groundwork for the goods in front, but it is marred by the introduction, at the top, of a scroll design in dark wine color, against which the leaves hardly show. If this had been in yellow the contrast would have been striking.

In the left are suiting goods, each unit forming a support for a fur collar or muff, mostly of sable or squirrel, which seem to be popular furs for the approaching cold weather. With the thermometer at 80 in the shade, as the fore part of this week, one can not get up a great amount of enthusiasm as to furs, however.

The next section comprises canton flannel night robes. The center show case is given up to hose supporters in pale pink and blue. At the right of the entrance is a collection of black sateen petticoats, with the addition of one green and one brown one by way of contrast.

The last window is entirely devoted to half-yard wide cheap embroideries for marguerites. The placard with these bolts reads:

Special Sale
Wide Corset Cover
Embroideries
At 25c a yard.
50 Different Patterns.

* * *

The Heystek & Canfield Co. has some rich wall papers on view—forest and vineyard papers, suitable for a whole room or a deep frieze, and leatherette paper, beautiful for hall or library. There is one "den-y"

picture of an epicurean monk, the frame appearing as if doors open up to allow a glimpse of the bon vivant. At the top of the frame one reads:

Wohl! Bekamms.

The other window is bright with paper all covered over with dusky apple leaves, with the fruit in groups of two, a tawny light shining through the foliage. With this elegant sample is hung an orange-colored crepe paper. The combination would make a cheerful room.

a cheerful room. 'Twould be like looking into an apple orchard with a deep vista.

* * *

Muir's Drug Store indicates what may be done with a quantity of goods of but one sort, one window being entirely filled with steps covered with crinkled paper of a pretty violet tint, and on these steps are rows and rows of boxes of Men-nen's Violet Talcum Powder, all evenly disposed. An immense cartoon of the same stands like a sentinel on the top step at either end.

In a section of the corner window is a similar arrangement of Radam's Microbe Killer—claimed to be such a panacea that it is almost a "Live-Forever." The sign reads:

Free
A Book Giving
Directions for Use of
Radam's
Microbe Killer.

Stone jugs and bottles are the containers of this supposed-to-be cure-all.

* * *

Many a pretentious merchant could take to heart a lesson from the Ten Cent Store on how to make a window interesting that contains nothing but knickknacks. Everything is thrown into these windows, seemingly regardlessly, and yet there is always order in the chaos, the articles being arranged with an eye single to symmetry and proportion. So many hundreds of objects being employed, the merchandise presented can not fail to appeal to as many hundreds needing just those trifles.

Attention is called to:
This New Line

of
Decorated Crockery
On Sale on Second Floor
Nothing Over 10c.

A two-sided (some people are that way) mirror evenly divides the space in each window, and besides it makes the window seem twice as large.

With the decorated chinaware are all sorts of small tools, next to the glass, and on the other side of the mirror is much ribbon, blue, pink and white—"19c sort to sell at 10c." Toilet accessories, sheet music and willow work-baskets fill the remaining space.

The other window contains bolts of ladies' veiling, stationery, candy, children's underwear, shirt waist sets in mother-of-pearl, baby bonnets and souvenir post cards—most anything you want.

No money is tainted worse than that which is kept in the cold storage pocket.

Avoid the "Good Fellows."

Don't be a "good fellow" is the trend of many a preachment. Being a "good fellow" in the sense of the day is perverting good fellowship into weak submission to the whims—and frequently the vices—of the other fellows. It means, go the pace or be called a quitter. It is mighty alluring to the young man whose red blood corpuscles predominate, because the young man hypnotizes himself into the belief that to be a good fellow is to be broad-minded and generous and democratic. He is no "tight wad." He is well met with his kind. But some morning this generous youth wakes up to find that his feet are on slippery places. He has not gone the limit, maybe, but he has been going some. And he finds it hard to stop off.

The trouble with the average young man is this: He has had it drilled into him that character is built up not by indulgence in appetite, but by self-sacrifice, not by weak giving way to the will of others but by fostering his own individual will power. He has heard this, but he does not more than half believe it. The times have changed since father was young and one must go with the times. The boy does not know things by experience and theories do not stand the strain when one is young.

Many young men to-day lack force of conviction, says an exchange.

When the powerful influence of hail fellowship bears down on them they weaken. Self-discipline has been lacking. Easy consent is along the line of least resistance. And having once crossed the line it is difficult to go back.

Young men, if you want to succeed in life, do not be a good fellow.

Cause of Much Poor Poultry.

The percentage of poultry which arrives on this market in poor condition is entirely too large. The loss to shippers each year from this cause is much greater than realized and it is a leak which in most cases is unnecessary, as a little more care in cooling the poultry and getting the animal heat entirely out would insure it arriving in sound condition. A local commission house has issued a circular letter on this subject to their shippers, from which we extract the following:

"Our experience and observation are that the cause of a great deal of poultry arriving in bad order is the fault of the shipper, either by not having cooled out properly, putting too much in barrels without sufficient ice, or shipping dry packed during warm or muggy weather. Poultry that is to be tanked down in ice water before shipping should be well cooled out by putting in three changes of fresh well water before putting into ice water; this takes the animal heat out gradually, whereas if put down in ice water too quickly it drives the animal heat to the entrails, making a condensed and extreme temporary heat, which sours the contents of the crop and entrails and which in reaction gives a strong and unsavory smell to the poultry, and almost invariably

gives a greenish cast to that thin portion of the birds at the lower point of the breast, which, of course, affects the price from 1 to 2 cents per pound. This mistake of improper cooling occurs more with winter and inexperienced shippers than with those who ship the year round. However, it frequently occurs even with them that they have used too much haste, or dressed too close up to shipping time."—N. Y. Produce Review.

Hen-Renting in California.

The Maywood Poultry Farm, operated by the Maywood Colony, at Corning, Cal., has established a new business in poultry in the shape of renting poultry in large numbers, particularly to new settlers. The farm has about 10,000 pure blood White Leghorns and expects to materially increase the number. The hens are never sold but rented in lots of 500 or 1,000, or more, for a period of two years on the basis of 4 cents per dozen eggs layed, after which they are returned, fattened, killed and marketed.

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.

AVOID FRICTION.

Some Ways by Which This May Be Accomplished.*

The subject assigned to me—"To Avoid Friction"—seems to assume that friction is wrong. If so, when evening shades shut out daylight, why do people so universally resort to friction matches to get a substitute? Should we continue work with dull tools to great disadvantage when we can apply the friction of the file, whetstone, grindstone or other means to sharpen them? The time is too limited to discuss this matter at length, hence I will only give you a few hints, leaving your own good sense to follow out to legitimate conclusions:

Think! Think! "Prove all things." Many things, apparently impossible, become plain by studying the laws that govern them. It will pay to make the effort.

To avoid friction requires knowledge of the materials we use. As to "farm contrivances and home conveniences," experience has shown the necessity of keeping well lubricated the parts coming in contact under motion, otherwise they become heated and protest with unpleasant creakings that warn of danger. If oil or its equivalent be wisely applied continuance of operations goes on smoothly; but inattention to known requirements invites dire calamities and death. Safety demands constant care and watchfulness.

The most complex and intricate of machines is man (mankind), having automatic, physical, intellectual and moral qualities, invented by the "Grand Architect of the Universe." When properly adjusted it moves harmoniously and contributes more to usefulness, happiness and progress than all others. Unlike mechanical inventions, subject to wear and decay by friction from the time they are newly completed, the value decreasing by age and service, our machine is constructed on different principles, being a vital growth requiring years to perfect it, having volition at an early stage, subjected to culture, discipline, toughening, brightening and polishing processes for twenty-one years, when a legal license is granted as an independent machine, by legislation, to engage in such activities as are suited to its capacity and desires. An important feature is continued growth by care and diligence in business. In some cases the most valuable services have been performed after reaching the seventy years allotted. A great majority give out early and are placed with the rubbish. Others, lacking moral qualities, often get into limbo—a place bordering on hades.

In some ways the automobile bears resemblance to our machine, requiring fuel for motive power that must be replenished daily. Both are liable to collisions and accidents and are responsible for damages under state and municipal laws, the auto through its chauffeur, the other in itself.

Variety is the order of Nature.

*Paper read before the Horticultural Society of Kent County, Mich., by Col. P. V. Fox,

There are no duplicates. The greatest mystery to us is, How can so many millions come into existence and no two alike?

Conditions are ever changing. It is a new world since the oldest of us came on the stage of action. Articles now considered indispensable have been invented within seventy years. Besides, we must meet apparent antagonisms by everything being in dual relation: as light and darkness, heat and cold, right and wrong, love and hate, virtue and vice, truth and falsehood, wisdom and ignorance, sickness and health, life and death, etc., etc. Our language is so constructed as to admit of different interpretations and double meanings, exemplified in church organizations and politics, as well as in every department of business. Saint Paul with his great wisdom states: "I find a war in my members. When I would do good, evil is present with me. That which I would do, I do not; that which I would not do, I do." Is not this in accord with our own experiences?

We must not forget the story of two knights who fought and wounded each other about the color of a shield, one claiming it was blue, the other that it was green. A friend turned the shield around, proving that one side was blue and the other green.

Appearances are often deceptive. We should have the same charity for the opinions of others that we claim for ourselves. Friction of ideas in a friendly spirit begets thought, the parent of invention and progress. We should accept our conditions as we find them as best for all and in the spirit of optimism help the car of progress to higher possibilities.

After eighty-two years of varied experiences I formulated some thoughts to keep the heart young as the years increase, which I read at the picnic of the Old Residents' Association last June. Hoping they may be helpful, especially to the young in their efforts to avoid unpleasant friction, I give them to you also:

Keeping the Heart Young.

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

Sanctification is more than sorrow that others are not as good as you are.

The surest way to fail is to imitate another man's successes.

There's more religion in a whistle than in a whine.

Now Is A Good Time To Buy Flour

Many people buy flour at this time of year for the whole year. They put it away in a nice dry place, and the older it gets the better it is.

Flour is comparatively cheap now. The chances are it will not be cheaper at any time before the next harvest, and it may go higher.

Of course when you buy an unusually large quantity of flour at one time you want to be **absolutely sure** it is good and reliable.

That's one nice thing about

Lily White

"The flour the best cooks use."

It is always right—always good—always reliable.

Nearly all your neighbors use it and if you don't know about it from personal experience ask them about it.

One man said to us today: "We like Lily White and always use it. My wife says the bread stays moist longer than that made of other flour."

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.



Movements of Merchants.

Marshall—Thomas T. O'Leary has opened a new cigar store.

St. Louis—L. Drury has purchased the grocery stock of Noyes & Co.

Frankfort—Frank D. Nay will discontinue his furniture business at this place.

Holland—A. B. Bosman will close out his clothing stock and retire from trade.

Saginaw—Emil H. Woschnak succeeds Chas. P. Knuttel in the meat business.

Alpena—Alexander Girard is succeeded in the grocery business by Samp Bros.

Hart—Albert Wigton has engaged in the grocery business in the Bennett building.

Nashville—O. M. McLaughlin has purchased the hardware stock of Glenn H. Young.

Sherman—Jourden & Burnett succeed E. Gilbert in the general merchandise business.

Wolverine—Mrs. Maggie J. Howland is succeeded by Julius Naaf in the bazaar business.

Okemos—Walter Rix succeeds John F. Saltmarsh in the grist mill, coal and implement business.

Allegan—The John F. Spohn Co. is succeeded in the retail harness business by Henry G. Hicks.

Benton Harbor—J. W. Jones will continue the meat business formerly conducted by J. F. Willits.

Bannister—Mrs. P. C. Beemer will continue the grocery business formerly conducted by John W. Letts.

Kingsley—The Monroe Mercantile Co. is succeeded in the general merchandise business by Monroe & Rose.

Grand Ledge—E. C. Whitney will continue the grocery business formerly conducted by Roose & Whitney.

Bay City—J. H. Emery has sold his coal, wood and mason supply yard and business to Driver & Bradt.

Fenton—Chas. F. Wortman, Jr., will continue the grocery business formerly conducted by Mrs. C. F. Wortman.

Muskegon—Peter DeGlopper, formerly of Grand Rapids, has opened a grocery and confectionery store at 54 Apple street.

Ludington—H. C. Hansen, senior partner in the grocery and meat firm of Koudelka & Hansen, has sold his interest to J. H. Cota.

Pontiac—Wm. H. Beardsley has purchased the grocery stock of Fred. Chambers and will continue the business at the same location.

Holland—W. C. Walsh has sold a half interest in his drug stock to A. J. Huizinga. The new firm will be known as the Walsh Drug Co.

Allegan—H. G. Hicks has bought the stock and business of the Spohn Harness Co. and will continue the business at the same location.

Kalkaska—Joy & Netzorg have started a branch clothing and furnishing

goods store at South Boardman. O. J. Legg, of that place, has charge.

Escanaba—The firm of F. Sheedlo & Bros., which formerly conducted a harness and buggy business, has been dissolved, F. Sheedlo continuing the business.

Port Huron—Charles Wellman has been re-elected President of the Retail Grocers' Association, Henry Nern, Treasurer, and F. C. Wood, Secretary.

Mayville—The furniture and undertaking business formerly conducted by the Estate of F. J. Hopkins will be continued in the future by Hopkins & Brown.

Boyne City—L. Pangborn has completed a store building on his lot in the rear of the site of G. M. Kerry's planing mill, and has put in a stock of flour and feed.

Alpena—Greenbaum Bros. will add a grocery stock to their department store. It will be in charge of Wm. Budde, who was a member of the former grocery firm of Budde & Tollson.

Stanwood—W. G. Ward has sold his meat and grocery business at Rogers Dam—the meat business to William Johncox, of Slocum Grove, and the grocery business to Charles Barnard, of Stanwood.

Laurium—Louis Friedman, recently of Chicago, has rented one-half of the Sterbenz block and will open with lines of dry goods, men's furnishings, crockery and tinware. The store is to be known as the Lion store.

Holland—Henry Haveman has let the contract for the erection of a store building, 22x40 feet, at College avenue and Twenty-fourth street. About Dec. 1 Mr. Haveman will start in the grocery business in the building.

Muskegon—Geo. Hume & Co. have merged their wholesale grocery business into a stock company under the style of the Hume Grocery Co. The corporation has an authorized capital stock of \$100,000, of which \$75,000 is subscribed and paid in.

Bellaire—A corporation has been formed under the style of the Bellaire Produce Co. to deal in farm produce. The new company has an authorized capital stock of \$5,000, of which \$2,520 has been subscribed and \$1,260 paid in in cash.

Monitor—A new corporation has been formed to mine, ship and deal in coal under the style of the Handy Bros. Mining Co. The authorized capital stock of the company is \$100,000, all of which is paid in—\$75,000 in cash and \$25,000 in property.

Sault Ste. Marie—M. Mezerow and Wolf Kozlow have leased the only remaining store in the new Newton block and will occupy the same with lines of dry goods, footwear, clothing and furnishings. The firm will be known as Kozlow & Mezerow.

Arlene—A corporation has been formed at this place for the purpose of dealing in cream, milk and butter under the style of the Arlene Creamery Co. The new company has an authorized capital stock of \$4,000, with \$3,700 subscribed and paid in in property.

Nottawa—The general merchandise business formerly conducted by E. A. Cutler has been merged into a stock company under the style of the Cutler Bros. Co. The corporation has an authorized capital stock of \$10,000, all of which is subscribed and paid in in cash.

Cadillac—About a year ago J. D. Wilson came to Cadillac and opened a meat market in a building at 322 North Mitchell street. Early in the summer of this year Mrs. Wilson hanged herself. Domestic troubles, with another woman in the background, or, possibly, foreground, are said to have resulted in the suicide. Be that as it may, Wilson, through inattention to his own business affairs, was finally retired from meat retailing through pressure from his creditors. It is also said that he married again, a few weeks after the suicide of the first wife, and with Mrs. Wilson No. 2 and his children, disappeared from this place. Several creditors in this city have mourned his disappearance. Now the former Cadillac butcher, who hails from Bay City, has filed a petition in voluntary bankruptcy in the Federal Court at Grand Rapids. E. F. Sawyer is the trustee and is to be in charge of the assets and the adjustment of the claims. Trustee Sawyer has no assets in sight, or in mind, therefore it is not probable that the creditors will be permitted to enlarge their bank accounts through involuntary contributions from the Wilson bankrupt estate.

Manufacturing Matters.

Brooklyn—The Brooklyn Creamery Co. has declared a dividend of 6 per cent.

Flint—The capital stock of the Buick Motor Co. has been increased from \$500,000 to \$1,500,000.

Chelsea—The capital stock of the Glazier Stove Co. has been increased from \$300,000 to \$600,000.

Detroit—A receiver has been appointed for the Sylph Form Corset Co., which manufactures corsets and waists.

Scotts—A new corporation has been formed under the style of the Scotts Creamery to manufacture and deal in butter. The authorized capital stock is \$6,000, of which \$3,800 is subscribed and paid in in cash.

Fremont—The Fremont Cigar Co. has been organized by local business men for the purpose of engaging in the manufacture of cigars. The capital stock is \$2,000, one-half of which has been subscribed and paid in.

Detroit—The Wisconsin Chemical Co. has been incorporated to manufacture charcoal and wood alcohol. The authorized capital stock of the corporation is \$100,000, of which \$50,000 is subscribed and \$10,000 paid in in cash.

Adrian—The American Safety Razor Co. is a new concern, capitalized at \$25,000. The company will manufacture safety razors, according to patents of E. B. Gifford, of this place. Charles G. Hart is President of the company, N. B. Hayes Vice-President, and W. H. Burnham Secretary-Treasurer.

Battle Creek—The J. C. Prins Co. has been incorporated for the purpose of manufacturing coffee roasters, shears and dies with an authorized capital stock of \$10,000, all of which is subscribed and \$2,500 paid in in cash and \$5,000 in property.

Detroit—A corporation has been formed under the style of the Fee-Bock Auto Co., for the purpose of manufacturing automobiles. The new company has an authorized capital stock of \$2,500, of which \$1,500 is subscribed and \$1,000 paid in in cash.

Jackson—A corporation has been formed under the style of the Garriss Chemical Co. to conduct a chemical business. The company has an authorized capital stock of \$15,000, of which \$10,500 is subscribed, \$400 being paid in in cash and \$1,100 in property.

Marshall—The Marshall Furnace Co. is now working fifteen hours a day in an attempt to fill its orders. The company is 101 orders ahead of what it had all last year. One hundred and fifty men are now employed there and the shops are being run to their full capacity.

Kalamazoo—The Phelps & Bigelow Windmill Co. has merged its business into a stock company under the same style and will continue its manufacturing business. The authorized capital stock of the new corporation is \$65,000, of which \$61,000 is subscribed and \$6,500 paid in in cash.

Watervliet—Campbell, Naylor & Co., who have been manufacturing overalls in Benton Harbor for the past two years, have perfected arrangements to operate another plant at this place. Leading citizens contributed liberally to secure the location of the factory here.

Munising—A new town is being established on the east branch of the Munising Railway in Alger county. It is to be called Cusina, and will be made the headquarters for assembling cedar stock. A yard of twenty-five acres has been set aside for this purpose, and more than 300 men will be given employment.

Detroit—Humrich & Wedell have merged their trunk manufacturing and repairing business into a stock company under the style of the Humrich & Wedell Trunk Co. The corporation's authorized capital stock is \$15,000, \$7,500 of which is subscribed and \$176.67 paid in in cash and \$2,296.68 in property.

Ann Arbor—The litigation over the affairs of the White Portland Cement Co. has been given a new turn by assignment to D. C. Guerin, bookkeeper of the assets of the company. These assets are estimated at \$64,612; liabilities \$262,631. The claim of William J. White, the "chewing gum king," is \$200,000.

Holland—At a meeting of the Walsh, DeRoo Milling & Cereal Co., the proposition of issuing bonds in the sum of \$60,000 was formerly accepted. A sale of over \$20,000 of the bonds was consummated before the meeting was adjourned. The bonds are secured by first mortgage on all assets of this company including personal property and real estate valued at \$160,000.



The Grocery Market.

Sugar—There is little demand in the general condition. The demand is slowly decreasing and the outlook for a large crop—both domestic and foreign—is still excellent. While the market is in perhaps a trifle better condition than two weeks ago it is still in a rather uncertain state and the general sentiment is that buying for current requirements is the best policy just now.

Coffee—The increase in the world's visible supply for September proves to be less than the increase reported for any September for the last five years. Arbuckle Bros. seem to have faith in the market, if the rumor is true that they have been large buyers of Brazil coffees within the last sixty days, and that over 500,000 bags are afloat or to be shipped for their account. From all present indications, higher prices on Brazil coffees are likely within the next few weeks. Milds are steady to firm, and so are Javas and Mochas. The consumptive demand for coffee is unchanged.

Tea—Japan teas are strong and the market shows more signs of advancing. The demand is reported by the jobbers to be better than for some time. While it is not as large as it might be at this season, it is very good considering the large stocks of this product that were held at all points throughout the country.

Dried Fruits—Currants are doing better. The first new-crop fruit is in. Apples are firm and show an advance to date of about 2c above the opening. A conservative California dried fruit man is the author of a prediction that every pound of California dried fruit will this year be cleaned out of the growers' hands. The California raisin combination, which claims to control 90 per cent. of the production, has named prices during the week on a basis of 5½¢@ 6c and 6½¢, coast, on 2, 3 and 4-crown respectively, and 8c and 8½¢, coast, on choice and fancy seeded. These prices are extremely high, and the trade are not attracted at all. Peaches show no change. The market is high, supplies are light and the demand is small. Prunes are in light demand and the secondary Eastern markets are about ½¢ below the coast parity. The coast market is firm and stock reported scarce. Apricots are firm and buyers are in an uncertain condition of mind. Deliveries have in the main been short so far, and in some cases at least the packers will have no fruit to deliver. Buyers do not know whether to buy to cover or what to do. The market is very firm. Choice and standard grades are about cleaned up on the coast.

Canned Goods—Corn is steady. There have been some reports of short deliveries by Maine packers, but it is not believed that this will amount to much. The pack is large in all

other sections, anyway. The excellent weather has allowed the ripening of the latest crops in Minnesota and in other Western States, so that the output in this section will probably reach the maximum. There have been no particular developments in the tomato situation since the last report. The market is firm and no signs of weakness are manifest anywhere. Within a week or two when the pack has been well completed it will be possible to size up the output intelligently and then something more definite as to the probable course of the market will be known. Some question as to the size of the pack of cheaper grades of fruit has been brought up recently and the general opinion seems to be that "there ain't none." There are some cheaper than others, to be sure, but really low-priced pie peaches, gallon apples, and cheap berries will not be plentiful. There appears to have been a fair pack of blueberries, however, and this will furnish some pie timber, but, on the whole, the outlook for the pie filler is dubious. Full lines of California canned fruits are offered by the trade but the business is not heavy. The consumer still has some of these fruits fresh and the weather has been against any buying of winter supplies the past week. Everything in the California line is high, as has been noted before. Less interest is being manifested in salmon as the season for the heaviest consumption is over and the jobbers have stocked up pretty well for the winter trade. The pack seems to have averaged up rather better than expected, and no scarcity is anticipated—except, possibly, in a few popular lines. A recent estimate places the total salmon pack at 4,850,000 cases against 3,323,654 cases last year.

Rice—The indications are that the sale of rice will be very heavy the coming winter, notwithstanding its slightly higher price, as the advertising in its behalf will doubtless increase the consumptive demand.

Syrup and Molasses—Glucose shows no change for the week. The recurrence of warm weather has stopped the budding demand for compound syrup and the market is now very quiet. Prices are unchanged. Sugar syrup is in moderate demand at unchanged prices. Molasses is selling but lightly at ruling prices.

Fish—Cod has advanced about ¼¢ during the week. It is difficult to find any reason for this, outside of speculation, as the demand is not large. Sardines are very weak and dull, sales having been made as low as \$1.90 for ¼ oils. Salmon is unchanged as to red Alaska and Columbia River, but several of the large holders of sockeye have taken advantage of the scarcity in that grade by advertising flats at 10c a dozen and talls at 5c. Herring is unchanged. The demand would be good, but stocks are low. Whitefish and lake fish are in moderate demand at unchanged prices. Shore mackerel are in a very scarce condition. The catch is practically over, with the

fall and winter demand ahead, yet the greater part of the available supply is already cleaned up in first hands. Prices are firmly held on the ruling basis. The demand is light, owing to the high prices, but will undoubtedly take everything at full values before the season is over. Norways are very firm at prices about \$2 per barrel above the opening figures on No. 1's and No. 2's. Irish mackerel are high, and not many are coming forward.

The Produce Market.

Apples—Fall varieties command 60¢@75¢ per bu. New York reports indicate a higher level there and as soon as the weather becomes more seasonable and the trade begins to buy for winter use, there is every likelihood that prices will advance. It is predicted that the retailer will pay from \$3.25@4 for his apples this winter against about \$2.50 last.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The trust is shoving banana prices up each day, evidently in the belief that this is the time to reap a harvest, now that the summer fruits are passing. It is currently reported that the United Fruit Company made little or no money this summer on bananas, and that it is now trying to make dividends. The demand is fair.

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 14½¢ for packing stock. Renovated is in moderate demand at 20c. Packing stock is off as compared with a week ago. Buyers are well loaded and there is not the outlet for this line there was when every packer was willing to take all offerings at a reasonable price. Top grades of dairies show some slight advance, due more to the shortage of this grade than to any unusual demand. As noted previously the receipts of good dairies are rapidly diminishing and when there is a call for them the market hardens at once.

Cabbage—60c per doz.

Carrots—\$1.20 per bbl.

Cauliflower—\$1.50 per doz.

Celery—15c per bunch.

Crab Apples—85¢@95¢ per bu.

Cranberries—Early Blacks from Cape Cod fetch \$2.90 per bu. or \$8.50 per bbl. Poor weather has held the cranberry trade down somewhat, but the market is firm. It is reported that large buyers have almost cornered the Cape Cod crop and will soon advance their quotations. Jerseys and Wisconsin will soon be on the market.

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

Eggs—Local dealers pay 18½¢@19¢ on track for case count, holding candled at 21c. The receipts are fairly liberal, but the shrinkage has been large during the warm weather, which fact has kept the market from sagging. Holders of storage eggs are beginning to "feel" the market, and will doubtless be glad to deal out their stock as soon as the price reaches a level where they can, as the quantity stored this season was

way in excess of that of any former year.

Grapes—Concords fetch 13c and Niagaras command 14c—both in 8 lb baskets. Malagas are now in market, commanding \$5@5.25 per keg.

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

Honey—13¢@13½¢ 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 are steady at \$6. A good demand brought out by the warm weather has been fully met with the rather meager supplies. The prices are high, as compared with a year ago, but lower than they were in the late summer.

Lettuce—75c per bu.

Onions—The market is strong, due to the fact that the crop is not large and that this condition appears to hold good in nearly all the other onion growing sections of the country. Local dealers are picking up supplies for storage at 45¢@55c per bu. In a small way sales are made on a basis of 75c.

Oranges—Jamaicas fetch \$3.50. Floridas are now in the market, commanding \$4.

Parsley—20c per doz. bunches.

Peaches—Smocks and Salways are still in market, commanding \$1.25@ \$1.50 per bu.

Pears—Kieffers 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 market will be a very lively one. Country buyers are paying 30¢@35c with every prospect of higher prices later on. As the digging of the late crop progresses the reports coming from the growers are somewhat mixed. In some sections of Michigan there has been rot, but just how much it is impossible to say. As a general thing, however, each locality will have enough to supply its demand and a few to ship, as buyers are receiving requests for quotations from scattered points all over the country.

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, 75¢@\$.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—60¢@70c per bu. for ripe and 50¢@60c for green.

Turnips—40c per bu.

PRESERVING PEACE.

We Should Quit Talking About Fighting.

Written for the Tradesman.

"War is a waste. It not only destroys. It blocks production. It not only takes life outright. It fixes upon the world the charge of providing for the crippled and the diseased—of feeding and clothing those dependent upon those who die upon the battle field."

The solicitor for the peace paper and the peace publications was smooth to the naked eye. He was almost too smooth. His full-fed face wore a smirk which was meant to be friendly and knowing. He wore the brand of whisker known as fire-escapes—little tufts of reddish hair fencing his ears in from his fat cheeks. He bowed abjectly as he talked and the hardware merchant, sitting at his desk, wondered what sort of hinges the fellow had in the back of his neck that they should still be fit for constant service after so many years of opening and shutting.

"I don't believe I want to invest," said the merchant, after the peace agent had tired himself out. "To my mind, things are about right as they are."

"How can you say so!" smiled the man of peace and subscription books, "when war takes the bravest and best?"

"I've heard something like that before," said the merchant, "and I never believed it. In the first place, war does not take the bravest and best. There's a whole lot of good fellows killed in every war, but there is another lot that comes home, too. We've got to settle our disputes in some way. Why not settle them by war?"

"This is awful," gasped the salesman of anti-war primers. "A man like you standing up for war!"

"Oh, I'm not stuck on war," said the merchant, winking at a customer who was taking in the discussion. "The last war cost me a lot of money in the way of taxes. I even had to put stamps on my bank checks. But how are you going to settle things? The wicked people are usually the brightest, and you put everything up to arbitration boards and the villains with long black whiskers and a hiss in the voice would soon own all the earth."

"To think of a man doubting the utility of arbitration, and after President Roosevelt's splendid success!" said the agent, rolling his eyes upward.

"It's easy to settle a quarrel when one of the parties is licked good and plenty and is out of wind besides," said the merchant.

"But war must cease," cried the agent.

"Look here," said the dealer, becoming weary of the slick pretense, the insincere manner, of the other, "if you want to stop war go to the schools and the churches."

"What! The churches?"

"Sure, the churches. I went to church the other day to hear a ser-

mon on arbitration. I don't recall the occasion for it, but there was some local incident that called it out. Well, that preacher made a good talk. He gave it to war and military methods to beat the band, as the boys say. He roasted brass buttons and gilt lace. He found fault with everything military and hugged the fluttering dove of peace to his breast with an unction that was charming. He warmed up with the theme. He grew red in the face at the injustice of it all. He pushed up his coat sleeves and swung his arms up and down."

"I see. Very much in earnest."

"Oh, yes. So anxious for peace that he talked of fighting for it. There wasn't a person in the audience whose blood did not move faster under that peace talk. He wanted to bring peace about by force! That's right. Why, you can't go into a church but you hear about fighting this or that. One day it is the devil. The next it is some vice which is becoming popular. It is always fight! fight! fight! Every preacher in the land encourages the military spirit in his sermons. He wants to stir his hearers to a point of enthusiasm, so he talks fight—fight something. And these same preachers send men like you around after our dollars!"

"Why, they only use figures of speech."

"They train the spirit to assume belligerent attitudes whenever there is something to be done. They don't talk about reasoning with their opponent. They talk about beating him up and wiping him off the face of the earth. What sort of an education is that for a man of God to be giving his flock?"

"I think you put it strongly."

"It's the same at the schools," continued the merchant. "You can't sit through one session without hearing the word fight used a dozen times. According to the teachers, the pupils always have something to fight off, or fight for, or fight clear of. They are taught to glory in football, and the more fighting there is the better they like it. It is always force that is lauded to the sky. If a pupil is to be punished, it is a physical punishment he gets. Muscle is made the little tin god of modern life. Don't tell me that you can train a child to know how to fight, and to be strong enough to succeed, and then keep him from scrapping. It is the same with nations. We have our army and navy and the members thereof are taught the most effective methods of killing people who do not think as they do. Church, school, society, the courts all use the language of battle—all bring to the unformed minds of children the pugilistic spirit—the inclination to strike when things go wrong. You stop all this, my friend, and you will have peace in the world all right. But I don't know as I want it stopped. I want to see a fight now and then. In fact, the early education I received put the red into my blood, and I guess it is all right. Only these chaps who bring only pugilistic pictures to the minds of their hearers and pupils whenever they are in

trouble ought to quit howling about peace."

The peace agent went out without an order. Alfred B. Tozer.

Great Activity in All Hardware Goods.

Increasing activity is noted in every line of the hardware market. The demand for all fall and winter goods is considerably heavier than at any similar period for many years, and retailers, as well as manufacturers and jobbers, are experiencing no difficulty in disposing of their stocks. The orders booked by the manufacturers and jobbers last month were the largest in the history of the trade and it is expected that the volume of business taken this month will be even greater. Shipments are being made uninterruptedly by jobbing interests and the outlook for the remainder of the fall and winter is extremely bright.

Orders for stoves, coal hods and all distinctly cold weather goods are becoming more numerous daily. Skates and axes are selling freely. Refrigerators are in excellent request and the recent advance of \$1 per ton in the official prices of wire nails and other wire products has not checked buying, but, on the contrary, appears to have stimulated it materially.

There is no falling off in the demand for builders' hardware, and manufacturers are still finding it difficult to make their deliveries on time. Keen competition is being indulged in by the leading manufacturers and, although some price cutting is resulting, it is believed that the present levels will be maintained for some time. There is a better demand for black and galvanized sheets and a decided advance in the prices of these products is expected within the near future as a result of the continued increase in the cost of raw material. Export business is also in excellent condition.

The girl with a broken heart always manages to save the pieces.

Decorating Hints for Fall

The Living Room

Good taste and good judgment decree that in this room the walls should be tinted.

No ordinary hot water glue kalsomine, or wall paper stuck on with vegetable paste, should ever pollute such walls.

Alabastine, pure and sanitary, made from an antiseptic rock base, tinted and ready to use by simply mixing with clear pure cold water, is the ideal coating.

Alabastine is the only wall covering recommended by sanitarians on account of its purity and sanitary features.

Alabastine makes a durable as well as sanitary coating and lends itself to any plan of tint or decorative work.

Tell us about any rooms you may have to decorate and let us suggest free color plans and send descriptive circular.

For sale by hardware, drug and paint dealers everywhere.

Take no worthless substitute. Buy in packages properly labelled.

Alabastine Company

Grand Rapids, Mich.

105 Water St., New York

HATS

For Ladies, Misses and Children

Corl, Knott & Co.

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

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.

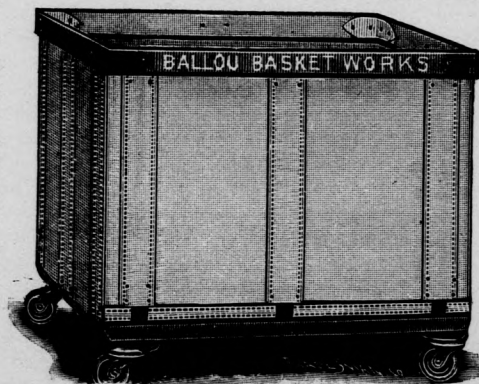
Grand Rapids, Mich.

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.

Modern Business House Watches Workers' Needs.

The employe in many of the great institutions in the industrial and commercial world has come in for a new recognition on the part of his employers.

With the first radical departure in business methods, resulting in the great consolidations which seemed to remove the employe far from his employer, the average employe felt the estrangement in a double sense. Not only was he made a mere producing integer in the great business machine, but, in a certain social sense, he hungered for a recognition by name, coupled, perhaps, with a "good morning" when he might pass the man for whom his best efforts at labor were expended. In such great plants, where only an official acquaintance with some arbitrary, cold blooded sublieutenant far down the executive line became possible to the worker, disaffections and misunderstandings of the powers that be were the consequences.

When the exigencies of business made necessary the crowding of workers into manufacturing plants it came home first to the managements of such industries that it was worth while for the concern to have a regard for the health of its employes. Drinking water having been discovered to be the source of many of the ills of man, the sanitary drinking fountain, with its spring water and germless ice, became an innovation which might have shocked the close conservatism of another generation. Elaborate sanitary toilet rooms, with sanitary soaps and towels, followed the water fountain. Light and ventilation have been even a state concern in such cases where the individual house has not regarded it.

