

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 18, 1905

Number 1152

"We Put You Onto a Good Thing"



when we suggest your sampling an

S. C. W.
5c Cigar

It's no trick of trade that makes the S. C. W. the popular success it is—it's the sheer merit of its smoking qualities. Carefully cured tobacco of the choicest kind, skill and expertness in manu-

facture, makes this cigar a delight to the smoker who knows whereof he smells and tastes.

G. J. JOHNSON CIGAR CO., Makers
Grand Rapids, Mich.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers
Waste Dollars

By Using Cheap Baskets

A Braided Pounded Ash Basket, either Plain or Iron strapped, will outwear dozens of them.

A Dollar basket is cheap if it gives five dollars of wear, measured by those commonly used.

Write for particulars. We can save you money.

Ballou Basket Works
Belding, Mich.



BOTTOM VIEW

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

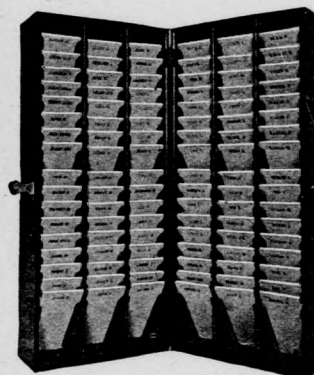
Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids

DO IT NOW

Investigate the

Kirkwood Short Credit
System of Accounts

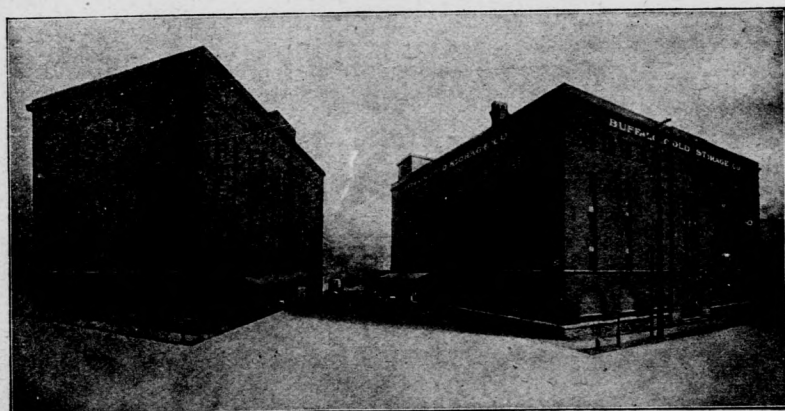


It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

A. H. Morrill & Co.

105 Ottawa-St., Grand Rapids, Mich.
Both Phones 87.

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



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.

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

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.

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.

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

Every Cake



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

The Fleischmann Co.,

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

Michigan Fire and Marine Insurance Company

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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

Look Out!!

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



Look Out!!

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

Danger Close at Hand

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

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

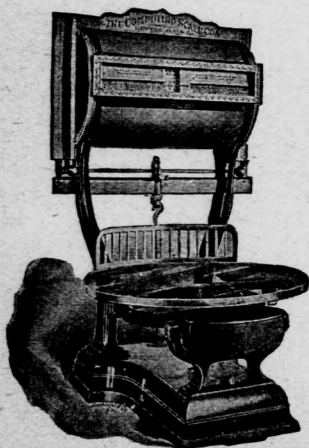
The Moneyweight System is Indispensable

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

The Computing Scale Co.
Manufacturers
Dayton, Ohio

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

LOCAL OFFICES IN ALL LARGE CITIES



No. 63 Boston Automatic



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 18, 1905

Number 1152

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.
G. E. McORONE, 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.

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MAN BEHIND THE SERMON.

If the sermon is a good one it ought not to make any difference who preaches it, but it does. The man who in the pulpit or out of it affirms that "The wages of sin is death" must have something behind the words to strengthen his sayings if they are to influence in the right way the men who hear them. We want wisdom, we want experience, we want character to back up the assertion in the man who instructs and sways the minds of men. It is the Sermon on the Mount with its unparalleled wisdom, its marvelous philosophy and its beautiful simplicity that won and kept the sinful who crowded to hear Him, but behind these stood the character of the Man whose divine words were only signs of the divine idea He proclaimed and personified.

The world in this respect has not changed. It is always wanting to know the best way, the surest and the shortest to success and the man who has won always finds eager listeners. He has been there and he knows. To win he had to overcome and those are the same difficulties now barring the way of the would be prize-winners who hope by his experience to brighten their own prospects of success. So Caesar and his Roman legions are teaching the world to-day how to fight. So Washington is telling patriotism how to establish republics. So the Phoenician keel furrowing the Mediterranean has led the way to a maritime commercialism which includes the world. So every department of life is improving its leaders so to preach the gospel of success that earnest followers in their turn may reap abundant rewards.

It is to be noted, however, that these teachers while practicing what they preach have left something besides their words behind them. Telling us the way, the mission of the guidepost is over and they have themselves gone that way to show that for them it was the right one. More than that, and this is the point after

all—what they did and how they accomplished it and how, so doing and so accomplishing, they have left impressed upon the work of their hands the sterling qualities that made them a success and so an inspiration to the men that have been influenced by them. It is the worthy, the good, the character—the man—that has done the work, the man behind the sermon, far more than its words, that has blessed mankind by his attainments.

The idea is too often expressed that "that sort of thing" is all very well if confined to certain lines and those ideal ones. Men, however, who are busy in getting something to eat are not to be bothered with that nonsense. It is the nimble six pence, got no matter how, that in these days is the all-important consideration. "Put money in thy purse." Bend every energy to getting gain. See to it that the cent, once in the hand, stays there. Lose not the smallest or the slightest chance to "double up," and once the double up has been accomplished keep everlastingly at it, and above all, be ever mindful of the fact that "Thrift is a blessing, if men steal it not." The law is the limit. Its "Thou shalt not" is the only preventive of crime. If that can be in any way evaded, evade it. "Thou shalt not covet * * * anything that is thy neighbor's." Good. Take the anything and stop your wicked coveting. Possession is nine points of the law and when the tenth is contended for secure the sharpest lawyers to legalize your stealing and unblushingly proclaim yourself the virtuous, law-abiding citizen which everybody—yourself included—knows you are not. This method, faithfully followed, will soon yield an uncountable income. It will make you notorious as the richest man on earth; but when this time comes, let him with the golden prize, clutched by his unscrupulous fingers, be not ambitious to sermonize his fellowmen on gain-getting. In spite of his commercial wisdom and the certainty of his methods it is the man behind the sermon that tells, and text and sermon alike fall flat upon the congregation he fain would influence.

Sermonizing becomes old men because that is the period for abundant harvests of the richest experience. Then, if ever, are they worth listening to and then only when the character of the sermonizer exemplifies all that is upright and noble in the field of successful endeavor where he has proven himself a worthy victor.

Kalamazoo—The name of the Standard Railway Track Appliance Co. has been changed to the Cocks Railway Appliance Co.

GENERAL TRADE OUTLOOK.

The maintenance of the high level in stock market values, within a dollar of the highest record for a number of years, is sufficient to hold reckless speculation in check, as the best informed financiers are agreed that any material advance and activity would only invite serious reaction. On this account operators seem to be willing to await the outcome of the steady improvement manifest in all industrial and trade circles. The tendency to this conservatism is no doubt increased by the continued high rate for money, which seems likely to continue for some time to come. The expected increase in export trade has been slower in materializing than has been expected, while the volume of imports is constantly increasing, thus making foreign exchange less favorable and increasing the hardness of rates. This would seem to be only a temporary influence as the outlook for a heavy movement in the principal staples is exceedingly good. Just now it would seem that we are too busy with domestic production and movement to give the requisite attention to export matters.

The wonderful feature of the business situation throughout the country is the uniformity of expansion on every hand. In all lines and in nearly all localities the answer is, My trade is increasing. The significance of this vast expansion in business is tremendous in the constantly increasing reports of dividends and stock expansion on every hand. This stock expansion is being made necessary by the constantly increasing demand for products and producing facilities. Indeed, this pressure is so great that congestion of orders as well as congestion in transportation facilities is becoming the dominant condition. Less and less anxiety for future business is manifested in view of the assured situation.

In manufacturing industries there is less conservatism on account of the high price of materials, as it is being demonstrated that the higher prices of products does not operate to lessen demand. The buying public has an abundance of money, has employment at highest wages in many years and high prices in products seem to have little or no influence in lessening trade. This feature, with the greater caution on the part of manufacturers as to overproduction, gives assurance of a continuance of this healthy demand for a long time to come.

Three Rivers—The National Tool Co., which does a manufacturing business, has merged its business into a stock company under the same style.

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

WINDOW TRIMMING

Animals or Moving Mechanical Devices Good Publicity.

I often wonder why more window dressers (and, if not they, then the men they work for) do not see the value of the employment, often, in their trims, of live animals or some mechanical device that is on the move. And the odder or more unusual such things are, of both an animate and inanimate character, so much the better.

People are bound to stop in front of such a window, out of love of animal nature or from sheer curiosity come by inheritance from Mother Eve, and that means a crowd collecting on your sidewalk, looking in, and that means people talking, when they leave the vicinity, about what they saw while there.

Not long ago a furrier had, in a large cage in his show window, three or four of the cunningest little French poodles, only a few months old. Their tiny noses were so very pink, their little beadlike eyes so very black and shiny, and they cocked up one ear, to listen, so knowingly that even dog-haters—how there can be any such I never could understand—were powerless to resist the attraction of their cute ways. A big white Thibet skin, which, as known, is from the Asiatic goat bearing that name, was flung over one end of the cage roof, and quite a few ignorant persons stepped inside to ask if "that wool was made out of dogs like them there in the cage!" Explanations naturally followed and, although they did not result in selling furs fashioned from dog-skin, they still served their purpose. And, when the man who owned the poodle puppies came to feed them, there was a crowd three or four deep, who acted as if it were as large and fascinating an entertainment as the feeding of the performing seals in a circus.

* * *

The presence, recently, of several dozen rabbits, squirrels and Guinea pigs, in the Winegar Co.'s mammoth southmost window on Division street, elicited any amount of attention and proves the point I would make: that any sort of animals introduced into a window exhibit, either as a whole or in conjunction with goods, is, decidedly, a strong drawing card.

The rodents mentioned were in a setting of scrub oak trees and branches, placed around three sides of the enclosure, and leaves of the same thickly covered the floor, all of which seemed to be duly appreciated by the occupants in their unaccustomed quarters.

This trim was to herald the Celebrated Acorn Stoves, which the Winegars handle now (and have for some years). The name of the heaters would easily suggest the oak, and from that to squirrels is an easy

step for the imagination, the other sort of animals being included for company for these and to add variety to the scene depicted.

That being is a freak, or something is the matter with his bringing up and he is missing much, who does not possess a deep love for animals, and especially for their young, and the dear faces of children are sure to be glued to the glass whenever animals are discovered on the other side of it, and it is the most logical of propositions that they will mention at home the articles that were in the window with the animals that so interested them. And it is not at all unlikely that numerous sales are a consequence. It is at least a sort of "casting of bread on the waters"—it may be heard from "after many days."

And so I say: Don't be afraid to put animals occasionally with your displays—not all the while, of course, for that would produce satiety, which is a condition always to be avoided. However, aim in some way to make them advertise certain of the goods you carry in stock, else their value as a publicity-maker is nil, so far as doing you any material good is concerned. Have ever behind such an employment of extraneous objects the thought that they are to be a help to you from a money-bringing standpoint; in other words, make the animals pay for their keep, so to speak. Then they are a legitimate novelty.

* * *

Anything that stirs around in your window may be made to serve a purpose. Especially is this true if you put a tag or other reading matter where it will be set in motion.

One dealer stood an electric fan in the corner of his window next to the entrance. Near this were strips of flexible paper, on which were printed short catchy phrases anent the goods ranged on the floor of the space, and the wind from the fan constantly blew these strips in a fluttering horizontal line. They were a trifle difficult of reading, on account of the waving motion, which fact made the decipherer all the more anxious to make them out. So he was likely to remember the goods if mentioning the contrivance at home or elsewhere.

* * *

A window trimmer with a genius for the unique might rig up a wooden swing in the window, to depend from the ceiling. If he couldn't find any motive power to set and keep it a-going there is the omnipresent Small Boy to be hired for a song. He can sit or stand, fantastically garbed or just "au naturel as to clothes"—he's all right if simply A Boy!—and manipulate a broad ribbon or rope or what-not attached to the swing. The dummy fastened therein may be compelled to advertise anything you desire. It may illustrate the latest styles in men's attire; it may be a nice lady dummy, all trigged out as for a garden party or other social function, who has yielded to the inclination to have the

Small Boy "just swing her a few times." In the latter case an endless number of "stage settings" suggest themselves—their very name is Legion.

Instead of having a dummy reap the benefit of the boy's activity—of his pent-up energy—the kid himself could sit in the swing, holding in hands or on lap anything to which you wish to call attention—even a small washtub; or a picture, a doll, child's stove or any toy, a book, basket of knives and forks, tools, box of soap, etc., etc., etc. You can make a regular Santa Claus of him.

* * *

Depend upon this: Anything unusual in your window front will put it in the memory of the public and, moreover, cause it to stick for a time.

Safest Place To Ride on a Train.

After several years' experimenting, officers of the Pennsylvania Railroad have come to the conclusion that directly behind a locomotive is a bad place for sleepers or any other cars which are used by passengers. For this reason an order has been issued that in all instances a baggage car, whether the car is needed for baggage purposes or not, must be the first car of the train.

This rule applies to excursion and regular trains. In the case of a combination baggage and smoker car, the baggage end must be first. "The only possible deviation from this order," the order continues, "is on those divisions where no provision is made for turning trains at the end of a suburban run. This is the only time when an excuse will be accepted."

This is the first official acknowledgment from a railroad company that the middle of a train is the safest place to ride. Several years ago the Pennsylvania road started to make up its trains with sleepers and diners next to engines, with the object of keeping coach passengers from walking through sleepers when they boarded trains at small towns. Recent accidents on this and other roads have convinced many railroad men that not only the front end of passenger trains but also the rear should be protected by a baggage car, whether used or not.

The Crafty Man.

Mr. Smuthe reaches home for dinner and finds his wife in an unusually taciturn mood.

They go through the meal almost quietly; the only speech being from him.

The evening progresses in the same fashion.

At last he asks:

"Aren't you feeling well to-night?"

"Oh, yes," she tells him, coldly.

"Then what is wrong with you?"

"You ought to know."

"How should I know? Have I said or done anything to offend you?"

"No; you haven't said anything or done anything."

"Then what on earth makes you act this way?"

"I suppose you have forgotten what day this is?"

"No. This is the 16th day of August, 1905."

"And it is my birthday, and you forgot that it was, and you never forgot it before, and you—"

"One moment, my dear. I did not forget that it was your birthday."

She smiles through her tears, thinking of diamond sunbursts and things like that.

"O, you dear thing!" she exclaims. "You did not forget it, then?"

"No. What birthday is it?"

"Why, my thirtieth, of course."

"Well, angel of my life, do you not think it is more gracious of me to seem to overlook your birthday than to remind you of how old you are growing?"

Next day she tells the neighbor that dear John is the thoughtfulest man that ever lived.

Fussiness is often mistaken for fruitfulness—by the fussy.

Flattery is only a loan and always at a high rate of interest.

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.

ELK RAPIDS.

Some Figures Which Tell the Story of Prosperity.

Elk Rapids, Oct. 17.—Station Agent F. S. Wilson is authority for the statement that there is something doing at Elk Rapids, and to substantiate his claims gives us the following figures which represent the freight shipments over the Elk Rapids branch of the Pere Marquette Railroad during the month of September: Total number of carloads, 681—of this number 502 carloads were received and 179 forwarded. Received—merchandise, 32 cars; forest products, 217 cars; stone, 106 cars; bituminous coal, 60 cars; charcoal, 36 cars; clay, 35 cars; alcohol barrels, 3 cars; two carloads each of beer, lime, pebbles, gypsum and apple barrels; one carload each of peaches, machinery and lumber. Forwarded—Pig iron, 59 cars; cement, 45 cars; lumber, 31 cars; merchandise, including flour, 22 cars; acetate of lime, 7 cars; two carloads each of seed peas, machinery, scrap iron, tan bark, wood alcohol and potatoes and grain. In dollars and cents the freight business at this station during September of this year, compared with the corresponding month of last year, shows up as follows:

Receipts 1904, \$2,157.90; 1905, \$4,628.92; forwarded, 1904, \$1,697.14; 1905, \$5,940.84.

These figures show a total increase over September, 1904, of \$6,714.92. The above figures lack a long ways of representing the entire freight handled here, the Northern Michigan boats having handled large quantities, both incoming and outgoing; the Elk Cement & Lime Co. has made some large shipments by water, the Iron Co. has received by the steamer Winnebago each week from two to three cargoes of 1,500 tons each of iron ore, while the same company has also shipped several cargoes of lumber during the past month.

These figures show conclusively that Elk Rapids is still on the map and sustaining her reputation as a busy town, and we doubt if any town in the State of anywhere near equal size can make as good a showing. You will have to "show us."

After three or four years of ups and downs—mostly downs, by the way—the plant of the Elk Cement & Lime Co., under its present management, seems to be more than successful. The output, over 500 barrels per day, is meeting with favor and having large sales wherever introduced. In fact, the Upper Peninsula representative of the famous Atlas cement wishes to discontinue the sale of the latter in that section and secure the exclusive sale of Elk cement in its stead, so satisfactory have the results been in Upper Michigan with the product of our factory. Homer Sly, the General Manager of the plant, informs us that their sales have so far exceeded their expectations that it has been necessary to take their traveling representative off the road to enable them to catch up with their orders. He shipped

fifty barrels on the steamer Illinois Sunday to Frankfort and expects a boat this week after a cargo of 2,500 barrels. He has orders for immediate shipment of 15,000 barrels by water and thirty carloads by rail.

The following from "The Recollections and Reflections of a Moss-back," written by Arch. Cameron and appearing in the Central Lake Torch, will be of interest to our citizens, the older residents in particular: "In 1865 Antrim county contained but one store, that of Dexter & Noble, at Elk Rapids. It was a rough board structure, with but one large window and door at one end, and being built for utility, was entirely destitute of paint or ornament. It stood nearly where the present store building stands. R. W. Bagot, now President of the Elk Rapids Savings Bank, and James P. Brand were clerks. When there was a rush, John Denahy, the outside boss, took a hand in, more especially to wait on the Indian trade. Sales were principally confined to staples, pork, flour, cornmeal, feed, etc., and they ruled high. Mess pork was about \$40 a barrel; flour, \$15; cornmeal, \$8. Tea sold at \$1.50 and up per pound; sugar, 18 to 20 cents; finecut tobacco, \$1.50 to \$1.75; calico and brown sheeting, 18 to 20 cents; spool cotton, 10 cents a spool. Customers came from all parts, a few from nearby in ox wagons, the great majority in small boats and afoot. Wages at that time were about \$26 a month and board for good men, for twelve hours' work, with one-half hour off for noon. In the fall of 1867 E. S. Noble arrived and took charge of the company's business, and the following summer the new store, called at that time the 'Mammoth Store,' was commenced, the old building moved across the street and used for many years afterward as a tinshop."

Boyhood of a Great Man.

The subject of this sketch was born in a village near Heidelberg, Germany, early in the latter half of the eighteenth century.

Even as a child he was noted for his thrift and for his investigating turn of mind.

One day he killed a neighbor's cat that had been eating his young chickens. He skinned the cat, took the hide to a dealer, and sold it for a pfennig.

"Gee," he exclaimed, "there is money in furs. Some day I am going to deal in them as a regular business."

Years afterward that boy, having grown to manhood and emigrated to America, became the John Jacob Astor of commerce and the founder of one of the wealthiest and most aristocratic families of the present day.

Midland Company Enlarges.

Midland, Oct. 16—All of the heretofore unsold capital stock of the Midland Chemical Co., the entire stock amounting to \$30,000, has been disposed of to Midland parties. The works will remain in Midland, the producing capacity being materially increased and apparatus will be installed to absorb any odors that might otherwise escape.

Improving Poultry Industry.

During the past year there have been hundreds of poultry associations organized throughout the United States, mainly for the purpose of improving poultry by stimulating the raising of pure bred fowls. It looks as if the scrub fowl was doomed, growers evidently appreciating that the pure blood stock cost no more to raise and return more in every way than the common mixed mongrel.

Logical Deduction.

Miss Oldun—I want to employ you to contest my late uncle's will.

Lawyer—On what grounds?

Miss Oldun—Imbecility. At the age of 70 he married a girl of 22.

Lawyer—How long did he live after his marriage?

Miss Oldun—Three years.

Lawyer—I'm afraid there is no hope for you. Under the circumstances a man is bound to recover his senses in less time than that.

Whipping a boy to Sunday school never yet drove him to heaven.

Salvation is more than a sense of satisfaction with ourselves.

Only a soft man finds any pleasure in spreading himself.

HATS At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.

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GEO. P. BENT

Manufacturer

"Bent, the straight maker and dealer." Established 1870.

211 A Wabash Avenue, Chicago, Ill., U. S. A.

AROUND THE STATE

Movements of Merchants.

Nunica—Wm. Mines has sold his general stock to O. A. Murray.

Allegan—B. Tripp will add a line of shoes to his department store.

Lansing—H. Shawl has discontinued his meat business at this place.

Gladwin—H. H. Snyder succeeds Emil Wagner in the grocery business.

Lake Odessa—G. W. Buckborough, blacksmith, is succeeded by Wm. Poff.

Ionina—Geo. Pappas, of Boston, will shortly open a new confectionery store.

Chesaning—Wm. F. Graham is succeeded by Fay & Hill in the grocery business.

Cheboygan—L. E. Cooper will continue the drug business formerly conducted by Cooper & Bell.

Pontiac—The creditors of Homer J. Osmun are closing out his stock of notions and bazaar goods.

Coloma—Enders & Rapp, of St. Joseph, have opened a branch clothing and dry goods store at this place.

Harbor Springs—W. F. Ludlum will continue the racket store business formerly conducted by Chas. W. Caskey.

Midland—Gustin & Co., who formerly conducted a grocery business at this place, are succeeded by Alfred Price.

Ashley—Perry D. Pease will continue the general merchandise business formerly conducted by Lucy E. Pease.

St. Charles—A chattel mortgage has been foreclosed on the clothing, men's furnishing and tailor goods of Julius Host.

Lake Odessa—A. L. Nye has sold his drug stock to J. F. Holden, formerly engaged in the drug business at Brown City.

Twining—The flour mill and grain business formerly conducted here by the Twining Mill & Elevator Co. has been discontinued.

Keeman—The general merchandise business formerly conducted by Boven & Mulder will be continued in future by Boven & Co.

Monroe—E. V. Fifer has purchased the Benriter stock of wall paper and stationery and will continue the business at the old stand.

Traverse City—Oscar Dolberg has purchased the grocery stock of O. V. Adams & Co. and will continue the business at the same location.

North Branch—A. N. Patriarche & Co., of Marlette, have opened a stock of hardware in the building recently vacated by W. S. Bolton & Co.

Cadillac—M. J. Smith has engaged in the grocery business. The stock was furnished by the Traverse City branch of the National Grocer Co.

Bellevue—The Weed-Coulter Co. will continue the lumber, brick and tile business formerly conducted by F. M. Mulvaney, together with the hardware business until recently carried on by Herbert M. Weed.

Clare—Fred Fishley and G. W. Forward have formed a co-partnership for the handling of farm produce business. The firm name will be Fred Fishley & Co.

Lowell—The new building erected by J. and C. Bergin is to be occupied by a hardware stock installed by Endelmann & Nerreter, of Saginaw. The new firm take possession about Oct. 20.

Alpena—F. J. Schwankowsky has leased the store in the Beebe block for two years, with a privilege of five, and will establish a permanent branch of his Detroit piano and music business.

Coldwater—Daniel Sargeant has purchased the J. A. Harris grocery stock on East Railroad street. Mr. Harris and wife are going South for her health. The new proprietor has clerked in the store for some time past.

Tawas City—Carson, Ealy & Co., a concern that owns a number of banks in Michigan, have purchased the Phinney & Whittemore bank at this place, which recently closed its doors. A new bank building will be erected.

South Range—Otto Krellwitz, of Houghton, has leased the Cassino building and is having the part formerly used as a store remodeled and will fit it up into an undertaking room. He will also carry a side line of wall paper and window shades.

Brown City—Ora A. Tuck and George A. McKay, who have conducted a general merchandise business at this place for the past ten years, have dissolved partnership and the store will be conducted in future by Ora A. Tuck under his own name. Mr. McKay intends to engage in business in the spring in some other town.

Bangor—The firm of Powell & Wilkinson has dissolved partnership. Mr. Powell taking the groceries and Mr. Wilkinson the meat business. Mr. Powell has moved his groceries to the stand occupied by C. H. Leathers as a tea and coffee store. Mr. Wilkinson has added a new stock of groceries and remains in the Harvey block.

Ishpeming—The Consolidated Fuel & Lumber Co. has the contract for supplying timber for the launder the mining companies are building in the Lake Angeline basin. The heaviest timber is being secured from the Pacific coast region. An unusually large quantity of coast timber has been shipped into the Upper Peninsula the past few years. A lumberman said last week that fully 50 per cent. of the timber used here at this time comes from the Pacific coast.

Fennville—That buyers were not entirely crazy this summer, when they bought apple orchards here at good prices, must be inferred by one who is in touch with the apple market at present. N. L. Gage bought for Wm. Ellis & Co., of Chicago, the Morley apple orchard of about 18 acres for \$2,450. The crop is now estimated at about 2,200 barrels, besides the cider apples. This week he sold 140 barrels of the Hubbardston Nonesuch to the Williamson Produce Co., of

Quincy, Ill., for \$3.50 per barrel on board cars here. The orchard contains about 400 barrels of Northern Spy apples of finest quality and they will be held for \$8 per barrel. Mr. Gage thinks his house will make a clean profit on this orchard of \$3,500.

Menominee—Moses Laundre has purchased the interests of Ernest Marcouiller in the meat market firm of Allen & Marcouiller, which is hereafter to be known as Allen & Laundre. Mr. Laundre has had considerable experience in the meat business, having formerly been in charge of the Nelson Morris & Co. wholesale business in this city and recently of the meat department at Lauerman's in Marinette. Mr. Marcouiller has taken Mr. Laundre's position at Lauerman's.

Negaunee—Now that a fourth room has been added to Levine Bros'. store the firm will have one of the largest and best department stores in this region. Levine Bros. started in business here four years ago, in a modest way, having bought out their brother-in-law, Jacob Davidson, now in business at Green Bay. Their patronage has increased steadily, and long before Mr. Neeley agreed to give them the extra room they found their quarters too small to meet the requirements of their trade.

Manufacturing Matters.

Bangor—Glenn Overton has taken the management of the creamery at McDonald.

Big Rapids—Hanchett & Son will remove their machine manufacturing business from Chicago to this place.

Kalamazoo—The capital stock of the Kalamazoo Creamery Co. has been increased from \$5,000 to \$15,000.

Kalamazoo—The Farnham Chemical Co., which manufactures chewing gum, has removed to Three Rivers.

Saginaw—The Morse Cedar Co. is to establish a sorting yard at Millersburg, at which point the company is operating extensively.

Detroit—The Babcock & Schossow Mfg. Co., Ltd., which manufactures sanitary specialties, has changed its name to the Red Star Sanitary Co., Ltd.

Thompsonville—The Piqua Handle Manufacturing Co. recently acquired title to about 400 acres of timber land on the north shore of Crystal Lake, giving it fully a mile frontage.

Ontonagon—The Ontonagon Lumber & Cedar Co.'s mill is operating with a day force only, the night shift having been discontinued, owing to the difficulty of securing a desirable class of workmen.

Farmington—Reigler Bros. have recently sold their Livonia cheese factory to Fred M. Warner. The Governor must like to cheese it for this makes eleven establishments of the kind now owned by him.

Mancelona—The little lumbering town of Edwards, two miles south of Elmira, will be abandoned soon. The Antrim Iron Co. has operated a mill there for a long time and did a large business, but the timber is about exhausted.

Jackson—The E. C. Clark Motor Co. has been incorporated to manu-

facture gasoline engines. The authorized capital stock of the new company is \$15,000, all of which is subscribed and paid in in property.

Coldwater—A. E. Conover and August Visel have leased the second floor of the Champion brass foundry and under the firm name of Visel & Conover they have installed a plant for the manufacture of brass, nickel-plated and oxidized fixtures and specialties.

Lyons—The plant and business of the Lyons Engine Co. has been purchased by C. R. Herrick, the owner of the Herrick Casket Co. Mr. Herrick has had a large interest in the engine works for some time, but the factory has not been very active the past year.

Detroit—A corporation has been formed under the style of the Van Wagoner Co. for the purpose of manufacturing and selling sanitary goods. The company has an authorized capital stock of \$50,000, \$28,000 of which is subscribed and \$3,010 paid in in cash and \$25,000 in property.

Sault Ste. Marie—The Peninsula Bark & Lumber Co. has secured the contract for furnishing timber for the big coal dock to be erected between the Soo and Detour by the Pittsburg Coal Co., for \$50,000. About 1,500,000 feet of lumber and timbers will be required, all hemlock and Pacific coast fir. Nearly 125,000 lineal feet of piling will be used.

Marquette—The Big Bay Lumber Co., operating at Lake Independence, has bought twenty-two horses from a stock farm at Appleton, Wis., to replace the horses it lost when its barns were destroyed by fire. At the time of the fire all the company's horses were destroyed with the exception of those at one of the camps in operation at the time.

Onaway—E. J. Lobdell, of the Lobdell-Bailey Co., has gone to Europe, where he will establish a branch plant for the manufacture of bicycle rims in Germany. About 800,000 bicycles were manufactured in Germany last year and the rims for these all came from the Onaway plant; in fact, over three-fourths of the bicycle rims used in the United States are furnished by the Onaway house.

Sault Ste. Marie—J. T. Moore, attorney for the holders of a mortgage against the Soo Milling Co., has purchased the property at a public sale for \$6,183.85. The mortgagees are James L. Lipsett, R. G. Ferguson, M. N. Hunt, John Abbott, P. C. Keliher, Andrew Hazzard and Jay W. Sutton. Two other mortgages on the property are held by creditors, the total amount being \$4,000, part of which has been paid.

Port Huron—At the annual meeting of the stockholders of the G. B. Stock Xylite Grease & Oil Co. the reports showed an increase in the business during the past year of 33 1-3 per cent. The company has now five traveling men on the road and pays out in salaries about \$10,000 a year. It expects to increase its output the coming year fully 50 per cent. over last year. The directors voted a 5 per cent. semi-annual dividend and the surplus was increased \$11,000.



The Grocery Market.

Sugar—A slightly stronger feeling in Europe is noted, caused by unfavorable weather for the beet crop. The readjustment of freight rates from Eastern points seems to have had little effect on the market as yet. That may come later, however. The consumption shows a decrease, but is still large.

Coffee—Actual coffees show no change whatever. The general conditions are unchanged and no special change is looked for until the flush of the receipts is over. They will begin to fall off next month. Mild coffees are steady and unchanged. Java and Mocha are steady, without change. The demand for coffee is moderate only.

Tea—Trade is picking up considerably. There is a very strong feeling in the market, as the Japan crop is proving to be fully as short as anticipated. The shipments to America up to the 31st of August alone were eight millions short of last year, and it is estimated that the first crop is from eight to twelve million pounds short of last year. May picked Japans are out of first hands. Gunpowders are strong on a short crop; so are Congous and Oolong.

Canned Goods—Peas are firm and when the demand becomes active it is not unlikely that higher prices will develop, as the pack is short. Wax and string beans are a fair pack. Tomatoes still continue to be very strong and the price of standards is hard to give. Many jobbers are quoting them at \$1.20, however, and that seems to be a fair figure, although some lower prices are made here and there. Corn is dragging somewhat as the pack is large everywhere except in Maine, where, it is reported, there will be some short deliveries. The California Fruit Canners' Association has put out a revised list recently which covers the situation as it is at the end of the season. In this it is shown that apricots have advanced 5c for seconds, water and pie goods, while extra standard gallons are a quarter higher. In peaches 2½-pound extra lemon clings show an advance of 15c, while 2½-pound standards are up 5c and pie the same. The Association also again quotes some of the better grades of cherries which were withdrawn early in the season, but which appear to be still obtainable. The demand for California canned fruits is only moderate, according to the jobbers. The trade is in no hurry to buy, believing that the prices will not be higher. In view of the fact that the quantity of home canned fruits is probably greater this year than ever before the retailers are a little cautious about stocking up on the canned fruits. There is no telling how much of a figure the home goods will cut in the winter's trade. Salmon is held steady, although the heavy

season is past. The pack of Columbia River fish is light and higher prices are likely in the spring when the demand opens up.

Dried Fruits—Currants are shaded ¼c by some holders, but not by all. Apricots are in slow demand at unchanged prices. Apples are firm and unchanged. Very little is doing in futures, the quotations on which are unchanged. Peaches are maintained on a high basis, and the demand is light. Very little business has been done in new raisins, even by the independent packers, some of whom now quote ½c below the Association's price. So far as can be learned, no market has taken hold of the Association's goods freely. Some have taken some loose goods, but seeded raisins, owing to the very high price asked for them, have up to the present time gone begging. It is hard to figure out how the Association can get along without reducing its price.

Rice—Reports from the South indicate that the harvest is progressing under conditions that are not altogether favorable, and in addition to this the yield is below that of last year. The demand is normal, however, and the slightly higher prices will probably not curtail the consumption to any appreciable extent.

Syrups and Molasses—A better demand for molasses has characterized the market the past week. This is due in a measure to the more seasonable weather and the approach of the season of large consumption. The market is only steady as the prospects are for a large output of heavy grades. Corn syrups are steady without much change. Demand is fair but not exciting.

Vinegar—Higher prices on vinegar and cider are results of the short apple crop. Already manufacturers have advanced their figures on vinegar and the jobbers will probably soon follow.

Fish—Cod are firm and the demand is fair. Salmon are unchanged in all grades, and the Alaska red situation is still greatly depressed. The demand is light. Whitefish are dull and unchanged and so are lake fish. Herring are unchanged and in fair demand. The condition of the mackerel market continues very strong. Shore mackerel shows no further definite advance, but holders are getting all they can for their goods, and the available supply seems very small. Irish mackerel are scarce and high. The fall catch was close to a failure. The holders of Norway mackerel have withdrawn prices again. The strength of Norway mackerel comes not from short catch, for the Norway catch was good, but from the shortage in other mackerel, which has made the demand for Norways unusually large. Sardines are still dull and depressed, and the demand is light.

Boyne City—F. M. Chase has sold his flour and feed business to the Hankey Milling Co., of Petoskey. Mr. Chase will continue the farm implement, wagon and vehicle trade, which he has conducted nearly twenty-five years.

The Produce Market.

Apples—A better business is noted, or it would be better if first class stock were obtainable. Much difficulty is obtained in getting what is wanted, as the crop is short and of poor quality. Fall and winter fruit commands \$2.75@3 per bbl.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. Prices are still soaring, the seaboard price being just about 50 per cent. higher to-day than a year ago. In spite of this a fair business is being transacted. The winding up of the deciduous fruits will help the banana trade. A high market is anticipated for the immediate future, at least.

Beets—\$1.20 per bbl.

Butter—Creamery is steady at 22c for choice and 23c for fancy. Dairy grades are firm at 20c for No. 1 and 15c for packing stock. Renovated is in moderate demand at 20c. The advance in price indicates the probable trend of the market, although there are men in the trade that say the market will not be as high this winter as usual on account of the large quantities held by the storage men. It is true there are large lots of packing stock put away and a good deal of creamery, but whether there is enough of the latter to hold the market down through the winter months remains to be seen. Just now the demand for creameries runs about equal to the supply and the market, while showing some advance over last week, is not a particularly strong one.

Cabbage—60c per doz.

Carrots—\$1.20 per bbl.

Cauliflower—\$1.50 per doz.

Celery—20c per bunch.

Cheese—The demand is steady for all grades and the orders for November delivery are larger perhaps than for any previous year. Better weather has also helped the current trade in cheese. Large holdings are said to be the rule throughout the country and for this reason a high market through the winter is not anticipated.

Crab Apples—\$1 per bu.

Cranberries—Early Blacks from Cape Cod fetch \$2.90 per bu. or \$8.50 per bbl. The crop of Cape Cods is undoubtedly short and the other fields are not showing anything remarkable in the way of yields. Prices are higher now than when the season opened, a rather unusual thing.

Eggs—Local dealers pay 19@20c on track for case count, holding candled at 22c. The shrinkage of the stock is coming in so large that the actual receipts of good eggs are below current requirements. Within the week some April storage eggs have been put on the market and if the prices hold up as they have been doing a good many of these will be brought out, in all probability. They can be sold at a moderate profit now and some of the holders are willing to take a small margin at present rather than run the risk of not getting any later.

Grape Fruit—\$5.50 per crate for Florida.