To-day one of the most important offices of the superintendent of an institution or of a department in it is that which concerns itself with the material best interests of the worker.

In few places the duty of this official in this respect has been put into rule and law. But the drift of the superintendent's mission in this regard is too plain to be mistaken. One of these days it is possible that when a man quits the service of a house or when a superintendent has been forced to discharge him, that superintendent may be required to show cause for it.

For years one of the most inimical of institutions to the prosperity and content of the workingman has been the usurer and loan shark establishments. A man in the grasp of the loan shark might easily be in a position where an increase of 20 per cent. in his salary hardly would give him the value received on the face of his pay envelope.

Now in many places an employe who needs money is invited to appear before the superintendent of his department, explain the circumstances of his need, and receive from the house such money as seems necessary in the eyes of his employers. The up-to-date institution adopting this practice bases the amount of the loan to some extent upon the value

and trustworthiness of the employe, and in such cases the person receiving the loan gets the money at the lowest possible interest terms and may make his return payments on as favorable basis as is commensurate with the circumstances.

The loan feature of some of the modern houses has a wider field than appears on the face of it to the public. An old employe of a conservative house died last winter. Looking to the condition of the family, the superintendent discovered that there was scarcely funds with which to bury the man respectfully. There were two children and the widow left. The widow was sent for, questioned, and "sized up," after which the suggestion was made that she might be able to go into some little business with profit. Her reply was the difficulty of money. But the house opened a little millinery and dress goods shop in a likely neighborhood, took its mortgage upon it, and within six months has received a material repayment upon the amount loaned, while resting under the consciousness that the widow and children of an old employe are self-supporting.

Perhaps no feature of this modern movement recognizing the social claims of an employe is as vital as this money lending idea. It can not be regarded as in any way encouraging the habit of debt, for the reason that an employe chronically asking for loans would be placing himself in an unenviable position with his manager. But where the loan be a necessity and where otherwise a loan shark might be the only recourse in an emergency, the employe finds his employer ready to advance him the money needed at a minimum rate of interest, while, accordingly, as his needs seem logical and inevitable, the situation may suggest a better salary.

The hollowness of the old "model city" has been shown up time and again in industrial history, but in a strictly business way the modern industrial and commercial institution may find a good deal of material interest in favor of a personal touch with its employes. Carl Minor.

Deodorized Bad Eggs.

The Massachusetts State Board of Health has recently issued a bulletin from which we cull the following item:

"It is said that but a short time ago the cash value of stale and rotten eggs was 10 cents per case, and that the only buyers were leather manufacturers, who can make use of them in certain of their processes. It was discovered, however, that the offensive odor of the eggs can be completely neutralized by the addition of formaldehyde, and in consequence the demand for this refuse has increased to such an extent that the price per case has advanced more than a dollar. A number of persons appear to have been doing a fairly large business in egg white, egg yolk and 'mixed eggs,' the purchasers being bakers, who have been led to believe that the material was derived solely from eggs cracked in transit. Cracked eggs and eggs not far advanced in decay

can be separated into egg white and egg yolk, but those which are quite stale or rotten can not be so separated, and, therefore, their contents are mixed thoroughly together and treated with the deodorant and preservative.

"It is said that one large baking establishment has for a long time bought as much as a thousand pounds of mixed eggs daily, in the belief that they were perfectly fresh and wholesome. Three prosecutions for their sale were made in Roxbury, and the results, together with the fact that the bakers have been put on their guard, have put an end to the business."

Referring to the above, the N. Y. Produce Review remarks:

"This is likely to create a false impression as to the character and quality of liquid eggs in general. It is undoubtedly true that many very inferior, stale and ill-flavored eggs are broken out, deodorized and preserved about as stated, and we think it high time that the use of such stuff, containing harmful preservatives, should be prohibited. But it must not be supposed (as might be inferred from the above item) that liquid eggs are all of the character described. Thousands of packages are put up every year which are as fresh and sound as shell eggs, and the preservation of which is accomplished solely by freezing. These goods are finding an increasing outlet in the baking trade, where they are extremely useful, and should not be condemned as a whole because of the bad character of a part."

Twenty Thousand Dollars Increased Earnings.

The official report of the earnings of the Grand Rapids Edison Co. for the two years ending Aug. 31 are as follows:

	1905	1904
Gross earnings....	\$229,533.80	\$217,057.44
Operating expenses	111,349.28	124,458.77
Net earnings.....	\$118,184.52	\$92,598.67
Int. on bds. outstdg	44,850.00	39,200.00
Surplus	\$ 73,334.52	\$ 53,398.67

It will be noted that, while the gross earnings increased only \$12,500, the operating expenses were \$23,000 less, due largely to the installation and operation of the power plants on Flat River near Lowell.

Virtue becomes a vice as soon as you are vain of it.

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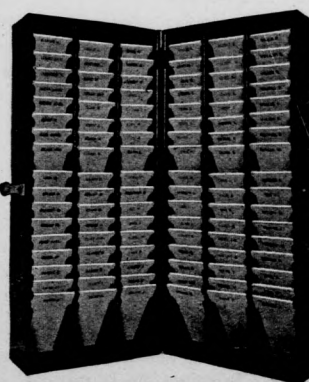
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Pat. March 8, 1898, June 14, 1898, March 10, 1901.



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E. A. STOWE, Editor.

Wednesday, October 11, 1905

THE PASSING OF THE PULL.

For the first time in years it begins to look as if the right man for the place and the right place were to find each other. Fitness and preparation are again to count for something. The work to be done and the kind of work are to be constantly kept in sight, the round peg is to be fitted into the round hole, or as near to it as care and thoughtful earnestness can accomplish it and then with an insistence upon the best results the man, left to himself, must stand or fall as he succeeds or fails.

It is a fact, painful as it is notorious, that this has not always been the condition of things. The instant a vacancy with a good salary is known that instant the fight for it begins. It happens necessarily that the man who can do the work best is busy—the competent is never out of a job—and thinking only of the salary the incompetent by impudence, insistence and persuasion obtains the coveted position and salary, and at once proceeds to abuse the one and squander the other to the great scandal of all concerned. The direct answer to "How can such things be?" is easy. The incompetent applicant scents the big salary afar off, like the vulture, and, unlike that bird of prey, proceeds indirectly to accomplish his purpose. He seeks the nearest pull. A stranger to the man with the position, through a dozen links in the chain of friendship, his pull on the nearest link is passed on until the end is reached and the successful grafter takes his place in the position he never intends to fill and at once proceeds to business.

It is remarkable how general this practice has become. It is to be expected that the boy wanting a place will beg his elders to intercede for him, although even then the bright young face, earnest in its hopefulness, carries with it its chief recommendation; but aside from such instances the pull is the main dependence. The workman out of work without a pull gets no job. The inexperienced teacher with a relative on the School Board gets the school. It is the incompetent who worms the best office on the police force out of his place and chuckles over his shameful success; and in political circles the

pull has been worked until the whole system is honey-combed with ignorance and crime. Philadelphia and St. Louis and their sister cities are simply struggling with the pull, and they are by no means alone. There are Quays and McGees in other states than Pennsylvania, and from more than one state capitol radiates an influence bounded only by state lines which include a gang of as rotten rascals as ever escaped justice; and this influence has widened until society began to be reconciled to it and to believe in it. Not only "Denmark" had something "rotten" in it; the whole world was in the same condition. It "was rank and smelled to heaven," and the center of that smell was the pull.

From even a casual reading of the signs of the times there comes the conviction that the passing of the pull is at hand. It began years ago, when the Civil Service reform began its cleansing work. Tooth and nail it was fought against by the political boss who saw in its success his own downfall, and Oregon and Indiana and Nebraska and Pennsylvania have each furnished instances to what political heights the pull has clambered. The crash that came in the Life Assurance office has hastened the passing. Governor Folks, of Missouri, and Senator La Follette, of Wisconsin, have each given the passing an impetus that a generation will hardly check. Business "from the center all round to the sea" has waked up to a realization of the condition of things and trusts no longer to luck and lying recommendations for its employees, efficiency has taken the chair at the office desk and is insisting upon the same qualification in every man he employs.

The result has been instantaneous. Real merit is looking up. Once more he is having a square deal. The place is seeking the man and ignorance and inability are sneaking down the line where they belong. So Panama needs an engineer and gets him. So the Life Assurance office turns the rascals out and seats Mr. Morton in its President's chair. So Mr. Root and Mr. Bonaparte have been given places at the council board of the President. The fact is the pull is passing, and out of the wide-spread ruin it has made is coming—has come—the permanent prosperity which real merit always brings in its train.

Secretary Hay detested all unnecessary and wanton falsehood. For the sort of diplomacy that rests essentially upon tergiversation he had a most hearty contempt. One of his sayings is famous in the diplomatic world. It was used of a certain titled European, not now a member of the corps at Washington. "When the Count comes to talk to me," said Mr. Hay, "I do not use my wits trying to ascertain whether or not the man is lying. I know he is lying. What I try to find out is why he is telling that particular lie."

The Christian life is more than curiosity about the next life.

FREEDOM'S BATTLE.

The Review of Reviews for October remarks that American influence was "at its zenith" when, at the suggestion of the President of the United States, Japan and Russia sent envoys to this country to arrange, if possible, terms of peace, and when the President's intervention in the end "adjusted the main differences and fixed the terms of settlement." The result has, in the judgment of that periodical, "lifted our country into a far higher position of influence among the nations than it ever occupied before." That the United States should exercise a beneficent influence in the world has been the cherished aspiration of many American patriots and philanthropic statesmen. It was long the hope of such men that the success of the great experiment of self-government here would lead to the ultimate triumph of free institutions in other quarters of the world. The announcement of the Monroe Doctrine was intended, in part, at least, to reserve on this side of the Atlantic what Jefferson called a sphere for freedom. Henry Clay's speeches were in vindication of the South American patriots and in advocacy of the immediate recognition of the independence of the South American Republics. Bolivar wrote to him, after his efforts had been crowned with success: "All America, Colombia, and myself, owe Your Excellency our purest gratitude for the incomparable services you have rendered us by sustaining our cause with a sublime enthusiasm." At a later period Mr. Clay seconded the efforts of Webster to secure the recognition of insurgent Greece as an independent nation, and again had the happiness to see his labors in behalf of a gallant people fighting for freedom crowned with success.

Nowadays, perhaps, the generous zeal of Clay in these instances would be pronounced mistaken by the average public man in this country. The South American Republics are not as justly and wisely governed as they might be. They have not realized that perfect union of liberty and law without which free institutions are a curse rather than a blessing. The history of Greece, since the recognition of her independence, has been hardly less disappointing. Moreover, the ideals of American statesmanship have apparently undergone a change, and there are indications that the Great Republic of the West, the greatest the world ever saw, has lost some of the delightful illusions of its youth. It is still true, however, that this country exercises a world-wide influence, and the happy conclusion of the negotiations at Portsmouth has demonstrated that it is still capable of exerting that influence in the interest of humanity and peace. But what, it may be asked, is it doing to advance the cause of freedom anywhere beyond or even within its own borders? When our ancestors talked about freedom they were thinking, most of all, of personal liberty. How far has their dream been realized in the enjoyment of that boon by their

posterity? What is the outlook here, where the forms of free government have so long obtained, for that personal liberty which consists not merely in freedom of thought and speech, but in individual independence and an unchallenged right of initiative in the whole realm of business?

The Review of Reviews has nothing to say about the influence which this country is exerting by the maintenance of liberty in that sense; but in tracing "The Progress of the World" for a month it makes a disclosure in regard to a chronic wrong in this country which is not calculated to inspire confidence in the moral superiority of democratic republics to governments which are commonly supposed to be less liberal in their general recognition of human rights. "It is perfectly well known," says the Review of Reviews, "that the whole system of American State politics, not alone in New York and Pennsylvania, but in many other states, has for a good while rested firmly upon the foundation of annual funds collected from corporations and put in the hands of party managers to maintain their organizations, to control legislatures and to dominate political life at every point and juncture. * * * It is going to be a matter of great difficulty to break up the system, insofar as it is carried on within State lines. The use of corporation money, however, for national campaigns will undoubtedly have come to an end in the disclosures of last month. Nobody comes forward to defend it, and everybody admits that it must be stopped. Congress will be expected to deal with it promptly next winter." Here it is admitted that elections are controlled by corporation money—not by a free, unpurchased and unintimidated expression of the popular will. What an incentive is this example to those who are fighting "Freedom's battle" elsewhere!

Mark Twain in his lecturing days reached a small Eastern town one afternoon, and went before dinner to a barber's to be shaved. The barber, having ascertained that his customer was a stranger, informed him that there was to be a lecture in town that evening—a Mark Twain lecture. The humorist said he thought he would attend. "Well," said the barber, "the tickets are about all sold out, and if you don't hurry and get one you'll have to stand." "Dear me!" Mr. Clemens exclaimed, "it seems as if I always do have to stand when I hear that man Twain lecture."

The young man who engineered that scheme in Wall street by which he secured securities valued at \$300,000 has the stuff in him for the making of a high finance artist of the first water. If the authorities take his explanation of the affair—that he did it to show that it could be done—and let him off lightly, he may be heard from again. He evidently has a keen understanding of Wall Street business methods.

Little courtesies are the wayside flowers of life.

THE TURNING POINT.

The True Story of a Traveling Salesman.

The Amalgamated Casket Company had long been after Maxwell's trade. That it could not get it was one of the things that filled the soul of Graham, the sales manager, with wrath altogether out of proportion to the value of the trade in question.

"What," he asked himself, profanely, "was the use of the concern's having cornered 95 per cent. of the casket business of the country if its power was not sufficient to 'stand up' an insignificant little dealer like Maxwell?" Graham swore an unusually lengthy and solemn oath that he would bring this man to terms or quit his job.

It is hardly necessary to say anything about the Amalgamated Casket Company. The magnitude of its organization is too well known to need comment. Regarding Maxwell, if one says that he was a dealer rated C 1½ in the commercial agencies, and that he was the leading funeral director (our fathers used to call them undertakers) in Pottsburg, a town of about twenty thousand people, the tale will be about complete. Perhaps it should be added that he was an uncompromising Methodist and a Democrat, since these qualities have a bearing in the outcome of this tale.

Where he crossed Graham's particular horizon was in the fact that he "laughed to scorn" the high-salaried emissaries whom the former had sent to see him, and continued to buy from the one independent casket concern in the country, cheerfully paying the higher prices of the small manufacturer necessitated by the higher freights of long distance shipments.

Graham sat at his desk on the first day of the Amalgamated's new fiscal year. The sarcastic allusions of the general manager on the subject of Maxwell's trade at the morning pow-wow were still fresh in his mind. He rang his bell savagely.

"Is Kitson in the office?" he asked the office boy who answered its hurried call.

The latter never wasted a word. His jaws were generally too busily engaged with a wad of gum. "Yep," was all he had time for just at this particular moment.

"Send him to me," snapped Graham.

A line on Kitson before he enters Kitson was the youngest, greenest and most unpromising of the sales force. How he had got on no one knew. There were many different versions, but the real cause remained shrouded in mystery. What Graham's private opinion of Kitson was will be brought out in a little while. What the other men in the office thought about him didn't "cut any ice anyway."

"Kitson," began Graham, when the embryo salesman had sat down in the "electric chair," as the boys called it, on the opposite side of the sales manager's desk, "you are in many ways a fool. I say this frankly because I want you to know just where you stand with me. Your three trips

have resulted in practically \$1 paid out in salary and expenses for each 50 cents' worth of business turned in. You will acknowledge that this is not a flattering showing. It is evident to me that you can not sell caskets; in fact, I very much doubt if you could give them away."

This was certainly a torrid roast and Kitson squirmed in the electric chair as Graham continued to throw over the commutator switch notch by notch.

He started out to make some sort of defense, but Graham cut him off with—"Now wait a minute until I'm through. You know very well that what I've said is true, and I am not particularly interested in knowing how it happened, nor am I desirous of being furnished with post-dated weather reports. These figures on the sales cards tell all the story I have time for."

"What I brought you in here for this morning," he continued, "is to say that although you are a flat failure as a casket salesman, I have decided to give you another opportunity to save your skin before I turn you loose. If you make good on this assignment, I will see what can be done for you; if you fall down, mail me your expense account with return address. Personally, I don't want to see you again."

Graham was not usually a tyrant, but the memory of the general manager's sarcasm was too fresh. Kitson occupied the position of a safety-valve on an overworked boiler. Turning to a filing case behind his chair, the sales manager brought out the records of the despised Maxwell. They were still in the rubber band which he had placed about them on the previous day after his interview with the G. M. He spread these on his desk and invited the scared Kitson to a private view.

He then launched into a history of the attempts the Amalgamated had made at various and sundry times on the citadel of the Maxwellian trade. In a voice which vibrated with anger, he reviewed the repeated defeats with which their forces had met. He recounted with an unwonted detail how first Grimes, on whose regular route Pottsburg was, had failed. He told how Jenkins and Thorne and Fillman had in turn been sent after the trade, and how each came back and sat down in the "electric" to tell their tale of defeat. As a last resort the great Ashwood, the star man of the Amalgamated and a political and personal friend of Maxwell's, had been assigned to the task of selling Maxwell. With bitterness of spirit, Graham pointed out on the expense card how Ashwood had spent six weeks in Pottsburg at a total expense to the company of \$246.90, and had, like the rest, returned to recount a tale of failure.

"This," he concluded with an inclusive sweep of his hand over the mass of record matter on the desk, "is what I am going to put you up against. If you sell Maxwell, you are a made man so long as I am the sales manager of the Amalgamated." (He had thrown caution to the winds). "If

you fail—and I want to tell you right now that I think you will—send me your report and account. I have no further instructions."

Schopenhauer, who sold ideas instead of canned beef, has said that in the life of every man there comes a crisis. He means a point from which the individual becomes either a bull or a bear in the stock market of success. Kitson didn't know a thing about Schopenhauer, but he did know that such a time had now arrived for him. He realized this between the door of the sales manager's office and the cashier's cage. He silently took his mileage and expense money from the latter and went out.

In his room at the MacLure House he locked the door and sat down with his back to the window. He stayed in the room for perhaps twenty minutes. What took place in his inner consciousness is strictly between Kitson and himself. A significant fact, however, was that although it was Saturday, and he might have stayed at the comfortable MacLure House over Sunday, he took the afternoon train for Pottsburg.

He arrived about five-thirty, and at the dinner table looked over the four poorly printed pages of the "Only Daily Paper" of Pottsburg. There was the usual array of local happenings, interspersed with boiler-plate stories of news matter three days old. Halfway down one of the columns a name caught Kitson's eye. He had reason to know that particular name, for it had been filling his mental horizon to the exclusion of pretty much everything else since nine-thirty that morning.

"The Christian Endeavor meeting of the First M. E. church," the notice read, "will be addressed to-morrow evening at six-thirty sharp, by our townsman, Jackson D. Maxwell. The subject will be, 'Am I My Brother's Keeper?'"

Kitson had a spoonful of good consomme julienne halfway to his mouth when his eyes lighted on the paragraph in question. He had the spoon in the same position when he finished, and it is worthy of note that he gravely put the spoon back into his plate instead of his mouth. Something was happening to Kitson. He was having an idea. Schopenhauer's crisis had arrived, and if there had been a bookmaker present who could

have understood psychological processes, it is a safe proposition that he would have made a book that hereafter Kitson would be a bull in the success market. So great a thing is a mere idea.

The waiter's attempt to take away the soup and serve the next course brought Kitson to earth. "Hold up there, George," he said, "I want that."

Then he finished his dinner in a rational manner. He took his idea with him to a corner of the smoking room and nursed it for an hour or two. It pleased him, for he smiled for the first time since he entered the sales manager's room that morning.

"What sort of looking man," he asked of the clerk at the desk next morning, "is Maxwell, the furniture man and undertaker?"

"Do you know Bill Bryan?" answered that functionary; and without waiting for a reply he continued, "Well, he looks as near like W. J. as he can come without being the man."

About ten-fifteen Kitson walked down the street and entered the wide open doors of the First M. E. church. His idea was working. He took a seat near the rear of the room and waited.

As he was "early" he had an opportunity to observe the worshipers as they entered. Promptly at ten thirty the bell began tolling and, as its iron tongue rang out the last stroke, Maxwell entered. Kitson said to himself, in a mental undertone, "That's him all right, all right."

Maxwell seated himself in the cross seats at the head of the church, reserved for officers of the church. Kitson hardly took his eyes off his figure during the remainder of the service, except during the prayers, when he was obliged to kneel with his back to the pulpit. All during the morning service his idea grew, and by the time the benediction was pronounced by the white-haired clergyman he was convinced that he was right. At the dinner table that evening he greeted the "consomme julienne" on the bill of fare as a long lost friend. This time, however, he ate his full portion.

Six thirty that evening again saw him in his seat in the audience room of the First M. E. The number of persons who attended the Christian Endeavor meeting was much smaller than at the former service, so that he, a stranger, was rather conspicuous.

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

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

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

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

Maxwell, as leader, was there when Kitson came in, and lost no time in greeting the stranger and welcoming him to the service. He did this without a trace of affectation, so that Kitson knew the welcome to be sincere. When his mind went out to what he was to "do" to this big, earnest man on the morrow, his conscience gave a moment's uneasiness. A mental, "Look at the freights I'll save him," however, served as a quietus.

Presently, the preliminary prayers and singing over, Maxwell arose to address the meeting. There were less than eighty people present.

"Brethren," he began, "I want to talk to you for just ten minutes this evening about a question which, although propounded at the time of the creation of this world, is as live and concerns each one of us just as much as it did the man from whose lips it first sprang. 'Am I my brother's keeper?' In the name of every one present, I want to say with all the power and strength that I have, you are!

"How," do you say?

"In scores of ways. I want to speak of just one. Comes there to you to-morrow, perhaps, some one who is just on that narrow ledge between right and wrong, between success and failure, yea, between heaven and hell, which we all know exists in the life of every one; comes to you in bitterness of spirit, in anguish, and asks you for help. It may be that the help he asks is the gift of a few pennies, or it may be that it is a kind word, the cheerful grasp of your hand merely. Matters not in what form the help is asked, then is the time you will have to answer the question, 'Am I My Brother's Keeper?' What will your answer be? For, remember, that your answer is not to the one who asks the assistance, which you could so easily give, but it is the one for which you will have to answer at the Last Great Day. See that you answer aright."

There was more in the same strain, but Kitson could not for the life of him have remembered the rest. His idea was right; he held the key to the situation. He slept a dreamless sleep that night.

Kitson's confidence in the correctness of his theory showed itself next morning. Before going to see his man he found out from the clerk at the desk how soon in the afternoon he could get a train back to the metropolis.

At ten o'clock he entered the front door of the Maxwell furniture store. In the show room of the casket department stood a full line of the independent goods. The clerk told him that Mr. Maxwell was in his office at the rear of the store. The latter's smile of pleasure in seeing before him the stranger to whom he had talked at church on the previous evening quickly froze when Kitson laid down the card of the Amalgamated.

Without giving him a chance to say anything, Kitson closed the office door and drew a chair up directly in front of Maxwell.

"Mr. Maxwell," he began, his voice

vibrating with earnestness and his eyes looking right into those of the other, "I listened to your address at the meeting last evening and I want to say to you as man to man that nothing that I have heard in all my experience has made such an impression on me as those simple words which you uttered. Now, what I want to say to you this morning is this: I am the man coming to you for help. It's up to you to say whether Arthur F. Kitson shall be a success or a failure in life; whether he shall stand or fall."

Then, with an earnestness and with a flow of language which he never dreamed of possessing, Kitson told the man before him the whole story of his connection with the Amalgamated, of his failure on successive oc-

casions, of his stormy interview with the sales manager, and of his being sent down to get Maxwell's business—a sort of forlorn hope.

"Now," he urged in closing, "that is my personal side and I am frank to say to you that I believe you have the deciding voice as to whether I shall be a success or a failure. As to the business end of it, that is an entirely different story. You know, Mr. Maxwell, that our goods are better than those out there; we buy carloads of raw material where they buy in thousand feet; we ship trainloads where they ship cars; we have every facility for filling your orders; we are nearer to you, you will have to carry less stock since we can ship in three hours, and your freight bills will be one-third of what they are

now. These things considered, as a good business man, aside from what this means to me, can you afford to give me this business?"

Through all this Maxwell had sat perfectly silent in his chair. His face, immobile, had given no indication of the struggle which was going on within. Here was a young man whom he had never seen before, and would likely never see again. He was asking him to surrender in his fight with what was undoubtedly a trust; he was asking him to buy from those whom he had always regarded as his bitterest enemies. True, it would be good business to buy from the Amalgamated; but that it would always have been. The point evidently was the personal equation. Was he this young man's keeper?

Ben-Hur Cigars and Rare Enjoyment are Inseparable

¶ Men draw pleasure from a good cigar and send their troubles away in its smoke wreath.

¶ A BEN-HUR Cigar is never a partner with "blue-devils" or a listless existence.

¶ The most morose man living finds his frowns chased away by the cigar that's made from Natural Blended tobacco.

¶ Because cigar epicures have found them to be such a superior smoke, dealers have found them a good thing to have in the show case so as to hand out to their most particular customers the gratification of a 10 cent smoke for a Nickel.

Worden Grocer Co., Distributors, Grand Rapids

GUSTAV A. MOEBS & CO., Makers
DETROIT, MICH.



To his credit be it said that although it has taken minutes to write out this process of reasoning, it all passed through Maxwell's mind in a flash. Grasping Kitson by the hand, he stood up in the full height of his magnificent manhood and said, "I meant every word that I said in that talk last night. Bring me a contract here at one o'clock this afternoon. You get the business."

The sales manager was in his office at six thirty that evening. Kitson had wired him he would be in on the train arriving ten minutes earlier.

Kitson opened the door of the private office and walked in without knocking. He laid down before Graham a contract without a word. The latter's hand almost shook as he turned up the bottom of the last page. There was no mistake. The name in bold characters was there, "Jackson D. Maxwell."

He got up without a word and came round to the side of the desk where Kitson was sitting in the "electric" chair.

"Kitson," he said, "I don't want to know how you did it; it is sufficient for me to know that you did not fail me. I thank you."

"Mr. Graham," answered Kitson, "I will not attempt to say how much I appreciate your thanks. Will you excuse me, if I say just a little more? Whenever, in future, you are tempted to be harsh with one of your men, will you do me the favor to ask yourself this question, 'Am I My Brother's Keeper?'"—J. W. Binder in System.

Recent Trade Changes in the Buckeye State.

Bremen—The lumber and planing mill business formerly conducted by C. B. Thompson will be continued by Thompson & Lupton.

Cleveland—J. D. Greenwald & Co., dealers in clothing, shoes and furnishings, will dissolve partnership, J. D. Greenwald continuing the business.

Dayton—The Buckeye Motor Co. succeeds the Good Gas Engine Co. in business.

Dayton—The boot and shoe business formerly conducted by W. C. Hutcheson will be continued in future under the style of the Hutcheson Shoe Co.

Dayton—H. L. Jacobs & Co., who conduct a five and ten cent store at this place, have removed their headquarters to Marion.

Fremont—V. C. Chudzinsky, grocer, is dead.

Jackson Center—G. E. Allinger & Son, millers, are succeeded in business by Allinger & Thiekeld.

Newark—The Ohio Bottle Co., which formerly conducted a manufacturing business at this place, has been absorbed by the American Bottle Co.

Oxford—Clough & Beaton, dry goods merchants, have dissolved partnership, W. M. Beaton continuing the business.

Rawson—J. H. Bowers, blacksmith, has moved to Willshire.

Raymond—H. O. Barnhouse will continue the grain business formerly conducted by Barnhouse Bros., they having dissolved partnership.

Springfield—The wholesale and retail shoe business formerly conducted

by the Starkey Boot & Shoe Co. will be continued under the style of the Nisley Arcade Shoe Co.

Spencerville—Haas & Henne have discontinued their boot and shoe business at this place.

Springfield—Miss Josie C. Meney is succeeded in the millinery business by Mrs. C. A. Henderson.

West Mansfield—F. C. Stewart will continue the grain business formerly conducted by Stewart & Cessna.

Youngstown—C. O. Will has discontinued the grocery business at this place.

Barberton—The creditors of Cavanaugh Bros. have filed a petition in bankruptcy.

Cleveland—The Cleveland Cap Screw Co. has uttered a trust deed for \$100,000.

Columbus—A petition in bankruptcy has been filed by the creditors of Ella R. Lunn, who conducts a grocery business.

Hamler—The creditors of Holterman & Co., who formerly carried a line of implements, have filed a petition in bankruptcy.

Recent Business Changes in the Hoosier State.

Albany—R. F. Branner is succeeded by C. A. Davis in the hardware business.

Bluffton—Leroy E. Dobyns will remove his bazaar business to Clarksburg.

Bourbon—Jacob Meyers succeeds Harris & Parks in the hardware business.

Fort Wayne—The wholesale saddlery business formerly conducted by A. L. Johns Co. will be continued in future by the Johns & Thompson Co.

Greentown—Powell & Thorne, blacksmiths, are succeeded by Thorne & Co.

Greentown—Schaaf & Dawson, grocers, have dissolved partnership, the business to be continued by Schaaf & Hollowell.

Lafayette—Gearhart & Olischlager have succeeded to the business formerly conducted under the style of the Indiana Decorating Co. and will continue it under that style.

Marion—Wm. Thorn is succeeded in the grocery business by J. W. Eakins.

Mauckport—B. F. Rissler has moved his general merchandise business to New Albany.

Middlebury—Roy E. Schrock succeeds I. R. Tribbley in the grocery business.

Sedalia—O. C. Hendrix is succeeded in business by Hendrix & Patty, who will carry a line of hardware and implements.

Shelbyville—Mrs. E. D. Diel sold her interest in the Shelbyville Cash Dry Goods Co. to F. X. Shaffer.

Yorktown—Sam Stewart is succeeded by Newhouse & Son in the hardware business.

Alexandria—A receiver for the Heart Metal Wheel & Gear Co. has been applied for.

The torch of truth wanes dim when the winds of opposition die.

Education is more than a preparation for life; it is a life.

Tersely Told

Dealers who listened when we told it have tried it and been convinced that

Quaker Flour is the Best

are now reaping a profit, making new and keeping old customers. */// /// ///*

Of course, if you don't want to be convinced don't ever try Quaker Flour, for it will convince the most pessimistic that it is the SUPERIOR FLOUR.

/// /// Sold only by */// ///*

WORDEN GROCER COMPANY

Grand Rapids, Michigan



Need Policemen to keep them OUT!

Every one of the 40 extra clerks working to the limit waiting on trade! From 200 to 300 people standing outside waiting for a chance to get inside the store! Two policemen at the doors keeping the crowds out! \$14,000.00 of the \$17,000.00 stock of clothing turned into money in ten days. Every customer pleased! Every man, woman and child for scores of miles around Wilkesbarre with the name of "Norton" on their tongues!

That was the experience that Norton & Sons, Clothiers, Wilkesbarre, Pa., had with one of our Special Ten Day Sales, backed by our Expert Sales Promotion and Publicity Plans.

That is the duplicate experience of every merchant who contracts with us to put on one of our sales.

It is all in the knowing how. We know what methods to use to stir up the people, fire their imagination, rouse them to action and bring them into the store with the money in their hands to buy your goods. Once there, we know how to make everything move smoothly despite the crushing crowds—keeping everyone happy and sending all away thoroughly satisfied and having nothing but kind words for you and your store.

It's easy for us to say that!

Just as easy for us to prove it!

Write us to-day for proof!

We can refer you to hundreds of merchants as to the phenomenal results of our sales.

New York & St. Louis Consolidated Salvage Co.

Incorporated

Home Office, Contracting and Advertising Department
Century Building, ST. LOUIS, U. S. A.
ADAM GOLDMAN, Pres and Gen. Mgr.

REPRESENTATIVE RETAILERS.

G. E. Hain, the Fremont Hardware Dealer.

From the environment of a boy in a backwoods town to a position of affluence in the hardware trade is not a long step when the qualities which go to make up the individual are taken into consideration. Scores of successful men of to-day have had in youth the frugal character developing training almost inseparable from rural life, which has brought out their strong points in later years and fitted them well to battle and become victorious in the commercial arena. Perhaps the one quality above all others which the lad of the country inherits and is consistently taught is perseverance. Without that attribute the farmer would not be able to glean from the soil a proper harvest from what he has sown. Without perseverance as a guiding star the poor youth would relinquish a struggle for more than a mere existence and repress all aspirations for honor and wealth. It is the pluck and unfaltering will to surmount every difficulty barring the way to substantial results that ultimately brings the persistent man to prominence and affluence.

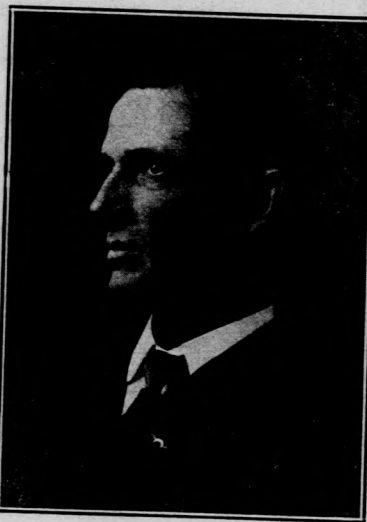
Perseverance doubtless is the key-stone in the arch of success of Mr. Hain. He is a product of Michigan, a State which has given many stalwart sons to the business world. Scotch-Irish blood from his maternal and Pennsylvania Dutch blood from his father's ancestors have endowed him with most of the essentials of a sturdy, virile manhood.

Gerrett E. Hain was born on a farm in Lagrange township, Cass county, Michigan, May 31, 1861. When he was 14 years of age his family removed to Van Buren county and Mr. Hain attended school at Decatur for two years, when the family again removed to Dayton township, Newaygo county, where the subject of this sketch attended school two years longer. He then taught school a year in Dayton township, when he took the agency for the Empire harvesting machine. The next season he put in a full line of implements and vehicles, continuing in this business until 1897, when he added a line of hardware. Jan. 1, 1902, he merged the business into a stock

company under the style of the Geo. E. Hain Co., which enabled him to admit his clerks to partnership relations with him and necessarily gave the business added strength and vigor. Mr. Hain is President and Manager and naturally owns a controlling interest in the stock of the corporation.

The company has recently added a new warehouse, with cement walls and 12,000 feet of floor space, being the third warehouse erected and occupied by the establishment. The working force now comprises twelve men and boys, besides a lady stenographer and book-keeper.

Mr. Hain was married Dec. 26,



1887, to Miss Della Johnson, of Ridgetown, Ont. They have one son, who reached the age of 14 years on Aug. 20. They live in their own home at Fremont and have a pleasant summer cottage at Fremont Lake.

Mr. Hain is an attendant at the Congregational church at Fremont and is affiliated with the Masonic fraternity, being a member of the Blue Lodge and Chapter in Fremont, Knights Templar of Muskegon and Shriners of Grand Rapids. He is also a member of the Maccabees and Woodmen. He has served on the village council two years.

Mr. Hain is a stockholder in the Fremont State Bank and the Fremont Canning Co. and enters heartily into every project having for its object the growth and prosperity of his native town. He attributes his suc-

cess very largely to looking closely to collections. This has been a hobby with him and, as a result, he has very few losses to record. His business has grown with the growth of the town and the county and is very generally regarded as one of the leading mercantile establishments in the territory in which it is located, just as Mr. Hain is regarded as a representative business man in all that the term implies.