Grapes—Concords have advanced to 16c and Niagaras to 18c—both in 8 lb. baskets. Delawares command 15c for

4 lb. baskets. Malagas fetch \$5 per keg.

Green Onions—15c per doz bunches for Silverskins.

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

Lemons—Messinas are steady at \$6.25 for 360s and \$6.50 for 300s. Californias are steady at \$6. The heavy demand is over and while the stocks are still small they are probably ample for all requirements from now on.

Lettuce—75c per bu.

Onions—The market is strong and somewhat excited, due to anxiety of handlers to lay in their usual season's supply. Buyers pay 50@55c for yellow and red and 60@65c for white. Yellow and red are sold in a small way at 75c.

Oranges—Floridas fetch \$3.25 and Jamaicas command \$3.

Parsley—20c per doz. bunches.

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

Pickling Stock—Small white onions fetch \$2.25 per bu. Peppers command 50c for green and 60c for red.

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

Potatoes—The market holds steady at quotations. The digging of the late crop is progressing favorably and reports are not any worse than anticipated. Country buyers are paying about 40c and local dealers meet with no difficulty in obtaining 60c.

Poultry—Local dealers pay as follows for live: Spring chickens, 10@11c; hens, 8@9c; roosters, 5@6c; spring turkeys (5 lb. average), 14@16c; old turkeys, 12@14c; spring ducks, 10@11c; No. 1 squabs, \$1.75@2; No. 2 squabs, \$1.25@1.50; pigeons, 75c@\$1.

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

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.

Short Sayings of Great Men.

A. B. Tozer: It isn't until a man swears off that he finds out how many fellows want to treat him.

Chas. E. Belknap: When a man has no enemies the public is generally unconscious of his existence.

J. H. P. Hughart: A train of thought is all right if it is on time.

John Caulfield: Procrastination is a virtue—when put off until to-morrow.

John Widdicomb: A man's best friend goes back on him when he kicks himself.

Daniel McCoy: When some people drop a hint it sounds like a ton of bricks.

Mel Trotter: Candor is all right in its place, but it has fractured many a friendship.

Claude Hamilton: If you would hitch your wagon to a star, be sure it isn't merely a skyrocket.

Detroit—Albert L. Day is succeeded by Jesse J. Crowton in the grocery and meat business.

NEW HER OWN MIND.

Case Where Substitution Would Not Work.

Written for the Tradesman.

I am employed in a retail men's furnishing store. We do not cater especially to the trade of the women, but of course are thrown in contact with quite a good many, on account of boys' mothers accompanying them to select the suits, overcoats, neckties, etc., that a boy is always needing at stated intervals—"and then some," as "the kids" themselves would put it.

Of course, we occasionally have a young lady come in to purchase for herself, her very own self, special haberdashery—accessories in the way of neckties, neckerchiefs or scarfs, even collars of precisely the same description as the men wear, although we do carry a brand of lighter weight more suitable for ladies' use.

It is my place to be on deck during the noon hour, I being one of several clerks who had "just as lief" go to luncheon at 11. Thus it happens that if any young ladies drop in from 12 to 1, I am as likely as any of the "severals" to "get to" (as they say down in In-je-an-ny) wait on them.

Last Thursday, as usual, I was down for the noontide. I was busily straightening up my stock, having had a big rush of trade all the morning, when in tripped two such "peachy" little girls. I say "little girls"—well, they were about 17 and 19 years of age. I learned afterward, from their conversation, that they were sisters.

The older one was dark and vivacious. She was of more brilliant coloring than ordinary brunettes, her hair being the jettest of jet black, and her complexion the clear olive of the Italian girl type. Her cheeks were a flaming red—and it was real, too, for it came and went with every flash of her twinkling black eyes.

This much I took in, in the moment my glance rested on her as she came along to my counter. I should have been tempted to take more looks at her if her sister hadn't been with her, who was as pure a type of the blond as the older one was dark complexioned; and I, being extremely partial to girls of the pastel tints, turned from the little gypsy to the pretty wild rose, who was as sweet a little posy as ever blessed the country roadside.

She it was who had come to do the buying. She asked me if I had any white silk ties.

"The dickens!" thought I, for, as it happened, our stock of white silk ties was so low that it was reduced to almost nil, the number in the store actually being only two! These were in as many long narrow boxes; there weren't even three or four varieties of patterns in each carton from which to select to suit one's taste, let alone a half dozen or so of them to open up for inspection. I hated even to "lift the lid" to expose the meagerness, and especially as the design and weave of the two

we had were of only ordinary character.

"Now, my boy," said I to myself, "is your chance to give an imitation of a fellow who is a good salesman! Trot out you two lonesome white ties, if you must, but show Wild Rose such a lot of colored ties that she will forget she ever heard of a white one."

Thus settling in my own mind the best course of tactics to be pursued under the circumstances, I sailed in to hoodoo Wild Rose into forgetting what she came for.

Oh, to be sure, I showed her those two white silk ties, incidentally explaining that our fall stock of them had been delayed in arriving, etc., etc. Then I began to open up box after box of colored ties in all the newest colors, shapes and patterns.

"But," said the little blond, "you are displaying to me colored goods—I only asked to see some white ties. Is this all you have—just these two? How much are they?"

"Fifty cents apiece," I answered, with inward despondency.

"Fifty cents?" she repeated. "I wanted something better. I think I will look somewhere else if these are all you have. I wanted a specially nice tie—something for a dollar, perhaps."

How should I get her mind away from white ties? She seemed possessed to have white and nothing else.

"You're done for now!" I secretly informed myself. "You won't sell this young lady a thing."

And that made me redouble my efforts and I determined that she should not leave my department emptyhanded.

Saying as little as possible about the choice with which she had entered, I quietly began to arrange some of the handsomest of the dark neckties, carefully tying several into fetching proper shape and holding them up to show them off well.

Wild Rose looked at them non-committally and I couldn't make out whether she liked any of those I was draping or not. She could smile prettily, but her eyes didn't tell anything.

Then a new idea struck me: If only by hook or crook I could find out for whom she meant to purchase a white silk tie; and I determined to reconnoiter a little, that might help me, I must sell a tie.

So I began to talk as if I thought the tie was to be for the brother of the Wild Rose.

"Oh," said she, "tisn't for my brother—it's for some one else."

"Ah, it's for another fellow then?" I ventured.

I was a trifle afraid the girl might get angry at that, but instead she smiled goodnaturedly (although she couldn't keep back a blush).

"Well, yes," she acknowledged; "and that's why I wanted something nicer than usual, and why I wanted a white tie."

By this time I had a line of boxes (I had kept taking them out of the cases) actually spreading over eight linear feet of the show case!

I finally became convinced that she would be satisfied with none of the dark goods under fire and so I went back to those two miserable white ties that had caused me all the discomfort, and I showed 'em off "every way for Sunday!" I tied them the very neatest I know how, and I took a new tack and descanted on all their merits possible:

I explained to Wild Rose that, being not of a pronounced design the two were all the better, because closer woven in consequence; also, being plainer, they would not go out of style so soon as a less neat pattern.

Would you believe it, talking along this line, the Wild Rose finally decided to take both the white ties, and I was left—not "lamenting" exactly, but to put away all that dark stock I had been so determined to show a girl against her expressed desire.

I put the two white ties in a dainty box I had been saving for some particular customer or other, and Wild Rose walked out of the place quite satisfied.

There, you might say, was a case where "substitution" wouldn't work! K. O.

Why He Failed To Make a Sale.

He wasn't neat in his appearance. He lacked dignity in his bearing. He used no tact in introducing himself.

He was late in keeping his appointment.

He had a conceited and arrogant manner.

He did not believe in his own proposition.

He disgusted his prospect with gross flattery.

He didn't know the fine points of his own goods.

He offended the prospect by undue familiarity.

He made a bitter attack upon his competitor's goods.

He openly ridiculed his prospect's ideas and methods.

He had made no preliminary study of the prospect's case.

He relied on bluff instead of solid argument based on facts.

He got lost in a forest of details, but couldn't stick to essentials.

He had been out with the boys the night before and showed the effects.

He talked too much. He gave the prospect no chance to explain his needs and position.

He couldn't answer questions and objections intelligently, concisely and convincingly.

He tried to close his prospect before he had worked him up to a point of conviction.

He lost his nerve because the prospect presented such an unyielding front, forgetting that battles are won by hard rallies at the finish.

He didn't know his business when he made the approach; didn't talk clean-cut business after he got in; didn't make it his business to fight all the way through, and didn't do business before he left.—System.

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.



HOLD UPS

From Kankakee

Drawers Supporters like you want them. Missing link between suspenders, pants and drawers. A smile getter for a dime. Tell your traveling man you want to see them.

HOLD UP MFG CO., Kankakee, Ill.

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

Standard Oil Co.

Grand Rapids, Mich.

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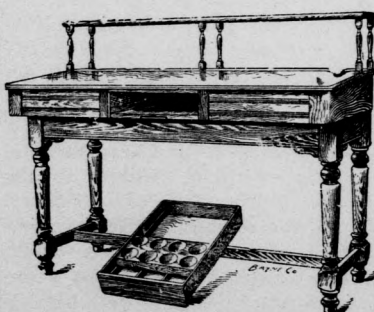
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THE CREDIT MAN.

How He Safeguards the World of Business.

How to encourage one man to go into legitimate debt and at the same time prevent another man from framing a promise to pay in any form is becoming one of the leading professions of the day, just as it is one of the newest.

The modern credit man of the business world is one of its most potent factors, commanding a position in the salaried world in every way to be envied and yet distinctly with a prospect of further prominence and compensation as the intricacies of modern business multiply and intermix.

"Don't go into debt" is one of the oldest of the old style injunctions to the young. In spite of which the other day at Memphis, Tenn., a national association of credit men, having a membership of more than 6,000 credit experts in the United States, went into convention and discussed ways and means by which safely a still greater membership might find still greater latitudes in the granting of credit to thousands more of individuals in need of the convenience and courtesy.

There are debts and debts. There are credits and credits. A man may be on the rocks of ruin in his small way with a debt of \$100 hanging over him. Another with his property mortgaged for \$100,000 may be just beginning to see the rising sun of his fortunes. Considered from either side of the proposition the vital question for debtor and creditor alike is, For what purpose was this obligation assumed?

If all at once in a night the whole intricate system of credits in the world were wiped out and civilization attempted to carry on its business on an uncompromising cash basis the whole present structure of civilization would fall. "Let me see the color of your money" is one of the old slang challenges of the business world. Look at it if you will—look at the money that is in your own purse!

Every cent of it save the chance gold piece that so rarely is in circulation east of the Rockies will be found to be based on credit. Save for the credit of the National Government, every other dollar you own would sink to almost hopeless worthlessness. The silver would bring about half its face value in the world's markets; the paper would be worthless, whether it be national bank note, greenback, silver certificate, coin certificate, or gold certificate.

But, putting these credit moneys aside, the credit papers of the banks, commercial firms, and individuals, probably are doing ten times the financial work done by these moneys of the Government, and yet with the credit element in them vastly emphasized and uncertain.

For an individual or firm of standing and reputation a debt may be canceled by a plain check upon a bank. This check will be subject first to the credit of the person drawing it,

and secondarily to the credit of the bank upon which it is drawn. The individual, having paid cash or its credit equivalent to a bank and receiving a bank draft, uses it without his own personal risk, leaving that credit doubt between the bank that draws it and the bank on which it calls for currency. A promissory note is only another form of a credit, more formal than a merchant's bill rendered for payment at thirty, sixty, or ninety days.

Here it is that the credit man of the individual house in commercial centers first found his professional field. Trade had grown until the memory and observations of the heads of the establishment no longer would serve. Somebody had to be charged with the sole duty of keeping track of the customers with whom at wholesale there had never been such a thing as a cash quotation. The credit man of one house discovered that the credit man of another house was a mutually profitable acquaintance, and the two of them considered the taking of all the other experts in the line into a local organization of mutual self-interest. The National organization of these local bodies was inevitable.

A man not within the circle of this really new profession can not realize how far-reaching are the interests of such an organization into the customs and laws of a state. When a credit paper of a credit house may be used to wipe out the debt in favor of the creditor, the position of the credit man is apparent.

To-day, for instance, one of the great stumbling stones of the credit man is the questionable and inadequate insurance policies of the country at large. Whether the credit be established by the individual retail customer or by the retail house with the jobber, this question of whether there be adequate insurance upon realty and personal property is of first importance. In a like manner the application of the national bankruptcy law in the case of failures is of great import, especially as Bradstreet's for 1904 reports 10,417 failures in the United States, due to the three causes—lack of character, capital and ability to conduct a business.

These three causes for 10,000 failures in the country last year become ominous when it is recognized that the three virtues are the essential great features of all credit. Without character a man might not pay if he could; without capital he could have no opportunity to make a success of a business; and without business ability nothing could make of him a likely credit customer.

Under the competitive system in business, however, the disposition to extend credits unwisely and in increasing proportions has been felt by the credit man. It has been recognized that for the country at large the creditor has a poorer show for his own under the law than he once had after his property had passed to an irresponsible customer. Many of these laws have been framed especially that they might leave the creditor the burdens of collecting

under unfriendly conditions. Financial ventures of the mushroom variety have sprung up in this soil until some curbing reaction must be necessary. Keen competition and criminal business methods have resulted in the establishment of the intermediary profession of the credit man, and out of the condition the organized associations of the credit makers will need their keenest judgments for the work.

Credit under almost any possible circumstance is a risk. It would be no courtesy—no mutual business agreement upon any basis of business—if this were not so. Being so, the question of the credit man is, How much risk and under what circumstances can we afford the chance?

Hollis W. Field.

The Sides of a Fried Egg.

He was a sad faced American tourist, and as he seated himself in a London restaurant he was immediately attended by an obsequious waiter.

"I want two eggs," said the American, "one fried on one side and one on the other."

"Ow is that, sir?" asked the astounded waiter.

"Two eggs—one fried on one side and one on the other."

"Very well, sir."

The waiter was gone several minutes, and when he returned his face was a study.

"Would you please repeat your order, sir?"

"I said, very distinctly, two eggs—one fried on one side and one on the other."

Oppressive silence, and then a dazed, "Very well, sir."

This time he was gone longer, and when he returned he said, anxiously:

"Would it be awsking too much, sir, to 'ave you repeat your order, sir? I can't think I 'ave it right, sir, y' know."

"Two eggs," said the American, sadly and patiently, "one fried on one side and one on the other."

More oppressive silence and another and fainter, "Very well, sir."

This time he was gone longer. When he returned his collar was unbuttoned, his hair dishevelled and his face was scratched and bleeding. Leaning over the waiting patron he whispered beseechingly:

"Would you mind taking boiled heggs, sir? I've 'ah some words with the cook."

Making Up the Difference.

A young lawyer received a call from a farmer who was in need of legal advice. The lawyer looked up the statutes and told the farmer what he should do. "How much?" said the farmer. "Well, let's call it \$3," said the lawyer. The farmer handed over a \$5 bill. The lawyer seemed embarrassed. After searching his pockets and the drawers of his desk he rose to the occasion and pocketed the bill as he reached for a digest. "I guess, neighbor," he remarked, as he resumed his seat, "I shall have to give you \$2 worth more of advice."

Largest Water Reservoir.

It is claimed that the largest freshwater reservoir in the world is still the one created by the handsome dam of masonry, with earth filling between the two stone walls, which was erected some 200 years ago in the Indian State of Udaipur, in Rajputana. The artificial lake thus formed covers more than twenty square miles, and at the dam it is about ninety feet deep.

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E. A. STOWE, Editor.

Wednesday, October 18, 1905

NEWSPAPER GAS.

A local daily is making a somewhat sensational and utterly reckless series of attacks on the gas companies of Michigan on the ground that they are over-capitalized and are not assessed over half the sum total of their bond issues and capitalization.

There is an old adage to the effect that people who live in glass houses should not throw stones, but the Herald appears to have overlooked this adage in dealing with this question.

The present owners of the paper paid \$150,000 for the property, obtaining the money to pay the purchase price by bonding the property for \$150,000. The purchasers then created \$150,000 stock, which they divided among themselves, very much after the modus operandi of some of the gas promoters.

The stock issue represented nothing but wind and blue sky at the time it was put out, but it is expected that the shrewdness of the publishers and the patronage of the public will ultimately give it some value—possibly bring it up to par. It may be difficult for some people to see the difference between the gas promoter and the newspaper promoter, but it should be remembered that it requires a fine distinction to decide questions of this character, where the enhancement in value is due largely to the favor of the public, and that people outside the newspaper fraternity have no business to impeach the judgment or question the motives of men who treat facts as though they were wooden blocks, to be arranged and re-arranged at will to suit the particular argument the sensational monger wishes to present at the particular moment.

One of the greatest crimes the gas companies commit—in the eyes of the Herald—is their failure to pay taxes on the full amount of the bonds and stock. Let us see how this would fit the Herald: The bond and stock issues aggregate \$300,000. The Herald paid taxes in July on an appraised valuation of \$38,700. Why in the name of outraged justice did the Herald permit its valuation to be put down to a paltry \$38,700, when—in the Herald's own reasoning—it should have been entered in the books at \$300,000. Of course, this is due

to an oversight on the part of the Herald management, which will be immediately rectified by the officers, now that its attention is called to the discrepancy. If gas companies, which depend wholly on the patronage of the public, should be taxed to the full amount of their bond and stock issues, surely newspapers, which depend on the same public for co-operation and support, should be taxed at the same rate.

The Herald makes a loud outcry over the fact that some companies charge more for gas than others. How would this apply to the Herald? The Chicago News gives its readers from sixteen to thirty-two pages a day for one cent. The Herald publishes from eight to twelve pages and charges two cents. Why should the people of Grand Rapids be compelled to pay twice as much for half as much newspaper as Chicago does? The fact of the matter is that newspapers are a good deal like gas companies—the more papers sold, the cheaper the article can be produced. The people of Greenville, who pay \$1.25 per thousand feet—not \$2, as repeatedly asserted by the Herald—are favored quite as much as the people of Grand Rapids, who pay 90 cents for the same service. The Herald figures out that gas costs 42 cents per thousand feet and that the price in every locality ought to be made uniform by law. If this point be well taken, the same rule ought to be made to apply to newspapers as well. Why charge 2 cents for the Herald, while its second cousin, the Detroit News, is sold for a cent? Why not have a law compelling all newspapers to be sold at a uniform price? Gas companies enjoy valuable franchises from municipalities and newspapers enjoy equally valuable franchises from the Government. Both are protected in their respective fields and both are responsible to the public which tolerates them in their respective positions.

The fact of the matter is that when a newspaper starts out on a sensational career it is amenable to neither rhyme nor reason. It stops at nothing to carry its point and fact, environment, local conditions and honesty of statement are temporarily consigned to the background. Irresponsible and unjust attacks on corporate interests may pander to the mob and result in the sale of a few extra papers, but a crusade of this character does no one any lasting good and naturally causes the publication conducting it to be regarded with suspicion.

When, in addition to the desire to appear sensational, there is a sinister motive apparent to those who are in a position to discern it, the real reason for the attitude of the newspaper in question toward the corporate interests of the city and State are as plain as handwriting on the wall.

A wise man is one who thinks as you do and a fool is one who doesn't.

A haughty carriage is sometimes a very uncomfortable vehicle.

SHORT-SIGHTED GERMANY.

Some time ago—it may be months or years—the German official had fault to find with the United States. In his unscrupulous reaching out after the Almighty Dollar the unprincipled exporter was sending tainted meat to Germany to the utter demoralization of the German stomach and the German muscle, trichinae having been found curled up and very much at home in that part of the German anatomy. That was bad enough, but the worst remains to be told: that trichina-infested meat when subjected to the German chemist was found to be embalmed in some kind of American-invented acid, which taken "into their midst" was decimating the German empire. Official action was at once prompt and decisive. The American hog—the four-legged variety—was banished from the empire and with a well-satisfied "gut"—which the insulted American echoed with the American meaning—the German sat down to his pipe and beer.

Two protests found vehement expression, the one from this country, the other from Germany. The German working class wanted to know what they were going to do for meat. The day for black bread had long gone by. Beer was filling and "Limburger" was strong if not strengthening, but hard work called for meat, not bread, beer and tobacco with something to smell of. The home producer with the American import was hardly equal to the demand. There could be but one result, following the barring out of the American meat from the German market: a meat famine and a rise in the price of the home production, both of which would be disastrous.

The American protest had a different ring to it. Time has been when the German chemical laboratory was the only reliable one; but not now. Our chemists state that the acid we use is not detrimental to health. They state, too, that our "embalmed meat" is at least as good as yours and that if the accuracy of the chemical test is to be at all relied upon your acid in your embalmed product is the one to be condemned. Our inspectors affirm that trichinae do not exist in American pork and that, if the German inspector has come upon a piece of infected meat, it is the rare exception which confirms the rule. With this protest the contention is closed, satisfied that we can stand the result if Germany can.

With this as a general review of the circumstances recent advices from the land of the Kaiser are interesting. The gravity of the meat famine is increasing. Horse meat—probably untreated with boracic acid—has gone beyond the ability of many people to buy it, and dog flesh—this from a Berlin dispatch—is no longer obtainable. An attempt has been made to furnish the people with fish without success. Black bread and beer and sauerkraut and "Limburger" and tobacco are now filling a much-felt want and when the home producer is called upon to supply the demand for meat, he responds with

dead horse and dead dog and with the impudence of greed, short-sighted at that, he marks up his prices and complacently wants to know of the starving consumer what he is going to do about it. It is a matter of no particular moment that winter is coming on, when there will be a greater demand for meat by working people; if a lack of meat results in making bread dearer for the German consumer, is not the rise in price an advantage to German trade and, with the American meat barred out, what is to hinder the continued prosperity now shining down upon the commercialism of the Fatherland?

It is needless to declare that the German who has had a taste of American beef and pork is not exactly satisfied with a pup-dog dinner or a meal from a horse T-bone. He loves his Fatherland, but he is becoming more and more dissatisfied with that agrarian influence which for the sake of the debasing dollar has shut out the American meat, which in spite of protest and blackmail is infinitely better and more wholesome than all the dog and mule and horse which the great empire of Germany can furnish at exorbitant prices. He is beginning to see the short-sighted policy of the German government and the German stomach is beginning to acknowledge more than unwillingness to be half starved in order that the great land owners of his country may thereby secure a profit. A half-fed people can not do good work. Germany can not raise enough to feed sufficiently her people. She must import. She must remove her restrictions upon imports of meat and bread stuffs and, the agrarian to the contrary, that meat and those bread stuffs are coming from these United States.

SIGNIFICANT ADMISSION.

The Chicago Typothaete, which is the organization of employing printers, secured an injunction against Typographical Union No. 16, enjoining its members from picketing the non-union offices and also from bribing their employees and inducing them to leave town. The President of the International Union at Indianapolis thereupon telegraphed to Chicago that, if this injunction could not be removed or modified, trade unionism might as well lie down and the charter of Typographical Union No. 16 be annulled. In pursuance of this proposition, he stated that the entire treasury of the International Union was at the disposal of the Chicago union printers.

This plainly indicates that unionism depends upon illegal and criminal methods for maintenance and that, whenever the members are restrained from using these weapons, unionism can not survive.

Making a sale is not the chief aim. It is making a customer that counts.

Mental inertia is the greatest stone in the narrow path of success.

There is no trick in selling a cheap article that is asked for.

SOUNDING THE SLOGAN.

The Key To Success for All Young Men.

One day a young man in Braddock asked an old friend for advice in investing his money. He was only getting \$6 a week.

"Why, you haven't any money, have you?" asked the friend.

"I have nearly \$100," answered the young man.

"But how did you save it? You only got \$3.50 a week at the grocery and you only get \$6 now."

"How would I spend it?" was the answer. "A few books and so much every Sunday at church. What else would I do with it?"

The young man was Schwab, the steel king, and at that time he did not understand why his friend, after a burst of uncontrollable laughter, said: "Boy, you're all right; you've got a future."

Except that in most cases they began earlier even than Schwab, an incident similar to this can be recalled of all men who have grown rich. In the advice which they hand out to young men, saving is the constantly recurring "must be" of success. At the same time there is an interesting diversity of view as to reasons and methods of doing it.

For instance, one man of great experience lays down this principle: "A man of business ought not to be overcautious; he ought to take what seem good things in his trade pretty much as they come; he won't get any good by trying to see through a millstone. But he ought to put all his caution into his reserve fund; he may depend upon it he will be done somehow before long, and probably when he least thinks it. He ought to heap up a great fund in a shape in which he can use it against the day when he wants it."

It is to avoid the humiliating and demoralizing habit of being "broke" that Darius O. Mills warns men to save. "There is no one so helpless as a man who is 'broke,' no matter how capable he may be, and there is no habit so detrimental to his reputation among business men as that of borrowing small sums of money. This can not be too emphatically impressed upon young men."

"Only the wealthy and not many of them can afford to indulge in expensive habits. How much less then can the man with only a few dollars in his pocket. No one can acquire a fortune unless he makes a start, and the habit of thrift which he learns in saving his first hundred dollars is of inestimable value later on. It is not the money but the habit which counts."

In Mr. Mills' case the money, as well as the habit, turned out to be of incalculable benefit, and he began to save his first thousand dollars just in time. It was while he was still a boy at North Salem that he got a clerkship in a store at small wages. He kept it six years, and contributed to the support of his family out of it and at the same time got a little ahead. This enabled him to go to Buffalo, where he had heard of the

chances of a better business opening, and soon after he was made cashier in the Merchants' Bank of Erie county. This was when he was 21, and his little fund of savings reached a thousand dollars soon after that.

It was then that the gold discoveries were made in California. He took advantage of them among the first, went there and opened a general store and established an Eastern exchange with his little capital, and cleared \$40,000 the first year. This was the foundation of his great fortune which he later made by his gold bank and his investments in mines and other property.

Andrew Carnegie is never tired of emphasizing saving as a matter of credit.

"In what manner did you reach out to establish your present fortune?" he was asked.

"By saving my money," was the answer. "I put a little aside and it served me later in the way of credit."

"There is one sure mark of the coming millionaire," he says, "his income always exceeds his expenditures. He begins to save early, almost as soon as he begins to earn. No matter how little it may be possible to save, save that little. The little you have saved will prove the basis of an amount of credit utterly surprising to you. Capitalists trust the saving young man."

In his book on labor this capitalist declares that a small balance on the right side performs wonders. He recalls how once in the history of his own firm credit was kept high during a panic by using \$70,000 from a reserve fund that had been laid away and came in opportunely at the critical time. "Every single dollar," he says, "weighs a hundredfold when credit trembles in the balance."

This is a large application of the habit which Mr. Carnegie, acting upon his own precepts, began in the smallest of ways. J. Orton Kerbey worked side by side with him when the two were in their twenties. In speaking of him recently Mr. Kerbey said: "As I look back at those days I see more clearly than I did then the characteristics which have contributed to Mr. Carnegie's success."

"In the first place, Andy, as we called him, was a most economical lad. When he was a telegraph operator in the employ of the Pennsylvania Railroad, at Pittsburg, he lived with his mother and brother Tom in Allegheny, across the river. Street cars had just been installed, and the other boys all rode on them. Not so with Andy. Although his mother's house was two miles from his mill, nevertheless he walked the whole distance twice a day. One day I took him to task for tiring himself all out by walking to and from his home, and also for not dressing more in style. In reply he said:

"I am trying to save up \$1,000. Besides, I have a mother to support." At that time Andy was earning something like \$40 a month."

Rockefeller had earned and saved \$10,000 before he was 25 years old, and the few words of advice that he

ever sees fit to give to others have been about saving and the avoidance of debt. "When I began I did not buy anything I could not pay for, as some young men do now," he says. "And I did not make any obligations I could not meet. One of the swiftest toboggan slides I know of for the young man just starting out in the world is to go into debt."

Mr. Freese, Rockefeller's former teacher, visited him on the freight dock one day after he had left school and gone to work. The caller asked a question about a raft of hoop poles in the water which seemed to be in the young man's charge. He explained that he had purchased them from a Canadian who had piloted them across the river expecting to sell them. He had not succeeded, and he had been glad to accept a cash price from young Rockefeller, who offered him one under the market rates.

The young man explained also that he had saved a little money out of his wages. This was his first speculation, and how well he made good on it he confided to Mr. Freese afterwards when he related how he had rafted the purchase to a flour mill himself and sold them at a profit of \$50. Before he was 21 Rockefeller formed a partnership with another young man named Hewitt and began a warehouse and produce business. This was the natural result of his freight clerkship on the docks. In less than the five years in which he was in this business he had amassed about \$10,000 besides earning a reputation for business capacity and honesty.

"The strongest incentive for a man to save," says Leonore F. Loree, "is that it assures him peace of mind."

This advice from the comparatively young railroad man will be more popular than that given long ago by Russell Sage, and yet it is clear that the millionaire had something of the same idea. "A man must save to succeed," he said, "and he must succeed in something to be happy. Let every man lay down the rule that he will invariably spend less than he makes. Then he is safe. No man can be happy in this life for any length of time if he does not live up to this principle, no matter how dazzlingly he starts out or what his prospects are. If he deviates

from this rule he will sooner or later come to grief. That man faces acute misery who is no better off at 40 than he was at 20. It is a simple process, and for its non-observance there can be no excuse. Let a man or boy live so that he always has something to lay by, and he is certain in the end to have a competence to protect him against all unnecessary worries."

Sage got his own first \$1,000 together by means of small savings, and he believes that 25 cents should be saved—and more if possible—out of every dollar. G. R. Clarke.

Recent Trade Changes in the Hoo-sier State.

Bedford—W. F. Brown is succeeded in the harness business by Morris Mayer.

Garrett—Joseph Singler is succeeded in the grocery and dry goods business by Singler & McDermott.

Hartford City—Alexander W. Whitaker is succeeded in the confectionery business by C. E. Schmidt.

Indianapolis—The Sheets-Straughan Manufacturing Co., which manufactures lounges, has changed its name to the Sheets-Elliott Co.

Kokomo—W. W. Powell succeeds B. F. Truitt in the grocery business.

Lafayette—Samuel Born, Sr., of Samuel Born & Co., grain dealers, is dead.

Portland—Coldren & Ullom are succeeded by Coldren & Black in the implement and buggy business.

Rochester—Good & Wildermuth will continue the harness business formerly conducted by M. J. Beach & Co.

Salem—Spurgeon & Anderson are succeeded in the book, wall paper and drug business by Havilla C. Hobbs.

Story—Alva Wheeler will continue the general merchandise business formerly conducted by Floyd & Wheeler.

Waverly—The general merchandise business formerly conducted by A. J. Wolfe will be continued in the future under the style of A. J. Wolfe & Co.

Winchester—Mrs. A. C. Carver is succeeded by A. F. Sola in the drug business.

Winchester—Miller & Furnace are succeeded in the grocery business by Furnace & Fixed.

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

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RURAL MAIL DELIVERY.

How May Present Conditions Be Improved?

Written for the Tradesman.

The benefits derived by the agricultural class from the operation of rural mail delivery have been comprehensively set forth in former issues of this journal. The recent orders and countermands from the Postoffice Department in regard to box numbering, etc., have been fully explained. We desire in this article only to enumerate some facts which seem of general interest. To some they may be of special importance.

It would be like "threshing over old straw" to review the matter from the beginning, to recount the arguments for and against establishment of the system, the obstacles that have been overcome and the progress made thus far. If any of these phases are touched upon, it will be only for the purpose of making clearer the points to be considered.

At first thought it may seem that free rural mail delivery is for the benefit of rural residents alone. Were this the case there would have been much greater opposition to its establishment, and its extension would have been less rapid. The postal deficits would not have been so enormous. That the whole country should calmly submit to such great expenditures for the benefit of a single class, even so large and important as the agriculturist, is beyond reason.

Many saw that the system would be an advantage to all the people, and that in various ways. For instance, the city resident, whether writing on business or to friends in the country, knows that where rural delivery is in operation his letters will not remain day after day uncalled for in the postoffice. He will also be the recipient of letters from the country which were not delayed for lack of opportunity to send to the postoffice or in other ways. It would be remarkable indeed to find a family in the country who has not relatives or friends living in the city. Many, many times has it occurred that such friends have notified the country resident of the day and train upon which they intended to visit them, and then on reaching the station have been to considerable trouble and expense to secure conveyance, or have had to go on foot, because the rural resident had failed to go to the postoffice daily for his mail.

Business men everywhere, who were business men, saw the great advantage of regular daily mail communication between city and country people, and have gladly encouraged the extension of the system. Many have patiently waited for others to be served first, and some have uncomplainingly submitted to personal disadvantage and pecuniary loss for the public good.

As might have been expected by every observer of human nature, many have turned their attention to this matter only for selfish ends, and have tried in every way to manipu-

late the system for their individual gain, even when great injury would thereby be done to others.

Taking a narrow view of the matter we see farmers demanding free mail delivery because they thought they were not accorded equal privileges with the city residents; the country postmasters and merchants opposing it because they feared loss of occupation and trade; the postmasters and business men of larger towns and villages trying to make those towns the heads of the principal mail routes, thus building up their towns at the expense of the smaller villages; the congressmen doing their utmost to secure rural delivery for their constituents and so maintain their popularity and retain their places of honor; and then the mail order houses and advertisers seeking to secure postal legislation and rulings which would benefit their business at the expense of all local merchants. Is it any wonder that with all this scramble for preferment the Postoffice Department should make some mistakes?

While it is true that very few rural residents who are enjoying free mail delivery would willingly relinquish it, it is also true that the system does not benefit to that extent which it was anticipated. Very few, if any, farmers who were so strenuously agitating the matter and so desirous of obtaining free mail delivery had any idea of the extensive changes which the establishment of the system would produce. They saw only added advantages and increased facilities, and expected that the rural mail carrier would take the place of the postoffice in all respects. They now realize that such is not the fact.

Formerly the village postmaster knew personally all the patrons of the office and also the names of many of their relatives and visiting friends. Now, many of the smaller offices are discontinued; from three to eight or ten rural routes go out from the county seat and other large towns. The postmaster and his clerks handle the mail of several thousand people daily. Should any mail intended for a rural route fail to bear the designation "R. F. D.," search is made in the city directory, and mail is tendered by the city carrier to the person bearing that particular name. Sometimes a letter is opened, then returned to the postoffice, the list of patrons on each rural route is searched, and perhaps the letter is sent out more than once before it reaches the person intended. This is very unsatisfactory, but no one may be to blame—only the system.

One may know the exact location, county, township and section of a person with whom he desires to communicate, but not know which of two or three towns is his postoffice. Even knowing the postoffice and not the number of the route, much difficulty and delay may be experienced getting mail to him. Quite frequently a community which has been served by one postoffice is traversed by two or three rural routes, each one starting out from a different postoffice. Thus a person may be obliged to re-

ceive his mail through a distant office instead of the nearest one. His correspondents can only guess where to direct mail. To communicate with a neighbor on a different route often requires much time. But for the rural telephone, which supplements the mail service and takes the place of the postoffice in many ways, these inconveniences would be serious.

Formerly many people living within two or three miles of a postoffice had the satisfaction of reading their daily paper the evening of the day on which it was printed. It must be some very unusual occurrence that would prevent their getting their mail every day. It was grandpa or some of the women folks who drove to the postoffice, or one of the boys rode over on his wheel, or the school children brought it, or the neighbors took turns about and brought the mail for a whole road. Many were the times when other business required their passing the postoffice, so the trip was not made for the mail alone. Now the daily paper is received sometime the day following that of its publication. Weather indications, market reports and news are from twelve to twenty-four hours later. Here, again, the telephone is called into requisition to secure prompt weather and market reports. Quite frequently the daily papers contain announcements of events which are to take place the following day, but the farmer receives them too late to attend.

The rural carrier is not required to deliver mail on holidays, and this is

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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.

seriously objected to by the farmer. When a holiday occurs on Saturday or Monday it makes a long interval without mail. Would the farmer go without his mail over Sunday if the postoffice were within three or four miles as formerly? By no means. He would go for it Saturday if he did not any other day in the week.

Some carriers wear a uniform and have a suitable vehicle with "U. S. Mail" and the route number painted thereon, while others drive any kind of a vehicle. One day it is one kind and another day a different one. Each has no bell, gong or whistle to announce his coming, nor any flag or signal to distinguish his from others. Sometimes the carrier passes before his usual time, just when the farmer has important mail not quite ready. Again, one may wait by the roadside for an hour or two in order to transact a little postal business.

It may be interesting to note the difference in cost to the Government between the present and former methods: A postoffice which served from seventy-five to eighty families paid the postmaster about \$175 a year on the average, and the Government was to no expense whatever for rent of the building, lights, fuel or clerk hire. The star route mail carrier carried the mail from three postoffices to the railroad and return daily, traveling twenty-four and one-half miles each day, for which he received \$300 a year. It costs the Government on an average \$10 a year for each family to furnish rural delivery. This particular community would cost \$750 a year instead of \$275 as formerly.

A postoffice at a railroad station, serving thirty-three families, paid the postmaster about \$75 a year, and the station agent carried the mail to and from the postoffice four times a day without additional expense to the Government.