In substantiation of the statement that Mr. Hain stands well locally, the Tradesman gladly reproduces the following brief reference to him, which appeared in the Fremont News of Feb. 8, 1899:

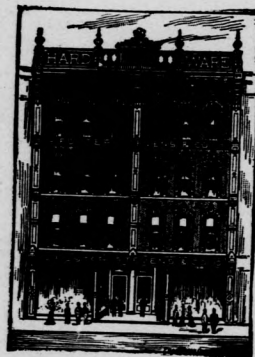
The implement business of G. E. Hain was started in 1883. At that time Mr. Hain was living on a farm

with his father six miles northeast of Fremont, where by doing odd jobs for the neighbors he earned sufficient money to pay the freight on his sample machines—an Empire mower and binder and a Triumph reaper, which were installed under an open shed just two doors east of where his new building now stands.

By a thorough canvas of the surrounding country, which was done without assistance, he succeeded in selling eleven mowers and one reaper the first season.

Encouraged by this the following season he rented the building which he has since occupied for so many years. In 1884 he took in his brother-in-law, A. L. Scott, as partner, and put in a general line of farm tools.

Owing to the fact that there were two well-established hardware stores where implements were sold in the town, sales for the new firm were slow and far between, and as goods



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.

Headquarters for counters, plate glass and double strength floor cases, coffee mills, scales, registers, etc.

Large assortment of counter tables.

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.

were sold largely on time, collections in the fall were on the same order.

At the end of the year Mr. Scott had decided that the implement business was too slow for him and the partnership was dissolved, Mr. Hain continuing the business.

In 1885 he bought the building formerly rented and remodeled it into a store with glass front. New lines of goods were added from time to time and in the fall of 1897 the old store was again remodeled and an addition built on the east side and a stock of hardware added. In the meantime the business had so increased that more room was needed and in the spring of 1897 the skating rink was rented.

In the fall of 1898 Mr. Hain decided to build and to-day he is located in his new store across the street from the old one, with a space of over 12,000 square feet, which is probably the best arranged hardware and implement house in the State, outside of Grand Rapids and Detroit.

The new building is of brick, 44x100 feet, with two stories and basement. The basement is used for implements. On the first floor are the offices, hardware and harness shop. The second floor is devoted entirely to carriages and harness, of which Mr. Hain probably carries the largest stock north of Grand Rapids.

Hustleville Merchants' Co-Operative Catalogue Proposition.

Written for the Tradesman.

"Fat" Bellevs swung himself aboard the "Limited," stowed his grip and climbed into the double seat with Hathaway and Vogel, with a groan at the hot weather. "Fat" is engaged in overthrowing the gas trust by selling the best malleable range on the market—if you don't believe it you can ask him. He at last succeeded in squeezing his ponderous form into the rickety seat and then opened up:

"Do you fellows know the town of Hustleville over near the middle of the State?"

His listeners assented and Bellevs put a cigar halfway down his throat, then began again:

"Well, that is certainly the live village and any time the tradesmen there trail the procession I want to hear about it. They've a new scheme to knock the mail order houses and it certainly looks like the goods to me. The last time I was through, Fred Smith, the man I sell, asked me for some cuts and, of course, I sent him some just as soon as I got in, naturally supposing that he wanted them for his newspaper advertising. When I hit there again last week he handed me a nice little booklet, and when I opened it I found it was a neatly gotten up catalogue, embracing all lines, and giving the names and advertisements of all the storekeepers in the village, or rather one in each line.

"I suppose I looked my surprise, so he told me the whole story:

"You know the town has about 3,000 population, with between five and ten thousand more to draw from, and all good farmers. But the local merchants were getting only a blamed small share of the trade, while the express companies had to put on extra help to care for the volume of business from the big Chicago mail order concerns. The boys were themselves out trying to find

some way to get at least a fair share of the business, but there was nothing doing until at last Charlie Johnson, the dry goods man, was struck with a brilliant idea.

"He at once got busy and put his proposition before the other fellows. It was nothing more or less than a co-operative catalogue—one man in each line to go in. Of course, the knockers had their say, but a couple of the best of them stuck with Charlie and after a hard struggle the money was forthcoming and the book issued. I have a copy here and I will show it to you."

Bellevs reached into his pocket and extracted a small book with an attractive cover, which he passed over for inspection.

"You see, the first few pages are taken up with a strong argument in favor of patronizing home industry, including figures relative to the freight and express charges eating up any profit which might be made by buying by mail. The pages are illustrated with cuts of the leading stores and the merchants named in the book. Their regular advertisements are scattered through the book and a pretty complete catalogue given, with both cash prices and time payments. The book was paid for by assessing each one so much per page for the amount of space his lines used, and an edition was issued large enough to supply all of the country adjacent to Hustleville. It has only been out about sixty days, but Fred told me that already results are apparent and that it will probably be issued every year now."

J. F. Cremer.

Honesty Makes Life Pleasant.

On the Washington trolley lines they sell six tickets for a quarter; the fare for a single trip is a nickel. On the rear platform of a car the other night a passenger touched the conductor on the arm, saying:

"How about my tickets?"

"I thought you gave me a nickel," said the conductor, looking worried. "Did you give me a quarter?"

"I did."

"If you are sure of it I'll have to give you the tickets," said the conductor, disconsolately pulling them out of his pocket; "I could have sworn it was a nickel."

He was about to go into his pocket and get the passenger his tickets when the latter said:

"I don't want you to worry about this thing. I haven't a card with me, but this envelop contains my address. Now, at the end of your trip if you find yourself twenty cents short write me at this address, and I'll make it right without question."

"Thank you," said the conductor, his face clearing. He no more suspected the passenger's promise than the passenger suspected that the conductor would send him a bill for twenty cents unless it was actually due. Such are the relations of conductor and passenger in Washington.—New York Times.

A man may choose his friends. His relatives are thrust upon him.

Welsbach Mantles

The Mantles That Sell

No amount of advertising in the world can make a mediocre article first class. Sooner or later the Public finds what is **best** (irrespective of the claims of the "just as good"), and asks for, and insists on having, the **best**—especially when the **best** costs no more than the imitation!

And that, in a nutshell, is the whole story of why the sales of Welsbach Mantles increase so enormously. Send for catalog to

A. T. KNOWLSON, Detroit, Michigan

Michigan Wholesale Distributor

58-60 Congress St., East

Store and Shop Lighting



600 Candle Power Diamond Headlight Out Door Lamp

made easy, effective and 50 to 75 per cent cheaper than kerosene, gas or electric lights by using our

Brilliant or Head Light Gasoline Lamps

They can be used anywhere by anyone, for any purpose, business or house use, in or out door. Over 100,000 in daily use during the last 8 years. Every lamp guaranteed. Write for our M T Catalog, it tells all about them and our gasoline systems.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power

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. Van Buren St., City.

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

STANLEY H. OKE,

414-416 East 63d St., Chicago, Illinois.

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company

60-62 W. Van Buren St., Chicago, Ill.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 7—Politics and the insurance investigation have been the two attractive features here this week, and both are of more than local interest. The former because the election will determine whether we are to have Jerome as District Attorney for another term. This feature is being watched in every part of the country, because his defeat would seem to be a setback for decency and morality. The insurance investigation, however, touches the pockets and the morals of people in almost every town and hamlet in the country, and to attend one of the meetings is just now to visit one of the sights of New York. They are held in the historic old City Hall, whose beauty has attracted visitors for a hundred years, and which in itself is worth coming a long way to see. You go up a winding white marble stairway, at the head of which is the celebrated Governor's room, filled with interesting material pertaining to former years and the walls of which are covered with the portraits of the governors of the State. Few seem to go in this room, however, as it is generally thought to be private, which it is not. Turning to the left, through a dark vestibule, you enter the aldermanic room—not a very large apartment and not very magnificent. At the farther end stands Mr. Hughes—a rather "farmeresque" looking man. He stands at one end of a table and in a voice that reaches every part of the chamber he asks questions that have in more than one instance proven very embarrassing, to say the least. Yesterday was one of the great days. Mr. Hughes had a salary list of the officers of the Mutual Company and read it aloud. It began with Mr. McCurdy's salary in 1877 at \$30,000, and as he read the various increases the interest of the spectators was most intense. When he finally announced a jump from \$100,000 to \$150,000 per year, there was a groan from the whole assembly. Mr. McCurdy's son was on the stand and said he didn't know what salary his father was getting, although he is down as the "General Manager" of the company. And yet the Committee has hardly made a beginning in the whole matter of investigating the methods of the big companies!

The first week in October sees a big lot of buyers here and they are making very liberal purchases. Business is most excellent in every line and especially active in the grocery trade. The weather is simply perfect for business or pleasure and is being taken advantage of.

The coffee market has shown a greater degree of firmness during the past few days, owing to some pretty unfavorable market reports and consequently, perhaps, to some specula-

tion. Spot trading has been more active and some good sized lots have changed hands in stock to come. At the close the situation is certainly in favor of the seller. Rio No. 7 is worth $8\frac{3}{4}$ @ $8\frac{7}{8}$ c. In store and afloat there are 4,390,190 bags, against 3,782,674 bags at the same time last year. Mild sorts are firm, but the volume of trading all the week has been rather circumscribed. Good Cutcuta is worth 10c and good average Bogotas $11\frac{1}{2}$ c. No changes are to be noted in West India sorts, supplies of which are not overabundant in the better grades.

There is absolutely nothing to record regarding refined sugar. There is simply an everyday sort of business at about the same quotations as have prevailed—4.60 less 1 per cent. cash, and matters will probably run along in about the usual manner for some little time.

The firm tone to the tea market, which has been noted for some time, continues and buyers will find few, if any, "job lots" around the market. A steady trade continues in the line business and quotations are well sustained.

A limited jobbing business has been done in rice and would-be buyers seem to be holding off. Sellers are firm in their views and seem to think that later on there will be a more active call. Prime to choice domestic, $4\frac{1}{4}$ @ $4\frac{1}{2}$ c.

Molasses is steady. A good demand exists and the market is closely cleared up. New crop will fetch full figures and sellers are expecting an excellent fall and winter business.

We have had quite a quiet week in spices. The advances lately made in quotations appear to be well maintained, but at the moment buyers are not tumbling over each other to make purchases. Pepper attracts most attention and closes firm at 12 @ $12\frac{1}{4}$ c for Singapore and $11\frac{3}{4}$ @ $11\frac{1}{2}$ c for West Coast.

The tomato syndicate has, it is said, about 3,000,000 cases of canned tomatoes on hand and has been able to mark the goods up again. While the spot market is somewhat unsettled, the quotation is very near the dollar mark and, if goods are offered at less, they appear to be regarded with some suspicion, although some good tomatoes can doubtless be obtained for 95c. Corn is unsettled and the general outlook is not especially encouraging. The amount of corn put into tins this year is simply tremendous. Of course, only a small part of it is Simon-pure sweet corn and has to be worked off for "any old price." Peas are fairly firm and Pacific fruits are also strongly held. Salmon is quiet and unchanged.

Fancy creamery butter seems to be pretty well cleaned up and, with good demand and comparatively moderate quantities coming for several days, the outlook for next week is for higher quotations. Extra stock, $21\frac{1}{4}$ @ $21\frac{3}{4}$ c; firsts, 20 @ 21 c; imitation creamery, $17\frac{1}{2}$ @ 19 c; factory, $16\frac{1}{2}$ @ $17\frac{3}{4}$ c, the latter for very top grades. Renovated is meeting with moderate call for the better sorts and quotations for such range from 18 @ $19\frac{1}{2}$ c.

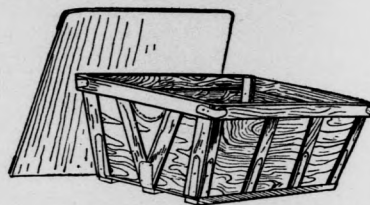
When You Buy Your Mixed Candies

be sure to have them come to you in these

Patent

Delivery

Baskets



They will be of great value to you when empty.

We make all kinds of baskets.

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

Think It Over

We know it isn't nice to be continually told that you don't know your business if you don't buy

Candies

of us, but that should not prevent you from looking. Keen judgment in buying knows no prejudice, and if we didn't have the goods that sell we couldn't brag so well. A postal card will bring our traveler with a full line of samples.

Hanselman Candy Co.

Kalamazoo, Mich.

Reliability and Good Goods

Our reputation for quality is well known. Satisfying our customers has made tremendous advances in our sales every year since our start in business. TO-DAY we are in the NEW FACTORY, better equipped than ever to meet your demands. Desiring your patronage we are, Sincerely,

Straub Bros. & Amiotte
Traverse City, Mich.

Putnam's Menthol Cough Drops

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

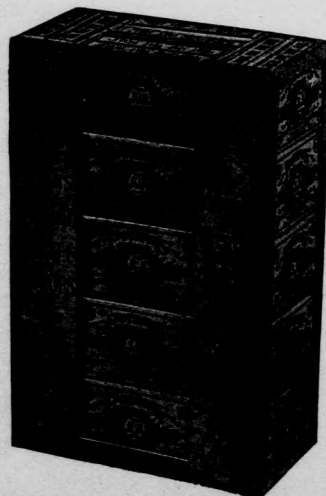
Each carton contains a certificate, ten of which entitle the dealer to ONE FULL SIZE CARTON FREE

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

Makers

GRAND RAPIDS, MICH.



Little change is to be noted in the cheese market. Supplies are fairly liberal and quotations are about as last noted—full cream, small, colored fancy stock, 11½c. Large sizes are little sought for and sell at about 11¼c.

Eggs are steady, with extra firsts, Western, worth 22@23c; firsts, 22c; seconds, 19@20c; thirds, 17@18c.

Utilizing the Abandoned Food Factories.

Battle Creek, Oct. 10—Sturgis & Van Arsdale, representing Eastern capitalists, who bid in the buildings and property of the United States Food Co. at mortgage sale, will have the plant in operation for next season's business. It will take some time to comply with all of the legal requirements before the plant can be turned over to the new company. They expect to manufacture three kinds of cereals. The Orange Meat Co. is at present occupying the plant, but will vacate at once.

The old Marvin flour mill at Augusta, which was bought, with the water power, by Battle Creek capitalists, during the health food boom and converted into a factory, but went down when the crash came, is to be again started up as a flour mill. This is one of the oldest mills in Southern Michigan, and has made thousands of barrels of flour. It has fine water power and good machinery.

Secretary Gibson, of the Business Men's Association, is receiving a flood of letters from proprietors of factories who desire to change locations for various causes, who are making enquiries about this city.

The Advance Pump & Compressor Co., which has been in existence only two years, is becoming one of the leading manufacturing institutions. Up to October 5, the firm had received more orders than during all of October last year, and up to October 1, the business of the firm has increased 92 per cent. over last year at the same time. The past week a carload of pumps was shipped to New York, from there to be shipped to Holland, New Zealand and Porto Rico.

The Nichols & Shepard Co., threshing machine manufacturers, is building new brick boiler houses and paving all of the alleys and driveways with cedar blocks. This latter improvement is one that all of the manufacturing institutions of the city are making, as it makes their yards so much cleaner. Often new work has been nearly spoiled when first run out of the shop through muddy and filthy alleyways to the storage buildings.

The Piano Player Co., which was started in this city some time ago on a small scale, has moved to Davenport, Iowa, having been offered superior inducements to locate there.

During the past week representatives from seven different manufacturing institutions from various parts of the country have been here looking over some of the abandoned food factories with a view of locating here.

Apples and Advertising.

The story runs that pursuant to instructions from his mother, Dicky Eichorn, or Echo, went to Bellaire the

other day to sell a bag of apples. Late that night he returned, footsore and weary, and threw the sack on the floor.

"There's yer blamed apples!" said he, "an' if ye want to sell any more o' yer old truck, ye kin do it yerself fer all o' me."

"Why, Dicky!" expostulated the old lady, "They be'n a-tellin' me that apples was in big demand to Bellaire. Did you tell 'em what ye had to sell?"

"Naw I didn't. I had a good notion to oncet; but when a feller come along an' pats me on the head an' says: 'What ye got in yer poke, sonny?' I got up an' sez: 'None o' yer business.' I don't want none o' them smart Elecks shinin' around me!"

Some business men seem to try to run their stores on very similar principles. On account of the expense involved on the start, they lose sight of the benefits to be derived from a judicious use of printers ink, and knowing so well themselves the advantages to be derived from trading at their places of business, they take it for granted that all others should be similarly impressed.

Of course they do not go to the extreme of rudely repulsing possible customers, but they place themselves in a position to invite forgetfulness from the very class whose trade is the most desirable—namely the intelligent people who regularly read their home paper from the first item of news to the very last advertisement it contains.—Geo. L. Thurston in Central Lake Torch.

Seven Hundred Increase in Population.

Cadillac, Oct. 10—Cadillac is now experiencing the biggest boom it has ever known. Two large manufacturing institutions are under course of construction, those of the Mitchell-Diggins Iron Co. and the St. Johns Table Co.

The iron plant has been under construction since April, and it is expected to be completed by January 1. Its cost will exceed \$100,000. The plant will be the most modern and convenient in the State. As is usual with iron furnaces it will be operated night and day, employing 175 men, and the daily output will be 100 tons of charcoal pig iron. This plant will utilize the total output of charcoal in the two large chemical plants in this city, and also of the chemical plant being erected at Jennings, ten miles north of here.

The St. Johns table factory, which was secured from the city of St. Johns, has been under construction for nearly four months, and the large left wing and the main building are completed. A score of bricklayers are rushing the east wing. This plant is owned by Cadillac capitalists mostly. The plant will cost \$100,000. At least 250 men will be employed in the table factory, and it is probable that for a while it will be run night and day to catch up on orders.

The addition of these plants is a growth along two new commercial lines for Cadillac, and will tend to disprove the statement so often heard that Cadillac was but a lumbering

city, and would be a "dead one" after the sawmills had departed. There are now fewer sawmills in Cadillac than there have been for twenty years, and yet the future of Cadillac is now the brightest in its history. During the summer 199 tenement houses were erected and 100 more are needed. It has been conservatively estimated that Cadillac's population has been increased 700 this summer.



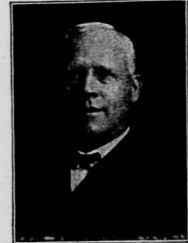
Attention, Merchants!

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.



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

C. L.
Yost
& CO.

CASH FOR YOUR STOCK

Our business is Closing out Stocks of Goods or Making Sales for Merchants at your own place of business, private or at auction.

We clean out all old dead stickers and make you a profit. Write for information.

577 Forest Ave. West, Detroit, Mich.

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.

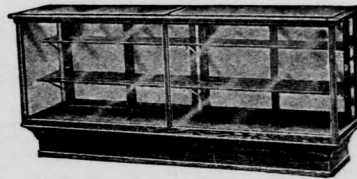
G. E. STEVENS & CO.,
324 Dearborn St., Chicago, Suite 460
Will meet any terms offered you. If in rush, telegraph or telephone at our expense. No expense if no deal. Phones, 5271 Harrison, 7252 Douglas.

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



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.

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

New York Office 724 Broadway

Boston Office 125 Summer Street

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



"Busy" Business Man Bar To Progress.

Among the young men of to-day who are looking for opportunities for launching into successful careers it may be said that the great majority have before their eyes as an example for emulation the typical busy business man. In this statement I want to make a marked distinction between the business man and the business man who is chronically of the busy type. For in my opinion there is no type in existence who in all his relations with the world is so absolutely a bar to progress of the human race.

Not infrequently this busy business man is not busy. He is emotional, excitable, and is borrowing troubles and tangles. He thinks he is most strenuous, when as a matter of fact he has lost merely his self-control. Personally he may rush madly by train and cab to his office, dash to the express elevator, bounce into his office and be an hour recovering from his emotionalism. But this man in his own estimation is one of the busiest of men, and the busy feeling grows upon him until it becomes a condition of fixed mental aberration in a passive state, or until it as violently breaks out into a certain business hydrophobia.

Manifestly neither the business man nor the busy business man is able, willing, or called upon to receive every person who asks him for a portion of his time. But in my experience of this busy business man, he squanders more time in busying himself, mentally and physically, than he would need to give every person a hearing who might call upon him in the routine day.

This man who is mentally aberrated with the ingrowing idea of his busy condition, and who yet is more or less passive under the spell, is one of the most irritating of the types. He has the demeanor of gentleness, perhaps. He can smile, sometimes, vaguely in a far off manner. But business abstraction is buried into his eyes until you may feel that using them with hypnotic intent he might induce you to become a packing box or a block of blank stock certificates.

His most maddening aspect is shown when you have approached him with something which is not business, thank God, but which is so much worthier that he is compelled to reiterate almost incoherently that he "would be delighted to take the matter up with you—only—you know I am so—so frightfully busy, always, that I—I—" and you have no impression of the conversation ever getting any further than that stammering personal pronoun. His whole bearing, so far as it is sane, is that he is regarding his busy business as he regards an incurable disease from which he is doomed always to suffer—as perhaps he must.

This same caller appearing before that other type of violently busy man logically may expect almost any kind of explosive negative, and at the best having it tempered with the querulous reiteration of his busy condition amounting to more than an obsession.

This monomaniacal representative of business in its busiest garb is the one man in business who has given to the term "business" much of its hard, uncalculating immobility and narrowness. His outlook on life is abnormal to the last degree. He has yoked himself fast to the grim specter, Time, and he goes protestingly toward any object in life which would halt his partner.

Viewed from any side this over-busied business man wears the standing and indelible confession of his inefficiency. The man feeling the pressure of his business day after day is unfitted for the exactions of his work. He is a quart cup in the gauger's plant where only the gallon measure is of economical use. He needs make too many trips from the cask to the barrel in rendering his service. He is in use in many places, however, and in the process he is inimical to good business in a great measure and wholly so to all else in life.

Yet this is the type of business man which with so many observers of the business world naturally attracts the attention. We have become too much the blind apostles of strenuousness. It no longer interests us that a man with calm exterior and an inward confidence in himself moves with even certainty to a legitimate end. The limelight and the grand stand are the properties necessary to attract in his accomplishments. Without this portable background for attainment, the world does not care to look, to say nothing of learning.

"I have been putting in a month of hard work, but I'll be able to look over the top of it soon," is an expression creditable to a man who has upon his shoulders the success of a business. "I am so busy I do not know which way to turn," is a much commoner and excited expression, however, and when you hear it put it down that it comes from a weak nature confessing its inefficiency.

John A. Howland.

The Rule of Three.

Three things to fight for—honor, country and home.

Three things to think about—life, death and eternity.

Three things to govern—temper, tongue and conduct.

Three things to love—courage, gentleness and affection.

Three things to hate—cruelty, arrogance and ingratitude.

Three things to delight in—frankness, freedom and beauty.

Three things to avoid—idleness, loquacity and flippant jesting.

Three things to wish for—health, friends and a cheerful spirit.

Three things to admire—intellectual power, dignity and gracefulness.

Spring



of 1906

Wear Well Clothes

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

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

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

PANTS

Jeans
Cottonades
Worsteds
Serges
Cassimeres
Cheviots
Kerseys

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

The Father and Son Exchange Confidences.

Written for the Tradesman.

Here are a couple of letters, one written by a father, who is trying to get some rest out of a summer resort, to his son, who is running his business for him in his absence. They are interesting to business people generally and shed some light on business as seen through old and young eyes. The first one is just after the father has reached the resort. Evidently "dad" hasn't begun to enjoy himself yet. The letter is as follows:

Dartmouth-on-the-Dune, Aug. 11, 1905.
Dear Bob:

Well, I am here and I have already discovered that the man who wrote that nice little booklet about this place is a bigger liar than I thought he was or else he has never seen the place and has been imposed upon by the man who runs it.

Still, I haven't done so bad for the first day and night. I am blistered by the sun until I look worse than a boiled lobster, and I feel a good deal less comfortable. A lobster, when he is boiled, isn't in a condition to care anything about the countless thousands of insects that infest the place. I have large troublesome bumps all over my anatomy, where they have favored me with their attention. Learn a lesson from the persistent mosquito, my son, and if you are half as persistent in presenting that bill to dead beat Jones and several others like him that are on our books you ought to be loaded with money when I come back.

That man who wrote that book did not fabricate when he said, "The guests of this place are never at a loss for diversion." There is plenty of it. You are occupied all the time fighting mosquitoes or fighting the landlord about the outrageous prices he is always charging for extras. He charged me 25 cents for a glass of buttermilk! It was not half as good as you can get down at Jake's refreshment joint one block below our store. When you are not occupied in the above mentioned ways it is always amusing to watch the rest of the resorters fight the mosquitoes and landlord. The man who got out that booklet was certainly an intrepid fellow. Some persistent person is sure to hunt him down some day and mete out to him his just reward.

And that reminds me—I forgot to speak to you before I went about the advertising. It was careless of me, I admit, but don't let it drag. It's hard to think out snappy advertisements in hot weather, but the wise merchant does it even if he does have to wilt a few collars. The resultant business will be a good deal more than make up for the increase in the laundry bill.

You see what advertising does: Here am I, a hard-headed old business man—who thought he was up to most of the dodges—fighting insects and landlords and inquisitive fellow boarders and getting sunburned and hay fevered and Cassie Chadwicked, all on account of that nice little booklet which smelled like a pine forest and

sounded like a little rill tumbling over rocks. I bit on the proposition, and \$1 outing shirts at 99 cents will appeal to people in this kind of weather if you let them know you have them. And the outing shirt looks and is a better proposition than the summer resort flim-flam any date on the calendar.

You can see the result of not advertising in hot weather. There is Bill Smith in the second block from us. He doesn't believe in midsummer advertising. He doesn't believe in vacations, either, because he can't afford them. He probably is having a better time in the city than I am right now, but he hasn't the business just the same. Besides, he isn't cultivating the acquaintance of a nice family on our street who are just finding out what a perfectly lovely person I am and who, I'll bet, are going to buy bottled olives of me next winter at 75 cents per. Make all the desirable acquaintances you can, my son. Sometimes they are worth while, and sometimes they buy goods of you.

I hope you are watching that delivery boy. He is a good enough kid, but there is going to be an eruption between our firm and him if he doesn't get past the back door of Burton Smith's residence faster than he does. Either Burton Smith will have to get a new hired girl or we'll have to get a new delivery boy. Love and business don't go well together. Love is a good thing, a mighty good thing, to put on with your carpet slippers at night, when the firelight is playing through her beautiful hair, etc., etc., but it's somewhat in the way and impedes the circulation under the glare of the sun, which, strangely enough, shines, as a rule, during business hours.

Let me hear from you at once. You will have to drop your college style of correspondence: "Dear Dad. Hope you are well. Please send me, etc." You will have to answer my letters at once, too, as I want to keep my finger on the pulse. As you may have inferred, I don't like this place so very well and may move, but you can address me here at present.

Your loving father,

Henry Barlow.

Here is the letter the son wrote. It isn't so long, but what there is of it is expressive:

Chicago, Aug. 15.

Dear Dad:

Received your letter all right.

Everything is going along as well as could be expected.

I can't say I blame your friend down the block for preferring the poorhouse to advertisement writing in hot weather. But, as you say, it's got to be done to get the business, and when it comes to getting business I'm the Real Boy.

I made a personal call on the new family in the block, and have their trade. I used to know the girl at college. She didn't say in so many words that the family would trade here, but I suppose they will because it's the nearest store of any consequence. She's a mighty fine girl.

It's hotter'n blazes here. There

isn't much to write about. This cursed hot town gets hotter every summer. I don't feel so very well. I think I need a rest. I met a fellow the other night and he gave me the address of a swell place to spend the summer. I will send it to you.

Business is pretty fair.

Shall I draw on your account for my new suit?

This is all at present.

From your son,

Bob.

P. S. The delivery boy is going to be married to the hired girl next Tuesday. The sunlight hasn't clogged his circulation any. He gently intimated to me that a barrel of flour and a case of oranges wouldn't be a bad

wedding present. Shall I give them to him?

Yours.

Bob.

Glenn A. Sovacool.

Happiness.

The happiness that springs from within is a lasting, sustaining thing, and its possibilities are only bounded by the spiritual capacity of the person. The very wealthy, it would seem, have in their choosing whether to be very happy or very miserable, but the brighter alternative is more apt to become a fact through a broad expression of social consciousness.

It is a hard world for the man who believes that Providence owes him an easy place.



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

Market Conditions in the Neckwear Line.

From all appearances this is to be strictly a mixed season in neckwear, for there is very little indication anywhere of the trend of demand leaning strongly to any one thing. At the outset manufacturers were disposed to press fancies to the forefront, but retailers showed their customary independence by buying a little of everything. Now, with the opening of the autumn retail season, they are showing goods just as they bought them, a medley of self and mixed color fancy weaves, plain colors, changeables and novelty jacquards, bias stripes and effects in a series of brand new colors. The initial showings are for the most part four-in-hands—lined, French back, reversible and folded—the rather monotonous display of which is relieved by wide graduated-end and batwing ties.

Thus far the early displays have met with approval, and furnishers have sold more "windows" up to this date than they had to their credit at this time a year ago. Confident of a good season, their purchases were made accordingly, and the satisfactory early beginning of consumptive demand is promising for a long season.

We may be pardoned for again repeating what has been so often said in these chronicles during the past several weeks, that this will be a high color season, for the new tint shades will be more prominent and varied than before, and their sale will be helped by the fact that they were not plentiful during the summer. They were well favored, however, and as high colors are not likely to reach the height of fashion until next spring the retailer has a good chance to thoroughly introduce them and increase their popularity this autumn. Many men still consider bright colors and tints rather "loud," but they must be encouraged to wear them, for the gamut of the new series of pastel shades is run in shirts and hosiery and more of them than ever before are included in novelty ranges of undersuits. Most if not all the new shades and tints were borrowed from feminine toggery, and as they will be "all the rage" in women's gowns and hose this season, men may be the more easily influenced to wear them. At any rate, it is up to the furnisher to properly introduce them.

There are many new autumn shades, and the more startling the color the more modish the cravat, and all the vivid shades and intermediate tints will be worn. Among the prime favorites are blue-plum and all the plum tints, because they are to be seen only in the best grades of neckwear. There are several shades of red, mahogany, maroon, cardinal, framboise, dregs-of-wine, decidedly a favorite color. The reds will doubtless lead, with the greens second in favor. The latter include somber olive as first choice, reseda as second, and then come the more vivid hunter's green and bright apple greens, with Nile green to be in-

troduced later for the holidays. The new blues are delft, Alice blue, the greenish or robin's-egg blue, and are followed by the lilacs and lavenders. One whose taste for colors is conservative need not be prudish at all about the vividness of these solid colors, for there are more delicate tints in the new chamois, onion skin and mustard, for these rather queer shades of tan, in the language of the street, "are all to the mustard," and very well thought of by the swell trade.

While a rose may smell as sweet under any other name, it is also a fact that neckwear sold under a fancy name sells better. So in making your window displays give the new colors as good a name as you can select, and watch the results. One furnisher made a window showing of steel gray and dregs-of-wine and his window card called attention to the "Latest Parisian Neckwear, Per-vanche and Du Barry." Why, the name was worth the dollar asked for the scarf. Sounds better to say, "It's a Du Barry scarf," than to describe it simply by its color.

Plain satins in solid colors—blue-plum, dregs-of-wine, lavender and steel gray—are favored for autumn, plain weaves being richer in pure silk goods than the figured, and rather new in the bright colors.

English squares will be revived for the holidays. De Joinvilles are also included in the holiday lines, and are shown in many fancy weaves, basket weaves, satin brocades and armures. The new pastel shades will be well represented in the holiday lines.

One retailer has been heard from who expects to cater to those desiring large knots by offering a four-in-hand $3\frac{1}{4}$ inches wide. The general run of buyers, however, shows more partiality for the moderate widths, from $1\frac{1}{2}$ to $2\frac{1}{2}$ inches, in the belief that most of the wide forms will be presented in low-priced qualities.

As we have stated in former reports, more business is going on this season in grades to sell above half a dollar. While the colors and patterns in half-dollar goods this season are remarkable at the price, and the quality of the silk unusually good, considering the higher cost of silk piece goods, yet buyers everywhere have placed larger orders for scarfs to retail at and around a dollar. First, perhaps, because they are getting superior values at \$8.50 and \$9, and second, because consumers readily pay more than half a dollar for a rich pattern in heavy silk. The season seems most favorable for the furnisher to sell more higher priced neckwear. There should be a few intermediate prices between the popular half-dollar and the dollar scarf, say 65 and 85 cents. So much better make, style and quality can be given at these prices, compared with half-dollar goods, that the goods appeal and sell. There is also better chance to push dollar and dollar-and-a-half goods this season.

Quite a few of the so-called exclusive furnishers have availed themselves of the many desirable silks

serviceable for cravatting to be found in women's dress silks this season. The qualities are heavy and rich in colorings and patterns, and admirably suited to scarfs. They are bought of the high-class silk jobbers in short lengths—waist patterns—shown in the furnishers' windows in the piece and cut up for scarfs to order at prices which net good profits.—Apparel Gazette.

Low Priced Men Not Always Cheap Men.

Low priced men are not necessarily economical or cheap to employ. And yet this simple but important lesson has to be laboriously and expensively learned every year all over the country.

I met a manufacturer recently who had purchased a business, and was preparing to push it. He first began letting several high-priced salesmen go. He then cut the advertising appropriation in two and clipped expenses in all directions, for the purpose of reducing the cost of running the business. On paper his figuring looked pretty and attractive. It was a one-sided panorama, however, with the other side yet to be developed. Funny how fascinating it is to figure a profit on paper, particularly if one is using a good pencil, and the paper is smooth and even. After you have added and subtracted and divided, and played with arithmetic in general, you rise with a feeling of satisfaction which is closely akin to that locality known as a Fool's Paradise.

No salesman was ever paid a high price for his services for any length of time unless he earned it. Employers who are narrow-minded and short-sighted often forget that the value of a man should and must be measured by the value of his services and the results of his work. The discharge of a first class salesman is at once accompanied by full or partial loss of the trade he was able to get. Shrewd business men forget that all salesmen are worth a certain percentage of the volume of the business they get for their employers. Salesmen themselves are well aware of this. Every good salesman knows that his worth as a salesman is measured by the volume of orders he gets and the profit he makes for his house. Consequently a cheap and low-priced man is such because his sales are comparatively small, otherwise he would be in a higher class and getting more money.

It sometimes happens that a new manager with wrong ideas of economy substitutes expert and successful salesmen with low-priced men, at once forcing the former to seek positions with competitive houses where their efforts are tremendously stimulated by a desire to prove to the short-sighted man who discharged them that he did not know his business.

The prosperous, well paid salesman who is fairly and squarely treated by his employer seldom fails to make good. He never forgets his responsibilities, and while he may have to encounter slack periods from time to time, his yearly sales' average is usually satisfactory.

Cheap or low priced men are no match in business for the pushing, well-paid hustlers who have trained themselves to keep in the front rank. It costs a man just as much for hotel and railroad expenses while traveling on the road whether he accomplishes little or much. The capacity of cheap men is limited and at the end of the year it is liable to turn out that the policy in employing them proved disappointing in results.

Many enterprising men who started in business for themselves have achieved success by gathering around them at the start a small army of salesmen who were high priced, but who got profitable orders right along, and who proved to be money-makers for themselves and their employers.

I do not wish to cast any discredit on low-priced men, but rather to show the poor judgment of employers who believe such economy is prudent or necessary. I would not class young salesmen who are being broken into their trade as low-priced men, as it is only fair and reasonable that they should begin at the bottom, and increase in prosperity according as their ability and success increase. The genuine low-priced salesman is he who fails to expand and grow and who seems unable to do more than a small trade all the time. This is no reflection upon him, as it is not given to everyone to be a top-notch. But all the same I still hold that it is not fair to regard such a man as cheap or economical compared with a salesman who has the ability to earn and command a high salary.