The fourth class postmaster who never received one-half a reasonable compensation for his services—unless he counted it an honor or of benefit to his business—who served his patrons from twelve to seventeen hours a day, and never closed the office on holidays, wonders why the Government should be so generous to rural mail carriers, who are seldom on the road more than six hours a day and do not deliver on holidays. Some of them work at something else every afternoon and earn considerable money beside their salary. The star route carriers must haul freight and carry passengers to eke out a living, but such business must not interfere with their delivering mail to the postoffices on time. Holidays were not excepted for them. In case of snow blockade rendering roads impassable they were expected to take the mail pouch on their shoulder and finish the route. The rural carrier backs out at some slight obstacle and reports the road impassable, throwing the blame for non-delivery of mail on the highway overseer.

The regulation that rural carriers shall not double on their routes or traverse any part of an adjoining one is not enforced where solid delivery for a whole county is put in opera-

tion. In such cases, and especially where eight or ten routes go out from one town, there are numerous laps and doubles, the carrier getting pay for several miles' travel where he has no mail to deliver.

Numbering both route and boxes is sure to cause much confusion. Mistakes will be very apt to occur with such combinations as: Route 1, Box 2; Box 1, Route 2. If boxes are numbered, then routes should be lettered alphabetically or named. Where a route takes the place of a discontinued postoffice it should bear that name. In some cases the directions, East, West, North or South would best apply. Again, such names as Valley Route, River Route, Lake Route, Ridge Route, etc., would be appropriate.

Where petty, out-of-the-way postoffices have to be kept in private houses, where the postmaster's compensation is so small that no one cares to attend them, and consequently they are conducted in a slipshod and unsatisfactory manner, they should be superseded by rural routes from larger offices. But where a postoffice serves from fifty to 100 families and is the center of a thriving community, its territory should not be invaded by routes from distant towns. One or two carriers could be employed by the contract system and the patrons could all be served within two or three hours after the arrival of the mail.

Much more might be said on this subject, but having called attention to some of the inconveniences of the present system we would respectfully leave the remedying to those who have such matters in charge.

E. E. Whitney.

Co-operative Dairy Industry.

Ypsilanti Oct. 17.—One of the enterprises in which Ypsilantians are especially interested is the Ypsilanti Dairy Association, which is a co-operative concern in which many farmers and a large number of business men are interested. The plant consists of two skimming stations, one at Stony Creek and one at Cherry Hill and the Creamery in this city.

The milk is taken to the nearest of these three stations, where it is skimmed, the cream alone being sent to the home station, where it is worked up into butter and pasteurized cream, the latter of which is being prepared here for the first time. This is marketed in Ann Arbor, Ypsilanti, Detroit and Toledo. The output of the main plant averages 1,200 pounds per day, but this output is limited by the supply of cream rather than the capacity of the plant, as double that amount could be turned out.

The value of the plant is about \$9,500, and the stock is held by about 350 stockholders.

"My town," said the first traveler, "is Greater New York."

"Glad to know you," cried the second traveler. "I'm from Chicago, too—"

"I say my town is Greater New York."

"Oh! I thought you said greater than New York."

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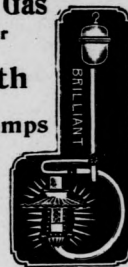
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Brilliant Gas Lamps

We guarantee every lamp

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

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It's in a Bottle
Condensed Pearl
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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.



The nutritious qualities of this product are not obtainable in any other food and no other Rusk or Zwieback has that good flavor and taste found only in the

Original
Holland Rusk

Write for samples today.

Holland Rusk Co.

Holland, Mich.

See price list on page 44.

We want competent
Apple and Potato Buyers
to correspond with us.

H. ELMER MOSELEY & CO.

504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

One of the most important items in a grocery is a good trade getter and a healthy profit too.

A fine tea will bring customers and keep them.

For a medium priced article that pleases all who like the best, use "QUAKERESS."

For higher priced ones use our "CEYLON RAMA" and "CEYLON BANTA."

Say, with this trio in your stock you couldn't keep 'em away.

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Mich.

DESERVED IT ALL.

Bitter Lesson Was the Best Thing for Him.

Written for the Tradesman.

The house thought everything of him. If they had been asked Why? the prompt answer would probably have been that there was every reason why they should. He had come to them when he was a kid, you might say. He had grown up among them and had received his commercial education among them and had down "pat" all the peculiarities of the house so far as they had been revealed to him, and now when he went out and came in among them a big, wholesome, handsome, up-to-date young fellow of 22, with a hearty greeting for every one of them, somehow the cares of the world and the deceitfulness of riches let go a little and they all felt readier to take hold again on account of the glimpses they had had of his sunny face.

His upward climb, while it had been easy, had not been too rapid. "He must earn what he gets," remarked "the head man" one day when an unexpected vacancy in the line was reported to him and "Jolly Jack" was strongly recommended for the place. "Don't let's make the mistake of pushing him on too fast. We won't put him into complex fractions until he can work simple ones just because he will bear pushing. He's human as well as quick-witted and bright and we don't want to do anything that will tighten his hatband. He's doing well enough and let him alone. Keep your eye on him and when he's good and ready for something better, give it to him even if a place has to be made for him." So that time Jack stayed where he was contented, and satisfied that the "push" would be his when the time came; and it came all right.

That promotion came at the end of his second year, when he was creeping up to his 22d birthday, as ticklish a period as young American manhood can encounter. It takes years for a boy to settle down into his place in the working world. At first he expects to be "bossed" and "put upon" to a certain point, and during all that time, if he is what he ought to be, he is learning how. He is

getting used to having his head on a level with men; he is measuring himself with manhood's measuring-tape, and if he is growing rapidly he is busy keeping his mental and moral inside up to what the world expects of manhood's bulk and build. It's all very well for maturity to laugh and jeer when the strapping over-grown lad of 15 cries at the injury, physical or otherwise, which the boy in him can not endure, forgetting that the youth has not grown into his own manhood and so does not fit it any more than his body fits the man's garments that are sizes too large for him. He'll get there, only give him the needed time, and in the meanwhile it is well to remember that the filling-up process is one calling for encouragement, patience and all merciful kindness from those who are keeping watch and ward.

It is not surprising, then, that Jolly Jack Winstead began early with the idea that if he was ever to paddle his own canoe it was time for him to begin. After a fellow has been on the jump all day he does not as a general thing want to eat his supper and go to bed. He has earned his needed let-up and he's going to have it. "All work and no play makes Jack a dull boy," and a dull boy is not down on the records as a stirring success. So when supper was disposed of there was a slam of the front door, another of the front gate and a lively whistle of approved rag-time as the boy sauntered along the street ready for the first bit of fun that presented itself.

"The Monroe" isn't a bad place to look into any time after supper. It isn't a place for the low-downs, and the men one finds there belong to the class that hold up their heads and pay their bills—the class that Jack had been brought up among and taught to associate with. It followed, then, as one of the most natural things in the world for the lively young fellow to go in and look around and hook on to anything that might come in his way.

The lobby not furnishing anything in his line he sauntered on into the billiard room and to his intense surprise and delight he found himself "doing the pump-handle" with a friend of his that he had not seen

for ages from Willymawoc. There were two fellows with him and the game of pool they were playing soon came to an end, when Jack was invited to take a cue and come in.

One of the things Winstead was inclined to pride himself on was his skill with the cue. It may not be an acknowledged fact, generally, but your real billiardist has this in common with the poet—he is born, not made. Anybody can "poke the ivories;" but the man who can make the balls act as if they loved him, who can send the velvet touch when that is needed along the line, can coax the balls into a corner when that is best and then with a flash, suggestive only of light, drive the ball once, twice around the table and hit just hard enough to obtain a

good position, has that property born in him which makes him a possible expert; and that is exactly what Jack Winstead had become, without any dissipation at all. So when 22 got to playing billiards with his fellows he took no note of time, and it was long after the "wee sma' hours" when weariness had set in and the boys from out of town had become hungry.

The rest is soon told. There was a supper, liberally washed down at a restaurant, there was another tournament at billiards on the other side of the partition, interrupted often by the cue-called waiter from the bar and almost before he knew it the so-far, circumspect billiardist forgot himself and yielding to the influences of time and place and com-

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JOHN SCHMIDT, Prop.

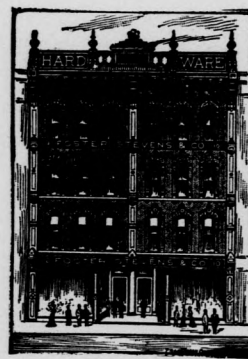
Headquarters for counters, plate glass and double strength floor cases, coffee mills, scales, registers, etc.

Large assortment of counter tables.

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Grand Rapids, Mich.

Warehouse on Butterworth Ave.

**FOSTER STEVENS & CO.**

Grand Rapids, Michigan

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

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.

panionship was attracting a good deal of attention from a circle of bystanders who stayed to see the fun.

Among these was a man of middle age, evidently a business man, who had come to Grand Rapids almost expressly to look up Jack Winstead, and see what he was made of. By that leger-de-main, common among business men, he had learned something of the boy's good qualities and needing just that sort of a man he had been easily induced by a relation of Jack's to engage him for a position of considerable responsibility in the prosperous house of which he had control. "You'll find him a fellow you'll like to have around. He's enterprising, ambitious and honest. I don't think he has a single bad habit. He has good blood in his veins and he isn't afraid of work. If you get him you'll be glad and you won't get him away from the Dudley Warner Company without the offer of a good salary. For a young chap whom you want to work up into the front office you won't find a better fellow than Jolly Jack Winstead."

So Fate brought him to Grand Rapids; so he had strolled into that billiard room at that hour of the night just for the fun of the thing, had been attracted to that particular table and kept there by Jack's brilliant playing and had been somewhat astonished to hear Jack's opponent exclaim at an astonishing shot, "Jack Winstead, if you're going to play like that, I'm going home!"

"Jack Winstead!" The man looked at his watch. "A quarter past two! M—hm! This is what I call luck. I'll see this out if it takes a week."

It took just an hour and a half longer, and when the game was done and the gamblers threw down their cues it was a question in the man's mind whether the man in the party in whom he was especially interested would reach home in safety.

He did, though, and although he was a good deal the worse for wear the next morning, he was on hand at the store fighting the odds that were decidedly against him, and vowing never again, so help him, would he be caught in that condition.

In the course of the morning the Dudley Warner Company was shaking hands with Phillips & Co., of Detroit, with a great deal of heartiness. They were not strangers and, having much in common, had a good many matters to talk over. Luncheon time came, which they had at the club, and that disposed of the D. W. C. challenged Detroit to a game of billiards. He met with a reply that staggered him:

"Don't you say billiards to me for the next twenty-five years! Take me into a corner where we can find some easy chairs and listen to me. Before I get through you are going to be interested."

"We have been wanting for a long time to get hold of a boy about 21 or 22 whom we can take into the house and bring up after our own ways, and when the time comes take him into the firm, if he can be

worked up to it. Something like a week ago I got on the track of 'just the man' and I corralled him here in Grand Rapids. Last night I couldn't sleep—I never can in a strange bed—so I took a stroll over the town and about 2 I heard the clicking of billiard balls and followed it up. I came upon a party of young men who had more aboard than was good for them, and there to my utter dismay was my candidate for the vacancy with Phillips & Co. I needn't tell you how it knocked me out. I went to the hotel and tried to sleep, but it was no use. I'd got my expectations raised away up and to have them come down like that jarred me."

"It's the way of the world; but if that is the sort of man you are after, perhaps I can do something for you. We have a boy of that age that is ready for that sort of position; but we haven't the position and sha'n't have for a number of years. We think everything of the fellow and don't want to lose him; but it's a pity to keep him out of a chance like that, and we'll turn him over to you if you say so. Go back with me to the office after we finish our cigars and I'll call him in and introduce him to you. He's a clipper from the word go, I tell you to start with, and I'll miss the biggest kind of a guess if you don't find him all I say and a great deal more."

"What's his name?"

"Winstead. 'Jolly Jack' the boys call him."

Detroit let his head fall back on the cushions of his chair and laughed until he found his handkerchief a necessity. "Why, Dudley," at last he gasped, "it was Jolly Jack Winstead that I watched at billiards until 4 o'clock this morning!"

"What!"

"It was Jolly Jack Winstead, this paragon of yours, whom I saw playing billiards until 4 o'clock this morning and then watched him as he and his party, laughing and singing and swearing, staggered off home to bed. I don't believe we want him. We have the same thing in Detroit, home-grown, and don't think kindly enough of the article to import any. You see, we in Detroit are a queer lot. We are what you fellows in the western part of the State call foggyish. It's against us, of course; but we're built that way, and as long as you of Grand Rapids are satisfied that you've got a good thing, why, we won't dispute you, and we promise you not to try to get your treasures away from you!"

The head of the house of Dudley Warner Company said something in italics with a tremendous exclamation point after it, while the Detroit man laughed. Grand Rapids threw his cigar away and hurried back to his office. A few minutes after his arrival a sick looking boy went in and came out soon after with a note to the cashier.

"What's up, Jack?" asked that official as he handed a blue envelope through his window. "What have you been doing?"

"Paying for the costliest game of

Welsbach Mantles

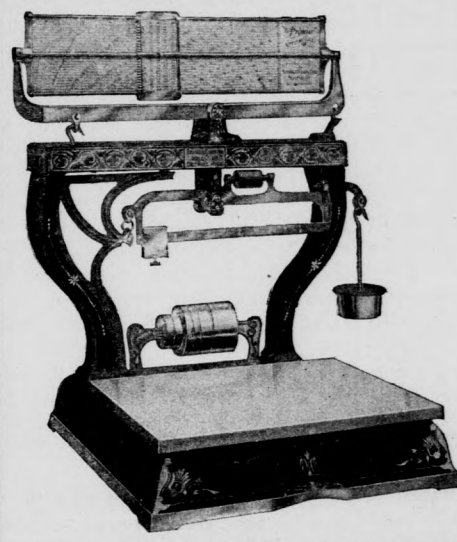
The Mantles That Sell

The wise dealer, solicitous for the good-will and trade of his customer—the gas man wishing his gas to make the best appearance—sell the genuine Welsbach Lights and Welsbach Mantles. Send for catalog to

A. T. KNOWLSON

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

Detroit, Michigan



"CUT IN 2"

Our Price

\$37.50 net
f. o. b. Detroit

**Other
Manufacturers
Price**

\$65 to \$75

Premier Computing Chart Scale

Capacity 100 Pounds

A truly wonderful Computing scale, pronounced by merchants to be the best on the market.

1. Your merchandise weighed and the money value of same indicated by one single operation.
2. A double check on your every transaction, no mistakes made by your clerks.
3. This scale represents accuracy, sensitiveness, durability and an immediate increase in your profits.

The Standard Computing Scale Co., Ltd.

Detroit, Michigan

Catalog supplied from Dept. B. Write for one. Give your jobber's name and address.

billiards that a man ever played!"

It seemed so then to the poor, heart-broken boy; but as it turned out, that game was the making of him. The first result was the giving up of billiards altogether. That was the last game he ever played, and while the position in Detroit was secured by another man and his own was vacant for some weeks, the office concluded to give him the one more chance that he tearfully—he was only 22, remember—begged for, and he has more than realized the fondest hopes the firm entertained for him.

"I deserved all I got," he said to me as he finished the story, "and I never see anybody now making a fool of himself, as I did, without wondering if he, too, isn't paying for a pretty costly game of billiards."

Richard Malcolm Strong.

Penalty for Violating a Rule of the Store.

This is an incident, a business incident, true and unvarnished, just as it happened. There wouldn't be any great excuse for writing it if Going & Co. did not issue a pamphlet to each and every employee that comes on to their pay roll.

The pamphlet is a precious thing. It tells in carefully chosen words of the high aims that Going & Co. hold for their employees. It begins by adjuring the new employee solemnly to consider himself at once as a partner in the great and respectable house, to consider the interests of the house as his, to work for the house as he would for himself, to realize that he and Going & Co. are identical. In return the pamphlet tells what will be done for him if he is faithful as prescribed. Merit is guaranteed recognition. Every employee who is faithful and capable is guaranteed that he will be taken care of to the limit of his capacities.

Going & Co. make for their employees the motto, "Merit wins." And the head of the firm occasionally gives out interviews, relating to his struggles for success and telling the young men of the present generation how failure is impossible if one only will work hard for success. There is room for all in the general offices of the firm, according to the pamphlet; wherefore, it follows that the story of Burns is interesting.

Five years ago Burns came to work as a clerk in the general offices of Going & Co. and received the pamphlet. Burns had been trying to break into Going & Co.'s employ for a long time. He was a good clerk and held a position with a railroad. The position was well paid, as clerical positions go, but there was no promise of a future in it; it was not even certain that the position was permanent. And because Burns and a certain young woman, who resided far out on the west side, had decided to get married, there was good excuse for him to want a position with a future to it.

While holding the position in the railroad office he looked around. In the end he decided on Going & Co. The firm's name was a synonym for

prosperity and staunchness, its treatment of employees proverbially good, and, generally considered, it looked as good a place as there is in the city for a young man of Burns' kind to start in.

So Burns took a day off and went to see the manager of the general office. He was given an application to fill out. Afterwards he had a talk with the manager. The manager impressed it upon him that Going & Co. did not want him to come to work for them unless he intended to "stay with them and grow up with the house." He told of the number of head officers who had started in at the bottom, he said the employee who didn't intend to make his future with the house was not the kind that was wanted. He impressed upon Burns the idea of co-operation that Going & Co. made a prominent part of their employment department.

Burns told him that the reason he came there looking for work was that he wanted a place where he could make his future. He wanted a place where he could work to the best of his ability, knowing that it would count to his advantage as well as to the advantage of the firm. He told the manager that he intended to get married as soon as he had a good position insured, and so Burns came to work for Going & Co. at an immediate salary of \$15 and a future in prospect. The girl and Burns were married shortly afterward, and he threw himself into the work of winning his way to success.

Three years later he was head of a subdepartment. He didn't get this entirely through the dogged plugging that he put in during these three years. He had some good fortune. A fire in which he saved the books of his department favored him by bringing him to the immediate notice of the manager, and soon after he was given an increase in salary. A little while later they made him head of the subdepartment. Burns gave a little dinner to celebrate that event and sang the praises of Going & Co. without stint. So far they had treated him just as a firm should treat a man of his ability. Besides they had rewarded him properly for saving the books. Verily, Going & Co. didn't let faithfulness and good work on the part of their employees go unseen or unrewarded.

In the year and a half that followed, bringing the time up to six months ago, Burns remained firm in this faith. He worked harder than ever then. He felt that he must do all he could to repay the firm for the kindness shown him, for the liberal treatment he had received, and for that which he expected in the future. He strenuously upheld the good name of Going & Co. When other employees, whose efforts had met with less success and recognition than his, derided the firm and its pretenses to interest in its employees he consistently resented it. He was modest enough to believe that he had climbed no faster than any employee could have done who had really wished to climb. He saw success shining bright before him,

Your First Order

is what interests us most. We know if we can get one order from you for

Hanselman Candies

the quality of the candies and the attractive style in which they are packed will sell them so fast that other orders will be assured. Let us send a traveler to show you his line.

HANSELMAN CANDY CO., Kalamazoo, Mich.

Guilty or Not Guilty

Everybody loves our

Full-Cream Caramels

Those who do not love them do not know them. STRICTLY A SNAP TO SELL THEM. Cost you 15c a pound in 25 lb. pails.

Manufactured only by

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.

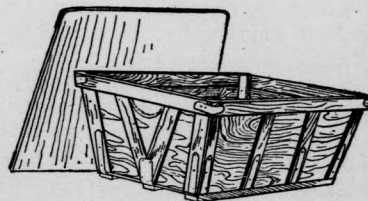
When You Buy Your Mixed Candies

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.

and he knew that all nice, goody-goody tales that great men tell when they preach success were true in every way.

So it was something of a shock when he was stopped short six months ago. It came about through the department head, the man that Burns worked under. The head had a year before formulated a set of orders for the governing of employees in his department. One of these concerned the papers that came from the invoice department. The order was to the effect that under no conditions should the department change the invoice figures. The papers should be sent back for correction if an error were found. Burns violated this rule, and the head of the department checked his climb upward as effectively as he could without discharging him. He was perfectly justified in violating it, for by changing an invoice himself he enabled the department to get returns on a foreign shipment two weeks earlier than would have been the case had he waited for the invoice department to make the change. But he did violate the rule.

The head took his subdepartment away from him the next morning. He said he would have discharged any other man. Burns could stay, at the same salary and position, as long as he pleased. But by violating this rule he showed that he was utterly unworthy of ever being given a higher trust. He had reached his limit, the head told him in so many words.

It was, of course, only a matter of spite with the head, but the manager backed him up. He would do absolutely nothing; the heads of the various departments had everything to say concerning the men under them. He couldn't help that it was good business to violate the rule in this instance. The head undoubtedly had his reasons for not wishing such rule broken, and he bowed Burns out. Burns is looking for another position now, while holding his old one with Going & Co. The five years of good work done in hopes of winning success are thrown away as far as advancement is concerned. And there will be no recommendation for him when he leaves Going & Co. And there are plenty of Going & Co.'s in the business world.

Allen Wilson.

Working Twelve Hours per Day.

Battle Creek, Oct. 17—The increasing demand for steam pumps has made it necessary for the employees of the Advance Pump & Compressor Co. to work twelve hours a day, which will continue until the rush of orders has been filled, if that is possible.

The firm of Butcher & Kneeland, hatters and furnisiers, which has been in existence for fifteen years, will dissolve Nov. 1. Thomas H. Butcher will continue the business and Howard Kneeland will retire to devote his time exclusively to the interests of the Hygiene Food Co., maker of Mapl-Flake.

The Schlitz Brewing Co., of Mil-

waukee, has bought the William L. Larkin property on State street. The company will erect a large brick block for cold storage, bottling works and offices. The building will cost \$15,000.

Work on the new Grand Trunk depot, which has been progressing very rapidly, has come to a standstill on account of the non-arrival of stone from the quarry in Vermont. In the meantime work will continue on the roofing. The company is building side tracks to grade the lot, which will be filled in to a depth of six feet and converted into a handsome park.

At a meeting of the directors and stockholders of the Flour & Cereal Machinery Co., the capital stock of the company was reduced, and the "water" squeezed out. The company is now on a substantial working basis.

Fourteen Chicago capitalists were in the city the past week for several days and were shown about the place by the Business Men's Association. These are the men who are to furnish the capital for building the Battle Creek, Interlaken & Grand Rapids electric line. Two routes have been surveyed out of this city to Hickory Corners, thence north to Grand Rapids. Between this city and Hickory Corners two routes have been surveyed, one by way of Gull Lake and one by way of Bedford. It has not yet been decided which one will be selected.

Prepared for the Fall Rush.

Flint, Oct. 17—For the first time this fall the 9 o'clock night whistle, the signal for shutting down the machinery after an overtime day's work, was heard in this city this week, and the busy season for which the local vehicle manufacturers have been making preparations for the last two months may now be said to be fairly on.

The season this year has opened about thirty days earlier than usual, and with an unprecedentedly large number of orders booked and more coming, the factories start out for the coming year with the brightest prospects in their history. They are gradually increasing their forces of employees to the maximum limit of their accommodations, and within two weeks will be running up to their full capacity, except in the cases of two or three factories that will not be prepared to put on all the additional men they will employ this winter until extensions to their plants in process of building have been completed.

The preliminary preparations for work on the new Buick and Weston-Mott plants are making good headway. The land to be occupied by the buildings has been underdrained and connected with a large trunk sewer, and sidetracks will be laid from the main line of the Pere Marquette within a week or ten days. The Buick building will be 400 feet square and will be covered by a shingle roof of "saw-tooth" construction. The Weston-Mott building will have a frontage of 175 feet and a depth of 400 feet. It is expected work on the foundations for both buildings will be begun in about two weeks.

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

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.

OPEN
Evening

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

A Bakery Business in Connection

with your grocery will prove a paying investment.

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

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

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

Respectfully yours,
STANLEY H. OKE,

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

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company

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

Leading the World, as Usual

LIPTON'S
CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., ½-lb., ¼-lb. air-tight cans.

A Philosopher in the Corset Business.

Everyone who is acquainted with W. L. Brownell, Manager of the Puritan Corset Co., Kalamazoo, knows that he is an all-around good fellow, an excellent business man, an accomplished after-dinner speaker, a master at repartee and a good citizen, but few have any idea that he is entitled to rank as a philosopher. Even the most skeptical, however, will concede his right to high rank in the philosophical world after perusing the following observations, which he has sent out to his trade in the shape of cardboard observations:

The man who takes another's money for labor, and then steals his time is just one degree removed from the "knocker," and the knocker is so mean a dog won't follow him.

If you would quickly arrive at the end of your journey, lavishly praise your driver's horse.

Whenever you run across a man who works overtime shouting "I'm honest," it's a good idea to let the other fellow trade horses with him.

The hardest job a man ever tackled is trying to take his own measurement.

If a man's bank account is large enough to hide his mistakes, we continue to pat him on the back, otherwise we "hand him one" under the coat.

If all of us knew one-half of the time what some people were saying about us all of the time, we would feel very chesty some of the time, but meaner than the devil most of the time, so seal up your ears, look pleasant and "saw wood" all the time.

We all of us pride ourselves on taking the part of the "under dog in the fight," but florists would have to

go out of business were it not for the victors.

A dog becomes a cur when he wags his tail to indicate his friendliness, and then having misled you as to his intentions snaps at your heels when your back is turned.

Any wrong intentionally committed comes under the law of compensation, and draws compound interest until the debt is paid in full.

If we spent half the time trying to improve our own work that we consume in pointing out the mistakes of others we would all be running a business of our own.

The man who can't do things has plenty of time to find fault with the man who can.

"Conscience trouble" is usually fear that some ill may befall us as a result of our own folly. A fat bank account makes a lean conscience.

Whenever a man grows big enough and becomes honest enough, so that he can look his neighbor squarely in the eye, and acknowledge that he has wronged him, he has reached a point where if on account of illness he should miss a church service occasionally he needn't worry about the future.

As a matter of policy the average man jumps around in the expression of opinions like a flea on a hot skillet. There are nine men on the fence looking for a safe place to light to one on the ground ready to be counted.

Whenever you get a notion
That the world is going wrong,
That everyone's agin' you
And won't listen to your song,
Just stop and think it over,
Don't call the world a sham;
The chances are, my little friend,
Your song ain't worth a ———

The difficulties that dishearten the small man only determine the great.

Recent Business Changes in the Buckeye State.

Bluffton—P. Althaus, of Baumgartner, Loeber & Co., dealers in boots and shoes and clothing, is dead.

Cincinnati—Geo. Fisher, of Geo. Fisher & Sons, merchant tailors, is dead.

Coshocton—Albert E. Bond, of Findlay, has opened up a new clothing store at this place under the style of A. E. Bond & Co. Mr. Bond has been with his brother, C. A. Bond, in Columbus for several years.

Dayton—Hanauer & Knopp, dealers in sliced meats, have dissolved partnership.

Dayton—W. R. Haney will continue the business formerly conducted by the Haney-Kelley Coal Co.

Dayton—Mrs. M. Brown succeeds G. L. Hoover in the retail drug business.

Dayton—The coal business formerly conducted by Seitters & Bohn will be continued in the future by J. A. Seitters.

Dayton — The bakery business formerly conducted by Mrs. Esther Troup will be continued in the future by Chas. Jund.

Deshler—The hardware business formerly conducted by H. L. House will be continued in the future under the style of H. L. House & Co.

Dunkirk—S. Gifford will succeed Geo. McElree in the racket store business.

Eaton—Clarence V. Waters is succeeded in the drug business by Grant Hoover.

Ginghamsburg—Albert C. Beson is succeeded in the general merchandise business at this place by C. F. Young.

Marion—The Mezger Co. is succeeded in the wholesale grocery business by the Bindley Grocery Co.

Marysville—Chas. S. David is succeeded in the buggy business by Geo. Courts.

Marysville—J. C. Spurrier will carry on the flour mill business until recently conducted by C. D. Perfect & Sons.

Mechanicsburg—J. P. Taylor is succeeded by Chas. F. Keller in the drug business.

Springfield—Guy Coblectz is succeeded in the drug business by Coblectz & McCauley.

Springfield—Miss Mary C. Fennesy is succeeded by Miss M. Leonard in the millinery business.

Springfield—The grocery stock of Roberts & Bloomershire has been disposed of at auction.

Springfield—Chas. R. Thompson is succeeded in the grocery business by H. W. Colvin.

West Liberty—M. S. Yoder is succeeded by Samuel M. Craig in the grocery and hardware business.

Cleveland—Suit has been brought for the dissolution of the Cedar Avenue Hardware Co., which conducts a retail business.

Columbus—The creditors of W. R. Byers & Co., who manufacture shoes, have filed a petition in bankruptcy.

They who have religion by proxy will get its rewards in the same way.

A Case With A Conscience



WE DON'T BELIEVE YOU NEED EDUCATION so much as advice. You know as well as we do that good fixtures sell goods—sell them faster and at better prices. The problem you're up against is where to buy and what to buy. Here's where we come in.

You get just as careful attention if you're looking for a single case as if you were refitting your entire store.

Our cases are all suggestive—that is, every case we make for a particular purpose does its work so well that you are immediately impressed with the fact that another case would do equally good work in another department.

We work out your problems in advance.

We have no round plugs for square holes, or vice versa.

Let us reason together.

May not mean any sales for us, but 'twill be good for us both.

Grand Rapids Fixtures Co.

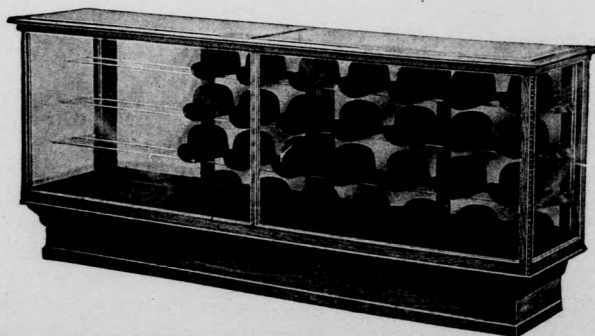
South Ionia and Bartlett Sts.

GRAND RAPIDS, MICH.

New York Office: 724 Broadway

Boston Office: 125 Summer St.

St. Louis Office: 1019 Locust St.



STORE LIGHTING.

Three Ways By Which It Can Be Done.

The lighting of a store can be divided, generally speaking, into three parts: First, the lighting of the store proper. Second, the lighting of show-cases. Third, the lighting of the window display.

If electricity is the illuminant to be used, there are two methods to consider, namely, arc lighting and incandescent lighting. If arc lighting is to be used the arcs should be equipped with opal outer globes so that perfect diffusion may be obtained and all possibility of a glaring, intensified light striking one in the eye be avoided. Five and a quarter ampere arcs thus equipped will give good and fairly uniform illumination. The arcs should not be closer than about twenty feet, and as high as possible, in order that the light may cover a large area. In a small store we would not advise the use of arc light, although it will show up the true value of colors better than the incandescent lamp, but the effect of the arc light is cold and does not give the warm, cheerful appearance of the incandescent light. It is possible, by placing incandescent lights properly to secure as high an efficiency in illumination as is obtained by the use of arc lights placed at rather long distances apart. If incandescent lights are considered there are several methods which may be used.

The light may be placed against the ceiling, providing the railing is not too high, and with proper clear glass reflectors or globes the light can be directed strongly downward, and practically uniform illumination throughout the store is secured.

The lights, with proper distributing globes grouped on the chandeliers at proper distances, heights and angles will result in a fine general illumination throughout the store. It is possible also in special cases to use bracket lights, but these in stores are not generally to be recommended.

If gas is the illuminant the only practical method applicable is that of the use of mantle burners on chandeliers. Such burners should be equipped with proper diffusing globes so that all possibility of glare is entirely eliminated. At the same time such globes should have the power of redirecting the rays of light at an angle of from 15 degrees to 45 degrees below the horizontal as mantle burners ordinarily give as much light in an upward direction as in a downward direction, and, although a slight amount is reflected from the ceiling and high side walls, such upward light is generally entirely lost.

The fundamental principle of show-case lighting is to entirely conceal the lights themselves. Where high show-cases are used it is possible to treat this subject in exactly the same manner as that of window-lighting, which is described later. In considering low show-cases, which are usually made entirely of glass, with possibly a slight wooden-trimming, it is possible to run a very narrow trough reflector along the top edge

nearest the customer, which trough should contain small candle-shaped lamps of from four to eight candle power each. This will entirely hide the lights themselves, and if properly placed, beautifully illuminate the show-case. The top of the glass above the trough reflector should be silvered, which will entirely hide the trough reflector and at the same time add a finish to the case.

Call Only the Rich "Mr."

It is a curious custom that we have nowadays of "mistering" our great financial geniuses. We give them that simple title which was the designation of the next younger brother of the King of France. Not "monseigneur," but "monsieur." Simply "mister." Monsieur was the handle of every gentleman in the realm. Everybody in the gentry, and even in the upper bourgeois during the last reigns, had "monsieur" prefixed to his name. But "monsieur" solely uttered, with no name following it, meant the Duke of Orleans, the King's next younger brother.

With something of this apotheosizing of a simple universal title, do we mister our financial princes. When to-day in formal speech you hear "mister" prefixed to the name of a public character, you know that it means he is a prince of finance. While in the case of statesmen and publicists we presume to say Elihu Root, Taft, Bryan, La Follette, and even Roosevelt. While they of the guild of literature and art are known by their surnames, with great punctilio every one says Mr. Rockefeller, Mr. Hill, Mr. Rogers, Mr. Gould, Mr. Armour. True it is that Pierpont Morgan and Andrew Carnegie are generally so known and seldom mistered, but corresponding exceptions are not easily found in the mistering of statesmen

and publicists. The masters of finance have no official title. Yet the awe they inspire in many of us, the fear they inspire in some of us, the admiration they excite in fewer of us, demands to be voiced in some way. And so the apotheosis of mister, so the little stress upon mister, title of these men who, not officially part of the governing power, stand so near it.

It is not inapt for the comparison that in the imaginations of many, the financial power is looked upon as a possible, if not particularly probable successor to the actual political rule of the nation, a rule de jure as well as de facto. This collective "mister," this aggregate monsieur standing so near the throne, is, in the minds of many, preparing as sometimes did the monsieur of France, put to a poudre de succession in the cup of republican government and become its successor.

W. A. Curtis.

The magnitude of the operations of the Pennsylvania lines may be inferred from the fact that 210,000 freight cars are owned and operated by the corporation which controls them. Nearly all of this vast equipment is provided with air-brakes, there being only 15,000 still without them. These are being put into shape as rapidly as possible, so that the law may be absolutely complied with.

Our future relations with the people of Peru are likely to be satisfactory. A great deal of American capital is being invested in that country, and, as is usual in such cases, exports of United States products are growing. There is some doubt whether trade follows the flag, but there appears to be none about its tendency to follow capital.

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

Crackers and Sweet Goods



TRADE MARK

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

Aikman Bakery Co.

Port Huron, Mich.

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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

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



Some Styles the Future Has in Store.

Looking springward, it is confidently expected that fashion will endorse the military cut of jackets and overcoats. There is no room for doubt that the tendency toward snugness of waist and fullness of skirt, in evidence this autumn, will go to extremes, and it is quite possible that jackets, at least, will be shorter. Certainly, they could not be longer, and the best tailors are even now shortening them considerably. It is a subject of comment how accurately the clothing manufacturer measured the fashion this autumn, and how remarkably like custom clothes his productions are. In all the little details of finish he has been wonderfully successful in catching the spirit of the mode. This is particularly noteworthy in overcoats like the Paddock, Surtout and Newmarket, and only a little less in Chesterfields and topcoats. The retailer is assuredly in a position now to meet any rivalry, no matter how keen, and to fight the cheap and the middle-class tailor with strong weapons. In this respect he really has the upper hand and need not fear to challenge comparison with anybody.

Extraordinary preparations are being made for next spring by the leading manufacturers, especially in summer and two-piece suits. Many houses that went into this department tentatively last year have doubled their product, while the specialty makers have also greatly extended their facilities. The silk knee cap, originated, we believe, by a Rochester manufacturer to prevent trousers made out of flannels and soft tropical fabrics from wrinkling at the knee, has been generally adopted and will be a feature of the best summer goods. It is a tiptop idea for the purpose.

In boys' clothes the current demand embraces principally Russian blouse suits, sailor blouse suits, Norfolk jacket suits, with bloomer trousers, and double-breasted jacket suits with knee trousers. It was noticeable this season that retailers demanded a higher standard of fabric and finish in boys' clothes than ever before, insisting upon double sewing at the seams with silk thread and like features in the best grades of goods. All this is in harmony with the drift of events in men's clothes, which can not be too fine to suit the requirements of the progressive retailer. Whereas, formerly the clothier strove to see how cheaply he could sell, to-day there is no limit to the price he is ready to pay if the value is in the garments. The exclusion of "mercerized cotton" from all the lines of the first rank is an indication of the cry for quality that is ringing through the whole industry. Not because mercerized cotton through the whole industry. It is

not so much that mercerized cotton is beyond the pale, but rather that the manufacturer wishes to avoid even the merest hint of cheapening and skimping lest the consumer take alarm and lest the educational work of very many years be undone.