A business, after all, may be compared to a farm. The best cultivation and closest attention to details is the surest way to get the most profitable results. A farm, poorly and improperly managed, will produce something, but nothing like as much as if handled more competently. It often happens that under the direction of a capable and astute manager, medium and low-priced salesmen may be so stimulated and educated not be forgotten that no matter as to surprise themselves. It should how good merchandise may be, it needs to be properly presented and pushed.—Shoe Trade Journal.

The Value of "Push."

He has exceptional skill in getting the best that is possible out of his helpers. On one occasion he said:

"We are very foolish people if we shut our ears and eyes to what other people are doing. I often pick up things from strangers. As you go along, pick up suggestions here and there, jot them down and send them along. Even writing them down helps to concentrate your mind on that part of the work. You need not be afraid of overstepping the mark and stepping on somebody's heels. The more we push each other the better."

This is another Wanamaker characteristic: he wants everyone associated with him to "push." Stagnation and death are very nearly synonymous words in his vocabulary.



"CLOTHES OF QUALITY"

The very best
that Buffalo
has to offer

Every city has some article produced within its boundaries which stands pre-eminent in its particular line and which achieves a high reputation in a vast field where competition is keen.

"Clothes of Quality"

produced by a concern founded in 1877 is one of Buffalo's productions upon which the laurel wreath of fame has been placed.

This is but natural because the best that genius, or manufacturing resources and money can produce has been utilized in perfecting these justly famous garments.

Price \$5.50 to \$13.50

We are ready for spring

Our representative will call on you for the asking.

M. WILE & COMPANY
MAKERS



BOGUS BUTTER.**Review of the Crusade Carried On Against It.**

In the early eighties it became apparent to many that the great consuming public of the entire country was being imposed upon to a great extent and all to the financial benefit of a certain industry. At the same time it was evident that in just the proportion the consuming public was being imposed upon and defrauded a large producing interest of the country was slowly but surely being driven out of the market, and it was believed that these results were being produced largely, if not entirely, through deception.

This deception was practiced by simulating an article of common use upon every table of the land, putting it in such form that the consuming public could not distinguish between it and the substance that it simulated.

The substance was butter, the simulation was called by various names, sometimes oleomargarine, sometimes butterine and sometimes suine.

The simulation was so perfect that in its appeal to the senses it was well tended to deceive the elect.

Its advocates not only claimed that it was as good as the thing simulated, but, in many respects, it was better than the substance of which it was a counterfeit.

To demonstrate the accuracy of these claims samples of the simulation were placed side by side with the genuine article and then were submitted to the senses of men who were supposed to be judges of good butter, whose experience had been such as to leave the impression that they could tell good from poor butter.

These men too often failed to detect the fact that one of these substances was not butter at all, but a simulation of it.

The failure to thus detect was heralded as a conclusive evidence that the enemy in camp was a genuine friend.

Slowly but surely it was dawning upon the public mind that the encouragement of this fraud was of no moral benefit to any one, but a great harm to all who knowingly indulged in it; that while it was a financial gain to a few it was a financial loss to the majority.

Even admitting that the substance from the standpoint of nutritive value was as good as the substance that it sought to displace, it came to be believed that without reference to the financial gain involved there was a great moral wrong being perpetrated that a progressive, truth-loving people could not tolerate if it expected to encourage the love and practice of truth in dealings among men.

In proportion as this view obtained there arose a desire and determination to suppress the fraud, and in proportion as that determination expressed itself it was met by opposition from those who were financially interested in continuing the fraudulent practice. The result was discussion and interchange of thought as

to how to proceed to accomplish the desired end.

New York State had passed laws in 1878, 1880 and 1882 tending to stop this fraud, but in no state in the Union was there an organized force behind the statutes and they were practically ignored by those whose financial interests lay in ignoring them.

In 1884 New York passed a law providing that this substance should not be manufactured or sold within the State as a substitute for or to take the place of butter.

Pennsylvania soon passed practically the same statute.

New York created what was then known as a Dairy Commission, and placed thirty thousand dollars at the disposal of the Commission to enforce the statute within the State.

Cases were made for violation of the statute and during the year one of them went to the Court of Appeals of the State of New York, and the law was declared unconstitutional, from the fact that the thing prohibited was not the simulation, but the substitution, and that the thing substituted might be made, so far as the statute was concerned, totally unlike butter and yet would be prohibited by the statute, and the substance itself might be wholesome and nutritious.

Cases under the same kind of a statute in Pennsylvania went to its court of last resort, and that court took a different view of the same statute and held the law to be constitutional.

The case in the State of New York was entitled, "The People vs. Marx," the case in Pennsylvania was entitled, "The Commonwealth vs. Powell."

Those two different courts of last resort in two different states gave exactly opposite decisions upon the same statute.

New York State modified her statute and provided that thereafter the substance should not be made in imitation or semblance of butter, the product of the dairy.

Again cases were made under this last statute and one was taken to the Court of Appeals entitled, "The People vs. Arensberg."

That court declared the law prohibiting the manufacture or sale of this oleaginous substance made in imitation or semblance of butter to be an enactment fairly within the powers of the Legislature and not in conflict with the constitution.

In the year 1886 the National Government passed a statute placing a tax upon oleomargarine of two cents per pound. This tax was general to oleomargarine, whether it was colored or uncolored, whether it was in imitation or not, and for the purposes of the act defined oleomargarine to be the substance upon the market, commonly known as oleomargarine, butterine and suine. There was an attempt to place a tax of more than two cents per pound on oleomargarine, but it resulted finally in compromise at two cents.

Still, in spite of these statutes, the commodity was manufactured in the deceptive form and sold in all states where the laws did not prohibit it,

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and in many of them where the statute did prohibit.

One by one the states fell into line in enactments against the fraudulent feature of the oleomargarine traffic until thirty-two of them had passed such acts. The States were as follows:

State.	Popula- tion.	No. Cattle.
New York	5,997,853	2,059,715
Pennsylvania	5,228,014	1,494,126
Illinois	3,826,351	2,324,254
Ohio	3,672,316	1,455,558
Missouri	2,679,184	2,047,346
Massachusetts ..	2,238,943	254,967
Michigan	2,093,889	801,818
Iowa	1,911,896	3,442,012
Kentucky	1,858,635	539,449
Georgia	1,837,353	666,147
Tennessee	1,766,518	526,235
Wisconsin	1,686,880	1,598,529
Virginia	1,655,980	567,488
Alabama	1,513,017	511,080
New Jersey	1,444,933	263,157
Minnesota	1,301,826	1,237,003
California	1,208,130	913,753
South Carolina ..	1,151,149	260,223
Nebraska	1,058,910	2,206,792
Maryland	1,042,390	257,435
West Virginia ...	762,794	408,198
Connecticut	746,253	210,717
Maine	661,086	316,537
Colorado	412,198	1,115,421
New Hampshire ..	376,530	214,678
Washington	349,390	390,444
Oregon	313,767	637,433
Vermont	332,442	401,335
South Dakota ...	328,808	879,200
North Dakota ...	182,711	431,371
Utah	207,905	336,076
Delaware	168,493	58,035

Total 50,117,440 28,825,933

The population of the states and territories that did not pass laws to prohibit the frauds in this commodity was 12,604,790. These states and territories had cattle aggregating 15,065,881.

Thus by the expressed acts of the legislatures of thirty-two states of the Union, representing in round numbers fifty million, or four-fifths of the people, according to the census of 1890, and nine million of the forty-three million of cattle of the United States, had pronounced themselves unequivocally against the fraud that was being practiced in the effort to push oleomargarine upon the markets of the country.

The oleomargarine manufacturers were keenly sensitive to the sentiment that existed and to the fact that it was growing stronger day by day. They recognized that if permitted to grow it would probably ultimately take some form which would have a tendency to restrict the sale of their commodity and possibly to restrict it to its legitimate sphere.

It is significant that while this con-

dition of things was prevailing, from time to time, there appeared articles from eminent chemists, so-called, giving their views as to the healthfulness and purity of the product in which so much capital and enterprise were enlisted.

Much stress was laid upon the proposition that it was made of materials all of which were chemically pure.

Attempts were made to appeal to the prejudices of the consuming public on the ground that it looked better, smelled better and tasted better than some makes of butter and that it consequently was better.

It will not do for me in this paper to undertake to discuss the question of chemical purity, and I will only say relative to it that I am reliably informed that there are many things that are chemically pure that are not well fitted nor designed to enter the human stomach for the purpose of supplying nutrition.

It is also a proposition that can be accepted without extended argument here, that there are many things that may appeal to the senses, taste or smell that may contain less of nutrition or its nutrition be less available than a commodity that would appeal to those senses in a lesser degree. Nevertheless, arguments of this kind were used to stop the growth of that public sentiment which was so much feared.

It may almost be considered phenomenal that at just the time when their aid was so much needed, from time to time in different parts of the country, men eminent in their professions as chemists should deliver addresses or give utterance to expressions the import of which was to impress the consuming public with the idea that this new commodity had some way come to the front as a harbinger of health and a restorer of purity.

As a sample of some of these expressions, uttered undoubtedly with the best of motives, I give quotations from a few of such men that were used extensively by the oleomargarine interests in their struggle against pending legislation. I shall not call the names of the chemists, simply give their title as given in the quotations:

A professor of chemistry in a New York college says:

"I have studied the question of its use as food in comparison with the ordinary butter made from cream and have satisfied myself that it is quite as valuable as the butter from the cow. The product is palatable and wholesome, and I regard it as a most valuable article of food."

A professor in a university in Pennsylvania is quoted as saying:

"Butterine is, in my opinion, quite as valuable a nutritive agent as butter itself. It is perfectly wholesome and is desirable as an article of food. I can see no reason why butterine should not be an entirely satisfactory equivalent for ordinary butter, whether considered from the physiological or commercial standpoint."

A professor in an institution in New Jersey is represented as saying:

"I am unable to say with confidence that it contains nothing whatever which is injurious as an article of diet, but, on the contrary, is essentially identical with the best fresh butter, and is superior to much of the butter made from cream alone which is found in the market. The conditions of its manufacture involve a degree of cleanliness and consequent purity in the product as are by no means necessarily and generally attained in the ordinary making of butter from cream."

A professor in an experiment station in Connecticut is made to say:

"It is a product that is entirely attractive and wholesome as food, and

one that is for all ordinary and culinary purposes the full equivalent of good butter made from cream. I regard the manufacture of oleomargarine as a legitimate and beneficent industry."

A professor in a university in the State of New York is quoted as saying:

"While not equal to fine butter in respect to flavor, it, nevertheless, contains all the essential ingredients of butter, and since it contains a smaller proportion of volatile fats than is found in genuine butter, it is, in my opinion, less liable to become rancid. It can not enter into competition with fine butter, but so far as it may serve to drive poor butter out of the market, its manufacture will be a public benefit."

A professor in an agricultural college in Massachusetts is made to say:

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A professor in a Missouri university is quoted as saying:

"It is a pure and wholesome article of food, and in this respect, as well as in respect to its chemical composition, fully the equivalent of the best quality of dairy butter."

A professor in a university in New York is quoted as saying:

"I consider each and every article employed in the manufacture of oleomargarine butter perfectly pure and wholesome; that oleomargarine butter possesses the advantage over natural butter of not decomposing so readily, as it contains fewer volatile fats."

A professor of an experiment station in Washington is quoted as saying:

"It contains essentially the same ingredients as natural butter from cow's milk. It is perfectly wholesome and healthy and has a high nutritious value."

A professor of chemistry in a Missouri State university is quoted as saying:

"As a result of my examination, made both with the microscope and the delicate chemical test applicable to such cases, I pronounce butterine to be wholly and unequivocally free from any deleterious or in the least objectionable substances. Carefully made physiological experiments reveal no difference whatever in the palatability and digestibility between butterine and butter."

As a further influence upon the people from time to time articles were printed in the press giving expression to sentiments similar to the ones quoted above.

In an editorial in the New York "World," Sept. 20, 1893, under the heading, "Butterine and the Law," appears the following:

"The Armours and their agents can sell butterine in this State and they mean to do so. The law of the State forbids, but under the federal constitution the law of the State is unconstitutional and void so far as it essays to interfere with inter-state commerce, and anybody who pleases may send or bring butter into this State and sell it in the original packages."

"There would be reason to regret this possibility of over-riding the State law if there were any sense or justice in that law, as there is not. There is no reason why the maker of butterine should be forbidden from selling his product honestly for what it is than why the maker of butter should be forbidden to sell the fruit of his churn."

In the New York "Morning Journal" of April 25, 1894, appeared an ar-

ticle entitled, "Butterine Is Good To Eat." It read as follows:

"The people want it, must and will have it. This is what is the trouble with the butter dealers of the Mercantile Exchange. Their poor grades of cheap compound called butter will not sell alongside of oleomargarine. The working man must have it, or his table is without butter or its equivalent, since he will not eat the noxious stuff sold. He can not afford to buy good butter at 40, 50 or 75 cents, then why not give him the the right to buy butterine, which is pure, sweet and wholesome? Professor Chandler, of Columbia College, says that the time has come when rancid, worked-over butter should be seized and destroyed, and not fed to the families of our mechanics. It contains germs of awful diseases. Our law-makers must protect the citizens of this State and see to it that there shall be no abridgment of the inherent privilege to buy cheaply of any and all healthful, nutritious food products."

The New York "Mail and Express," in its issue of May 7, 1894, printed an article entitled, "The Future of the Butterine Industry," which read as follows:

"The working classes are greatly interested in this subject, since the ability to freely purchase artificial butter emancipates them from the necessity of buying at high prices old, stale and poisonous compounds offered in the markets by commission butter monopolists."

"On this subject Prof. Chandler, of Columbia College, one of the eminent chemists of the United States, says: 'For years the poor of this State have been eating rancid butter. Good butter is obtainable in few places. Those who can afford to pay 40, 50 and 75 cents a pound can secure choice butter, made of good cream and in a cleanly manner, but very few in a community can afford such a luxury. The others have had to take the butters mixed or doctored of the butter dealer, which are often dirty and unwholesome.'

"Professor Chandler adds: 'Not a single chemist of standing has uttered a word against artificial butter. All the big chemists of this country and Europe have pronounced in favor of artificial butter. When I was President of the Health Board of New York City I investigated oleomargarine, butterine and artificial butter very carefully and would have stopped their manufacture had I not found that they were perfectly wholesome. I found them much better than the poor, cheap butter which was sold in most places and became rancid in a short time. I also called the attention of other chemists to the new invention and secured their opinions.'

In the Washington "Post" of May 16, 1894, under the heading, "Why It Has Enemies," appears the following:

"Without going into tiresome details, it will do to merely state that the bad feeling which still exists among some people against oleomar-

garine was founded before the great beef and pork packers of the country, of high repute, took up the manufacture as a natural part of their business, they having facilities for fresh and selected material. Formerly the goods were made by unscrupulous persons whose main object was to sell the goods for butter and make them as cheaply as possible. This prejudice has since been systematically fostered by the wholesalers interested in marketing old, rancid butter, and who have cried 'Fraud' at every opportunity."

"It may be fearlessly stated that no chemist or scientist of real reputation dares to assert that oleomargarine is not absolutely wholesome, or not, in its chemical constituents, the same thing as butter; and that no state legislature passing laws against the product dare accord an investigation as to either its wholesomeness or the policy of its manufacturers of selling it for just what it is, plainly, branded, and on its own merits; and that no person has ever gone through the factories (which are always open for visitors) without pronouncing them as sweet and clean as the finest butter creameries in the country, and noting that the process is much the same as that used in the best creameries. It is not the farming interests, but the wholesalers dealing in the lowest grades of butter that move the State laws against oleomargarine, and this State prohibition it is that breeds whatever misrepresentation has ever been made by retailers—a sort of anarchy that

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is both bad politics and bad business."

Here are samples of the arguments and statements that were constantly being laid before the people to impress them. First, with the idea of the purity and healthfulness of the article known as oleomargarine and, second, the injustice of the so-called attacks upon it.

They are quite interesting and might be impressive to one not acquainted with the facts or who had not heard the views upon the other side of the question.

The foregoing are fair specimens of the pabulum that was being put forth systematically to lure the minds of the consuming public away from the real facts relative to this commodity.

A few of the sturdy souls in some of the Western States that were not as fortunate as our State of New York, in the enforcement of the dairy laws, set forth with a zeal worthy of emulation to place this matter in the true light before the people to secure national legislation, if possible, that would relieve the situation that these states were seemingly unable to accomplish.

The National Dairy Union was appealed to and took up the work as an organization.

Its members and friends rallied to its support and they presented their view of a bill that they thought would correct or partially correct the evils without doing injustice to any one.

Their views did not exactly meet the views of some of the workers of experience in the Eastern States, but after due deliberation, consultation and argument these difficulties were removed and a bill was drawn which met the approval of all, and hand in hand those interested in the East and West went to the Congress of the United States and asked for legislation.

The legislation asked for was to the effect that these goods when coming into a state should be subject to the laws of the state, to the same extent and in the same manner as though they had been manufactured within the state, and should not be exempted therefrom by virtue of the fact that they were in the original importer's package.

It also provided that oleomargarine should be taxed to cents per pound; but it had a proviso to the effect that when the oleomargarine is free from artificial coloration that caused it to look like butter in any shade of yellow, such tax shall be one-fourth of 1 cent per pound.

The National Grange and the Farmers' National Congress came to the support of those who advocated this measure, although an attempt was made at the meeting of the Farmers' National Congress held in Sioux Falls, South Dakota, to place it on record against such legislation.

After a spirited contest it failed and the Farmers' Congress took its place along with the National Dairy Union and the National Grange in favor of such legislation.

The National Live Stock Association, composed of the cattle men, arrayed itself on the other side against the legislation.

A representative of the National Live Stock Association before the House Committee of the House of Representatives stated in endeavoring to impress the Committee with the size and strength of the Association which he represented, that the National Live Stock Association was composed of 126 associations, comprising a majority of the live stock associations now existing in this country, and that its capitalization was over six hundred millions of dollars.

Thus we see at the outset, while three national associations were arrayed against one, that that one was of sufficient strength and importance to render it dangerous to ignore its attitude or to underestimate its strength.

It had its paid attorneys to watch every movement along every avenue, showing a zeal in so doing that indicated their adherence to St. Paul's doctrine, "Respect unto the recompense of reward."

With the battle thus on with the oleomargarine people, with the National Live Stock Association back of it as a reserve force and always appearing in the front line of the fight and in command of the attack, they endeavored to assert the doctrine set forth by the chemists of which the extracts heretofore read were fair samples, namely:

1. That the ingredients of oleomargarine were chemically pure.
2. That the commodity was made in a cleanly and wholesome manner.
3. That it was nutritious and healthful.
4. That it was the poor man's product.
5. That it was wanted by the people.
6. That this legislation was asked in the interest of a class.
7. That it was an attempt to use the taxing power of the Government not for the purpose of raising revenue, but for the purpose of suppressing a competing industry.
8. That such legislation was unconstitutional.
9. That there were no frauds in the transactions of the sale of oleomargarine.
10. That the simulation was better than the product that it simulated.

One of the first disadvantages met by the proponents of the bill was the fact that these doctrines had been current in the newspapers and magazines in different parts of the country for some time, and that articles to the contrary, if appearing at all, were so scarce as to make it seem as though sentiment was one way, and that way in the interest of the opponents of the legislation.

Happily, though, for the proponents the facts were at variance in their judgment with the sentiments expressed, and it became a question of getting the facts properly before the Committee and properly before the people of the country, to the end

that public sentiment might be on its proper equitable bearings.

In the meantime there had been some litigation in the United States courts upon the question of the right of the states to stop fraudulent sales within their borders, and it involved the principle set forth in Section 1 of the proposed so-called Grout bill.

The first of which was the competency of legislation involved in the first section, namely, That when the goods were brought into the state they should become subject to the laws of the state, to the same extent and in the same manner as though they had been manufactured or produced within the state, and should not be exempted therefrom by virtue of the fact that they were in the original importer's package.

This legislation was first enacted in what is known as the Wilson Whisky bill.

The case referred to was relative to whisky. It was entitled, "In Re. Rahrer" and was reported in the 145th U. S. Supreme Court Reports.

In this case the defendant contended that this enactment was virtually a delegation back to the State by the United States Government of the power given to the United States Government in the constitution to regulate commerce, and it was not a fair exercise of that power by the United States Government.

That the United States Government could not delegate a power given to it in the constitution back to the state to exercise, and that it was therefore unconstitutional.

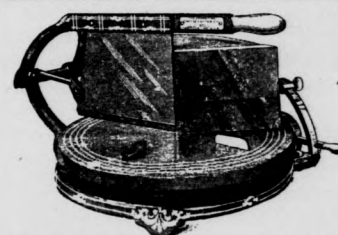
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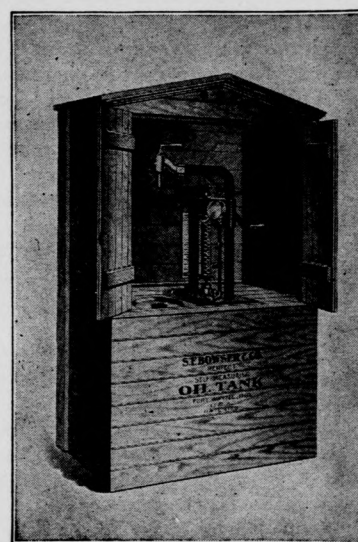


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The court in rendering its opinion held the doctrine that such legislation was not delegating back to the state the power to regulate commerce, but was a fair exercise of the power to regulate commerce between the States by the National Government itself, and that the law was constitutional.

This case established the constitutionality of Section 1 of the Grout bill.

The next case was a case entitled, "In Re. Plumley," and was reported in the 155th U. S. Supreme Court Reports.

It was a Massachusetts case and was an oleomargarine case.

The decision was handed down in 1894.

The case may be briefly stated as follows:

An original importer's package of oleomargarine, colored in imitation or semblance of butter, was taken into the State of Massachusetts and sold there in that form.

The seller was convicted. He appealed the case, finally going to the Supreme Court of the United States, and his contention was that the goods sold by him were inter-state commerce goods in the original importer's package and that a prohibition in such form amounted to a regulation of inter-state commerce by placing a burden thereon, by prohibiting its sale, and that power could not be exercised by the State government.

Such was the doctrine held in the whisky case entitled, "Leisy vs. Hardin."

The Supreme Court held the doctrine that the police power of the State was sufficient and adequate to forbid the sale of a counterfeit or a fraud, whether in the original importer's package or otherwise, and affirmed the decision of the State courts by holding that the State law to prohibit oleomargarine thus sold was constitutional.

This view was a majority decision; there was a dissenting opinion.

A later case, entitled, "Schollenberger vs. Pennsylvania," went to the Supreme Court of the United States.

The facts appearing in the case were practically identical with those in the Plumley case, except that it did not appear in the evidence that the oleomargarine was colored in imitation or semblance of butter, simply that it was an original importer's package of oleomargarine sold within the State of Pennsylvania in that form.

The Supreme Court in that case held that the State law that sought to prohibit such a sale was not a fair exercise of the police power, and as to that package it was unconstitutional.

So that the distinction was drawn sharply and clearly between the two cases, the line of demarkation being that one was in such form as to make it a counterfeit or a fraud, while in the other case such did not appear to be the fact.

Such was the condition of things confronting those who were before Congress, arrayed on the opposite sides of this question.

Then commenced the struggle of placing the evidence before the proper committees to give them a fair understanding of the facts.

In that struggle little or no time was wasted upon the question of chemical purity, which had been continuously harped upon by the oleomargarine people.

All that was necessary upon this subject was to call attention to the fact that strychnine and other poisons may be chemically pure and still remain unwholesome as a matter of steady diet.

On the question that the commodity was made in a cleanly and wholesome manner, the opponents of the bill laid much stress, while those favoring it admitted that that was probably a fact as to the large manufacturing factories.

Upon the proposition that it was a nutritious and healthful product there was considerable argument pro and con.

The advocates of the bill did not deny that there was nutrition in oleomargarine, but some of them asserted there was nutrition in many things that it would hardly do to put into the human stomach.

For instance, it was asserted that there was nutrition in a pine board, but that the human stomach was so constructed as to make it very difficult to extract it.

Upon the question of the healthfulness quite a considerable was said.

The opponents of the bill endeavored to impress Congress with the idea that oleomargarine and butter were identical.

To illustrate this a gentleman from the State of Ohio, making an argument in favor of oleomargarine as to healthfulness, said: "I quote from evidence given by a chemist in the State of Ohio, in a prosecution for selling oleomargarine in violation of the statute of that State. He said:

"There is nothing in oleomargarine that is not in butter, and there is nothing in butter that is not in oleomargarine."

Up to this point in the argument we have them stating that oleomargarine was chemically pure.

That it is made in a cleanly manner and that it is healthful, because there is nothing in oleomargarine that is not in butter, and there is nothing in butter that is not in it.

At this point in answer to the propositions laid down by the chemists quoted in the first part of this paper as to the healthfulness of oleomargarine and as to the statement made by the gentlemen of Ohio, permit me to quote from evidence given by Dr. Wiley, Chemist of the Department of Agriculture of the United States, taken from the report of the House Committee on Agriculture as printed on page 772. He said:

"From a chemical study of the composition of butter it is reasonable to infer that it requires less effort on the part of the vital organs to ferment the butter, and that is the reason why I say that I believe butter is a more digestible substance,

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more easily digested, more quickly digested than oleomargarine."

Again I quote from Dr. Wiley—a letter written by him addressed to the Hon. James W. Wadsworth, Chairman of the Committee on Agriculture, House of Representatives. It was written under date of May 16, 1900. I will not quote the entire letter on account of its length, but in it appears the following statement:

"This, you will see, is exactly in accordance with my statement before the Committee where I said I thought that oleomargarine would contain 20 per cent. of stearin.

You will understand that the above is an approximate estimate, but it will be found on further investigation, I am sure, to be very close to the truth. You will notice from the testimony before the Committee that butter fat contains about 4 per cent. of stearin in various forms.

"Oleomargarine contains, say, at least 16 per cent. Thus the quantity of stearin in oleomargarine is approximately four times as great as in butter."

Thus it is plainly seen that if the statement is correct, that if the chemist in Ohio gave the testimony as he was represented, not only he, but the man who quoted him at Washington, both were playing tricks with the English language in their endeavor to make a statement that on its face would be literally true and yet one intended to mislead as to the facts, if Dr. Wiley's testimony before the Committee is correct, that butter contains stearin, but oleomargarine contains four times as much.

Butyrin is in butter in quantity varying from 4 to 8 per cent., while it appears in oleomargarine in very small quantities; now, it is literally true, that butyrin appears both in butter and oleomargarine.

That stearin appears in both commodities but in varying degrees.

Butyrin is said to be easily digested, and is an aid to digestion, while stearin is said to require an excessive amount of heat to digest it, consequently it is relatively harder to digest and hinders the digestion of other products with which it comes in contact.

Evidence was also placed before the Committee in the form of a report by a physician of twenty years' standing, who experimented and reached the following conclusion, namely:

"We now come to the all-important aspect of the subject, Is artificial butter a wholesome article of food?"

We answer in the negative on the following grounds:

1. On the ground of its indigestibility.
2. On account of its insolubility when made from animal fats.
3. On account of its liability to carry germs of disease into the human system.
4. On account of the probability of its containing, when made under certain patents, unhealthful ingredients.

Testimony was adduced in the arguments in support of all of the above propositions, among which

was a statement read by Mr. Kaufman, of Pennsylvania, from a paper on "Butter Substitutes," by E. A. De Schweinitz, of the Biochemic Laboratory, Bureau of Animal Industry, the same being reprinted from the Yearbook of the United States Department of Agriculture for 1895:

"The point next to be considered is the possibility of the transmission of infectious diseases by oleomargarine made from impure materials. That such can occur is undoubtedly true. A comparison of the germs present in oleomargarine and butter shows three times as many in the one as in the other, with a difference in the character of the germs. The germs in the butter were the harmless ones found in milk and necessary for the production of a good butter. Those in the oleomargarine were fungi and numerous varieties of bacteria.

"The writer has made a number of inoculation experiments on guinea pigs with different samples of oleomargarine. The samples were purchased in open market, near the places where they were manufactured. One sample proved fatal, causing the death of the animal in the one instance in two months; in the other in two weeks. An examination showed the lungs congested, the liver soft and pale, one of the kidneys badly congested and five distinct ulcers in the intestines like typhoid fever ulcers. The bladder was distended and urine albuminous. At the present writing the nature of this disease has not been determined, but the fatal effects were produced by the oleomargarine. Another guinea pig inoculated with a sample of oleo oil, taken from a lot used in the manufacture of oleomargarine, died within three weeks, the autopsy showing badly congested lungs, liver dark, blood vessels congested, and the small intestines containing bloody mucus."

Before leaving this phase of the question I desire to quote for your edification from a statement said to have been made by Mr. John S. Hobbs, editor of the National Provisioner of New York and Chicago, relative to the value of oleomargarine, in which he states that one J. C. Duff, S. B., the Chief Chemist of the National Provisional Laboratory, reached the following conclusion:

"The nutritive value of both butter and butterine consists almost entirely of fats. The quantities of fats are the same in both; fats of butterine contain nothing that the fats of butter do not contain, hence there can be no difference of the food values of them, except that the thermal or heat-producing properties of the butterine fats are superior to those of butter, and consequently more valuable to the human system as a food.

"The digestibility of the respective fats is alike. Repeated experiments have showed this to be true. Numberless analyses of butterine have shown it to be absolutely free from any and all deleterious substances.

"The melting points of all samples

of butterine which I have examined have, with no single exception, been as high as the temperature of the human stomach; thus showing its free capability of thorough assimilation and of free in digestion."

Prof. R. H. Chittenden, in Bulletin No. 21 of the Department of Agriculture, page 72, states as follows:

"If of two foods producing a like composition one be more easily digestible, that one, although containing no more available nutriment than the other, is, in virtue of its easier digestibility, more valuable as a food stuff, and in one sense more nutritious, as well as more economical for the system."

Dr. W. O. Atwater, in the same bulletin, on page 53, makes the following statement:

"The value of food for nutriment depends not only upon how much of nutrients it contains, but also upon how much of these the body can digest and use for its support.

"The question of the digestibility of foods is very complex, and it is noticeable that the men who know most about the subject are generally the least ready to make definite and sweeping statements concerning it. One of the most celebrated physiologists of the time, an investigator in whose laboratory this particular subject has been studied more than in any other, says in his lectures that, aside from the chemistry of the process and the quantities of nutrients that may be digested from different foods he is unable to affirm much about it. The contrast between this

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and the positiveness with which many persons discourse about the digestibility of this or that kind of food is marked and has its moral."

It is quite plain from the foregoing that the oleomargarine people desire to leave the impression that oleomargarine and butter are identical in every respect and that at the same time oleomargarine is better than butter.

On the other hand, the butter people do not seem to believe that the two are identical, and earnestly believe that butter is the better product of the two, and is desired by the consuming public in preference to oleomargarine.

From this conclusion I think it is safe to infer that in the estimation of the advocates of each both are good, and that the people want both, and it can be doing violence to nobody's rights to have the law as to the manufacture and sale of the same in such form and so enforced that the line of demarkation between the two shall be so distinct that the consumers, who seem to have varying choices, may be able to select the one that they want, and not be in danger of being deceived by the seller, whose eyes may be single to the profit rather than to the desires of the customer.

The statement of Mr. Hobbs in view of the experiments above quoted from Dr. Schweinitz, and in view of the statements from Dr. Wiley, both of whom are recognized authorities upon this subject, seems rather peculiar; but they were statements well tended to mislead.

For instance, let us take its own make-up.

He says the melting points of a. samples of butterine which I have examined have, with no single exception, been as high as the temperature of the human stomach.

He does not state how much higher, neither does he state that it was no higher, simply that it was fully as high.

It seems to me that this statement might be paralleled by another one equally as absurd: A small boy is standing outside a tall building; he is asked the question whether he can see a boy standing on the other side of a building on the other street. The answer is, No. You ought to, the house is as tall as you are. I am inclined to think that the small boy would see the point and answer, yes; and taller, too, and that is where the difficulty lies.

Yet statements like this, printed in papers read generally, somehow leave an impression, particularly with those who do not analyze them.

The attempt to bolster up the proposition that the people wanted this commodity was offset, in the judgment of the writer of this paper, by the statement made to the effect that wherever the commodity was offered for sale in such form that the difference between it and butter could be detected the goods were not easily or rapidly sold.

To the proposition that this legislation was in the interest of a class, a reply was made and stoutly adher-

ed to that so far as it went to correct the fraud that was practiced in the sale of oleomargarine it was directly in the interest of integrity and fair dealing among men, and that when this condition of things could be produced by legislation or otherwise it was a direct benefit to the producer of honest products, and the fact that honest men would be helped by this class of legislation should be no bar to this enactment.

That it was an attempt to use the taxing power of the Government, not for the purpose of raising revenue, but for the purpose of suppressing a competing industry, was answered practically by saying that the oleomargarine industry was not a competing industry, and that it never had been.

That oleomargarine when sold upon the market to the consuming public was hardly sold as a competing commodity, but sold as a substitute that is sold as and for butter.

That a commodity can not be a competitor unless it stands out upon its merits in such a way that the purchaser can know the difference and make a selection.

Oleomargarine hardly ever was sold in that way, but almost invariably was sold to the consumer when he asked for butter.

As to the use of the taxing power, the proposition was boldly and stoutly maintained that the National Government had the right of levying taxes so long as the tax was uniform, to place it where it saw fit, and if in so doing it saw fit to place it upon a commodity in such a way that it would suppress a fraud, it was fairly within its right so to do.

To the proposition that such legislation was unconstitutional the answer was made that it was in line with the legislation which taxed state banks out of existence, which legislation had been declared constitutional, and that on the face it was exercising the taxing power granted the National Government.

It was believed to be constitutional and that the proponents of the bill would be satisfied to have it become a law and let the courts determine that question.

To the proposition that there was no fraud in the transactions of the sale of oleomargarine, the evidence was overwhelming to the effect that wherever it was sold fraud was the vehicle which took it from the seller to the buyer.

The evidence from New York was to that effect.

A representative of one of the largest butter firms in Philadelphia testified that 99 per cent. of all that was sold in Philadelphia was sold as and for butter.

That he had taken means to ascertain and that that was his conclusion:

In one instance he sent a man out to buy butter, and the man returned with 165 samples which he had bought for butter and 164 of them were oleomargarine.

There was one other argument made against the bill which was tended to hold the cattle men, namely:

That this bill, if passed, would suppress the manufacture and sale of oleomargarine, and if that was done it would take away a great market which the cattle men now had for the tallow from the steers and render that commodity of so much less value that it would make a difference of from \$2 to \$4 per head upon the price of steers.

Much testimony was placed before the Committee which can not be reviewed here. In its printed form it covered about 800 pages. Suffice it to say that Congress finally passed the bill and it was approved by the President and became a law May 9, 1902.

Now it was to "run the gauntlet" of criticism of its opponents and was to be interpreted by the courts.

At this point I am constrained to repeat to you a statement made to me by an American gentleman who had been some time in England. He said:

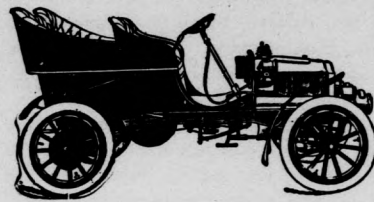
"The people in England differ somewhat from the people in the United States in their respect for law."

I said, "What do you mean?"

He answered by saying that "It was a common expression over in England, 'Ye may not do it—it is against the law.' But here in the United States the expression seemed to be, 'Hang the law, how can we get around it?'"

Whether the gentleman's conclusion was correct or otherwise in the main, the action of the oleomargarine interests subsequent to the so-

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called Grout bill seems to me such as to call the above statements to mind.

Their first attempt apparently was to so manipulate the manufacture of oleomargarine that they could, in paying the tax, be considered as coming under the provisions of the proviso, namely, could produce a product that would look, smell and taste like butter, and yet be in the words of the statute free from artificial coloration that causes it to look like butter of any shade of yellow; if they could succeed in doing that the tax instead of being 10 cents per pound would be one-fourth of 1 cent.

Various attempts were made to produce such results, among them was the attempt to put in quantities of a given oil, palm oil, I believe, so-called, to produce this result. But the Secretary of the Treasury held the doctrine that this palm oil was not put in for the purpose of affecting the commodity in any way, except to produce artificial coloration, and that such article so colored must pay a tax of 10 cents per pound.

Permit me to digress at this point for a moment to call attention to one of the answers made to one of the proponents of the so-called Grout bill, in answer to the proposition that this legislation was intended to suppress the sale of oleomargarine.

The answer was that the bill on the face of it was a contradiction of the assertion that it was simply to tax the fraud out of the oleomargarine, and that that proposition was plain upon the face of the bill, because it taxed the oleomargarine in which artificial coloration in semblance of butter was produced 10 cents per pound.

The tax on all other oleomargarine was reduced from 2 cents to one-fourth of 1 cent per pound.

Returning, then, to the question from which I digressed, I have to state that the Government was now faced with the proposition of the oleomargarine people attempting to produce an article in which artificial coloration was produced that made it look like butter, and yet attempting to have the Government accept a tax that the law provided should be paid upon the commodity in which such coloration was not produced.

The Secretary of the Treasury held against this request.

It was inevitable that litigation would result—it did.

One McCray, in the State of Ohio, a licensed retail dealer in oleomargarine, was charged with knowingly and in violation of the acts of Congress purchasing for reselling a fifty-pound package of oleomargarine artificially colored to look like butter, to which were affixed internal revenue stamps at the rate of one-fourth of 1 cent per pound, on which the law required stamps at the rate of 10 cents per pound.

The defendant admitted the purchase of the package, stamped as alleged, and set up the following defense:

That the oleomargarine in question was manufactured by a duly

licensed manufacturer, the Ohio Butterine Company, from a formula used by it in making high grade oleomargarine, composed of the following ingredients, and none other, in this proportion:

Oleo oil20 lbs.
Natural lard30 lbs.
Creamery butter50 lbs.
Milk and cream30 lbs.
Common salt 7 lbs.

It was admitted that the oleomargarine was of yellow color, that this result was not caused by artificial coloration, but was solely occasioned by the fact that the butter which was bought in the open market and used in making the oleomargarine had a deep yellow color imparted to the butter by a substance known as "Wells & Richardson's Improved Butter Color," and that the use of said butter as an ingredient of oleomargarine did not amount to official coloration within the meaning of the statute.

He set up the defense that the act levying a tax of 10 cents was repugnant to the constitution of the United States.

This view was based upon the proposition that taxing the commodity 10 cents per pound was probably taxing it out of existence as a competing commodity, and thereby the owner was deprived of his property without due process of law, and that such tax was an unwarranted interference by Congress with the police power reserved to the several states.

Further, that the said act of Congress was repugnant to the constitution of the United States since it lodged in an executive officer the power to determine what constituted artificial coloration of oleomargarine and, therefore, invested such official with judicial authority.

Finally, that it was violative of the

fundamental principles of equality and justice which are inherent in the constitution of the United States.

The Government demurred to this answer on the ground that it stated no defense.

The demurrer was sustained and McCray elected to plead no further. The court found the facts as alleged in the petition to be true and adjudged that the Government recover the sum of \$50 as penalty and costs.

That court rendered its decision on May 31, 1904, and, in brief, it held relatively to the question raised as follows:

1. The judiciary is without authority to avoid an act of Congress lawfully exerting the taxing power, even in a case where, to the judicial mind, it seems that Congress had, in putting such power in motion, abused its lawful authority by levying a tax which was unwise or oppressive, or the result of the enforcement of which might be to indirectly affect subjects not within the powers delegated to Congress, nor can the judiciary enquire into the motive or purpose of Congress in adopting a statute levying an excise tax within its constitutional power.

2. While both the fifth and tenth amendments qualify, insofar as they are applicable, all the provisions of the constitution, nothing in either of them operates to take away the grant of power to tax conferred by the constitution and upon Congress, and that power being unrestrained except as limited by the constitution, Congress may select the objects upon which the tax may be levied, and in exerting the power no want of due process of law can possibly result, and the judiciary can not usurp the functions of the Legislature in order to control that branch of the Gov-



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ernment in exercising its lawful functions.

3. The manufacturer of artificially colored oleomargarine may be prohibited by a free Government without a violation of fundamental rights.

4. There is such a distinction between natural butter artificially colored and oleomargarine artificially colored as to cause it to look like butter that the taxing of the latter and not the former can not be avoided as an arbitrary exertion of the taxing power of Congress without any basis of classification, taxing one article and excluding another of the same class.

5. The Oleomargarine Act of 1886, 24 Stat. 209, as amended by the act of 1902, Stat. 93, imposing a tax of one-quarter of 1 per cent. on oleomargarine not artificially colored any shade of yellow so as to look like butter and 10 cents a pound if so colored, levies an excise tax and is not unconstitutional as, outside of the powers of Congress, and interferes with the powers reserved to the states, nor can the judiciary declare the tax void because it is too high, nor because it amounts to a destruction of a business of manufacturing oleomargarine, nor because it discriminates against oleomargarine and in favor of butter.

6. Where a manufacturer of oleomargarine uses as an ingredient butter artificially colored he thereby gives to the manufactured product artificial coloration within the meaning of the oleomargarine act as amended in 1902, and the product is subject to taxation at the rate of 10 cents per pound.

Our oleomargarine friends are not without friends and their ingenuity is not inferior to their greed.

Having been defeated in their struggle before Congress, having been defeated in their attempts to get the Treasury Department to give a construction to the statute favorable to their side, and having failed in their attempts to get the courts to declare the statute unconstitutional, there is but one of two things for them to do, either to yield to the duly expressed legal requirements of the people and make no further attempts, or to again appeal to Congress for legislation that would relieve them.

Congress has again convened and now the air is thick with rumors that our oleomargarine friends are going to adopt the latter course and ask for relief.

At the present time it is not altogether certain just what the nature of that request is going to be, whether it is to repeal the taxing clause entirely, or whether it will be to modify it.

It seems to be the opinion, however, of those who are keeping watch that the attempt will be made to reduce the tax from 10 cents to 6, or 5, or 4 cents.

Movements of this kind have their peculiar ear-marks, one of which is that they are generally preceded by newspaper statements so written as to be well tended to show a good

and proper motive for the action intended.

In one of the articles thus printed I find the following:

"Oleomargarine Again."

"The farmers, it appears, will have to fight again to retain their advantage over the oleomargarine industry. By strenuous effort they secured the taxing of oleomargarine, colored to look like butter, into extinction. The tax of 10 cents a pound on the colored product has practically driven it from the market. Whereas the tax of 2 cents per pound produced two and a half millions of revenue, the tax of 10 cents per pound produces only a quarter of a million. The difference discloses heavy decrease of the use of oleomargarine and necessarily a corresponding increase of the market for butter. Inasmuch as the tax on uncolored oleomargarine is only a quarter of a cent the conclusion is plain that the color and the supposition that it is butter sell the colored product.

"Congressman Boutell, of Chicago, announces the purpose to introduce a bill reducing the tax to 4 cents a pound. He pleads that the Government needs the money. There is no doubt that the packing houses desire the business. The dairy interests, therefore, will have to rally again to retain their advantage. The law seems to have demonstrated that the public will not buy oleomargarine except it bears the appearance of butter. Its resemblance to butter makes its market. The moral advantage on the side of the dairy interests, once a matter of theory, now appears as a matter of fact."

Still, I am of the opinion that Congress would, the fact of the struggle being still fresh in the memory of many of the members, act with reluctance along these lines, and yet I would be fearful of the results in arguments similar to the ones made before on that side of the question and not answered.

It is a plausible view to take that Congress would easily be led to think that there was opposition in the minds of the people in such action, and that many were in favor of it.

It might be a case of the exemplification of the old statement, "That legislation moves easiest along lines where it meets the least opposition."

At this point it may be interesting to look at the figures published by the United States Government as to the production of oleomargarine upon which internal revenue taxes were paid from 1896 to 1903, both inclusive. These figures show the amount of oleomargarine manufactured and the amount of internal revenue received:

	Pounds	Amt. rec'd
1896	47,623,773	\$ 952,475.46
1897	42,534,559	850,691.18
1899	80,495,628	1,609,912.56
1900	104,263,651	2,085,273.02
1901	101,646,333	2,032,926.67
1902	123,133,853	2,463,615.23
1903	71,237,438	446,558.82

At this point while considering this question I would ask your indulgence while I call your attention to the records of New York in this matter.

The figures which I have given you

are in the aggregate, but they are given in the table from which I quote by states. The report shows as follows:

New York.

1896. No oleomargarine manufactured. No tax paid.

1897. 1,800 pounds manufactured on which a tax was paid of \$36.

1898. No oleomargarine was manufactured. No tax paid.

1899. 1,100 pounds manufactured and \$22 tax was paid.

1900. No oleomargarine was manufactured. No tax paid.

1901. No oleomargarine was manufactured. No tax was paid.

1902. 25 pounds were made on which a tax of \$3.75 was paid.

1903. No oleomargarine was made, but 25 pounds were imported on which a tax of \$3.75 was paid.

From the above tables it will be seen that the greatest amount contributed to the National Government as an internal revenue tax upon oleomargarine in any one year during the last ten years was \$2,463,615.23, the year 1902, and that the least amount was in the year 1903—\$446,558.82. The difference between these two sums is \$2,017,056.41.

In this deficiency in the years above named our oleomargarine people see disaster to the United States and see no way of supplying this deficiency that to their minds is quite as plausible as to cut the internal revenue tax upon colored oleomargarine in two so as to produce more revenue.

In order to produce more revenue than is now produced they will have to manufacture more than twice as much oleomargarine, and the people of the United States are liable to be forced to eat twice as much of that material as they now eat—and probably thinking it is butter; and all of this in order that the income from the tax on oleomargarine may be greater to meet, I suppose, an imagined deficiency in the Government.

Let us for a moment, for the purpose of getting some light upon the question as to whether this statement is an excuse or a reason, examine the figures showing the receipts and expenditures of the National Government from the years 1896 to 1903, both inclusive:

	Defic'y of receipts	Excess of receipts
1896	\$25,203,245	
1897	18,052,454	
1898	38,047,247	
1899	89,111,559	
1900		\$79,257,060
1901		77,717,984
1902		91,287,375
1903		54,297,667

These figures show that for each and every year from 1896 to 1899, inclusive, there was a deficiency, but for the years 1900 to 1903, inclusive, there was an excess of receipts over expenditures.

With this condition prevailing what becomes of the argument that the necessities of the Government are such that it becomes wise to lubricate the wheels of a vehicle of fraud for revenue only?

I take it there can be but one view

of this question, therefore, before closing will call your attention to the fact that it is reported and understood to be the fact that in the movement these people are contemplating they are contemplating it in earnest. They are gathering the sinews of war. They are said to have already one hundred thousand dollars and are actively engaged in endeavoring to secure four hundred thousand dollars more.

The patriotism of these people is phenomenal in that they should raise a half million of dollars to be expended in the laudable undertaking to collect evidence to present to Congress to show how it may replenish the Treasury of the United States by reducing internal revenue taxes.

If this move is made there should be a move made to show Congress that there is not only opposition, but that the opposition to it is just as strong as the force was that produced the original bill.

In order to do this those who make the fight must be reasonably equipped for it.

This indicates simply that means must be raised for that purpose. Just how it shall be done is not the province of this paper. But I call your attention to the fact that the census shows that in the State of New York there are 226,000 farms. One dollar a farm put into a fund to-day from the State of New York would produce more than twice as much money as the oleomargarine people now have. Ten cents a farm would put in one-twentieth as much, or \$22,600. Or, from another standpoint, there are in round numbers one million five hundred thousand cows in the State of New York. One cent per cow would produce \$15,000 to place in the treasury to meet this fight. Or, from another standpoint, there are sixteen hundred butter and cheese factories in this State, and one dollar from each factory would produce \$1,600, and five dollars from each factory would produce \$8,000 with which to carry on this fight.

After the struggle that culminated in 1902 some of those who stood at the front in the fight told me that they felt lame from the financial strain to which they had been subjected, and that if another such a fight were to occur this strain should be more equitably divided in order that the strain should be less severe upon the few.

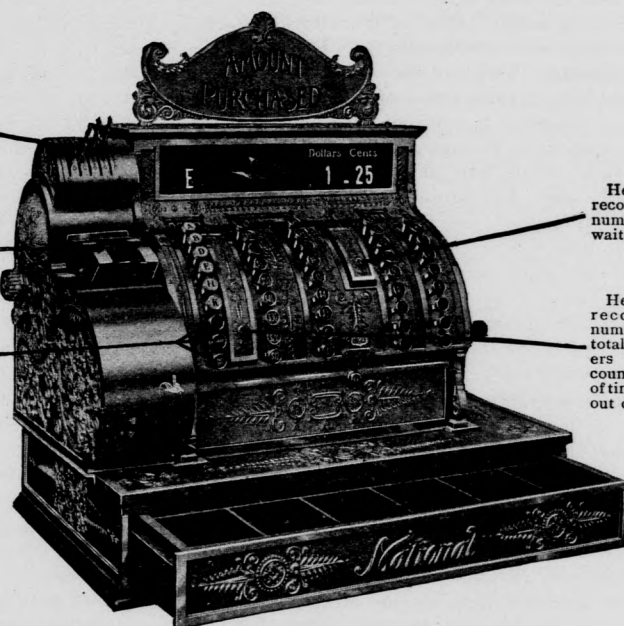
G. L. Flanders.

While the peace terms were unsatisfactory, not only to the Japanese, but to their sympathizers and admirers in this country, evidence is accumulating that their adoption was the wise thing to do. The elder statesmen of Japan, who are said to have exerted their influence in behalf of accepting the terms offered, knew the inward conditions and resources of their country, and time will probably show that they advised the Mikado wisely. Already the report is leaking out that Japan's financial resources would not avail if the war had been continued.

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



Man and Wife Should Be Good Chums.

In one of the current midsummer magazines the perennial marriage question is treated with a light and airy touch, served, so to speak, upon the platter of a well told short story. A typical American husband and wife, belonging to the "classes," and realizing Rossetti's jingle:

"What does the father do? Father makes money.

"What does the mother do? Spends all the money,"

are the central figures in the sketch. Day in and day out, during the heated term, the husband toils and moils in his office downtown, while the wife, arrayed in cool linens and laces, takes life easily in their luxurious country place, literally lifted upon a pedestal of ease by the sweat of her husband's brow. The man, driven remorselessly in his role of money-maker, a slave to hard work, of which his wife apparently knows little and cares less, grows resentful of her selfish ease, and the situation tends to a strain when the crisis is avoided by the wife, who, having qualified herself as stenographer, gives her husband's Private Secretary a much needed vacation and becomes her substitute. The result of this unusual proceeding is, as the immortal Micawber would say: Happiness! The moral deduced is that to be happy in marriage the twain must be "married enough," not merely joined together in the bonds of matrimony. Man and wife must be comrades first, last and all the time.

Within limits, the fable is of a truth; what a man wants in a wife, what a woman needs in a husband, is companionship and sympathy. But that comradeship, that understanding of another's needs, must, usually, from the inherent nature of things, be mental and spiritual, rather than physical. As the Jewish ritual tells us, in effect, men and women differ, and each has his or her own part in life to fulfill. A wife can not always go forth by her husband's side to share his daily toil, neither is it

often desirable that she should do so. Man usually toils to secure a home; it is the woman's office to make that home. He provides the materials, it devolves upon her to use those materials to the best advantage, to make sure that their home shall be in truth a home, a haven of rest and peace after the labor and strife of man's work, as a man among men in the world. Unless a wife gives her presence and her daily care to home, that home must suffer. One of the clever women who composed the famous "Chicago Nine" at the World's Columbian Exposition, afterwards gave an amusing account of how her own household metaphorically went to pieces, while she did her whole duty by the Exposition, and left things at home to her husband. "Poor, dear fellow! he tried so hard to fill my place, but he couldn't; he didn't know how. Still, everything has its compensations, and now he thinks my domestic ability is something wonderful."

It is indubitably the part of a good wife to interest herself heartily in all that concerns her husband, to give him full and intelligent sympathy always, and in everything to believe in him, or, if that is beyond her, to make believe to believe, and so encourage him to effort. Moreover, it is her bounden duty to do all she can to further his best interests; what that "all" is must depend upon circumstances, and so be left to individual judgment. Community of interest by no means necessarily implies community of occupation; comparatively few wives can share their husband's daily grind, otherwise than by sending him forth thereto with the serene consciousness that all will be well during his absence; that her end of the burden will be well and bravely borne, "The heart of her husband doth safely trust in her."

When a wife is childless, she may, perhaps, be able to serve her husband as his Private Secretary, his business assistant. Among the "masses" there are many wives who do so well and wisely, but in this case society, as understood by the "classes," is left out of the question altogether. There are times, frequently, when a man's financial status may be seriously affected by the social standing of his wife. The duties of a mother also must necessarily interfere with the

literal comradeship which makes the wife an active participant in her husband's work. The radical and physical difference between their respective physical and domestic liabilities renders such association impossible.

Marriage ought to be a partnership in the truest and best sense of the term, but that sense is of the kind where the life is more than meat, the body more than raiment. The inherent fitness of things forbids that such partnership should be justly one in a pecuniary sense, that is to say, that the wife should be obliged to go out into the world, to labor at her husband's side, thus making a contribution of money to the domestic fund in addition to her labors and her risks, her cares, as mother. The woman who "looketh well to the ways of her household" has, as the saying goes, her full work cut out for her. She must be able to realize responsibility, and bear it fitly; not one who regards it the chief object of her existence to enjoy herself. She should be able to hold her own and take her place in society without yielding herself a willing slave to its capricious dictates. There is a medium in all things, or, at least, there ought to be. A woman may be thoroughly practical and domesticated, yet never be in danger of degenerating into a domestic drudge whose whole soul is absorbed in her dustpan and saucepans. Mrs. Petit told the "New York 400" that no woman who does not know how to cook has any more right to marry than the man who is incapable of earning a living is entitled to take unto himself a wife. The elder Worth used to say that no woman who could not make a well fitting gown for herself was fit to be a bride, and surely no woman who can be nothing but a luxury, not to say burden, has any right to take the marriage vows. But to be a comrade one must be able to do more than merely minister to the needs of the body; there must be mental sympathy, understanding and responsiveness.

The woman who maketh the heart of her husband to rejoice will not only order the affairs of her household wisely, she will also keep in touch with the broad issues of life and pay proper attention to the outside interests which appeal to her husband. There is much excuse to

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.

45 Highest Awards
in Europe & America

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



Registered,
U. S. Pat. Off.

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

GRAND PRIZE

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

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

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

be made for the man who prefers dinner at the club, rather than at home, when his wife never reads a newspaper, beyond the advertisements, and is wholly uninterested in the vital issues of the day, in politics and finance.

There is never ending discussion, some of it soul disquieting, as well, nowadays, upon the relative positions of the sexes, yet nothing has ever been, or can be, said which tends more to make marriage the earthly paradise which it should be than the following lines, albeit old fashioned: This is Woman's need;

To be a beacon when the air is dense
A bower of peace, a lifelong recompense;
This is the sum of Woman's worldly creed.

And what is Man the while? And what his will?

And what the furtherance of his worldly hope?

To turn to faith; to turn, as to a rope
A drowning sailor; all his blood to spill

For one he loves, to keep her out of ill;

This is the will of Man, and this his scope.

Dorothy Dix.

Why the Wrinkles Come So Soon.

It does not require a microscope for the average woman who has passed 30 years on this mundane sphere to discover that time, life or care has left its imprint on her brow, yes, and on her cheeks, her eyes, her mouth and her throat. There was a time when her face was smooth, without trace of furrow, line or wrinkle; a time when she awoke from balmy sleep to find life always a grand surprise. All was pure gold without dross, and she seemed to bask forever in the sunshine. But now as she gazes at the reflection of her visage mirrored before her she finds a network of creases and lines. "What makes the wrinkles come?" she asks, a question which requires greater wisdom to answer, she believes, than has ever been found by philosopher.

Where is the root or source of these wrinkles? Can the rosebud compare in grandeur and beauty to the rose in full bloom—complete and exquisite? Does the rose wither and wilt in attaining perfection? Nature deals justly and gently. Lovely woman should be fairest, completest, at 40—matured, developed. Why, then, do these wrinkles appear to mar and destroy nature's fairest handiwork? "They must originate in the mind," says one, "with thoughts that gnaw at the heart as the canker destroys the rose."

It is not the real tangible annoyances in life, the ones we can confront, that wear us out and leave their impress indelibly traced upon us. It is the vague, indefinite, awful little things or little evils of to-day or to-morrow or the next day. The brief and fleeting present can hold but little of joy or sorrow, but the great interminable future, far-reaching and indefinite, contains for the imaginative nervous temperament forebodings of woes without end. Is it not, then, even more than proba-

ble that all these little creases and curves and lines that appear to annoy and distress one are but the tangible evidence of the many petty trivial disturbances one allows to grow and breed in the mind until they eat at the heart of an existence which Dame Nature deemed should be tranquil? It may be interesting to note some of these small cares that assume great significance and importance in the absence of sterner realities and transform life's viewpoint to the minor key. If we could decipher every little line and blemish and listen to the tale or grievance it represents, what would it not unfold of ourselves to ourselves?

One whole-souled, honest little woman, who is a type of the sensitive, artistic temperament, after a deep scrutiny of her daily increasing furrows, summed them all up like this:

"I noticed when I came in from a day's shopping tour last week that my whole visage looked lined and seamy. But after a refreshing toilet and a short siesta I observed only one new little crease remaining to mar my face through the years. They had all settled into one, it seemed to me. I am such a close student of personal appearance that my observations may be taken as accurate. Yes, only one wrinkle remained to represent that one trip downtown. But think of having one line for every succeeding shopping expedition one might be called upon to endure! The worry began when I hailed the car. The conductor would not stop on the side of the street which I indicated by my presence. Then once aboard, someone stepped on my new skirt and almost tore it. In the stores downtown the crowds kept me waiting, the clerks were slow in attendance, and so things in general seemed to conspire against me. But common occurrences, you say; yes, but exceedingly annoying. Hardly worth going scarred through life to combat with such things, however, I think. That deep crease between my eyes came to view just after Maggie (the only really good maid I ever had) married and left us. I've had fifteen in one year since, and am without one at this present minute. The lines around my eyes mark the time when my two children, Bob and Fannie, had the measles (both ill at one time), and just when I was invited to so many lovely receptions and teas. I have a wrinkle, and not a very little one, either, in my forehead that developed shortly after John (my husband) and I had a little tiff over something so trivial that I am almost ashamed to mention it now, but whatever the subject was, it proved weighty enough to bring that wrinkle. John says we differed in regard to the color of Mrs. De Foe's hair. Anyhow, there is the wrinkle and it has come to stay."

No doubt greed, envy, jealousy, malice and deceit all combine to stamp themselves upon one's visage the moment they enter into the heart, but the little worries like the fear of a cyclone, the odor of a bad cigar,

the cackling voices of loud-mouthed people, the excessive frankness of extremely candid friends, the special bargain sales, the irrepressible hired girl, the gasman, the dog tax—all but little nothings in themselves—yield an abundant crop of feminine facial distortion.

It Pays To Accommodate.

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

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

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

HARNESS

Double and Single

Our goods have the reputation of being

"The Best"

Dealers can always sell

"B. & S. CO." HARNESS

at a profit.

TRY IT AND SEE

Brown & Sehler Co.

Grand Rapids, Mich.

Wholesale Only



Come to

Hollywood

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

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

Write me, I will be pleased to reply.

J. E. FARNHAM, Hollywood, Cal.

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio



Fitting Shoes an Important Matter.

So prone are merchants of a certain class to over-reach a little in trade that it has given rise to the sarcastic phrase, "There's cheating in every trade but ours." Is "ours" that is thus exempted the retail shoe business? Are we all, all honest men?

Every shoe dealer of any experience knows how easily a customer may be deceived by the appearance of the shoes shown him, in the matter of price and value. The average buyer is at the mercy of the dealer.

In fact, appearances are nowhere more deceitful than in modern footwear, because the low-price shoe is so good an imitator of its betters, the higher grades.

In the specious and over-rated shoe it is mostly his imitative feature that sells it at a false value. For if the very cheap shoe did not on its face look better than it is, it would find less favor and be less liable to deceive buyers.

Of course, it is generally on the first deal that an unscrupulous retailer is able to over-reach his patron by over-rating values. It is the first spotless, unwrinkled exterior of the cheap shoe that aids him to do this; but later on, after the things have been worn they betray him, and the buyer "gets wise."

Moreover, it is because of this deceptive imitation on the part of the cheap shoe that most customers are obliged to arrive at a decision by the eye alone. They don't know leather or shoemaking.

Now, if this buyer be a chronic bargain hunter, flitting from place to place in quest of "cheapness" only, where the allurements seem the greatest, then her purchases will prove the most disappointing under the crucial test of actual wear.

If there is such a thing as an unscrupulous dealer in our trade—which St. Crispin forbid!—then it is also for the same reason within his power to take advantage of an unsuspecting customer, because of the latter's ignorance and uncertainty of shoe values.

For the credit of our trade, however, it may be safely assumed that no one except a thoroughly unscrupulous dealer would avail himself of so mean a chance as this, to the injury of a confiding buyer.

It would be, at the best, but a short-lived gain, and would certainly prove a loss in the long run, for dishonesty will out, sooner or later.

Besides, it is not unlikely that your watchful competitor, to whom the disappointed customer may apply for the next pair of shoes, will find an opportunity to disclose the little trick of the exorbitant price you have charged, when he sees the old shoes.

You may be sure that your rival is on the lookout for any misdemeanors on your part which will add to

the volume of his trade at your expense.

You can not afford to give him a chance to publish your business methods in this way; and, above all, you owe it to your customers, either regular or transient ones, to give each a square deal, such as will bring them to your store again.

There are two general classes of shoe customers to deal with in the shoe store: Those who always insist upon more than their money's worth, and those who are satisfied with a fair, honest quid pro quo.

There always have been and always will be some people who expect to find the same amount of service in a \$1.50 shoe as in a \$3 one.

Or, if they do not really expect such conditions, at least, they will grumble just as loudly at the more speedy dissolution of the lower-priced articles.

If such people only knew that no sort of an honest, stylish looking, and, at the same time, serviceable article can be made for the lower price, and that such shoes are not cheap in the best sense of this term, there would be fewer of them made or sold.

But, as it is quite unlikely that this grade of footwear will ever be eliminated from the trade, it devolves upon the retailer to handle it, and to meet the buyers of such in open, honest fashion.

By this it is not meant that a dealer feels it incumbent upon himself to give the honest, low-priced shoe a bad name in hopes of selling the higher priced sort to people of very limited means.

A fair representation of the merits of the cheaper grades can always be made without either giving them undue praise or disparaging their true worth.

The retailer who attempts to cater only to a \$3 and upward trade, must needs sacrifice a good deal of business in any of our large cities, especially those towns in which the working classes are numerous.

The placing of shoes upon the feet of customers is so important a subject to the retailer that an occasional repetition of the modus operandi, and the care that should be exercised in this is permissible.

This operation differs so materially from the fitting of any other article of clothing that its importance can not be over-rated as a future trade bringer.

A coat can be thrown onto a man by his tailor, with a fair prospect that it will stay put, provided there are only a wrinkle or two in the back, at the shoulders.

The skillful clothier has a wonderful knack in the art of smoothing out difficulties, while he is busy at your back smoothing out corrugations, which you are unable to see; and, as he taps you pleasantly on the shoulder, with the remark that "It fits as though it grew there," you try to feel satisfied.

When he leads you to the glass to prove the truth of his assertion, you will screw your head and part of your

Don't Get Left Again

on

Canvas Shoes and Oxfords

It has been conceded that we have the best line of canvas shoes and oxfords that have been shown in any spring line thus far this season. We have them in variety and price to please the most skeptical buyer. We are selling them to the best trade in Michigan, which strengthens our own confidence in them. Our salesmen are on the road with spring samples now. You will feel no regret if you give them a look.

Geo. H. Reeder & Co.

Grand Rapids, Mich.

No. 460

"Hardwear"

Shoe

\$1.85 per Pair

Heavy ½ Double Sole.

Bellows Tongue.

Standard screw made from the best tannage, for fall and winter wear.

A wet weather shoe.

Hirth, Krause & Co.

Grand Rapids, Mich.

Makers of

Rouge Rex Shoes for Men and Boys

shoulders around in the effort to look backwards.

If he sees a look of slight disappointment in your face at something the glass has revealed, he reassures you that those slight wrinkles are caused by the unnatural twist of your body to look behind yourself.

"There, now," he declares exultingly, as you drop your shoulder to a natural position, "I told you so. It fits like the paper on a wall." You try to smile assent, and are ashamed of your suspicions against the honest tailor.

But the next scene occurs at home when your wife walks around you in cold blood, and without a pat bestowed on the coat, tells you it is horribly wrinkled in the back, and advises you to exchange it.

But when it comes to your shoes—well, that is another and quite different matter. You can see all you want to of these. No shoemaker is skillful enough to smooth out the wrinkles in them.

You can feel, too, and no artful shoemaker can remove the folds of superfluous material, or ease those confounded pinching places for you.

An old shoe dealer declares that this fitting business is by far the most important stage in selling shoes; that it is the crucial test of success or failure, after style and price conditions have been adjusted.

The placing of shoes onto feet that are to be comfortable in them from start to finish, to have and to hold until natural dissolution sunders the shoes and the feet apart, requires a god deal of skill.

Of course to the old experienced shoe fitter any reiteration of the various points to be observed in adjusting the shoes to the feet are no more necessary than are lectures on "How to Wait on Customers."

There are many clerks, however, who are but slightly experienced in this important matter. It is, therefore, well enough to keep facts on this subject continually before them. The employer or the older clerk will instruct the new one how to place the shoe on the foot, how to get an approximate idea of the fit, etc.

Much thought on the part of the wearer, devoted to this subject, would be productive of satisfaction to him, and would, also, materially lighten the labors of the shoe dealer, who could then feel tolerably certain that a perfect fit had been secured by the co-operation of his intelligent customer.—E. A. Boyden in Boot and Shoe Recorder.

Lynn Styles for Spring and Summer, 1906.

From the Lynn point of view there will be changes in some directions, and there will not be in others. The Shoe Retailer representative has secured some important information from the makers of lasts and patterns and shoe manufacturers. There is a general opinion that there will be no radical changes in styles in women's shoes. This statement also applies to misses' and children's and little gents'.

The "white peril" in shoemaking will be in evidence next spring and

summer more than ever before, unless women persist in wearing white shoes in city streets with their ordinary costumes. If this sort of thing keeps on many people believe that this style will be ruined, because it will make it distasteful to well dressed people if the wearing of white canvas shoes is persisted in where it should not be—on city streets. White shoes are designed to go with white costumes, for wear in the country and at outings and other like festivities.

However, it is the best opinion among the more extensive manufacturers and retailers, so far as Lynn sentiment can be gauged, that white shoes will be in vogue in a most emphatic manner for next spring and summer. In every direction white goods seem to be the proper thing for next spring and summer, while tans will decrease in popularity, according to the judgment of bright and alert manufacturers and retailers from the large cities, whom your correspondent has met in the Lynn factories.

It should not be understood that tans will not be in evidence next season. They will be, to a limited extent, according to the judgment of those who are now buying goods from Lynn manufacturers, but retailers and jobbers do not believe that tans will be so saleable as during the summer of 1904. It is generally agreed that they are on the wane.

One of if not the greatest last manufacturers in the world makes the following statement: "The direct styles for the spring of 1906 will have as few changes as possible from what they now are, from a last maker's point of view, and still be different from last year. For the most part the last will have the same length as now, with whatever toe the trade requires. By this I mean that the 'straight on the inside and the decided swing on the outside' last will predominate. And just here let me add, that many foot specialists have a mistaken idea that the new last, namely, the one that gives the foot the appearance of walking pigeon toed, is not built on lines to fit the feet. Although this may be true in some of the freakish creations, the general run of shoes so manufactured have the swing from a point called the 'tread' and do not hurt the foot.

"It is time that the retailer or dealer in shoes should be well enough posted on his business to buy on proper lines, and he should be held responsible for 'fit' as much so as a physician is held responsible for the condition of his patient from the medicine he administers. There should absolutely be no need of arch supports. If the shoe retailer studied the condition of the feet as a doctor does the body, he would be able to relieve the pain or sickness in the foot by advising the proper kind of shoes to wear.

"Perhaps you may wonder at all this useless talk, but the whole situation of changes in styles should be centered right on these facts. Although this is what it should be, the

Our Salesmen

Are now out with their spring lines which include

**Skreemer
Walkabout
White Star**

Lines for men

**Josephine
Red Seal**

Lines for women

Also canvas goods and Oxfords.

A postal will bring one to see you.

MICHIGAN SHOE CO.

Distributors

DETROIT, MICHIGAN

"Opportunity"



It is said that Opportunity never knocks twice at the same door. This may be her calling card on you.

Hard-Pan Shoes

For Men, Boys and Youths
wear like iron

are sold to but one dealer in a town—nothing but good honest leather and good honest work is put into every pair. Here is an opportunity to secure a credit for good judgment and the confidence of your customers.

You've been saying tomorrow about as long as it is safe. Send for a sample pair today. Hard-Pan Shoes have our name on the strap of every pair.



**The Herold-Bertsch
Shoe Co.**

Makers of Fine Shoes

Grand Rapids, Mich.

large manufacturer, advised by his salesmen, they in turn by the retailer, controls the present situation, and the demands of retailer to manufacturer, through the salesmen, force the smaller houses to fall in line and manufacture on copied styles. Generally speaking, there will be no such radical changes as when the razor toe came into vogue."

Although the radical changes in the lasts will be few, if any, the changes in patterns and designs are two of the greatest conditions to be considered in the new creations. In women's and misses' very low vamps, no higher than five inches in blucher, lace and button effect will be in vogue, and some no higher than three inches. Pumps, embracing sailor-ties and Alexanders, will predominate.

In misses' it can safely be said that they will follow closely the same lines that are used in the women's, as the younger of the fair sex always have the desire to appear older until they reach the proper age, then they know better.

The blucher effect will predominate in boys', youths' and little gents' shoes.

In children's there will be a great many new designs, with new leathers.

As far as colors are concerned, white will stand as great, if not a greater, rival for second place with russet as it did this past season, while blacks will, as ever, hold first place. Other colors will follow closely, and while it was prophesied that this last summer would be a banner season on colors, the general opinion is that next year will greatly outshine the season of 1905.

Many nobby and pleasing contrasts are being experimented on, such as a blucher oxford with patent fox, and orange, green, blue and red vamps and quarters.