Overcoat sales have been very large this autumn, a fact due to the complete change in the cut of the fashionable oversacks. Fur overcoats are a big factor in the demand, as was expected, and they are offered in a very wide range of furs and finishes. While there is a tendency on the part of the fur makers to belittle the efforts of clothing manufacturers as regards fur garments, the fact remains that the fur maker can not put any degree of style into his productions and the clothier can. Therein lies the difference.

Inverness coats, which have been a very small factor in overcoat sales for many years, are destined to figure more prominently this season. The Inverness is the most appropriate and distinguished-looking coat for evening wear and, although the various forms of skirted overcoats like the Paddock have taken its place, it occupies a niche of its own. We know of one large metropolitan clothier who makes a specialty of the Inverness and whose sales among the best class of people are considerable season by season and are still growing.

Great progress has been made during the last two seasons in the fashioning of two-piece summer suits. The problem of producing a garment that is almost without lining and yet is well cut enough to keep its shape during wear has been successfully solved. The linings have been reduced to the smallest dimension—an eighth—and yet the clothes do not take any more than the ordinary amount of creasing and wrinkling during usage and manage to keep their style.—Haberdasher.

Fad of the Smart Set.

In the curio dealer's private office lay a half dozen shabby pocket Bibles, each pierced two-thirds through with a round hole, like a bullet hole.

"They are bullet holes," said the dealer. "I know they are because I made them myself."

He gave a loud laugh.

"A good many of my rich patrons," he said, "like to have among their heirlooms Bibles that have saved some soldier ancestor's life."

He winked.

"If you are a Son of the Revolution," he said, "what a nice thing it is to take down one of these perforated Bibles from a shelf in the library, and hand it to your guest, saying:

"This Bible saved the life of my maternal sixty-third cousin, Col. Adoniram McGill, in the night attack upon the British, led by Gen. Jones, at Bear Creek, on the 3d day of August, and so forth, and so on."

"Yes," said the dealer, "I sell a good many of these Bibles to people with ancestors. To own such things is one of the fads and fancies of the smart set."—Louisville Courier-Journal.

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.

Hermanwile
GUARANTEED CLOTHING



Sales for Fall were the largest ever recorded in one season by any manufacturer of clothing in Buffalo the home of good Medium Price Clothing. The business was done purely on the merit of our goods.

FOR SPRING 1906

our line will show great improvements over the Fall line, and at from \$7 to \$15 will retain its position as

"THE BEST MEDIUM PRICE CLOTHING IN THE UNITED STATES"

Salesmen will be out shortly.

HERMAN WILE & CO.

BUFFALO, N. Y.

NEW YORK
817-819 Broadway

MINNEAPOLIS
512 Boston Block

CHICAGO
Great Northern Hotel

Promote a Deserving Man if You Would Keep Him.

Once upon a time there was a highly efficient and thoroughly satisfactory janitor. (This is a true story, although it starts like a fairy tale.) He was so good a janitor that he was on friendly terms with every one of the tenants in the fifty-four flat building where he was employed, and during five years of service no one had ever complained of him.

During this time the landlord had managed the property himself, collected his own rents and signed new leases, but the time came when he wanted to go away and leave the property in the hands of a reliable agent. Experience had shown him that agents are not always satisfactory and that one who had the landlord's interests at heart is hard to find. Common sense suggested that the janitor, with five years' experience in looking after repairs, hiring underjanitors and keeping the tenants contented, would be the man for the place. He lived right in the building, stood well with everybody there and had all the necessary qualities to please others who might come into the apartments.

But he was such a good janitor. If he were given the renting agency, including collections, he could not then attend to the janitor work and superintend repairs as he had done, and it would be pretty hard to get another janitor half as good. No, it simply would not do to promote him. He was too good where he was. Better get some one else to take up the renting and collections and let him stay where he was giving such satisfaction.

So an agent was found. The janitor was told that in the future he must deal with the agent in place of the owner. It did not please the janitor to have a new, green man over him. He opened his mouth to speak several times, but each time failed to say the thing he had in mind—namely: that he would have liked the chance to manage the building and have the promotion he knew he deserved. Each time his nerve deserted him and the opportunity was lost.

Within three months the new agent had established an absolute monarchy. He lorded it over every one, including the janitor. He favored those tenants who came into the building during his reign, and was disagreeable and unreasonable with those who had been there for years.

One day the janitor wrote a letter to the landlord and told him how things were going, and suggested that if he had the authority to do so he could yet straighten things out. Then he reconsidered and decided that if he sent the letter it would only weaken his own position because the new agent would find it out and probably discharge him.

Another lapse of three months. The renting season was at hand again. Things were more and more complicated. Flats were being vacated and not refilled. Tenants were grum-

bling and complaining. Everything was at sixes and sevens. The building had lost its enviable reputation as a place of residence, and all in six months' time.

One morning the janitor was sent for by a tenant whose lease was soon to expire.

"Johnson," said the tenant, "you are too good a man to be knocked around here by that idiot of an agent. I am building some flats of my own out south here, and I want you to move out there and take charge of them. You can act as agent, attend to repairs, collect rents, and hire a cheap man to do janitor work. I will pay you \$25 a month more than you get now, and your flat will be pleasanter and more healthful for your family. What do you say?"

Johnson did not hesitate. He had been ignored and overlooked where he had given faithful service for five years, and now he knew he must help himself. He did help himself into a good place, managed it successfully, and now has charge of another building in the next block which has been built by the same man.

If Johnson had spoken out and said, "Mr. Landlord, I have given you excellent service for five years, I have reached the highest point this work will ever take me to, and I know that I can handle this part of your business just as well as the other; in fact, I am so sure of it that unless you give me the chance here I shall look for it elsewhere," Mr. Landlord would have realized that his man was uneasy, that he was looking for something better, and, being a man of experience, he would have known that he would sooner or later find what he was seeking. Business judgment would have favored the janitor's promotion, but the opportunity slipped by and Johnson did not speak.

On the other hand, if Mr. Landlord had listened to the dictates of calm business judgment, he would have realized that unless he advanced the man who was worth more than he was earning, some other man with equal judgment would see the value of his services and hire him away, putting him in a place he was well qualified to fill.

If you have competent help and want to keep it advance every man when his opportunity comes. There is always another fellow looking for good help, and usually he has an eye on yours. A man may stay in your employ apparently in a rut and apparently satisfied as long as there is no opening above him. When that opening comes, if outsiders step in to get the benefits, your man is gone. He may not go that day or the next, but he will go. He is a disgruntled, dissatisfied employee and will begin to look about. Real merit never looks long for a market. Promote the man you know and have confidence in, and start the stranger in less important places. As the wheels go 'round they, too, will get the advancement for which every employee worth his hire is striving.

C. L. Martin.

William Connor

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For Men, Boys and Children Established nearly thirty years. Come and see my line of almost every kind that's made; yes, by jove, and sold on such equitable terms with prices so low that I don't fear competition, and, as usual, one price to all. I tell you, my friends, it's no sin to say that my heavy loss compels me to start anew, although now in my 76th year, and there's no bamboozling or "cock and bull" story in what I say. Just fancy the goodness of several of my customers, some for nearly 30 years past, saying I can rely on their trade because of my honest dealings toward them. Customers' expenses allowed and hotel bill paid. My large salesroom and office is room 116 (with excellent light and every convenience), Livingston Hotel, Grand Rapids, Mich. Bell phone 234, Citizens 5234. Mail orders will have prompt attention or my representative will call upon you, if you so desire.

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Room 116, Livingston Hotel, Grand Rapids.

P. S.—I must not omit to say that many of my staple samples are made up from patterns which made my dear old friend "Michael Kolb's" line so famous, and whom I represented for the last 22 years prior to his retirement.

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.

GARNISHMENT SUITS.

They Can Not Be Maintained Twice on Same Case.

A decision rendered by the Supreme Court of the United States on the 8th day of May seems to mark the elimination of the doctrine of situs as a jurisdictional question in garnishment and attachment proceedings in the United States. Justices Harlan and Day dissented, and yet there is little danger that the question will again be opened; and in view of the conclusion reached, all lovers of plain, simple justice will rejoice that at last that disturber of peace and worker of iniquity in the commercial world has been deprived of its power to make the honest debtor pay twice, while aiding the dishonest one to escape making any payment at all. Especially will the writers on this subject who have seen and lamented the evils of the doctrine rejoice in this happy conclusion of the whole matter. From this point of vantage it is interesting to review the rise and progress of this doctrine and to contemplate the position in which we now find ourselves. The idea that a debt, a mere obligation to pay, is a thing fixed in space, capable of being seized and held in pawn with a certain and ascertainable location, may not be a modern invention; but it never received any judicial sanction except in the United States, so far as we are able to ascertain. The notion would seem to be a harmless one in itself; and most men would say it is a matter of no importance how it might be determined, any more than the question as to how many angels could stand on the point of a pin. The difficulty appears when the unfortunate debtor is summoned in two courts at the same time or successively to answer for the same debt, and each court refuses to recognize the proceedings in the other as any defense, and each compels him to pay to it in full, on the ground that the debt is there and not in the other court.

A number of questions entirely apart from the one as to whether a debt is a thing that can be located in space, in other words, has a situs, have been involved in the judicial and extra judicial discussion of this question; and it is more than probable that the doctrine had its inception in some of these. A few may be mentioned, and the most prominent one is this: Is it just to a stranger found transiently here and guilty of no wrong, to compel him to stay on expense and defend a lawsuit to help some other stranger, or even resident, to collect a bad bill? Clearly this is a question of right and not of power. Yet it is believed the doctrine sprang from this situation. Again, what is a sufficient personal service on a foreign corporation to justify a personal judgment against it as garnishee? This is very often bound up with the discussions as to situs. One of the oldest doctrines of the English law was that the case must be tried by a jury of the vicinage; and, in its beginning,

this principle was induced by the odd jury system, by which the jury was composed of the witnesses of the fact and based their findings on their own knowledge, rather than on testimony given before them. Under such a system a debt would have to be sued where it was incurred or created, but when the jury came to pass on testimony, rather than give judgment on their own knowledge, this objection was soon obviated by alleging a fictitious venue, a subterfuge which the courts sanctioned inasmuch that they would not permit issue to be taken on the allegation. Another objection sometimes raised with questions of situs is that the courts are supported by taxes on the locality and that it is unjust to the people of the place to increase this expense by entertaining litigation between persons, all of whom are foreigners and non-residents, casually meeting there.

The doctrine that a debt has a locality for the purpose of garnishment finds negative support in the decision in *Andrews vs. Clarke*, cited by Mr. Waples in his monograph on "Debtor and Creditor—Situs of Debt," and afterwards quoted in full in *C. R. I. & P. Ry. Co. vs. Sturm*, in which the garnishee pleaded to the jurisdiction that the debt for which he was summoned arose outside of the jurisdiction of the court; and the court, holding the plea bad, said: "It was always the custom in London to attach debts upon bills of exchange and goldsmiths' notes, etc., if the goldsmith who gave the note on the person to whom the bill is directed liveth within the city, without any respect had to the place where the debt was contracted," which might seem to indicate that the residence of the garnishee is important. But while rummaging the old lumber pile for another purpose, I discovered a still older decision, proving that the residence of the garnishee was not deemed important. In *Mollan vs. Horn* the garnishee objected that the court had no jurisdiction of the debt because he resided out of the city. But the court said: "The debt follows the person and it is therefore called a foreign attachment, because let the debt arise where it will, it is attachable if the debtor cometh or the money be brought into London."

As the notion found no support in the English courts, we must look for the origin of the doctrine in the American decisions. A case often cited in these discussions, and believed to be one of the first, if not, indeed, the very first in which any color of this doctrine is found is the case of *Tingley vs. Bateman*, in which all parties were residents of Rhode Island, trustee process (garnishment) was sued in Massachusetts, the officer returned that he could not find the principal defendant, and the court dismissed the action, saying: "The summoning of a trustee is like a process in rem. A chose in action is thereby arrested and made to answer the debt of the principal. The person entitled by the contract or duty of the supposed trustee is thus

summoned by this species of the effects. These are, however, to be considered for this purpose as local and as remaining at the residence of the debtor or person intrusted for the principal; and his rights in this respect are not to be considered as following the person of the debtor to any place he may be transiently found, to be there taken at the will of a third person, within a jurisdiction where neither the original creditor nor debtor resides. * * * In the case at bar the principal has not been made a party by any legal summons. * * * As this defect of service appears in the proceedings, the court dismissed the action ex officio." In later cases this decision was followed, although the defendant, a non-resident, appears to have been served with process within the State.

It will be observed that in these cases the question has been raised in the garnishment proceedings, not collaterally, but on these decisions as authority, individuals garnished and compelled to pay in a State where they did not reside, and corporations paying under garnishments in any state other than the one of their incorporation or pleading prior subsisting garnishments or garnishment judgments against them in any other state, have been compelled to pay again at the suit of their own creditor in disregard to such garnishment, on the ground that the garnishment was void for want of jurisdiction of the rest.

It will be observed that in most of the cases thus far considered, the residence of the garnishee's creditor is not stated as a fact of much importance, and in many of them is not stated at all, but in another line of cases these have been cited as authority for a very different doctrine, that the residence of the creditor or the place of payment is the important fact, and the residence of the garnishee of no, or only incidental, consequence. In these cases corporations incorporated in other states, and there held under pending garnishments, or that have been compelled to pay under them, have been compelled to pay at the suit of their creditor in the state of his residence, in disregard of such garnishment, on the ground that the garnishment was void for want of jurisdiction of the res, which was held to be at the place of payment or at the residence of the creditor. On the other hand, quite as many courts, if not more, have insisted from the first, that the debtor may be charged as garnishee wherever service can be and is made on him, regardless of the place of residence of either himself or his creditor or the place of payment or contract. One of the cases often cited as a leading case of this class is *Embree vs. Hanna*, decided by the New York Supreme Court. C. J. Hanna, resident in Baltimore, Md., was arrested in New York at the suit of Embree, resident in New York, and pleaded in abatement that he had been summoned as garnishee of Embree in a suit still pending against him in Baltimore, and this

was held to be a good defense to the action. It is true that in this case the garnishee resided in the place where he was summoned, but this point has not been considered important in all the subsequent cases, and there are a great many in which the same doctrine has been declared.

With the courts thus clashing against each other, and making the commented garnishee pay at both ends, the conflict became vexed, sometimes acrimonious, and unfortunately frequent. Business men, and especially corporations engaged in inter-state commerce, on whom the burden fell most heavily, began looking anxiously for some escape. During this period many decisions were recorded containing extended and very learned discussions of the whole subject. Pre-eminent among these may be mentioned *National Fire Insurance Co. vs. Chambers*, and *Missouri Pac. Ry. Co. vs. Sharitt*. The first relief came in 1898, on the publication of the decision of the Supreme Court of the United States in the case of *Chicago, R. I. & P. Ry. Co. vs. Sturm*. That court reversed the decision of the Supreme Court of Kansas, in which a man working and living in Kansas, where he was hired and usually paid, and where as a householder or head of a family he was entitled to exemption of his wages from garnishment, was given judgment for the amount due him, although the garnishee defended on the ground that it had been summoned and judgment rendered against it as his garnishee in a court of Iowa, where it was incorporated. This case established that if a natural person or corporation is made garnishee in the state of his or its domicile the provision of the United States constitution requiring that full faith and credit shall be given in each state to the public acts, records and judicial proceedings of every other state requires that such garnishment shall be recognized as a defense in every other state, to any action against the garnishee by his creditor, regardless of where such creditor resides, where the contract was made, where the money was payable or earned or whether it was or was not exempt from garnishment, etc., by the law of the creditor's domicile or elsewhere. At first many hailed this decision as the solution of the whole difficulty; but very soon it was discovered that the end was not yet. Immediately cases arose in which the garnishee was a corporation of some state of sovereignty other than that in which it was made a garnishee; and it was argued and held that the decision in the *Sturm* case extended only to cases in which the garnishee was incorporated in the state where garnished, or if the garnishee was a natural person only to garnishments in the state where he resided, and, therefore, that garnishment elsewhere was without jurisdiction, and no defense to a subsequent suit by the garnishee's own creditor. Now this contention has been settled. It has just been held in a case in the Supreme Court of the United States that the



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If living within 100 miles and over 75,	purchases made from any of the following firms aggregate	200 00
If living within 125 miles and over 100,	purchases made from any of the following firms aggregate	250 00
If living within 150 miles and over 125,	purchases made from any of the following firms aggregate	300 00
If living within 175 miles and over 150,	purchases made from any of the following firms aggregate	350 00
If living within 200 miles and over 175,	purchases made from any of the following firms aggregate	400 00
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Automobiles	Cement, Lime and Coal	Hardware	Safes
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Richmond-Jarvis Co.	Century Fuel Co. (Coal only)	Foster, Stevens & Co.	Seeds and Poultry Supplies
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Bicycles and Sporting Goods	G. J. Johnson Cigar Co.	Kortlander Co.	Rindge, Kalm'h, Logie & Co. Ltd
W. B. Jarvis Co., Ltd.	Geo. H. Seymour & Co.	Alexander Kennedy	Show Cases and Store Fixtures
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Brunswick-Balke-Collander Co.	H. Leonard & Sons.	Julius A. J. Friedrich	Tinners' and Roofers' Supplies
Books, Stationery and Paper	Drugs and Drug Sundries	Oils	Wm. Brummeler & Sons
Grand Rapids Stationery Co.	Hazeltine & Perkins Drug Co.	Standard Oil Co.	W. C. Hopson & Co.
Grand Rapids Paper Co.	Dry Goods	Paints, Oils and Glass	Undertakers' Supplies
M. B. W. Paper Co.	Grand Rapids Dry Goods Co.	G. R. Glass & Bending Co.	Durfee Embalming Fluid Co.
Mills Paper Co.	P. Steketee & Sons.	Harvey & Seymour Co.	Powers & Walker Casket Co.
Confectioners	Electrical Supplies	Heystek & Canfield Co.	Wagon Makers
A. E. Brooks & Co.	Grand Rapids Electric Co.	Wm. Reid	Belknap Wagon Co.
Putnam Factory, Nat'l Candy Co	M. B. Wheeler Co.	Pipe, Pumps, Heating and Mill Supplies	Harrison Wagon Co.
Clothing and Knit Goods	Flavoring Extracts and Perfumes	Grand Rapids Supply Co.	Wall Finish
Clapp Clothing Co.	Jennings Manufacturing Co.	Saddlery Hardware	Alabastine Co.
Wm. Connor Co.	Grain, Flour and Feed	Brown & Sehler Co.	Anti-Kalsomine Co.
Ideal Clothing Co.	Valley City Milling Co.	Sherwood Hall Co., Ltd.	Wall Paper
Clothing, Woolens and Trimmings.	Voigt Milling Co.	Plumbing and Heating Supplies	Harvey & Seymour Co.
Grand Rapids Clothing Co.	Wykes-Schroeder Co.	Ferguson Supply Co., Ltd.	Heystek & Canfield Co.
Commission—Fruits, Butter, Eggs Etc.	Grocers	Ready Roofing and Roofing Material	
C. D. Crittenden	Clark-Jewell-Wells Co.	H. M. Reynolds Roofing Co.	
J. G. Doan & Co.	Judson Grocer Co.		
Gardella Bros.	Lemon & Wheeler Co.		
E. E. Hewitt	Musselman Grocer Co.		
Vinkemulder Co.	Worden Grocer Co.		