Barefoot sandals last year were spoken of as being a "novelty that is about played out," but it has been demonstrated to the trade that they are here to stay, and more of these "money-makers" will be made than ever before. The change in conditions has arisen from the largely increasing demand for barefoots. The children like them, they are healthful, physical culturists are greatly promoting their popularity and as a house slipper they are indispensable after being once worn.

In general, the conditions to-day are such that the manufacturer is too rushed filling his many orders on regular goods to need to invent novelties; so the summary of the prophecies for the spring of 1906 would be nearly the same as last year, with possibly three evident changes: lasts to be changed only from the tread to the toe, children's shoes to predominate on nature-shaped lasts, and the remarkable growth of the barefoot sandal in popularity.—Shoe Retailer.

A man who "points with pride" to what he has done in the past can not be depended upon for future work of any great value.

A dash of indifference is often all that separates mediocrity from genius.

MAN AS A MACHINE.

Clerical Work Is Demoralizing If Followed Too Long.

One of the greatest misfortunes which may come to the young man of average intelligence and yet with more than the normal degree of world ambition is to be so situated in his early manhood as to step easily into some position paying him more money than ordinarily he might have expected and at the same time furnishing him with an attractive environment. Naturally, the associations of a pleasant general office appeal to him. Quite as naturally, the few dollars a week in excess of his expectations are alluring. His work is clean, he may dress well, and his hands may be kept smooth and white.

It is out of this early environment in the business world that a man at almost middle age suddenly awakens to the fact that he is occupying the position of a boyish young man and earning only a young man's salary. One of these awakenings has just come to me in the form of a letter. There is pathos between the lines of it:

"What is the best way to find out what work a man can best do? I am getting \$15 a week at general office work after a service of twelve years. Is this poor? I am 29 years old."

Here is a disappointed man of the type. He began work at 17 years of age in this general office, where he has been ever since. He has been a mediocre worker, if one may judge from the text of the letter. Being no more than this, he has had little opportunity to impress his employer with the worth of his services. He began in the office as a boy, and under the conditions of his work it has been hard for him to get recognition other than as a boy. Simply he has held on to his "job" in the light with which it appealed to him years ago, until he has discovered suddenly that not only has he no definite occupation in life, but that he is drawing the pay of a day laborer, with whose work his own office duties are nearest comparable.

Few men in all the lists of the world's workers are quite so illy equipped for the world as is this "day laborer" of the general office. As he has grown and aged in service, certain conditions to which he has been subjected have forced him to a manner of life which the ditch digger and hodcarrier have ignored. No matter what the pay of this office "day laborer," he has had to dress to pass muster. No general office will allow departure from at least the outer garb of prosperity. Dressing for himself in this manner, the man having a family must dress them to correspond. And so dressing, necessity forces them to a neighborhood and an environment which would appal in cost the family of the hodcarrier, who may be earning quite as much money.

This at once is that proverbial genteel poverty which is souring dispositions, making gray hairs before their time, and which so often is responsible for the employee's appropriation



As a Man Is Known by the Company He Keeps

So is a merchant by the shoes he sells. The best trade is at the best store and the best store keeps the best goods. And in this section of America when it comes to heavy and every day footwear for boys and men the line is apt to be ours.

Our salesman and his samples will show you why.

RINDGE, KALMBACH, LOGIE & CO., Ltd.

GRAND RAPIDS, MICH.

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

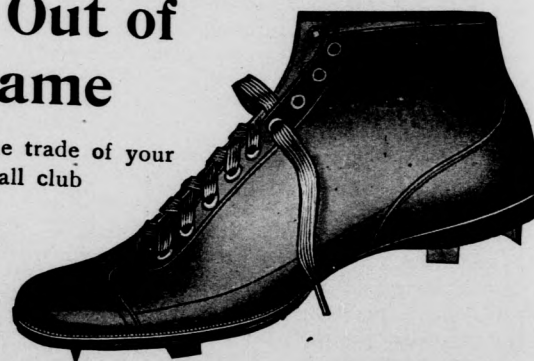
SAGINAW, MICH.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail.

Local and Long Distance Phone M 2226

of funds and his silly attempts to cover up his thefts by investments in the "get rich quick" concerns.

But what to do under these circumstances in an effort to find just the place for which the victim of general office work is best qualified is a hard question. No one will suggest that a man at 29 years is "too old," but there are scores of organizing managers of industrial and commercial concerns who will tell you that a man subjected to the influences of general office work for twelve years is not the man whom they can use in positions of responsibility and promise. Just as the expert criminologist discovers the influences of the lockstep in some pedestrian in the street who may have been years out of prison, so the employer who is seeking initiative and activity finds the absence of them in the first glance at the man who has been milled and ground in the general office machinery of any business.

I have a speaking acquaintance with the President of one of the big banks of the United States. I had seen him in a half social way in his office many times, and on these occasions had sought to find his point of view—his principles of reasoning—some of the intangible tangibilities of his mind and his mind's processes. But one day he would be one thing and another on the next. He was a puzzle to me until I spoke of this to a man who knew him and his history.

"He has no mental processes," said this critic. "If he had any the bank's directorate would fire him out. He began with the institution as a bank clerk, and he was a clerk for years. As bank President he is still a clerk at heart and in method. He has a clerk's point of view, with all the clerk's devotion to clerical detail and to the importance of small things. Just why the bank's statement has not reached his desk at 3:20 o'clock in the afternoon is of far more importance as showing the slowness of a cashier than would be that cashier's possible talk of half an hour pointing to a particularly good investment of \$250,000 of surplus deposits."

Here is a man who never had more than the knowledge and temperament of the average clerk. In his own institution his training unconsciously has made of him a bank President whose best service to that institution comes of his lack of comprehension and initiative. He serves the purpose of a virile directorate as an officer of caliber and strength of personality could not and would not do. In another bank, judged by his merits, this man would gravitate to a mere clerkship again.

General clerical work in an office, too long followed, is demoralizing to the man, while a touch of it may be capital to him for the rest of his life. How to escape too much of it should be a question for father and son and the son's best friends, and a question that can not be answered too early. It is an almost impossible enquiry when at 29 years of age one is asked what recourse the person may have to retrieve his lost time and concentrate upon a lost opportunity. At such

an age and after twelve years of almost incapacitating routine, the person may have some good cause for his lack of awakening effort for the betterment of his condition, but the question is no easier of answer for all that. For a man 29 years of age, having intelligence, education, and some of the refinements of taste, \$15 a week is an utterly inadequate compensation save as the man has been content to do \$15 a week work.

Such a man, if he have a vacation of two weeks, could not spend it half so well in any other way than in getting himself together and sounding some of the possibilities of a new future that shall satisfy his ambition and compensate him for his work.

John A. Howland.

Gradual Growth of an Important Industry.

Monroe, Oct. 10—The industrial development of Monroe in the past few years has been rapid and there need be no further proof of this fact than to note the growth of one of its largest industries, The Monroe Foundry & Furnace Co.

Some twenty-five years ago the hardware firm of Sieb & Baier began, in a small way, to manufacture furnaces, principally wood burners. The business increased so rapidly that in 1887 the Monroe Furnace Co. was organized which, two years later, was superseded by the Monroe Foundry & Furnace Co., with a capital stock of \$20,000. The force at this time did not exceed twenty hands and the capacity of the shops only about one-fourth of what it is now. Extensive alterations and additions were made, necessitating an increase of the capital stock in 1899 to \$25,000, and 1901 to \$50,000. New molding shops and a large warehouse were added about this time, and now the company has a plant in which, in completeness of equipment, will bear comparison with any of its kind. The entire plant covers nearly a whole square and is located on the corner of Monroe and Fourth streets.

The sales of the company are largely in the Northwest. The output of the plant is ten times that of a few years ago and the number of employes averages from 125 to 150 the year round.

Helped Out Local Manufacturing Concern.

Owosso, Oct. 10—A trust has taken hold of the Laveroc Screen Door & Window Co., which means, it is said, that sooner or later a severe frost will nip all of the small stockholders. The plant is idle. The Owosso Carriage Co.'s factory has shut down for a few weeks.

All of the furniture factories in Owosso are running full time.

The Woodard Furniture Co. held \$15,000 Owosso city improvement bonds, not due for a long term of years. This week the city refunded \$15,000 water works bonds and turned the cash over to the Woodard company, less a generous discount, in order to help the company. The city was not out any money, and was able to help a worthy enterprise.



Is that an onion you're smoking? Only a joke between two friends, of course; but there's a foundation for the jest when some cigars are smoked.

**Why Not
Smoke a Good
"Weed"**

when you can get the **S. C. W.** for 5 cents?

Your friend will ask you what you're smoking, only to get a similar cigar for himself.

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

The Le Grand

5c Cigar is made from

Genuine Veulta Havana	} Filler
Finest Gebhardt	
Selected Connecticut	} Binder
Genuine Sumatra	
	Wrapper

Making the Finest Cigar on Sale for 5c
Try them in your next order

LEMON & WHEELER CO., Distributors
Grand Rapids, Mich.



Economy
— begins in the
Cellar.

Whether in a hotel, a
boarding-house or home,
burn Genuine Gas

COKE

Burns like hard coal—costs much less.

Grand Rapids Gas Light Co.
Corner Ottawa and Pearl Sts.

How Brown Made His Bottling Business Pay.

Written for the Tradesman.

Brown had been employed in a bottling establishment all his life. Naturally, he thought that "he knew it all." Brown had saved money on his salary. For years he had contemplated going into business for himself. At last the day arrived when



Fig 1

the opportunity Brown had been looking for was at hand. A "first class bottling establishment" was advertised for sale. Just what line of bottling was carried on, what apparatus was used, in which town located, etc., are details not necessary to know at present. Nor is it necessary that the person in question be named Brown. Brown is a common name, and it will do. Brown bought out the bottling establishment. This was easy. Money will buy anything. Brown then proceeded to engage his help. This was not a difficult task as help was plenty. So far as getting the establishment in excellent order was concerned, and keeping correct accounts, Brown had no trouble. But for some reason Brown began to lose confidence at the end of three months when he observed that stocks of bottled goods were accumulating in the storage apartments. He had



Fig 2

purchased the "good-will," etc., of the concern and had calculated upon the line of patronage held by the former proprietor. For some reason these customers failed to stay by the new proprietor. Brown made just as good products. Business fell off. In fact, Brown was using some of his years of savings to keep the establishment running. He saw that something would have to be done. Managing a bottling establishment was not so easy after all. But Brown had business tact. He determined to make a complete test. He declared he would use his own money a year if necessary. But business did not improve. One day Brown rode into the country to ease his mind and give his horse some exercise, as the delivery wagon had been out but little that week. Brown had occasion to stop at a couple of the retailers' enroute and he spoke with them concerning bottled goods. To his surprise they did not know of Brown's establishment. They asked him where he was located. Brown thought the thing over and solved a scheme which he would try. Before he had arrived home that

night he had determined to reach the country buyers within a radius of ten miles. Next morning he had two sign painters out plying the title "Bottled Goods at Brown's" on rocks as in figure 1. After several rocks had been thus decorated Brown's painters were threatened with arrest for decorating the rocks on public thoroughfares in this manner without a permit. Then Brown secured the necessary permit. Next day the painters appeared with the information that a farmer had pursued them off his place for painting the big rock on his land. Brown went out and gave the farmer a bottle. The farmer consumed the con-



Fig 3

tents of the bottle in time and remained a firm customer of Brown's ever after, paying cash and permitting the sign to remain on the rock.

Some twenty rocks were thus painted. Then Brown had the carpenters make twenty signs, 12x16 inches in size, for posts, and these were painted, as in figure 2, and nailed to posts by Brown and one of the workmen. It cost Brown \$25 to get the rocks painted and at the four points of the compass. It cost \$34 to get the signs made and nailed to the posts and telegraph poles and trees along the way at the four roads leading to the town. Then Brown resorted to the fences, as in figure 3. Trouble now began. At first the painters selected a fence and went at it. After the property owners had set dogs on them and threatened them with law suits a few times, the painters quit work and returned to Brown.

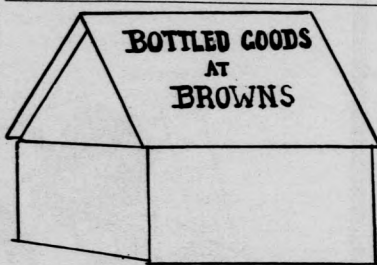


Fig 4

Brown went out and interviewed the property owners and farmers and managed to secure the necessary permission by favor and by leasing fifteen fence surfacings. One lease cost him \$3 for the year and another \$5. Another cost nothing and another was secured for a bottle of wine. The fence proposition cost about \$40. Brown now ceased advertising and waited. One or two farmers and one or two of the retail bottled goods dealers dropped in on Brown as a result of the road advertising, but no actual business had as yet resulted. Some one had told Brown that a little advertising was a dangerous thing, and therefore he determined to get beyond the danger

point. Business was very slow and he was losing money anyway and wished he was back in the old place at a salary once more, but Brown had grit.

One farmer said to Brown, "You can't paint my fence with signs, but a fellow offered to paint my roof for his sign." This gave Brown a new thought. He would preserve the shingles of roofs for the farmers for use of roof for advertising purposes. Before the week passed Brown had his two painters on the roof work of farm buildings along the highways leading to town, and some eighteen roofs were ornamented, as illustrated in figure 4. The painters charged 50 cents per day each for the risk in doing the roof work. Brown paid out in wages and colors and wagon service for this work about \$60. At about this stage of the game of road advertising, Brown began to hear from his advertisements. The deal-

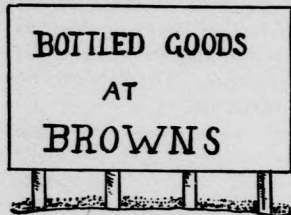


Fig 5

ers of surrounding towns came in. They took it for granted that a man advertising so freely must be doing a great business, and a large business, as a rule, means that goods can be obtained to better advantage. Brown was by no means getting back his money on the scheme, still he was determined to complete the plan he had thought out. He had sixteen display stands made at \$2 each, like that in figure 5, to set up in vacant lots with posts. Size of the surface was 10x16 feet. These cost \$1.80 each for making, and by the time that the stands were set up, leases of the land paid for and the sign work put on they cost about \$4 each. Brown had to furnish the conveyance to take the stands out and also for the painters. Lots were leased for a year for from \$1 to \$4 each. Several lots were granted free. Brown's final effort consisted in hanging out a metal sign like that in figure 6, in front of the office. This sign corresponded in



Fig 6

wording with the road signs. This cost \$10, as some of the metal work was engraved. Thus Brown had put out his \$250 or \$300. Several months had passed. About the time that the last signs were in position there began to be indications of a return on the investment. Slow at first, but in a few months a really substantial business developed. The country town traders came into Brown's office and

often placed good orders. Dealers from the surrounding towns came. The well-to-do farmers observed the signs and knew where to go when they arrived in town and wanted a case of something. Brown thus worked up quite an acquaintance with the people of the surrounding country. He capped his efforts by running his advertisement in the trade papers. He did not try it once, or twice, or a dozen times, and then quit because he received no mail order business, but he placed his advertisement for a year in each case. Constant hammering with the sign-boards and the trade press put Brown on his feet. He is making money and no longer desires to return to his salaried position. He does not have to exercise his delivery wagon horse now, as the horse is good and tired when his day's work is done delivering goods. The anxious expression has gone from Brown's face. There are signs of prosperity about him.

George Rice.

Get Lower Pay Because They Are Ambitious.

Ambition makes great men—but on the other hand, ambition, according to eminent students of sociological conditions, is one of the principal causes of low wages throughout the world. The ambitious man, willing and anxious to work, confident of his own ability to win his way upward, will accept almost any wages offered in order to secure employment. His slothful, lazy, unambitious brothers, who have been working for a higher scale, at once meet his cut—and, as a result, the whole wage scale is cut down. The ambitious man probably pushes his way upward, wins higher wages, and prospers eventually, leaving only a lower wage for the others as a result of his ambition.

There are grave penalties attached to ambition, both for the man who possesses that quality and for the persons who come in contact with him.

Eventually—if his ambition is of the sort that treads upon the rights of others and brushes everything aside that stands in his path—the man of ambition mounts to the top, using as steps the rights and chances of other men. But the first penalty of ambition, in the majority of cases, is direct loss to the man himself. The man who has ambition, in nine cases out of ten, starts lower than the man who has not. The man with no ambition, or with only a moderate amount of it, sets his eyes upon a certain point. He says to himself: "I am worth so much to this man if he employs me. He must pay me that much or I will not work." So he waits until he gets what he wants.

The ambitious man, fretting to get work, accepts the first offer made, jumps at the work, and begins to fight his way upward. He fixes a lower starting scale, and, if he happens to fall into the hands of a bad employer, he is held down to that wage, possibly until he loses even that ambition which prompted him to accept it.

Besides that, the ambitious man is more liable than any other to find after years of work that he jumped into the wrong line of work. If he still retains the ambition he will drop back into the low wage and start over again. If his ambition has cooled he will stay where he is.

This tendency to accept the first thing that offers, which is one of the chief traits of the ambitious men, often causes them to overlook good chances. They tie themselves up, when, by waiting and looking around patiently, they might find a good position.

One of the pathetic truths concerning the fate of ambitious persons is shown among the Jewish sweat shop workers of the great cities. There is more concentrated ambition among the workers in those shops than among the workers of any other class. Their ambition has been so great that they have deserted their homes and native lands and gone forth seeking to establish new homes. They want work; they are impatient to begin the new life, to make money to better their children. And the employers know this, or realize it, quite as well. The result is thousands of miserable beings are having their lives and ambition sweated out of them in insanitary shops, while other thousands, who are not so ambitious to work as to accept starvation wages, are either out of employment or seeking work in other lines.

The Polish peasants who are working in the ditches and along the railroad furnish another striking object lesson in the penalties of ambition. They are working. Their ambition was to work—to rise. They asked for work—and got it. They don't dare ask for any raise.

College boys in the United States are—and for the last two generations more and more with every year have been—paying the penalty of their own ambition—and forcing others to pay even a heavier penalty.

Full of ambition and with an earnest desire to find employment and begin life work within a few weeks after leaving college, these boys rush into many lines of business, the professions, and the skilled trades. They are willing to work almost for nothing "to get a start," forgetting that by this they are establishing a grade of competition exactly similar to that against which Americans have stood out for years and because of which Chinamen are now excluded from the United States.

The college boys, most of them sons of wealthy or well-to-do parents, work for nothing "to get a start," knocking some man out of employment at which he was earning a livelihood, and then, as their "pull" or their education advances them, they leave a place which the employer naturally expects to fill at the same price, "nothing—to get a start." And, if the college man happens not to have the pull or the real ability he remains working for nothing.

Frank Collins.

Piety is a good deal more than pity for those who are too poor to buy clothes.

Hardware Price Current

AMMUNITION					
Caps					
G. D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 60				
No. 2 Winchester, boxes 250, per m.	1 60				
Gun Wads					
Black Edge, Nos. 11 & 12 U. M. C.	60				
Black Edge, Nos. 9 & 10, per m.	70				
Black Edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/4	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/4	1 1/4	5	12	2 70
264	3 1/4	1 1/4	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/4 Kegs, 12 1/2 lbs., per 1/4 keg.	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60				
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	7 00				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad.	15 00				
Garden.	33 00				
Bolts					
Stove	70				
Carriage, new list.	70				
Flow.	50				
Buckets					
Well, plain.	4 50				
Butts, Cast					
Cast Loose Pin, figured	70				
Wrought, narrow.	60				
Chain					
1/4 in. 5-16 in. 3/8 in. 1/2 in.					
Common.	7 c.	6 c.	6 c.	4 1/2 c.	
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.	
BBB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 1/2 c.	
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer.	65				
Socket Framing.	65				
Socket Corner.	65				
Socket Slicks.	65				
Elbows					
Com. 4 piece, 6 in., per doz.	75				
Corrugated, per doz.	1 25				
Adjustable.	40 & 10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps.	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28					
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 1/4				
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				

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, ball, per doz	85
1 gal. fireproof ball, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	4
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	85
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
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carlton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 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 20
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.	2 10
3 gal. galv. iron with spout, per doz.	3 10
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilted cans	7 00
5 gal. galv. iron Nacefins	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 70
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl. 2 00	
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/4 in. wide, per gross or roll.	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	50

DRY GOODS

Weekly Market Review of the Principal Staples.

Carpets—Brussels carpet manufacturers continue to do a good business in filling both original and duplicate orders. Wilton velvets are in good demand and manufacturers are fairly busy. The demand for these two classes of fabrics as substitutes for the unsatisfactory cheap grades of floor covering has been a revelation to the trade and should be an encouragement, to manufacturers of standard ingrains who kept their product up to quality, to continue doing so, turning a deaf ear to the importunate jobber who is everlastingly crying for lower prices and seeking to induce the manufacturer to cheapen the quality of his goods. Some ingrain manufacturers are of the opinion that that branch of the carpet industry has been crippled beyond hope of recovery by the lowering of the standard of quality. The distrust created in the minds of consumers can not be removed or changed into confidence in a day or a year. This distrust of the quality of all ingrain carpets is due to the methods of jobbers and retailers, who palmed off on consumers the inferior low grade qualities as standard ingrain. Not one consumer out of five hundred knows the difference between the different grades; to them the only test is the test of use, and that showed thousands of yards, on which the jobber and the retailer reaped an extra profit, as almost useless as a floor covering. Tapestry carpets are in good demand and manufacturers are doing a fair volume of business. Rugs are at present popular as floor coverings. Smyrna rugs of all sizes are in good demand and manufacturers are doing a good business. In made-up rugs tapestry velvets and Brussels are shown in an endless variety of patterns. Brussels rugs in five frames and geometrical patterns are selling well.

Imitation Panama—A small meshed Panama cloth of wool, 50 inches wide, has a construction of 22 threads each way. The fabric is intended for ladies' dresses and retails at 95c a yard. The material is all wool and is plain woven in a plaid of three colors. The warp pattern is five black, four green, two black, four green, five black and four blue ends and the filling pattern is the same. The green is dark and blends with the black so that at first glance the pattern appears to be a square of black verging on green towards the center.

Basket Weaves—High-priced fancy vestings are shown in a bewildering array of patterns in cotton, woolen, worsted and mercerized worsted. A popular weave in woolens with a worsted finish is the basket weave. One woolen fabric of a dark plum color is a basket weave of eight warp threads and six picks to the check. The construction is 54 picks, 72

warp threads to the inch. Both warp and filling are plum colored and the fabric is ornamented by different colored spots formed by the introduction of mercerized filling. Each spot is composed of a series of fourteen spots, of which ten are blue and four are light green. Intervening between each of the large spots are 144 warp threads and 108 picks. All the intervening warp threads are drawn in on one set of shafts and all the warp threads and the 56 ends that are used in forming each spot are drawn in on another set.

Hosiery—In the hosiery end of the market, where interest in the spring season is growing, it is reported that on many lines of high grade foreign goods there is to be a scarcity. Manufacturers of medium and low grade foreign goods will be better able to fill the great demand expected. Domestic mills, it is felt, will be very busy throughout the manufacturing season, as all things point to large orders. Prices will be, it is reported, considerably higher and it is thought that domestic goods will secure many of the orders generally placed on foreign lines.

Tickings—Medium weight tickings for spot delivery are commanding satisfactory prices. Some agents declare they are getting a premium of 1/8c above market values on a basis of 12c for 8-ounce goods.

Velvets—Plain velvets in a large variety of colors are being sold by retailers and the demand on jobbers has caused local and out-of-town houses to replenish their stocks from first hands.

Prints—In jobbing circles it is declared to be a hard problem to get prints at a fair price to replace the large stocks that have been moved during recent weeks. Numerous print lines are off the market, and those open for business are held at top prices by first hand operators.

Tourist Coats—In medium priced lines, tourist coats for women are moving in generous volume. Garment makers who underestimated the strength of this class of goods are experiencing trouble in getting late orders for cloth accepted. On substitutes for popular styles full prices are being paid.

Men's Woolens—At recent auction sales of men's wear woolens, clothiers have paid from 10@15c more a yard for goods than agents asked while the lines were open.

Good Report from Alpena.

Alpena, Oct. 10—The addition to the pulp mill of the Fletcher Paper Co. is completed. The machinery is partly installed and will soon be in operation, giving steady employment to thirty-five or forty men with a yearly expenditure of \$50,000 to \$75,000 in material and wages.

The new warehouse and elevator of the Sioux City Seed Co. is completed and in operation.

The nine months of the year have been unusually active and the last quarter is entered upon with prospects of a big trade by the merchants and a prosperous outlook for the mills and factories during the fall and winter.

SWEATERS



For
Hunters
Teamsters
Workmen
Boys
Girls
Ladies
and Children

Look at the demand. Have you a supply? If not, order at once. We have them for all—in all grades and at all prices from \$4.25 to \$27.00 the dozen.

Also a complete line of sweaterettes from \$1.90 to \$9.00 the dozen.

Ask our agents to show you their line.

P. STEKETEE & SONS
WHOLESALE DRY GOODS GRAND RAPIDS, MICH.

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.

Will Make Knock Down Furniture.

Bay City, Oct. 10.—The Brooks Boat Manufacturing Co., which originated the "boat pattern" business, will enter the "knock down" furniture business, and the probabilities are that it will within a short time open a large factory in Bay City. The factory has been organized some time and negotiations are now under way for the purchase of the Michigan Sugar Co. building. The building belongs to the Bay City-Michigan Sugar Co., and as there is no possibility of its ever being started under the conditions prevailing among the beet growers, it is expected the building can be secured. The "knock down" furniture idea is to manufacture and sell the parts of furniture, together with finishing materials, etc., and the buyer puts the pieces together.

The Board of Trade has secured the full amount of money necessary to complete the contract made with John Faulkner, President of the Bay City Alkali Co., to locate the proposed Solvay process plant in this city, and the Board now holds the deeds for practically all of the twenty-six acres of site required. The deeds remain under the control of the Board until the proposed building is erected. Faulkner and his associates say they will be able to complete the foundation before snow flies.

The new J. H. Emery Cement Brick Making Machine Co. has broken ground for its new factory on the west side. Several small buildings will be erected. The erection of small business buildings, and also small houses, continues despite the approach of winter and the condition of the labor market existing all summer is unchanged.

Preparing for the Usual Fall Rush.

Pontiac, Oct. 10.—Vehicle makers here are getting in readiness as fast as possible for the fall rush of business, which they expect will begin in about four weeks. Many big contracts have been made and orders for shipments will begin to pour in by the end of this month. The extension of the carriage industry to the south has as yet cut little figure with Michigan factories which produce vehicles. In the past few years many large plants have been erected in southern states and the result has been to cut off a large amount of business which has been controlled by the Cincinnati vehicle builders. The only effect that this has on the industry in Michigan is to throw Ohio producers into closer competition with Michigan makers.

Martin Halfpenny, one of the veteran vehicle manufacturers of this city, has a new invention which has been tested and found equal to all that is claimed for it. It is an auxiliary vehicle spring especially designed for use on the rear axles of automobiles. The spring combines with an ordinary vehicle spring and prevents the sudden opening of the spring following its compression from the wheels of the vehicle dropping into a rut. The auxiliary spring equalizes the upward and downward motion of the spring, so that the passengers in the rear seat of an auto can ride as safely and as comfortably as those in front.

The Rapid Motor Vehicle Co. has

added a night force and is now running its plant continuously. It expects to move into its new factory before cold weather.

The Fads of Millionaires.

Pierpont Morgan—Collecting and breeding fine dogs.

Russell Sage—Owning and driving thoroughbred horses.

John Jacob Astor—Making original experiments in chemistry.

J. D. Rockefeller—The violin and Sunday schools.

Richard Croker—Racing horses.

D. O. Mills—Planning and building cheap lodging houses.

Cornelius Vanderbilt—Running fast locomotives.

Levi P. Morton—Growing fine grapes.

W. E. D. Stokes—Collecting fine carriages and hats.

W. Seward Webb—Growing vegetables.

Dr. Charles Parkhurst—Collecting pictures of mountains.

Oliver Iselin — Designing fast yachts.

W. K. Vanderbilt—Fast trotting horses.

W. K. Vanderbilt, Jr.—Automobiles.

H. Havemeyer — Gardening and raising flowers.

O. H. P. Belmont—Stables and fine furniture for them.

C. T. Yerkes—Art collecting.

Henry Clews—Collecting fine orchids.

Waldorf Astor—Literature.

Hermann Oelrichs—Swimming and aquatic sports.

Mrs. Hermann Oelrichs—Automobiles.

George Gould—Fox hunting.

New Manufacturing Industry.

Albion, Oct. 10.—Albion's newest industry, one which bids fair to grow into one of the most important, is the Handy Baggage Truck Co. The company, which recently moved here from Oxford, was secured through the efforts of the Business Men's Association.

The truck is the invention of Lewis Barnes, formerly connected with the P. O. & N Railroad at Oxford, who is manager of the concern. The peculiar feature of the truck is a device by means of which its platform can be raised to the level of the floor of the baggage car. It has been tried by the Michigan Central Railway with successful results.

The company will use the factory buildings formerly occupied by the Albion Buggy Co., free for one year, with the privilege of purchasing same for \$5,000.

America's wizard, Thomas A. Edison, has promised that by October he will be prepared to equip automobiles of all descriptions with his light battery. Cells up to 14,000 in number have already been manufactured and are used in equipping 160 conveyances. The cost of their operation is calculated as 58 per cent. of that of horses, and their speed may be judged by the fact that a two ton car was driven over New Jersey roads at thirty-three miles an hour.

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

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

Gasoline Mantles

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

NOEL & BACON

345 S. Division St. Grand Rapids, Mich.

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

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS' JAXON Highest Grade Extracts.

Foote & Jenks JACKSON, MICH.

COLEMAN'S HIGH FOOTE & JENKS' CLASS EXTRACTS

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.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, 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.

Salesmen Who "Do" Buyer Lose Out in Long Run.

"Do you know I often feel sorry for some of the 'jays' to whom I have sold a big bill of goods. I occasionally load a man up with so large a line of my stuff it is a shame to take the money, and my conscience troubles me afterward."

The above remarks were made by my fellow passenger on a West Madison grip car a few days ago. The speaker apparently was about 30 years of age, and the remarks were addressed to a companion of about the same age. Being a salesman myself, I was interested.

From the further talk I gathered that the salesman who had experienced the occasional twinge of conscience was a comparatively new man on the road. At least the tone of his conversation indicated as much, and further, that he would be a failure as a salesman if he continued to pursue the tactics he had described.

One of the cardinal principles which a salesman should observe is, never to sell a customer more goods than he would purchase himself were their positions reversed. Sales of the kind mentioned always act as a boomerang. Instead of making a "customer," they have the opposite effect—the salesman has simply secured one order, and in getting it he has lost the confidence of a possible customer.

The general manager once said to me, when I was starting out for a new house: "Remember, now, we do not care for orders; what we want is customers." The remark sounded so paradoxical that I enquired his meaning, and he explained at length. He didn't want his salesmen placed in a position where their conscience would trouble them.

No man can succeed as a salesman unless he wins the confidence of his trade. And there is just one way to do this—by fair and square dealing. He may pick up occasional orders, and "load up a jay" here and there, but he will find in a short while that his competitor is doing the bulk of the business in his territory; that is, if his competitor be made of the proper stuff, and guards the interests of his trade as zealously as he does those of his employer. Unless this is done, failure is the inevitable fate of a salesman.

It frequently happens that a salesman's suggestions are not asked by a customer. More frequently, however, his advice is sought, and when it is, it should be given conscienti-

ously and with an eye to the future—not to the size of the single order he is taking.

Every salesman has among his trade a few "know it alls," who "know just what they want" and regard a salesman's suggestions with suspicion. The only way to handle a customer of this kind is to let him have his own way. Put down his order as he gives it, but be sure to treat him with respect, although be chary with advice. Nearly every man believes his own judgment is the best, and doesn't like to have it questioned. After you have his order you can incidentally mention a few articles which are having a good sale in other localities, but which he has overlooked. Do not press him to buy any of these, however. He'll do it the next time you call; he don't want you to think you furnished the initiative.

The buyer who takes the salesman into his confidence is the one who gets all the best of it. He secures the full benefit of the salesman's experience, and not infrequently a better price than his "know it all" competitor.

Of course, a salesman's first duty is to his house, but no reputable business house wants to "load up" a customer with a stock of goods which he can not handle to advantage, and, incidentally, pay for when due. The new salesman is especially prone to look for large orders. He loses sight of the fact that he must "build up" his trade, and, in his anxiety and zealotness, is liable to do things which have just the opposite effect. Here are two good rules for new salesmen to paste in their hats. They come from two houses in the same line of trade:

"Don't try to get orders; try to make customers."

"Never misrepresent anything to a customer, and never sell him an article he does not need."

If new salesmen will follow these rules and work hard their chances of success will be bright indeed.

Frank R. Atwood.

Avoid the Appearance of Poverty.

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

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

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

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

"Very well, then. Remember, I'm talking for your good. You are wearing a cheap suit. It's an old

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

"I believe I understand you, sir."

"If you had come to this office well dressed and holding your head up the office boy wouldn't have looked doubtful and apologetic when he brought in your name to me. I would have received you with courtesy—not on account of your clothes, for the same garments on a tailor's dummy wouldn't have inspired me with any sentiments of respect, but because you yourself had the respect of yourself to set off your anatomy to good advantage. You treat yourself with proper respect and the world will do the same."

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

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

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

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

Do Nothing Slipshod.

Everything should be done in a thorough manner—small and great things. When a boy is least conscious of it someone may be watching him on the street while he is doing his errand. An overheard remark, his maner of walking—daw-

dling and idling along the way, stopping to look into windows, or walking as if pushed by a purpose to do his errand as quickly and as completely as possible—these little things may be the means of getting or losing a good position, so that a boy can not afford to do even an errand in a slipshod way.

Do everything to a complete finish. No success struggler can ever be a failure who makes this his motto. But if he looks upon anything as small or insignificant, if he thinks, "Oh, well, this is a little thing. It is not of much account. I can not afford to put all my energy into it, it is too trifling," he will encourage a habit which will mar the great things which he will try in vain later to do.—Success.

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

Traveling Men Say! After Stopping at Hermitage European Hotel in Grand Rapids, Mich.

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

J. MORAN, Mgr.
All Cars Pass Cor. E. Bridge and Canal

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.

GREAT BRITAIN AND JAPAN.

The new agreement between Great Britain and Japan is a very important document. Its life is for ten years, and twelve months' notice on either side is required to terminate it before that time. It is a model of brevity for a diplomatic document, but it says a great deal in its 800 words. By it the two island kingdoms make common cause, offensive and defensive, and each promises to hasten to the other's rescue at any time when help is needed. It claims to make for peace especially in the regions of Eastern Asia and India. By it each is obliged to come to the other's aid in war. The rights of Japan and Korea and those of England and India are especially guaranteed and protected. So far as the war between Japan and Russia is concerned, Great Britain is to remain neutral, but that war is over and done with, so neutrality there is not very important. In all other respects and all other times and for all other purposes, the two are to fight as one.

It is not to be wondered at that the publication of the new treaty was received with joyful acclaim in England. It is an assurance that help will be forthcoming if ever needed in India and the very fact that it will be furnished if required will help prevent conditions that might possibly suggest it. It affords relief and means probable peace in that country for some time to come. Japan's hands are also materially strengthened. With the terms of this alliance publicly known there will be no disposition to interfere with the Mikado's management of affairs in Korea or Manchuria. The war just over has been a severe stress and strain upon the Japanese, even although they are victorious, and in what some might call a weakened condition this treaty makes them stronger than ever before. The two outside countries most affected are France and Germany. To the former the details of the new document are all entirely satisfactory and agreeable. This may not and probably will not be so with Germany. Emperor William will hardly be disposed to view the new alliance with favor. It makes a combination which he will have to think twice about and which he will have to respect. Sir Charles Dilke thinks that the German government may be irritated, but that it will calm itself in time and that everything will be received pleasantly. England and Japan make a decidedly strong combination in war. They have both had valuable experience and training and together they make a formidable enemy which any nation would hesitate about encountering.

America Leading in Building Material and Methods.

The comparatively recent advent of hollow concrete blocks into building construction is probably one of the most important innovations in the building industry, and one that is yet in its infancy, says the Scientific American. The use of concrete as building material is not recent, however, as there are still in existence dikes, dams,

roadways, etc., built by the Romans of material corresponding almost exactly with our present-day concrete; it is the introduction of the hollow concrete building block machine that has made possible the gigantic strides taken by this new industry.

Experiments along this line have been in progress for many years, but it is only in the past few years that the results have been tangible. The natural cement which was formerly used in concrete construction has been almost entirely replaced by its superior, artificial cement, and it is only with the latter cement that any advantageous results have been accomplished.

It is interesting to note that where formerly a European Portland cement was specified as the standard of excellence, in recent years American Portland cement has been so improved by exhaustive and expensive experiments that the domestic production is now conceded to be superior in every way to the foreign article.

That an industry so new to this country, and one requiring so high a degree of technical knowledge, has leaped to first place, is doubtless due to the superiority of both raw material and method of production. Probably the best proof of the superiority of our product will be shown by a comparison of our production in 1890 of 300,000 barrels with that in 1903 of 21,000,000 barrels.

The Boys Behind the Counter.

Alma—The clerks of the Lee Mercantile Co. are doing a very sensible thing in meeting to discuss ways and means of giving the best service to customers and promote the interests of both employer and employee. They meet the first and last Tuesday evenings of the month. Someone is appointed to prepare a paper on some subject of common interest for the coming meeting and then they discuss it from all points. A recent subject was, "Is it right to cut prices to one person and not to another?" Last Tuesday they discussed "How to arrange a store for a sale." Sometimes the discussions are a little warm, but it all tends to benefit the general working of the business, and gives better service to customers.

Traverse City—Miss Mary Hooker, after almost twenty-three years of faithful service with the Hannah & Lay Mercantile Co., has resigned her position. While her future plans are rather indefinite she will soon leave for a trip to Washington, where she will take an extended rest.

Ionia—Frank W. Gardner has given up his position in St. Louis, Mo., and returned to this place to take charge of the five and ten cent store now operated by his father. Mr. Gardner demonstrated his ability to successfully build up the bazaar and when at the helm again will continue to keep it among Ionia's foremost business houses.

The grocery business formerly conducted by A. O. Wortman at 272 West Bridge street will be continued in future under the style of Wortman Bros.

Fishing by Telephone.

Izaak Walton, reincarnated in the twentieth century, could further his knowledge of the finny races with a telephone. In Norway they have a telephone by which the sounds of fish may be heard. It consists of a microphone in a hermetically sealed steel box, connected with a telephone on shipboard by wires, each sound in the water being intensified by the microphone. The inventor asserts that, with its aid, the presence of fish, and approximately their number and kind, can be recognized. When herring or smaller fish are encountered in large numbers they make a whistling noise, and the sound made by codfish is more like howling. If they come near the submarine telephone their motions can be distinguished. The flow of water through their gills produces a noise similar to the labored breathing of a quadruped.

Owosso — The newly organized American Butter Refining Co., of New Jersey, known as the "butter trust," has secured possession of the big process butter plant and business of E. F. Dudley, of this city. It is claimed that the price received by him from the trust is not less than \$250,000, and that he is retained as manager of the plant with a salary of \$7,000 per annum. The annual output of the Dudley plant is 4,000,000 pounds. The trust is reaching out for the two big factories in Chicago and one has been purchased, while the other is still being negotiated for. The butter trust is capitalized at \$17,000,000 and its securities will be underwritten by the Morton Trust Co. Thomas F. Ryan, who recently secured control of the Equitable Life, is backing the project, associated with him being Levi P. Morton, Charles H. Allen, Elihu Root, James K. Corbiere, H. M. Francis and others. The directors of the company are Sir Frederick Rorden, of the Canadian Cabinet; J. H. Lane, of the Standard Trust Co., of New York; John A. Spoor, of Chicago; J. T. Lenox, of Lynn, Mass.; Charles A. Henderson, of New York, and H. Amy, banker, of New York. The President has not yet been selected, but Grant Hugh Browne, of New York, right hand man to Ryan, will be Vice-President, and Eugene Del Mar Secretary. It was Browne who closed the deal for the Owosso factory, Dudley visiting New York with his attorney, John T. McCurdy, for the purpose. The trust aims first to secure control of the process butter business and then absorb the creamery butter business. An enormous amount of money is said to be back of the project, estimated as high as \$500,000,000.

It is said that Maine, which has been a Prohibition State for years, is now dryer than ever. Old toppers, who are regular in their demands for beverage, can get a drink, but strangers find difficulty in getting their thirst satisfied. This is due to the frequency of raids on rum sellers and the effective enforcement of the Sturgis law. It is said the liquor dealers will soon have to go out of business or seek license legislation.

Frank P. Bush, formerly traveling representative for the Grand Rapids branch of the National Biscuit Co. and later connected with the Cleveland and Detroit branches, has been promoted to the position of Manager at Detroit in place of C. D. Henderson, resigned. Mr. Bush is a young man of intense energy and persistent application and will undoubtedly achieve a large measure of success in his new position.

The drug business formerly conducted by the Walter K. Schmidt Co., Ltd., at 84 Canal street, has been merged into a stock company under the style of Walter K. Schmidt & Co., which will continue the business at the same place. The authorized capital stock of the new corporation is \$40,000, of which \$30,420 is subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Vegetable & Hemlock Oil Medical Co. for the purpose of manufacturing and dealing in chemical compounds. The authorized capital stock of the company is \$40,000, of which \$26,600 is subscribed and \$300 paid in in cash and \$26,000 in property.

Constantine—The Advance Foundry Co., Ltd., has been incorporated to conduct a foundry and machine shop. The authorized capital stock of the company is \$1,200, all of which is subscribed and \$180 paid in in cash and \$1,020 in property.

Broadbent & Andringa, who formerly conducted a grocery business at 357 Jefferson avenue, have dissolved partnership. F. P. Andringa will continue the business at the same stand.

Evart—Menold Bros. have sold their drug stock to Geo. D. Hilton, of Fremont, who will continue the business at the same location.

Broadbent & Cole will continue the grocery and bakery business formerly conducted by Walter Scott at 301 Jefferson avenue.

A man does not grow himself by grunting at every one else.

WE WANT YOUR

Veal, Hogs, Poultry, Eggs, Butter and Cheese

We pay highest market prices.

Check goes back day after goods arrive. Write us.

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.

Either Phone 1254

71 Canal St.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings for 1905—Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlatterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
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 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.

Why the Mann Bill Should Not Be Enacted.

Every discoverer in this world should be entitled to his discovery. It is only fair that the creator of something which has not previously existed should have the exclusive ownership of the thing created. In the case of inventors, in our own country, monopoly is granted for a period of seventeen years; after this the invention becomes public property, and is open to everybody. Under our patent laws a number of chemicals have been given protection for this period of seventeen years.

But it is contended by a great many retail druggists that the product patent granted in the United States to these chemicals is a detriment to the citizens of the country because it enables manufacturers to charge a high price for the articles; and they further aver that Germany, the country from which so many of our patent synthetics are received, has a less liberal regulation than ourselves in regard to their protection. This, in a word, is the essence of the argument in favor of the Mann bill, which would deny a patent on the products themselves and restrict it to the processes of manufacture, after the custom of Germany. Is it sound reasoning?

So far as the alleged difference is concerned between the American and the German laws, I believe that a careful examination of the German law, which protects only the process of manufacture, and the American law, which protects the product also, will show that there is no material difference. In Germany, if a patentee complains that some one is infringing on his process, the burden of proof rests upon the defendant. The latter must prove to the courts that his process constitutes no infringement; and until he can so prove himself innocent he is deemed guilty. In America, on the other hand, if we gave a patent only on the process, as the Mann bill would have us do, the complainant himself would be compelled to prove that his process had been infringed upon, for in the courts of this country a man is deemed innocent until he is proved guilty.

The burden of proof rests upon the complainant; and in this case the complainant would have to drag the imitator into court, and prove that his process had been infringed upon—an almost impossible thing to do.

And so it is that the process patent of America affords no such protection as the process patent of Germany; it affords, indeed, practically no protection at all; and my contention therefore is that we must continue to give American manufacturers the product patent if we are to afford them as much protection as the German manufacturers get in their own country under the process patent. Giving this product patent to them now, we are doing no more for them than the German government is doing for the manufacturers of that country.

Furthermore, the Mann bill would in many cases prove ineffective anyway for the reason that there is frequently only one process for the production of a chemical, and where this is so, the process patent does not differ from the product patent in establishing a monopoly. Our courts have ruled, too, that it is no infringement of a process patent to import, sell, handle or use the product of a process; that to show the infringement of a process claim, the patentee must prove a piratical use of the process in this country.

One great argument against the Mann bill is the spirit of injustice which is behind it, and which it breathes forth in every line. It must be that some of us do not appreciate the very great expense of scientists, laboratory equipment, books, etc., required by an institution doing research work; the countless experiments that end in naught; the immense expenditure of time and money before a new chemical is found that proves to be a "winner." Even after the discovery of a useful compound has been made, think about the trials that must be made, not only on the lower animals, but on man, before the use of the remedy can be determined under all circumstances. And after the inventor has something good, it still remains for him to convince the medical and pharmaceutical professions. We all admit that the education of the medical profession in the use of a new remedy can be achieved only as the result of a vast expense. Indeed, it is more expensive in our own country than in any other, on account of its great size, its scattered population, and the immense number of trademarked remedies that are being exploited on every hand.

Under these conditions a manufacturer needs and deserves what protection the American product patent can give him. He must have it if there is to be any inducement at all for him to enter into competition with the German manufacturers and strive to build up American enterprise in the invention and discovery of synthetic chemicals. Would you cripple this new industry? Would you subject your country to the taunt that we must go to Germany for our real research work and for

the discovery and invention of synthetic chemical products? We ought to have more national pride than this. We ought to have more justice. We should take a broader view of the question, and look farther into the future than we have done before we cripple and shackle the manufacturers of our own country.

Many advocates of the Mann bill and many other good people also argue that no one should monopolize any remedy or any device intended for use among the sick and suffering. They say that Dr. So-and-So and Chemist So-and-So have given the world the results of their labors without price. We admit that this is very generous, and we urge every scientist to do so who can afford it without injustice to himself or his family, but we deny that there would be the same advancement in medications and surgical appliances if our inventors were not influenced by monetary considerations. And certainly our manufacturing houses have to be so influenced if they are to pay dividends to their stockholders.

The whole patent agitation resulting in the Mann bill has largely arisen because of the conditions with respect to phenacetin. Phenacetin has been singled out to show how the American people were being held up by greedy foreign manufacturers. But there is a greater disparity between the German and American prices of this product than of any other, because the process for phenacetin was published before the patent was applied for, and for that reason the patent was refused by the German government. This left the manufacture of the chemical open to all German makers, and thus the price was at once fixed by competition. We must expect a very great disparity in the prices of any article that is patented in some countries and not patented in others, whether it be a chemical or anything else, and the fact remains that the phenacetin situation has never been repeated with any other product. In the case of no other chemical has the difference been so great between the German and American prices. The patent on phenacetin now expires within a year or two, and thus the one product which has practically brought the Mann bill into existence will cease to be a thorn in the flesh. The barn door is to be locked after the horse has gone!

Referring to that provision of the Mann bill which requires a patent to be worked in this country, it must be apparent to a great many of us that there is a much smaller demand and use for most of these synthetic compounds than there is for typewriters, cash-registers and thousands of other machines and articles, and that it would not be practicable to establish a factory in every country in which the maker desired to exploit his product, because the sales in that country would not be sufficient to maintain the institution. Is not this provision of the Mann bill, then, most unjust? It is not only unjust, but it is so short-sighted that it would have the very opposite effect from

the one intended. The operation of such laboratories in many countries would not mean that the product would cost less, but on the contrary, that it would cost a great deal more.

But by all means the most cogent argument against the Mann bill is this, that if proper protection were denied inventors in the United States by our patent laws, it is more than likely—it is absolutely certain—that the manufacturers would protect their interests by resort to secrecy. The immense expense of marketing chemical products would simply force the promoters to abandon the use of patents, keep the composition of their products secret, and employ mere trade-marks after the manner of the so-called "patent medicines." Thus could the inventor protect himself from competition, for no one would have the knowledge enabling him to duplicate the products, but the pharmaceutical and medical professions, as well as the laity, would be compelled to pay the manufacturer's price, not only for the seventeen years, but for all time! Hadn't we better have a monopoly for seventeen years than a permanent monopoly? Isn't it better to bear the ills we have (if ills they are) than to fly to others far worse? Furthermore, do we want secrecy in medicine and pharmacy? Of course not. Secrecy is the very thing we least want, and we should think twice before we caused American manufacturers in self-defense to resort to it.

And then, it is a question whether the pharmacist would be better off under such a system as the Mann bill contemplates. Suppose the bill were really to work as its advocates believe it will. Then we should have a number of brands of every product instead of one, and every pharmacist would be compelled to carry a dozen aristols in stock under different trade names, when he has only to carry one now. The Denver Chemical Co. prepares antiphlogistine. It no sooner secures a successful sale than the pharmaceutical manufacturers offer Clay's poultice, Day's antiseptic dressing, anti-thermoline, glyceroplasma, pyrofinestine, glykaolin, thermofuge, libradol, terra-plasma, plasmo and fifty others! No sooner do we have a sale on adrenalin than we are offered suprarenalin, adnephryn, adrin, caprenalin, hemisine, and so on. Following in the footsteps of urotropin, we have formin, cystogen, uritone and eighty others.

W. H. Burke.

The Drug Market.

Morphine—The price is well maintained.

Menthol—Shows another advance and is tending higher. Reports from Japan are that the new crop will be very small compared to the previous year.

Haarlem Oil—Is scarce and higher for the present.

Gum Camphor—Is very firm at the advance of 4c. Another advance is probable on account of the higher price in Japan.

Oil Orange—Is very firm and has been advanced.

WHOLESALE DRUG PRICE CURRENT

Advanced—

Declined—

Aceticum 60 8	Copaiba 1 15 1 25	Scilla Co 50 50	Liquor Arsen et Hydrarg iod 25	Rubia Tinctorum 12 14	Vanilla 9 00 0
Benzoicum, Ger. 70 75	Cubebae 1 20 1 30	Tolutan 50 50	Liq Potass Arsinit 10 12	Saccharum La's. 22 25	Zinci Sulph 70 8
Boricac 17	Evechthitos 1 00 1 10	Prunus virg 50 50	Magnesia, Sulph bbl 1 15	Salacin 4 50 4 75	
Carbolicum 26 29	Erigeron 1 00 1 10		Mannitol S F 2 60 2 70	Sanguis Drac's. 40 50	Oils
Citricum 42 45	Gaultheria 2 25 2 35	Anconitum Nap'sR 50 50	Menthol 2 60 2 70	Sapo, W 12 14	Whale, winter 70 70
Hydrochlor 30 5	Geranium 50 60	Anconitum Nap'sR 50 50	Morphia, S P & W2 35 2 60	Sapo, M 10 12	Lard, extra 70 80
Nitrosum 8 10	Hedeoma 1 60 1 70	Aloes 50 50	Morphia, S N Y Q2 35 2 60	Sapo, G 15 15	Lard, No. 1 60 65
Oxalicum 10 12	Junipera 40 1 20	Aloes & Myrrh 50 50	Morphia, S N Y Q2 35 2 60	Seidlitz Mixture 20 22	Linseed, pure raw 46 51
Phosphorium, dil. 15	Lavendula 90 2 75	Asafoetida 50 50	Morphia, S N Y Q2 35 2 60	Sinapis 18 18	Linseed, boiled 47 52
Salicylicum 42 45	Limonis 90 1 10	Atrope Belladonna 50 50	Morphia, S N Y Q2 35 2 60	Sinapis, opt 30 30	Neat's-foot, w str 65 70
Sulphuricum 1 15 5	Mentha Piper 3 00 3 25	Aurant Cortex 50 50	Moschus Canton. 40 40	Snuff, Maccaboy, 51 51	Spts. Turpentine Market
Tannicum 75 80	Mentha Verid 5 00 5 50	Benzoin 50 50	Myristica, No. 1 28 30	DeVos 51 51	Paints
Tartaricum 38 40	Morruhuac gal 1 25 1 50	Benzoin Co 50 50	Nux Vomica po 15 10 10	Snuff, S'h DeVos 51 51	Red Venetian 1 1/2 2 3
Ammonia	Myrica 3 00 3 50	Barosma 50 50	Os Sepia 25 28	Soda, Boras, po. 9 11	Ochre, yel Mars 1 1/2 2 3
Aqua, 18 deg. 4 6	Olive 75 30 00	Cantharides 75 75	Pepsin Saac, H & P D Co 1 00	Soda et Pot's Tart 25 28	Ocre, yel Ber 1 1/2 2 3
Aqua, 20 deg. 6 8	Picis Liquida 10 12	Cardamon 75 75	Picis Liq N N 1/2 2 00	Soda et Pot's Tart 25 28	Putty, commer'l 2 1/2 3 1/2
Carbonas 13 15	Picis Liquida gal 92 96	Cardamon Co 75 75	Picis Liq qts 1 00	Soda, Carb 1 1/2 2	Putty, strictly pr 2 1/2 3 1/2
Chloridum 12 14	Rosmarini 1 00	Castor 1 00	Pil Hydrarg po 80 50 50	Soda, Bi-Carb 3 5	Vermillion, Prime
Black 2 00 2 25	Rosae oz 5 00 6 00	Catechu 50 50	Pil Hydrarg po 35 50 50	Soda, Ash 3 1/2 4	American 13 15
Brown 80 1 00	Succini 40 45	Cinchona 50 50	Pil Hydrarg po 22 50 50	Soda, Sulphas 2 60	Vermillion, Eng. 75 80
Red 45 50	Sabina 90 1 00	Cinchona Co 50 50	Pil Hydrarg po 15 50 50	Soda, Cologne 2 60	Green, Paris 14 18
Yellow 2 50 3 00	Santal 25 4 50	Columba 50 50	Pil Hydrarg po 10 50 50	Spts, Ether Co. 50 55	Green, Peninsular 13 16
Baccae	Sassafras 75 80	Cubebae 50 50	Pil Hydrarg po 5 50 50	Spts, Myrcia Dom 2 00	Lead, red 6 1/2 7
Cubebae 15 18	Sinapis, ess, oz. 1 00 1 10	Cassia Acutifol 50 50	Pil Hydrarg po 3 50 50	Spts, Vini Rect bbl 2 00	Lead, white 6 1/2 7
Juniperus 5 6	Tigill 10 11	Cassia Acutifol Co 50 50	Pil Hydrarg po 2 50 50	Spts, Vi'i Rect 1/2 b 2 00	Whiting, white S'n 90
Xanthoxylum 30 35	Thyme 40 50	Digitalis 50 50	Pil Hydrarg po 1 50 50	Spts, Vi'i R't 10 gl 2 00	Whiting, Gliders 95
Balsamum	Thyme, opt 1 60	Ergot 50 50	Pil Hydrarg po 1/2 50 50	Spts, Vi'i R't 5 gal 2 00	White, Paris Am'r 1 25
Copaiba 45 50	Theobromas 15 20	Ferri Chloridum. 35 35	Pil Hydrarg po 1/4 50 50	Strychnia, Cryst'l 1 05 1 25	Whit'g Paris Eng 1 40
Peru 1 50	Potassium	Gentian 50 50	Pil Hydrarg po 1/8 50 50	Sulphur Subl 2 1/2 4	Universal Prep'd 1 10 1 20
Terabin, Canada 60 65	Bi-Carb 15 18	Gentian Co 50 50	Pil Hydrarg po 1/16 50 50	Quassia, S P & W 8 10	Varnishes
Tolutan 35 40	Bichromate 13 15	Guaiaca 50 50	Pil Hydrarg po 1/32 50 50	Sulphur, Roll 2 1/2 3 1/2	No. 1 Turp Coachl 10 1 20
Cortex	Bromide 25 30	Guaiaca ammon 50 50	Pil Hydrarg po 1/64 50 50	Tamarinds 8 10	Extra Turp 1 60 1 70
Abies, Canadian. 18	Carb 12 15	Hyoscyanus 50 50	Pil Hydrarg po 1/128 50 50	Quina, S Ger. 22 32	
Cassia 20	Chlorate 12 14	Iodine 75 75	Pil Hydrarg po 1/256 50 50	Quina, N. Y. 22 32	
Cinchona Flava. 18	Cyanide 34 38	Iodine, colorless 75 75	Pil Hydrarg po 1/512 50 50		
Buonymus atro. 30	Iodide 3 60 3 65	Kino 50 50	Pil Hydrarg po 1/1024 50 50		
Myrica Cerifera. 20	Potassa, Bitart pr 30 32	Lobelia 50 50	Pil Hydrarg po 1/2048 50 50		
Prunus Virginl. 15	Potass Nitras opt 7 10	Myrrh 50 50	Pil Hydrarg po 1/4096 50 50		
Quillaia, gr'd 12	Potass Nitras 6 8	Nux Vomica 50 50	Pil Hydrarg po 1/8192 50 50		
Sassafras, po 25 24	Prussiate 23 26	Opil 75 75	Pil Hydrarg po 1/16384 50 50		
Ulmus 40	Sulphate po 15 18	Opil, camphorated 1 50	Pil Hydrarg po 1/32768 50 50		
Extractum	Radix	Opil, deodorized. 1 50	Pil Hydrarg po 1/65536 50 50		
Glycyrrhiza Gla. 24 30	Aconitum 20 25	Quassia 50 50	Pil Hydrarg po 1/131072 50 50		
Glycyrrhiza, po. 28 30	Althae 30 33	Rhatany 50 50	Pil Hydrarg po 1/262144 50 50		
Haematox 11 12	Anchusa 10 12	Rhel 50 50	Pil Hydrarg po 1/524288 50 50		
Haematox, 1s 13 14	Arum po 20 25	Sanguinaria 50 50	Pil Hydrarg po 1/1048576 50 50		
Haematox, 1/2s 14 15	Calamus 20 40	Serpentaria 50 50	Pil Hydrarg po 1/2097152 50 50		
Haematox, 1/4s 16 17	Gentiana po 15 16 18	Stromonium 50 50	Pil Hydrarg po 1/4194304 50 50		
Ferru	Glycyrrhiza pv 15 16 18	Tolutan 50 50	Pil Hydrarg po 1/8388608 50 50		
Carbonate Precip. 15	Hydrastis, Canada 1 90	Valerian 50 50	Pil Hydrarg po 1/16777216 50 50		
Citrate and Quina 2 00	Hydrastis, Can. po 2 00	Veratrum Veride. 50 50	Pil Hydrarg po 1/33554432 50 50		
Citrate Soluble 55 55	Hellebore, Alba. 12 15	Zingiber 20 20	Pil Hydrarg po 1/67108864 50 50		
Ferrocyanidum S 40	Inula, po 18 22		Pil Hydrarg po 1/134217728 50 50		
Solut. Chloride 15	Ipecac, po 2 00 2 10	Miscellaneous	Pil Hydrarg po 1/268435456 50 50		
Sulphate, com'l 7	Iris plox 35 40	Aether, Spts Nit 3f 30 30 35	Pil Hydrarg po 1/536870912 50 50		
Sulphate, com'l, by bbl. per cwt. 70	Jalap, pr 25 30	Aether, Spts Nit 4f 34 34 38	Pil Hydrarg po 1/1073741824 50 50		
Sulphate, pure 7	Maranta, 1/4s 35 40	Alumen, grd po 7 3 4	Pil Hydrarg po 1/2147483648 50 50		
Flora	Podophyllum po. 15 18	Annatto 40 40	Pil Hydrarg po 1/4294967296 50 50		
Arnica 15 18	Rhel 75 100	Antimoni, po 4 5	Pil Hydrarg po 1/8589934592 50 50		
Anthemis 22 25	Rhel, cut 1 00 1 25	Antimoni et po T 40 50	Pil Hydrarg po 1/1717986984 50 50		
Matricaria 30 35	Rhel, pv 75 100	Antipyrin 20 25	Pil Hydrarg po 1/3435973968 50 50		
Folia	Spigelia 30 35	Antifebrin 20 20	Pil Hydrarg po 1/6871947936 50 50		
Barosma 25 30	Sanuginari, po 18 50 55	Argenti Nitras oz 10 12	Pil Hydrarg po 1/13743895872 50 50		
Cassia Acutifol. 15 20	Senega 85 90	Arsenicum 10 12	Pil Hydrarg po 1/27487791744 50 50		
Tinnevely 15 20	Smilax, m's H. 40 40	Balm Gilead buds 60 65	Pil Hydrarg po 1/54975583488 50 50		
Cassia, Acutifol. 25 30	Smilax, M. 25 25	Bismuth S N. 2 80 2 85	Pil Hydrarg po 1/109951166976 50 50		
Salvia officinalis, 1/4s and 1/2s 18 20	Scilla po 35 10 12	Calcium Chlor, 1s 9 9	Pil Hydrarg po 1/219902333952 50 50		
Uva Ursi 8 10	Symlocarpus 25 25	Calcium Chlor, 1/2s 12 12	Pil Hydrarg po 1/439804667904 50 50		
Gummi	Valeriana Eng. 15 20	Calcium Chlor, 1/4s 12 12	Pil Hydrarg po 1/879609335808 50 50		
Acacia, 1st pld. 65	Valeriana, Ger. 15 20	Cantharides, Rus 1 75	Pil Hydrarg po 1/175921871008 50 50		
Acacia, 2nd pld. 45	Zingiber a 12 14	Capsid Fruc's af 20 20	Pil Hydrarg po 1/351843742016 50 50		
Acacia, 3rd pld. 35	Zingiber j 16 20	Capsid Fruc's po 20 22	Pil Hydrarg po 1/703687484032 50 50		
Acacia, sifted sts. 45 65		Cap'i Fruc's B po 15 15	Pil Hydrarg po 1/1407374968064 50 50		
Acacia, po. 12 14	Anisum po 20 16 16	Carophyllus 20 22	Pil Hydrarg po 1/2814749936128 50 50		
Aloe, Barb 25 25	Apium (gravel's) 13 15	Carmin, No. 40. 4 25	Pil Hydrarg po 1/5629499872256 50 50		
Aloe, Cape 45 65	Bird, 1s 4 6	Cera Alba 50 55	Pil Hydrarg po 1/11258999644512 50 50		
Aloe, Socotri 45 65	Carul po 15 10 11	Cera Flava 40 42	Pil Hydrarg po 1/22517999289024 50 50		
Ammoniac 55 60	Cardamon 70 90	Crocus 1 75 1 80	Pil Hydrarg po 1/45035998578048 50 50		
Asafoetida 35 40	Coriandrum 12 14	Cassia Fructus 10 12	Pil Hydrarg po 1/90071997156096 50 50		
Benzoinum 50 55	Cannabis Sativa. 5 7	Catearia 10 10	Pil Hydrarg po 1/180143994312192 50 50		
Catechu, 1s 14 14	Cydonium 75 100	Chloroform 32 32	Pil Hydrarg po 1/360287988624384 50 50		
Catechu, 1/2s 14 14	Chenonodium 25 30	Chloro'm Squibbs 50 50	Pil Hydrarg po 1/720575977248768 50 50		
Catechu, 1/4s 16 16	Dipterix Odorate. 80 1 00	Chloral Hyd Crs'l 35 40	Pil Hydrarg po 1/1441151954497536 50 50		
Camphora 81 85	Foeniculum 7 18	Chondrus 20 25	Pil Hydrarg po 1/2882303908995072 50 50		
Camphor 40 40	Foenugreek, po. 7 9	Cinchonidine P-W 38 48	Pil Hydrarg po 1/5764607817990144 50 50		
Calbanum 1 00	Linl 4 6	Cinchonid'e Germ 38 48	Pil Hydrarg po 1/11529215635980288 50 50		
Gamboge 1 25 1 35	Linl, grd. bbl. 2 1/2 3 6	Cocaine 4 05 4 25	Pil Hydrarg po 1/23058431271960576 50 50		
Guaiacum po 35 35	Lobelia 75 80	Corks list D P Ct. 25 25	Pil Hydrarg po 1/46116862543921152 50 50		
Kino 45 45	Pharlaris Cana'n 9 10	Crenosotum 4 45	Pil Hydrarg po 1/92233725087842304 50 50		
Mastic 60 60	Rapa 5 6	Creta 2 2	Pil Hydrarg po 1/184467450175684608 50 50		
Myrrh 45 45	Sinapis Alba 7 9	Creta, prep 9 11	Pil Hydrarg po 1/368934900351369216 50 50		
Opil 3 60 3 65	Sinapis Nigra 9 10	Creta, Rubra 8 8	Pil Hydrarg po 1/737869800702738432 50 50		
Shellac 40 50	Spiritus	Crocus 1 35 1 40	Pil Hydrarg po 1/1475739601405476864 50 50		
Shellac, bleached 45 50	Frumentum W D. 2 00 2 50	Cudbear 24 24	Pil Hydrarg po 1/2951479202810953728 50 50		
Tragacanth 70 1 00	Frumentum 1 25 1 50	Cupri Sulph 6 8	Pil Hydrarg po 1/5902958405621907456 50 50		
Herba	Juniperis Co O T 1 65 2 00	Dextrine 7 10	Pil Hydrarg po 1/11805916811243814912 50 50		
Absinthium 4 50 4 60	Juniperis Co 1 75 3 50	Emery, all Nos. 4 6	Pil Hydrarg po 1/23611833622487629824 50 50		
Eupatorium oz pk 20 25	Saccharum N E 1 90 2 10	Emery, po 60 65	Pil Hydrarg po 1/47223667244975259648 50 50		
Lobelia 25 25	Spt Vini Galli 1 75 6 50	Ergota 60 65	Pil Hydrarg po 1/94447334489950519296 50 50		
Majorum 23 23	Vini Oporto 1 25 2 00	Ether Sulph 70 80	Pil Hydrarg po 1/18889466899901038592 50 50		
Mentra Pip. oz pk 28 28	Vina Alba 1 25 2 00	Flake White 12 15	Pil Hydrarg po 1/37778933799802077184 50 50		
Mentra Ver. oz pk 35 35	Sponges	Galla 23 23	Pil Hydrarg po 1/75557867599604154368 50 50		
Rue 39 39	Florida Sheep's wool 3 00 3 50	Gambler 8 9	Pil Hydrarg po 1/151115735199208308736 50 50		
Tanacetum V. 22 22	carriage 3 00 3 75	Gelatin, Cooper. 60 60	Pil Hydrarg po 1/302231470398416617472 50 50		
Thymus V. oz pk 25 25	Nassau sheep's wool 3 50 3 75	Gelatin, French 35 40	Pil Hydrarg po 1/604462940796833234944 50 50		
Magnesia	carriage 3 50 3 75	Glassware, fix box 70 70	Pil Hydrarg po 1/1208925805936666499808 50 50		
Calcined, Pat 55 60	Velvet extra sheep's wool, carriage. 2 00	Less than box 11 13	Pil Hydrarg po 1/2417851611873332999616 50 50		
Carbonate, Pat. 18 20	Extra yellow sheep's wool, carriage. 1 25	Glue, brown 11 13	Pil Hydrarg po 1/4835703223746665999232 50 50		
Carbonate, K-M. 18 20	wool carriage. 1 25	Glue white 15 25	Pil Hydrarg po 1/9671406447493331998464 50 50		
Carbonate 18 20	Grass sheep's wool, carriage. 1 25	Glycerina 13 15	Pil Hydrarg po 1/1934281289496663996928 50 50		
Oleum	Hard, slate use. 1 00	Grana Paradisi. 25 25	Pil Hydrarg po 1/3868562578993327993856 50 50		
Absinthium 4 90 5 00	Yellow Reef, for slate use 1 40	Humulus 35 60	Pil Hydrarg po 1/7737125157986655987712 50 50		
Amygdalae, Dulc. 50 60	Syrups	Hydrarg Ch Mt 90 95	Pil Hydrarg po 1/15474250359773311975424 50 50		
Amygdalae, Ama 8 00 8 25	Acacia 50 50	Hydrarg Ch Cor 90 90	Pil Hydrarg po 1/30948500719546623950848 50 50		
Anisi 1 45 1 50	Aurant Cortex 50 50	Hydrarg Ox Ru'm 1 05 1 15	Pil Hydrarg po 1/61897001439093247901696 50 50		
Aurant Cortex. 2 20 22 40	Zingiber 50 50	Hydrarg Ungue'm 50 60	Pil Hydrarg po 1/123794002878184494023392 50 50		
Bergamli 2 50 2 60	Ipecac 50 50	Hydrargyrum 70 75	Pil Hydrarg po 1/247588005756368988046784 50 50		
Calypoti 85 90	Ferri Iod 50 50	Ichthyobolla, Am. 90 1 00	Pil Hydrarg po 1/495176011512737976093568 50 50		
Caryophilli 1 00 1 10	Rhel Arom 50 60	Indigo 75 1 00	Pil Hydrarg po 1/990352022625475952187136 50 50		
Cedar 50 60	Smilax Om's 50 60	Iodine, Resubi 4 85 4 90	Pil Hydrarg po 1/1980704045250951904374272 50 50		
Cenopadi 3 75 4 00	Senega 50 50	Iodoform 4 90 5 00	Pil Hydrarg po 1/3961408090501903808748544 50 50		
Cinnamoni 1 00 1 10	Scilla 50 50	Lupulin 85 90	Pil Hydrarg po 1/7922816181003807617497088 50 50		
Citronella 80 85	Scilla 50 50	Lycopodium 85 90	Pil Hydrarg po 1/15845632362007615234994176 50 50		
Conium Mac 80 85	Scilla 50				

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		1		2	
Axle Grease		AXLE GREASE		Plums	
Bath Brick		Fraser's		Pineapple	
Brooms		1lb. wood boxes, 4 dz. \$ 00		Sliced	
Brushes		1lb. tin boxes, 3 doz. 2 25		Pumpkin	
Butter Color		3 1/2 lb. tin boxes, 2 dz. 4 25		Fair	
C		10lb. pails, per doz. .60 00		Good	
Candles		15lb. pails, per doz. .72 00		Fancy	
Canned Goods		25lb. pails, per doz. .12 00		Gallon	
Carbon Oils		BAKED BEANS		Raspberries	
Catsup		Columbia Brand		Standard	
Cheese		1lb. can, per doz. .90		Russian Caviar	
Chewing Gum		1lb. can, per doz. .14 00		1/4 lb. cans	
Chicory		3lb. can, per doz. .18 00		1/2 lb. cans	
Chocolate		BATH BRICK		1lb. cans	
Clothes Lines		American		Col'a River, tall.	
Cocoa		English		Col'a River, flats.	
Cocanut		No. 1 Carpet		Red Alaska	
Cocoa Shells		No. 2 Carpet		Pink Alaska	
Coffee		No. 3 Carpet		Sardines	
Crackers		No. 4 Carpet		Domestic, 1/4s	
D		Parlor Gem		Domestic, Must'd	
Dried Fruits		Common Whisk		California, 1/4s	
E		Fancy Whisk		California, 1/2s	
Farinaceous Goods		Warehouse		French, 1/4s	
Fish and Oysters		BRUSHES		French, 1/2s	
Fishing Tackle		Solid Back 3 in		Shrimps	
Flavoring Extracts		Solid Back, 11 in		Standard	
Fly Paper		Pointed ends		Fair	
Fresh Meats		Stove		Good	
Fruits		No. 3		Fancy	
G		No. 2		Standard	
Gelatine		No. 1		Fair	
Grain Bags		No. 8		Good	
Grains and Flour		No. 7		Fancy	
H		No. 4		Standard	
Herbs		No. 3		Fair	
Hides and Pelts		BUTTER COLOR		Good	
I		W. R. & Co's, 15c size. 1 25		Fancy	
Indigo		W. R. & Co's, 25c size. 2 00		Standard	
J		CAN LIES		Fair	
Jelly		Electric Light, 8s		Good	
L		Electric Light, 16s		Fancy	
Licorice		Paraffine, 6s		Standard	
M		Paraffine, 12s		Fair	
Meat Extracts		Wicking.		Good	
Molasses		CANNED GOODS		Fancy	
Mustard		3 lb. Standards		Standard	
N		Gals. Standards		Fair	
Nuts		Blac berries		Good	
O		Standards		Fancy	
Oives		Baked Beans		Standard	
P		Red Kidney		Fair	
Pipes		String		Good	
Pickles		Wax		Fancy	
Playing Cards		Blueberries		Standard	
Potash		Brook Trout		Fair	
Provisions		Gallon.		Good	
R		2lb. cans, s. piced		Fancy	
Rice		Clams		Standard	
S		Little Neck, 1lb.		Fair	
Salad Dressing		Little Neck, 2lb.		Good	
Saleratus		Clam Bouillon		Fancy	
Salt Soda		Burnham's 1/2 pt		Standard	
Salt Fish		Burnham's, pts		Fair	
Seeds		Burnham's, qts		Good	
Shoe Blacking		Red Standards		Fancy	
Snuff		White		Standard	
Soap		Fair		Fair	
Soda		Good		Good	
Soused, 1 1/2		Fancy		Fancy	
Soused, 2lb.		Sur Extra Fine		Standard	
Starch		Extra Fine		Fair	
Sugar		Fine		Good	
Syrups		Moyen		Fancy	
T		Standard		Standard	
Tea		Hominy		Fair	
Tobacco		Lobster		Good	
Twine		Star, 1/4lb.		Fancy	
V		Star, 1lb.		Standard	
Vinegar		Picnic Tails		Fair	
W		Mackerel		Good	
Washing Powder		Mustard, 1lb.		Fancy	
Wicking		Mustard, 2lb.		Standard	
Woodenware		Soused, 1 1/2		Fair	
Wrapping Paper		Soused, 2lb.		Good	
Y		Tomato 1lb.		Fancy	
Yeast Cake		Tomato, 2lb.		Standard	

3

CHEWING GUM	
American Flag Spruce	55
Beeman's Peppin	60
Black Jack	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Perf.	1 00
Sugar Loaf	55
Yucatan	55

CHICORY

Bulk	5
Red	41
Eagle	4
Franck's	7
Schener's	6

CHOCOLATE

Walter Baker & Co's	
German Sweet	22
Premium	28
Vanilla	41
Caracas	28
Eagle	35

COCOA

Baker's	35
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	40
Van Houten, 1 1/2s	72
Webb	28
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT

Dunham's 1/4s	26
Dunham's 1/2s & 1s	26 1/2
Dunham's 1 1/2s	27
Dunham's 1 3/4s	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	19

Maracaibo

Fair	15
Choice	18
Choice	16 1/2
Fancy	19

Guatemala

Choice	15
African	12
Fancy African	17
O. G.	25
P. G.	31

Mocha

Arabian	21
Package	21
New York Basis	14 50
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.	
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Extract

Holland, 1/2 gro boxes	95
Felix, 1/2 gro	1 15
Hummel's foil, 1/2 gro	1 15
Hummel's tin, 1/2 gro	1 43

CRACKERS

National Biscuit Company's	
Brands	6
Butter	6
Seymour Butters	6
N Y Butters	6
Salted Butters	6
Family Butters	6

Soda

N B C Sodas	6
Select	8
Saratoga Flakes	13

Oyster

Round Oysters	6
Square Oysters	6
Faust	7 1/2
Argo	7
Extra Farina	7 1/2

Sweet Goods

Animals	10
Assorted Novelty	8
Current Fruit	10
Bagley Gums	9
Belle Rose	9
Bent's Water	13
Butter Thin	13
Chocolate Drops	17
Coco Bar	11
Cocoanut Taffy	12
Coffee Cake, N. B. C.	10
Cocoanut Macaroons	18
Cracknels	16
Chocolate Dainty	16
Cartwheels	8
Curlycue	14
Dixie Cookie	9
Fig Dips	14
Fluted Cocoanut	11
Frosted Creams	9
Frosted Gingers	9
Ginger Gems	9
Ginger Snaps, N B C	7 1/2
Grandma Sandwich	11
Graham Crackers	8

4

Honey Fingers, Iced	12
Honey Jumbles	12
Iced Honey Crumpet	12
Imperial	8
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	25
Lemon Biscuit Square	8
Lemon Wafer	16
Lemon Gems	10
em Ven	11
Marshmallow	16
Marshmallow Cream	16
Marshmallow Walnut	16
Mary Ann	8 1/2
Malaga	11
Mich Coco F's'd honey	12
Milk Biscuit	12
Mich. Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Scol'd	9
Moss Jelly Bar	12
Muskegon Branch, Iced	11
Newton	12
Outmeal Crackers	8
Orange Slice	16
Orange Gem	3
Penny Assorted Cakes	8
Pilot Bread	7
Pineapple Honey	15
Pretzels, hand made	8 1/2
Pretzettes, hand m'd	8 1/2
Pretzettes, mch. m'd	7 1/2
Raisin Cookies	11
Revere	15
Richmond	11
Richwood	8 1/2
Rube Sears	9
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	9

6

MOLASSES

New Orleans	40
Fancy Open Kettle	35
Choice	26
Fair	22
Good	22
Half barrels 2c extra.	

MINCE MEAT

Columbia, per case	2 75
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MUSTARD

Horse Radish, 1 dz	1 75
Horse Radish, 2 dz	3 50

OLIVES

Bulk, 1 gal. kegs.	1 00
Bulk, 2 gal. kegs.	95
Bulk, 5 gal. kegs.	90
Manzanilla, 8 oz.	90
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30

PIPES

Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85

PICKLES

Medium	
Barrels, 1,200 count	4 75
Half bbls., 600 count	2 88
Small	
Barrels, 2,400 count	7 00
Half bbls., 1,200 count	4 00

PLAYING CARDS

No. 90 Steamboat	85
No. 15, Rival, assorted	1 20
No. 20, Rover enameled	1 60
No. 572, Special	1 75
No. 98 Golf, satin finish	2 00
No. 808 Bicycle	2 00
No. 632 Tourist whist	2 25

POTASH

48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00

PROVISIONS

Barreled Pork	
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Mess	
Fat Back	16 75
Short Cut	16 50
Bean	13 75
Pig	22 00
Brisket	16 00
Clear family	14 00
Clear Family	13 50

Dry Salt Meats

S P Bellies	10 1/2
Bellies	10 1/4
Extra Shorts	8 1/2

Smoked Meats

Hams, 12 lb. average	11 1/2
Hams, 14 lb. average	11 1/2
Hams, 16 lb. average	11 1/2
Hams, 18 lb. average	11 1/2
Skinned Hams	12
Ham, dried beef sets	13
Shoulders, (N. Y. cut)	
Bacon, clear	11 1/2
California Hams	8
Picnic Boiled Ham	13 1/2
Boiled Ham	17
Berlin Ham, pressed	8 1/2
Mince Ham	10

Lard

Compound	6
Pure	9
80 lb. tugs	advance 1/4
60 lb. tubs	advance 1/4
50 lb. tins	advance 1/4
20 lb. pails	advance 3/4
10 lb. pails	advance 7/8
5 lb. pails	advance 1
3 lb. pails	advance 1

Sausages

Bologna	5
Liver	6 1/2
Frankfort	7
Pork	6 1/2
Veal	8
Tongue	9 1/2
Headcheese	6 1/2

Beef

Extra Mess	9 50
Boneless	10 50
Rump, new	10 50

Pig's Feet

1/4 bbls.	1 10
1/2 bbls., 40 lbs	1 85
1/2 bbls.	3 75
1 bbl.	7 75

Tripe

Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00

Casings

Hogs, per lb.	28
Beef rounds, set	16
Beef middles, set	45
Sheep, per bundle	70

Uncolored Butterine

Solid, dairy	10
Rolls, dairy	10 1/2 @ 11 1/2

Canned Meats

Corned beef, 2	2 50
Corned beef, 14	17 50
Roast beef	2 00 @ 2 50
Potted ham, 1/4s	45
Potted ham, 1/2s	85
Deviled ham, 1/4s	45
Deviled ham, 1/2s	85
Potted tongue, 1/4s	45
Potted tongue, 1/2s	85

7

RICE

Screenings	2 1/2 @ 3
Fair Japan	3 1/4 @ 4
Choice Japan	4 1/4 @ 5
Imported Japan	@
Fair La. hd.	@ 4 1/2
Choice La. hd.	@ 5
Fancy La. hd.	@ 5 1/2
Carolina, ex. fancy	@ 6 1/2

SALAD DRESSING

Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Lurke's, large, 1 doz	4 50
Durkee's Small, 2 doz	5 25
Snider's, large, 1 doz	2 35
Snider's small, 2 doz	1 35

SALERATUS

Packed 60 lbs. in box	
Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 1/4s	3 00

SAL SODA

Granulated, bbls	85
Granulated, 100 lb cases	1 00
Lump, bbls	75
Lump, 145 lb kegs	95

SALT

Common Grades	
100 3 lb sacks	1 95
60 5 lb sacks	1 85
28 10 1/2 sacks	1 75
56 10 1/2 sacks	3 00
28 lb sacks	15

Warsaw

56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20

Solar Rock

56 lb. sacks	20
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Common

Granulated, fine	80
Medium fine	85

SALT FISH

Cod	
Large whole	@ 6 1/2
Small whole	@ 5 1/2
Strips or bricks	7 1/2 @ 10
Pollock	@ 3 1/2

Halibut

Strips	14
Chunks	14 1/2

Herring

Holland	
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White Hoop, bbls	11 50
White Hoop, 1/2 bbls	6 00
White Hoop, keg	@ 75
White Hoop mchs	@ 80
Norwegian	@
Round, 100 lbs	3 75
Round, 40 lbs	1 75
Scaled	14

Trout

No. 1, 100 lbs	7 50
No. 1, 40 lbs	3 25
No. 1, 10 lbs	90
No. 1, 8 lbs	75

Mackerel

Mess, 100 lbs.	13 50
Mess, 40 lbs.	5 90
Mess, 10 lbs.	1 65
Mess, 3 lbs.	1 40
No. 1, 100 lbs.	12 50
No. 1, 4 lbs.	5 50
No. 1, 10 lbs.	1 55
No. 1, 8 lbs.	1 1/2

Whitefish

No. 1 No. 2 Fam	
100 lb.	9 50 @ 3 50
50 lb.	5 00 @ 1 95
10 lb.	1 10 @ 52
8 lb.	90 @ 44

SEEDS

Anise	15
Canary, Smyrna	6
Caraway	8
Cardamom, Malabar	1 00
Celery	15
Hemp, Russian	4
Mixed Bird	4
Mustard, white	8
Poppo	8
Rape	4 1/2
Cuttle Bone	25

SHOE BLACKING

Handy Box, large, 3 dz.	2 50
Handy Box, small	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85

SNUFF

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappie in jars	43

SOAP

Central City Soap Co.	
Jaxon	2 85
Boro Naphtha	3 85
J. S. Kirk & Co.	
American Family	4 05
Dusky Diamond, 50 doz	2 80
Dusky D'nd, 100 doz	3 80
Jap Rose, 50 bars	3 75
Savon Imperial	3 10
White Russian	3 10
Rome, oval bars	2 85
Satinet, oval	2 15
Snowberry, 100 cakes	4 00

LAUTZ BROS. & CO.

Acme soap, 100 cakes	2 85
Naptha, 100 cakes	4 00
Big Master, 100 bars	4 00
Marseilles White soap	4 00
Snow Boy Wash P'w'r	4 00
Proctor & Gamble Co.	
Lenox	2 85
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 10

8

A. B. Wrisley

Good Cheer	4 00
Old Country	3 40

Soap Powders

Central City Soap Co.	
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Jaxon, 16 oz.	2 40
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Gold Dust, 24 large	4 50
Gold Dust, 100-5c	4 00
Kirkoline, 24 1/2 lb.	3 80
Pearline	3 75
Soapine	3 75
Babbitt's 1776	3 75
Roseine	3 50
Armour's	3 70
Wisdom	3 80

Soap Compounds

Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 35
Rub-No-More	3 75

Scouring

Enoch Morgan's Sons	
Sapallo, gross lots	9 00
Sapallo, half gross lots	4 50
Sapallo, single boxes	2 25
Sapallo, hand	2 25
Scourine Manufacturing Co	
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50

SODA

Boxes	
Kegs, English	5 1/2

SOUPS

Columbia	3 00
Red Letter	90

SPICES

Whole Spices	
Allspice	12
Cassia, China in mats	12
Cassia, Canton	28
Cassia, Batavia, bund.	28
Cassia, Saigon, broken	40
Cassia, Saigon, in rolls	55
Cloves, Amboyana	22
Cloves, Zanzibar	1 1/2
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	25
Pepper, Singap. white	25
Pepper, shot	17

Pure Ground in Bulk

Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	18
Ginger, African	15
Ginger, Cochon	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, blk.	17
Pepper, Singap. white	28
Pepper, Cayenne	20
Sage	20

STARCH

Common Gloss	
1 lb packages	4 @ 5
3 lb packages	4 1/2
6 lb packages	5 1/2
40 and 50 lb. boxes	2 1/2 @ 3 1/2
Barrels	@ 2 1/2

Common Corn

20 lb packages	4 1/2 @ 7
40 lb packages	4 1/2 @ 7

SYRUPS

Corn	
Barrels	23
Half Barrels	25
20 lb cans 1/4 dz in case	1 70
10 lb cans 1/2 dz in case	1 65
5 lb cans 2 dz in case	1 50
2 1/2 lb cans 2 dz in case	1 80

Pure Cane

Fair	16
Good	20
Choice	25

TEA

Japan	
Sundried, medium	24
Sundried, choice	32
Sundried, fancy	36
Regular, medium	24
Regular, choice	32
Regular, fancy	36
Basket-fired, medium	31
Basket-fired, choice	38
Basket-fired, fancy	43
Nibs	22 @ 24
Siftings	9 @ 11
Fannings	12 @ 14

Gunpowder

Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pingsuey, medium	30
Pingsuey, choice	30
Pingsuey, fancy	40

Young Hyson

Choice	30
Fancy	36

Oolong

Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32

English Breakfast

Medium	20
Choice	30
Fancy	40

India

Ceylon choice	32
Fancy	42

TOBACCO

Fine Cut	
Cadillac	54
Sweet Loma	34
Ivory, 5 lb pails	54
Ivory, 10 lb pails	54
Telegram	30

9

Pay Car	33
Prairie Rose	49
Protection	40
Sweet Burley	44
Tiger	40

Plug

Palo	35
Hiawatha	41
Kylo	35

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
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-DeRoe 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 35

Perfection 35

Perfection Extras 35

Londres 35

Londres Grand 35

Standard 35

Puritans 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
35 1/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef

Carcass 4 @ 8 1/2
Forequarters 4 1/2 @ 5
Hindquarters 7 1/2 @ 9
Loins 9 @ 16
Ribs 8 @ 14
Rounds 7 @ 8
Chucks 5 @ 6
Plates @ 3

Pork

Loins @ 12 1/2
Dressed @ 7 1/2
Boston Butts @ 10 1/2
Shoulders @ 9
Leaf Lard @ 8 1/2

Mutton

Carcass @ 7 1/2
Lambs @ 11

Veal

Carcass 5 1/2 @ 8

CLOTHES LINES

Sisal

60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra.. 1 29

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
40ft. 1 85
30ft. 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., Saginaw;
Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fleibach Co., Toledo.



CONDENSED MILK

4 doz. in case

Gail Borden Eagle . . . 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 2 in 11
3 in 15
3 1/2 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 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz . 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

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

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.

Handle
Marguerite
Chocolates

and you will please your customers

Handle
Elk and Duchess
Chocolates

and you can sell no other

Our best advertisers are the consumers who use our goods.

Walker, Richards & Chayer
Muskegon, 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.

Firms desiring capital to refund existing obligations, adding further improvements to plant, reorganize their business or discount well-rated paper, will find it advantageous to communicate with the Capital Co., 35 Nassau St., New York.

For Sale—New clean stock boots and shoes, about \$2,000. Bought direct from factories. Net profit average, \$100 per month. Best location and only exclusive shoe store here. Population 1200, with large country trade. Address No. 44, care Michigan Tradesman.

Bowling Alley and Billiard Hall for sale. Being obliged to vacate the building now occupied with my B. A. and B. H., I offer the same for sale at a low figure. The outfit consists of two No. 1 Brunswick Alleys, complete, in good condition, ready for business; one pool table, one billiard table with cues, balls, racks, etc. Will sell the whole or part, to suit purchaser. W. L. Howes, Tomah, Wis.

To Rent—Department store building. A syndicate of Urbana business men proposes to erect (to suit the renter), a four-story and basement building in this city, to be used as a department store and office building. For particulars enquire of Bu-sey's Bank, Urbana, Ill.

Creamery outfit for sale, second-hand, in good condition, assigned property. Address L. M. Johnston, Assignee, Armada, Mich.

It costs only one cent to give our Little Premium Coupons a trial. One cent for a postal to notify us that you wish a supply on approval, no good, no pay. This little marvel system "wakes 'em all up," and gets everybody in the neighborhood hustling for you and your business and brings in the cash promptly. Address The Retail Grocers' and Butchers' Friend, 211 S. Hoyne Ave., Chicago, Ill.

For Sale—Clean stock of general merchandise, invoicing about \$6,500. Large store building, good country town. Good farming country, one-quarter mile from railroad. Address No. 32, care Michigan Tradesman.

Will exchange improved farm of sixty acres near Freeport for a thousand dollar stock of goods, and the difference. D. A. Holman, Freeport, Mich.

For Sale—A snap for a good live honest man. A grocery business of \$20,000 sales annually. Buyer fully satisfied as to reason of selling. Business can be increased. Stock about \$2,000. Address G. M. R., Owosso, Mich.

For Sale—Modern steam laundry, only laundry in town. R. L. Briggs, Ovid, Mich.

For Sale—Established jewelry and optical business, best location, long lease, up-to-date fixtures, clean stock, a snap. Poor health, only reason. Geo. H. Thoma, Three Rivers, Mich.

Wanted—Stock of general merchandise for improved farms or other lands. Jno. W. Curtis, Whittemore, Mich.

Wanted Partner—Sell interest in wholesale beer and whiskey house for \$2,000, this city, partner to collect and travel; salary \$100 per month and expenses; must be a live salesman, good appearance, reference exchanged. M. E. Wilson, 920 E. Washington St., Indianapolis, Ind.

Shoe Store For Sale—Doing largest and most profitable business in best town in Southern Iowa. Address Childs, Albia, Iowa.

For Sale—A fully equipped meat market in a Southern Michigan town of 5,000 inhabitants. Address No. 47, care Michigan Tradesman.

For Sale—Good clean stock general merchandise, farming implements, in one of best farming towns in Michigan. Stock can be reduced to suit purchaser. Address No. 49, care Michigan Tradesman.

Are you looking for a safe and profitable investment? If so, it will pay you to investigate our fully equipped free-milling producing gold mine. P. O. Box 410, Minneapolis, Minn.

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.

For Rent—Store building 40 x 155, two floors and basement, all salesrooms, best location in Traverse City, Mich. Apply, Chas. Rosenthal, Chattanooga, Tenn.

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.

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.

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 a 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 5.

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.

For Sale—One grocer and one meat computing scale. W. F. Harris, South Bend, Ind.

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.

To Exchange—Stock in Grand Rapids furniture factory, in part payment for stock of general merchandise. Address No. 10, care Michigan Tradesman.

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 \$80 on the dollar if sold at once. Apply for further information and terms to H. A. Huyck, Wakelee, Mich.

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.

For Sale—Good paying drug stock in lively town of 800 in Jackson county. Invoice \$2,400. Terms part cash. Average daily sales \$15. Address No. 12, care Michigan Tradesman.

For Sale—Bazaar stock in lively country town, also beautiful summer resort. Address Box 146, Crystal, Mich.

Resident commission representatives for Ohio, 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.

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.

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.

For Sale—A good country store and stock. Fine business, \$3,500. E. N. Passage, Plymouth, Mich.

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.

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.

Live clerks make clean extra money representing our straight, wholesome western investments; experience unnecessary. C. E. Mitchell Co., Spokane, Wash.

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.

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.

For Sale or Trade—Stock groceries and furnishing goods, 25 miles from Kalamazoo. Big bargain. Address E. D. Wright, care of Musselman Grocer Co.

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.

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.

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.

For Sale—A cigar store in a town of 15,000. Good proposition. Address B. W., care Michigan Tradesman.

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman.

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.

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.

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.

For Sale—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich.

POSITIONS WANTED

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.

Wanted—Advertising position by ad. writer with experience and ability. Very best references. Address "Advertising," Lock Box 55, Weldon, Ill.

HELP WANTED.

Compositors Wanted—\$19.50 per week. Catalogue, job and stone men; non union. For permanent positions in largest job printing office in the United States, strike on; splendid opportunity; open shop; only sober, competent men with references and looking for steady positions wanted. Write or call R. R. Donnelley & Sons Co., Chicago, Ill.

Wanted—Experienced cracker salesman, able to sell the best trade, bond required. State former employer and salary expected. Address No. 46, care Michigan Tradesman.

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.

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 32 Dearborn St., Chicago, Ill.

W. A. Anning, The Hustling Salesman. Do you want a reduction or closing-out sale, conducted by a man with years of experience in this line? I have no salesmen in my employ, but conduct every sale personally. In employing me the merchant runs no risk, for I know the sales business thoroughly. Terms, salary or commission. My new and novel methods bring big results in every town. References from leading merchants in all parts of the United States. Address Aurora, Ill.

The Latest Novelty! Sales in Chicago one million in three weeks. The Tag Postal Card carries for one cent stamp; made of regular shipping tags with metal novelties attached. Post card printed on one side and comic remarks on other side. The line consists of 40 designs, retail for 5 cents. Price \$2.50 per 100. Sample dozen by mail 35 cents. You will be surprised by the selling quality of this novelty and it will be to your interest to order a sample assortment. Florence Co., 765 North Park Ave., Chicago, Ill. Manufacturers of souvenirs, metal novelties, private mailing cards, etc.

MISCELLANEOUS.

Young man to prepare for desirable position in government mail service; good salary; permanent; fine opportunity for promotion. Box 1, Cedar Rapids, Ia.

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.

Want Ads. continued on next page.

WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACRORE
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.

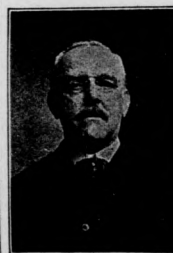
You only pay me for results.

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

TEA AND COFFEE.

The United States Department of Commerce and Labor has issued an interesting report on coffee, tea and cacao (cocoa).

Coffee, which was first cultivated and used in Arabia and Persia, was unknown in Europe until the seventeenth century. The discovery of America and that of the ocean route to India occurred in the early part of the sixteenth century, and they resulted in making coffee and tea from Asia and tobacco and cacao from America known in Europe. The Dutch, who had seized and settled the Island of Java in the Indian Sea, planted coffee there, while the Portuguese, who had discovered and occupied Brazil, planted coffee there. Tea was first grown and used in China in the earliest times.

The Government report in regard to coffee and tea 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 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 parts of the last century, has been superseded by India and Ceylon, so far at least as imports into the United Kingdom are concerned.

Coffee, which was long considered a mere luxury, has come to be considered in the United States a daily necessity, and in the twenty years from 1884 to 1905 the consumption in this country has fully doubled in quantity. The imports of coffee into the United States in 1884 amounted to something over five hundred million pounds, while in 1905 they were over one thousand million.

Of no small 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 1900-01 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.

While tea was originally grown only in China, it is now extensively produced also in Japan, British India and Ceylon. 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.

The per capita consumption of coffee and tea in the leading Western nations is as follows:

Country	Coffee	Tea
United States	10.79	1.30
United Kingdom	.71	6.03
Germany	6.80	.12
France	6.27	.06
Holland	14.39	1.45

It is seen that Holland leads as a consumer of coffee, more than fourteen pounds per capita used in a year. The United States comes next, with nearly eleven pounds per head, while the United Kingdom of Great Britain and Ireland is far ahead in the use of tea. Both tea and coffee, if used medicinally, are powerful nerve stimulants, destroying all ability to sleep. Of course, no such effect is felt by persons who use them habitually, and they are truly the stimulants which cheer but do not inebriate.

Several Process Butter Factories Yield.

New York, Oct. 10—Events in connection with the American Butter Refining Co. have been moving rapidly the past few days, and the big company that is seeking to control the renovated butter industry of the country has been making some rapid strides forward. For some months past the company has been quietly working to perfect its organization, and at the same time it has carried on negotiations with a dozen or more of the leading plants looking toward an absorption of these. Advertisements have appeared in the dairy papers to the effect that renovating factories using any part of the machinery or methods of manufacture under which the Campbell patents were secured would be prosecuted, and it has leaked out from other sources that an effort would be made to close by injunction the factories that persistently refused to enter the combine.

The presence in New York of H. L. Wiley, Western manager of the American Butter Refining Co.; W. I. Moody and Horace Henshaw, of W. F. Roos & Co., Chicago, gave rise to rumors that an important deal was on hand. This was followed by reports from Chicago that W. F. Roos & Co., A. H. Barber & Co., and the Illinois Creamery Company, all of Chicago, and E. F. Dudley, of Owosso, had given options on their plants, which were later accepted by the American Butter Refining Company. When the officers of the company were asked as to the above facts they confirmed the statement that the business of the concerns mentioned would be taken over as soon as the neces-

sary details of transfer could be arranged. The terms under which these plants have been absorbed could not be ascertained, but another concern which has been solicited to join the combination says that the proposition to them was to pay the actual value of the plant in preferred stock, and for the good will of the business common stock was to be issued.

At the meeting of the company in New York on Thursday last it was decided to increase the Board of Directors from seven to fifteen members. Henry D. Cooke was elected President, Grant Browne, of the Morton Trust Co., Treasurer, and Eugene Del Mar Secretary. Mr. Cooke, the newly-elected President, is a nephew of the late Jay Cooke, and he has of recent years been identified with some important financial interests. It was through Mr. Cooke that the first arrangements were made under which the Chicago refineries began making renovated butter. In 1894, being convinced of the feasibility of the plan of improving the product of the farmers' butter, he took a factory in Pennsylvania and ran it for four months to prove the value of the scheme, after which he went to Chicago and introduced it more extensively. He has watched with interest the steady growth of the business until the output of the renovated factories in 1905 aggregated 61,000,000 pounds.

The Grain Market.

There has been considerable interest centered in the wheat market the past week, and the news has been such as to keep the speculator guessing. The Government crop report came out rather bearish, at the same time it is claimed in the West and Southwest that the crop has been losing ground the past ten days owing to the lack of rain and damage from the Hessian fly; this, together with unfavorable reports from the Russian and Argentine crops, has had a tendency to stimulate buying and has brought about an advance in both cash wheat and options of practically 1c per bushel for the week. Receipts continue fairly liberal and the demand from both domestic and export trade for wheat and flour is very satisfactory. We can see no weak spots, at least for the present.

Corn is firm. Receipts of old corn are not large, but sufficient to take care of the trade. The market has shown an advance of 1/2@3/4c per bushel for the week. Some new corn has come onto the market in the Southwest, but the quality is a little green as yet and hardly fit for milling or shipping.

Oats are stronger, having made a gain of about 1c per bushel for cash and 3/4c for the option. Western and Southern oats are more in favor as they run brighter in color, while the State oats, as a rule, are badly stained, although sweet and of good feeding quality. L. Fred Peabody.

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

Buffalo, Oct. 11—Creamery, 20@21 1/2c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, candled, 21@22c.
Live Poultry—Fowls, 11 1/2@12 1/2c; ducks, 12@13c; geese, 10@11c; springs, 11@13c.

Dressed Poultry — Chickens, 12 1/2@14c; fowls, 12 1/2@13c.

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

Potatoes—50@60c per bushel.
Rea & Witzig.

Cheese—The nearness of the season when the October make will be available has something of a weakening effect on the top grades. The weather has not been particularly good for this line, either. There is a fair demand for all popular grades.

Business Wants

BUSINESS CHANCES.

Meat Market For Sale Best paying market in the county, everything first-class and up-to-date, 10x14 Stevens cooler, all fixtures are Stevens' make. Gasoline engine silent meat cutter, fish box, canned goods, shelving, office, latest improved computing scales, wagons, three horses, harnesses, delivery cart, slaughter house, lots of tools. Business last year \$24,000 cash, located in new city of 2,500 inhabitants. Lots of manufacturing, good land improving fast. Market 17 1/2x34 feet. New building, rent reasonable. Price \$1,500 without building. Will sell building if wanted on easy terms to one buying market. Must sell on account of sickness. This will pay you to investigate if you are in the market for a business of this kind. Don't write unless you mean business. If you do, we will give full particulars. Come and investigate for yourself at once. Address No. 53, care Michigan Tradesman. 53

Tailor—Wanted, a tailor experienced in overcoat making, one capable of making cloth shells for fur-lined coats. Address The National Fur & Tanning Co., Three Rivers, Mich. 54

For Sale—Special bargains in Michigan lands in large and small tracts. Address J. E. Merritt, Manistee, Mich. 51

For Sale For Cash—General stock of merchandise, invoicing about \$3,000 or better. Located in a good country town. No opposition. Address No. 52, care Michigan Tradesman. 52

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

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

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—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—General store in inland town, doing good business. If you want a bargain write quick. Address No. 7, care Michigan Tradesman. 7



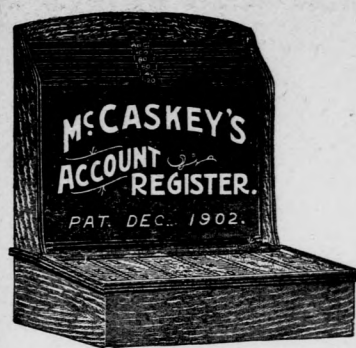
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The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

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File it in the register and it's ready for **settlement** at **any** minute without making another figure.

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Manufacturers of the Famous Multiplex Duplicating Counter Pads.

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Order Today You May Forget It Tomorrow

Prices are at the bottom and are likely to advance from now on. Now is the time to stock up. And you want a flour that is **PERFECTLY RELIABLE** every day in the year, don't you?

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will please you in every respect. We guarantee it to do so. Money cannot buy better. We've told you this before and you'll likely hear about it again, but don't take our word for it unless you wish. Ask some one who uses **GOLDEN HORN**—there'er lots of them—and we'll be satisfied with what they may say.

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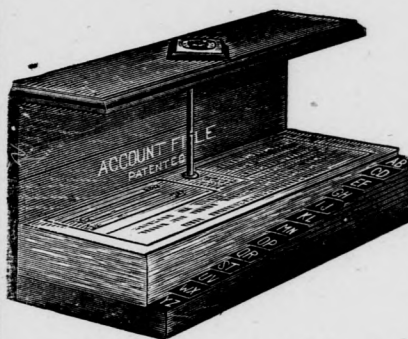
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A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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Order freely, use them for **Special Bargain Attractions** to advertise your store. Plenty of stock behind every offer we make. **Come and see our line in person** if possible. On every counter you will find **Rare Values, Lowest Prices, Heavy Stocks.** Write for our **Holiday Catalog.** Send us your order by mail.

35c Dressed Dolls That Can Be Sold at 19c



No. 1251 B Dressed Dolls—Six assorted styles in box. Beautifully featured bisque heads with long flowing hair, glass eyes and open mouth, exposing teeth; patent arms; soft body and limbs. 6 assorted styles and colors of fancy face and ribbon trimmed dresses and hats to match; underwear, stockings and slippers with metal buckles. Full length about 14 inches. An extremely large doll for the money. One-half dozen assorted in box. Per dozen **\$1.75**

A Fifty Cent China Cake Plate That You Can Use as 25c Leader

No. 628B—Fine Translucent China. Diameter 10 $\frac{1}{4}$ inches. Coupe shape, open handles, beautifully embossed flange, pink tinted lustre border blending with white center which is artistically decorated with one large spray of full blown roses in natural colors and three scattered rose designs. Per dozen.... **\$2.25**



GALVANIZED IRON OIL CANS

Made of heavy galvanized sheet steel, seams clinched and soldered. The screw top is lined with cork, making the opening practically air tight. Tin tops.

1 gallon. Per dozen..... **\$1 30**
2 gallon. Per dozen..... **2 10**

Galvanized Oil Cans with Spout, for Oil or Gasoline. Heavy corrugated galvanized iron with screw spout and stamped top, wire bail and black enameled handle. A substantial and perfectly air tight can.

3-Gallon Spout. Per dozen..... **\$2 95**
5-Gallon Spout. Per dozen..... **3 70**

Galvanized Faucet Oil Cans—Same as the above only with nickel plated brass faucet instead of spout. We recommend these cans because galvanized iron is acknowledged to be the best material obtainable for either Oil or Gasoline.

3-Gallon Faucet. Per dozen..... **\$3 45**
5-Gallon Faucet. Per dozen..... **4 25**

Offer Extraordinary

Real Imported China 100-Piece 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

The Broom Factory is Booming

The people demand our kind of brooms.

It is just as easy to sell a good broom as a cheap one and it gives your store a reputation.

The Winner Brooms

are sold by the best stores all over the State at from **35c to 50c** each.

The Clipper, The Puritan and The Blue Bell

brands are just as carefully made and sell everywhere at from **20c to 40c** each.

Ask your jobber for **Leonard's Brooms** or send to us for descriptive price list. Fifteen varieties.

Freight Prepaid on Five Dozen Lots or Over

NOWHERE CAN YOU FIND VALUES IN PARLOR LAMPS LIKE THESE



No. 460



Ns. 461



No. 510



No. 515

No. 155 Assortment Decorated Table Lamps

Sold by packages only. No charge for barrel.

In this assortment we offer something quite out of the ordinary considering the price we ask for it.

The six lamps composing the assortment are all decorated in full rainbow blending tints and richly enameled flower designs. Ornamental cast brass base and completed with burners, rings, chimneys and globes or shades decorated to match.

There are four styles in this assortment as shown in illustration, each style in assorted decorations.

The assortment is made up as follows:

2 No. 460 with 7 inch dome shade, assorted blending tints and enameled floral decorations. Height to top of chimney 18 inches. Each..... **\$0 81** **\$1 62**
2 No. 461 with 8 $\frac{1}{2}$ inch dome shade, assorted rainbow tints and bright floral decorations. Height to top of chimney 19 inches. Each.... **\$0 94** **1 88**
1 No. 510 with 8 $\frac{1}{2}$ inch dome shade, delicate pink blending tint and large pink "Rose" decorations. Height to top of chimney 19 inch **1 02**
1 No. 515 with large 9 inch globe, tinted in purple and ivory with elegant "Rose" decorations. Height to top of chimney 19 inches **1 06**

Total for package..... **\$5 58**

H. LEONARD & SONS, Grand Rapids, Mich.

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