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

decision in the *Sturm* case is not to be given the limited construction contended for. In *Harris vs. Balk*, coming from the Supreme Court of North Carolina, both parties resided in that State and Balk sued Harris for money loaned on verbal promise to pay. Harris pleaded in defense that just a few days before the suit was begun, while Harris was temporarily in Baltimore, Md., he was summoned as garnishee of Balk, returned without making defense, and on the day this suit was commenced made affidavit of indebtedness to Balk, on which his counsel in Baltimore consented to judgment being rendered against him, on such garnishment, which he afterwards paid. The North Carolina courts held that this garnishment in Baltimore was without jurisdiction, because the garnishee was a non-resident, he and his creditor both residing in North Carolina, where the debt was contracted and payable. This decision is now reversed, so that now it is settled that it is not material that the principal debtor and garnishee are both non-residents, the debt contracted and payable elsewhere, and in a State by the laws of which it would be exempt from garnishment. As a matter of comity, no doubt, no state would entertain a suit prosecuted to evade the exemption laws of another state, if the fact is discovered; but that is a matter for the court to decide and is not a matter of jurisdiction which can not be acquired by holding it to exist.

In the course of his opinion, Mr. Justice Peckham, speaking for the majority of the court, says: "We do not see the materiality of the expression 'situs of the debt,' when used in connection with attachment proceedings. If by situs is meant the place of the creation of the debt, that fact is immaterial. If it be meant that the obligation to pay the debt can only be enforced at the place thus fixed, we think it plainly untrue. The obligation of the debtor to pay his debt clings to him and accompanies him wherever he goes. He is as much bound to pay his debt in a foreign state when therein sued upon his obligation by his creditor, as he was in the state where the debt was contracted. We speak of ordinary debts, such as the one in this case. It would be no defense to such a suit for the debtor to plead that he was only in the foreign state casually or temporarily. His obligation to pay would be the same, whether he was there in that way or to remain. It is nothing but the obligation to pay which is garnished or attached. This obligation can be enforced by the courts of the foreign state after personal service of process therein just as well as by the courts of the domicile of the debtor."

In parts of the opinion the court may seem to make the question of jurisdiction to depend on the right of the garnishee's creditor to sue him there. But it is believed that when the question comes to test the court should and will hold that the jurisdiction depends on sufficient service

on the garnishee in a state and under a law authorizing garnishment proceedings and in a court authorized by such law to entertain garnishment suits. In other words, if a garnishee is summoned on a demand and judgment rendered against him when he ought to have been discharged, that judgment is merely erroneous, and is no more void for want of jurisdiction than if a similar judgment had been rendered against him at the suit of his own creditor. In a word, the whole question on a garnishment set up as a defense, so far as jurisdiction is concerned, will be this: 1. Had the court that charged the garnishee acquired jurisdiction over him, so it could render a judgment in personam against him? 2. Was there any law of the State authorizing garnishment proceedings? As to whether that law was complied with and extended to the case in hand, it seems to me, are questions exclusively for the court trying the case to decide, and the correctness of its conclusions on these questions ought not to be reviewed collaterally.

In the conclusion of the opinion the court holds that the garnishee summoned and charged, in a proceeding in which his creditor is not served or notified, can take no advantage of such garnishment and payment as a defense to the action of his own creditor, unless he notified his creditor so that he had opportunity to defend it. But in this case it was held that the plea made was sufficient notice, although made after judgment by confession had been taken against the garnishee, since the law under which the garnishment was had permitted the principal debtor to defend and have restitution at any time within a year after judgment, if he could show his right, and required a bond of the garnishing creditor to secure the defendant's rights.

It is believed that this decision is eminently sound and wise, that it will serve as a protection against repetition of injustices that have often been done, and is a fit cause for general rejoicing.—John R. Rood in *Central Law Journal*.

Don't Make Many Friends.

It may seem foolish, but nevertheless it is true, that one way to keep down expenses in the city (I refer especially to young men who have just entered into city life) is not to become acquainted with many persons for the first two years.

Of course every young man desires to become acquainted with as many young people as possible, and it seems no more than doing the right thing to get acquainted as soon as the opportunity presents itself; yet, did it ever occur to you how expensive it is for the young man who has just entered the city life on a small salary to become acquainted with many young people?

If he has determined to begin at the bottom and work towards the top, he must needs be saving, and it is hard to deny himself the pleasures of city life if he be acquainted with a large number of the young

folks, for they will soon begin to extend invitations. The new acquaintance deeply regrets to decline the invitations. He may accept a few and politely excuse himself from accepting the greater portion, but nine times out of ten if he begins to accept these invitations at first he surely will, if it is in his power, accept and make a strong effort to attend all of them.

This is quite expensive for him. He should allow himself to go out in society but little for the first two years, until he has made enough advancement with his work to have his salary increased. Some young men have the habit of going somewhere after supper every evening, if it is only down to a friend's store, while others would rather spend the evening at home with a good book. Although he may not get into an expensive crowd uptown, yet nearly always will he find something to take his dime or quarter.

When a young man once gets started to going, it means big laundry bills and many street car tickets or carriage bills, so when pay day rolls around he will discover that not much of his salary has been saved.

Fred Jones.

Truth Comes Out.

"Waiter," said the guest in a cheap restaurant, "is that a pile driver I hear in the rear?"

"No, sah," answered the waiter. "Dat am the cook preparin' yo' ten-dahloin steak, sah!"

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And then go ahead.
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RISING IN THE WORLD.

Wealth Too Often the Measure of Prominence.

"Is it a man's duty to rise in the world?"

A correspondent addresses this query to me, asking for some views upon the matter. To an extent he has handicapped me by adding as his own comment, "Doubtless many of our prominent people would be happier had they remained in the humble stations of their birth. Can there be any objection to a man's remaining poor and unknown for his own peace and contentment, even if he has the ability to forge ahead?"

The handicap in this comment as it applies to the material world of the present is that while many men are willing to look backward from high places of mere wealth and confess to the disappointment of riches, this same modern world has had no sane example of such men's turning away from these riches in order to resume that old condition which has such halo and light around it. And yet physically it would be the easiest and most gracious thing within the reach of such a man.

Some one in a spirit of protest has written of the present faddish fashion of listening to the call of the simple life. He has charged that women out of luxurious and still more luxuriously appointed homes have sat by and heard the talk of the simple life with such pleasure that the diamonds in their ears have flashed dazzlingly as they have clapped their jeweled fingers together in rounds and rounds of applause at the sentiments.

Man or woman alike becomes the creature of his environment. Especially is this true of the person who has the making of that environment. He may have created that environment under a mistaken idea. He may look around him and feel how unsatisfactory it all is compared to what he thought it would be. But by this time he may have discovered that most things in life are a good deal that way; that anticipation in front of a good imagination is a combination that beats ordinary stage settings in the glare of the limelight.

As a matter of hard fact, the man who would become disgusted with a material prosperity to the extent of abdicating in favor of the simple life of bread by the sweat of his brow is that type of man who would have stopped long short of such an attainment of clogging wealth. He would have been an idealist. He would have cared for his ideals first, letting wealth be no more than of secondary importance. Living, he would have let live. And out of this general condition poverty usually takes care of itself.

"Rising in the world" is a bit of phraseology which needs analysis and the drawing of specifications before it means much to the philosopher. One of the great surgeons of the United States, speaking bluntly, has said that he has to "work almighty hard to make \$10,000 a month." Perhaps he is not in the

least less efficient in trying to average \$120,000 a year from his practice, but at the same time one would wish he had not put the bald fact in this dress. As salve to the statement it becomes pleasant to recall that other type of man who has stood for the philosophy of "not having time to make money."

Surely if one profession over another should make its appeal for a true rising in the world the physician and the surgeon would have the opportunity. But surely the capacity to earn \$120,000 in a year is not to be measured by dollars and by the consequent ability of the surgeon to make the worldly showing belonging to his means. To be able to do this \$120,000 worth of work in a year is the combination of a noble gift and a noble training with the surgeon; but as for the money, the proprietor of some notorious gambling resort might make double the sum and have twice the amount of luxury in his environment, with ten times the time to himself and his family.

For a young surgeon to so rise in the world that his skill and knowledge force upon him a practice necessitating earnings of \$10,000 a month he must have done his duty. It is only when, apparently forgetting the duty, he measures his success by the money that the sensibilities of the idealist is shocked. He is less a surgeon in the highest sense because of his acknowledgment of these gains and undertakings of the worldly position which such an income would force upon him. The environment of such an income is destructive to his time. It is racking to the nervous forces of one who has need of these forces for nobler things. It is a handicap to such a man's best work in the world. He is not rising in the world in proportion as his income increases by reason of his own plans and self-interest.

But in contrast to a man in such a profession, men of the Rockefeller, Carnegie and Morgan type are "rising" and will "rise" in proportion as they gain and conserve the wealth which they have spent life in seeking. Absolutely there is no social or personal duty forcing such men as these to rise in the world. Wealth is the measure of their rise to prominence. The mere possession of it in the uncounted millions which they possess shows that they have succeeded, in one way or another, in gaining possession of the stored wealth of the producers. No man ever made money in such sums. But, having it once, they could not hold it if they paid to the state the fair share of taxation which so many of the small producers can not escape. Peace and tranquility at home and peaceful relations abroad have made possible the \$25,000,000 annual income of John D. Rockefeller. If he were taxed for that domestic peace in proportion as the average man with \$1,200 salary is taxed the question of his becoming the first billionaire might long be put off.

Twaddle in volumes has been written about the evils of riches when a single sane observation and analysis

of conditions might be sufficient. With all these uncounted millions in possession or under control, Rockefeller, Carnegie and Morgan are attesting to the lack of something that money will not buy. Else why should they be offering their millions to those who may sneer and turn away? Rockefeller's money has been refused. Town after town refused the Carnegie gift for library buildings. Morgan is credited with having founded the new consumptives' hospital at Liberty, N. Y., but, under ban of strict secrecy, the management will not say yea or nay.

Personally, it is an inspiration to me to believe and know that there are men in this world who would not have as a gift the modern fortune, which at once becomes a burden of social and business obligations which to them would mean the wreck of their homes and home life.

But these men are "rising in the world." Do not doubt that already they have risen in the world and are raising it. They are the light of it and their virtues are its saving grace.

John A. Howland.

Still Worse.

Higgins—You look worried, old man.

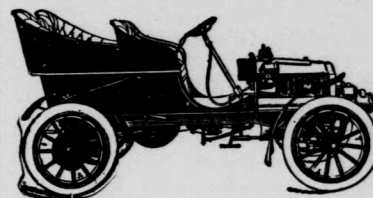
Wiggins—I am worried.

Higgins—Don't owe anybody money, do you?

Wiggins—No. But several people owe me money.

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HARD LUCK.**Story of Tribulations of an English Couple.**

Written for the Tradesman.

There are a lot of old saws and old sayings and old ideas being discarded just now and one of the old and foolish ones that ought to go, and that right quickly, too, is the one about sentiment being a bad thing in business. In many ways perhaps it is, but in many, many more ways it is not. It is true that with our present unfortunate system a successful business man must in numerous instances disregard sentiment and harden his heart against much that his nature prompts him to consider. The unsentimental business man is well known, thanks to drivel-story writers who concoct teary little tales about the rich man who crushes the life out of his workmen or his tenants or somebody else—it doesn't matter much who, so long as the nice young hero can happen along with his blue flannel shirt open at the neck and hand it to the rich man some way or another.

It is not these colossally unsentimental business men that we run up against in every day life but the smaller ones. And it is the smaller business men who are finding in business a good thing. As most of the men who are in business are engaged in selling something that their fellowmen want, and as the things wanted most are, as a rule, something to eat and something to wear, the proposition has narrowed down to the storekeeper—just the storekeeper who hands out six bars of Wash Quick soap for a quarter and Little Old Log Cabin school shoes six days a week and Saturday nights and goes fishing or to church on Sunday. It is these men who are finding out that sentiment is a good thing in business, and they are using it just as rapidly as they can. It always proves difficult at first. After a man has made a practice of flim-flamming his neighbor at every possible turn and calling it business his neighbor is suspicious when he shows a little humanity in his dealings and thinks that it is merely a new version of the shell game and is wary. Can he be blamed?

But persistence wins and in the long run the sentimental business man is the most successful.

As the best proof of what I have been saying it is necessary to haul into this story my friend, Jasper Beard.

Now Jasper isn't a very likely sort of person to haul in anywhere. Hauled into a drawing room he would create a stampede, and he would probably faint away himself. Hauled into a story—as he is going to be presently—he would be in the way most of the time, and he wouldn't be worth a kopeck ornamentally. But he serves a very good purpose in this particular place:

To begin with, Jasper kept a store. He never tried to run Marshall Field out of business, but he did bankrupt Bill Slocum two blocks down the street from his place. He

did it by humanitarian methods—not toward Bill but toward Bill's customers. Jasper's store was in a place which the joke-writer would call Podunk, even if its name was Peweegee, which it is not, but it doesn't make any difference at present whether it is or not.

In my capacity of summer lounge I was draped over Jasper's counter one day showing him how the Russians could have held Port Arthur when a frazzled-out, run-down, tired little woman came in. She had been pretty once, and still retained a remnant of good looks. She had also at one time had some good clothes. She had them yet, but they were very much gone to seed and gray at the seams and turned and patched and made over; but they were clean and neat.

A pained look crossed Jasper's face that made him look absolutely hideous. The woman saw it and trembled. I didn't. When I saw that look I knew Jasper was sorry for some one, and when Jasper is sorry it is a pretty safe proposition that somebody is going to be the recipient of something that will please him mightily, whether it is another thirty days on the bill, a pound of tea, a kind word—or maybe Jasper's crazy signature on a note.

The little woman and Jasper passed the time of day. After some timid talking on the part of the little woman and some pained looking on the part of Jasper that nearly gave the little woman fits I discovered that the little woman had reached the end of her rope. She couldn't pay last week's bill, now or any other time so far as she knew, and the kids at home were hungry as bears, and every one else in town had turned her down, and in her desperation she had come to Jasper in the hope that he would be a little human and let her have some things to eat and wear, without the faintest kind of an idea as to when he was to receive his pay.

The way Jasper warmed up to that little woman with the pathetic bearing and the threadbare dress was a caution. He gave her everything she asked for, and a lot of other things she didn't, and he did it artistically, too. He didn't make the things a gift to her, but he extended her credit. The little woman knew the extension was until the last taps were sounded, if needs be, but it made it less hard for her, this guise of credit.

Happy as she could be in her present circumstances, the little woman left the store, and Jasper, his homely face absolutely painful with its beatitude, came over to me looking as if he had done a shameful act instead of a worthy one.

"Tell me about her, Jasper," said I, for I knew that he was a good enough business man to watch carefully whom he was doing these things for, even if he was disposed to mix sentiment with business.

"Well," said Jasper, "it's like this: The little woman, it seems, was married to an Englishman before she came to this town. She was a gentlewoman, and is yet, for that matter. The man came from a long line of

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blueblooded ancestors who had done nothing all their lives but chase foxes on horseback and tell some one to collect rents from the tenants. Like a good many others the old baronial estates began to peter out after a while and went to the wall, as it happened, just as the little woman's husband was depending on them for the little woman's support. It was not his fault that he did not know how to earn a living. But the blue-blood in him was game. He secured a job in a bank here, through the influence of some of his friends who had stuck to him through the crash, and started to climb from the bottom. Children came to the little woman and the struggling aristocrat. He slaved away at his books and worked hard; but he longed for the moors and the foxhounds and the fresh air of the open with a longing fostered by a long line of forbears who had loved the life of the English gentleman of the better sort. Then his health began to fail. Finally consumption laid hold of him and he had to quit. He had no relatives to appeal to that he knew of. One old uncle, his last remaining hope, he heard had died in the Indies, and finally the man gave up the fight, bade goodbye to the little woman and the children and turned his face to the New World. Since then it has been a hard struggle. She could do little for the support of herself and children; but she was as game as a thoroughbred, which she was, and started to do the only thing she had a talent for, little paintings; nothing to speak of, just dainty little Christmas card affairs—a purling brook and the like, you know. It was a failure. Strong things, you know—a bit of lowering sky or a dark moor—are going now with the pork-packing aristocracy, who don't know just what it all means but think it is the proper thing. Well, things have progressed to this stage and the little woman is about at the end of her rope. Where it will all end is more than I can tell," and Jasper sighed heavily.

I hardened my heart and voice and said:

"Jasper, don't you think that this sentiment is going to interfere with your business? It isn't paying, you know."

Jasper the uncouth, the hardheaded, he of the painful countenance and struggling to the top ambition, looked at me briefly, with scorn and pity written large on his mountainous face. Then he said:

"It's no use, you aren't a success, you do it very badly."

I gave in.

"I agree with you," I said, "and here's my hand, and if in any way I can help you to ruin your business in this sentimental way let me know."

"You bet I will," said the rugged king of seven bars for a quarter washing soap.

"It's just this way: I'm a poor man, and I'm hard put sometimes to meet my bills from the grocery houses, but before I would turn down a poor little thoroughbred like that

I hope, by the Saint Mackerel, I'll die in the poorhouse!"

That was the last I saw of Jasper or the little woman for several years—there are other things in life besides heroes who smell of kerosene and little women with gentle faces and patched clothing. But one summer I strayed again to the little town, something impelling me there and telling me that there was something very worth my while in that little spot.

There was.

When I got off the train I walked up the little street, now grown thriving with business. Across the river huge mills belched the cheerful smoke of prosperous commerce. On up the street wondering I went and, standing before a modern front shining with plate glass, was Jasper of the painful face. It was exceedingly homely with good will toward the world. His clothes were immaculate, but did not disagreeably suggest the Standard Oil Trust. Jasper had evidently come into his own.

There were friendly greetings and much to talk about, and because there was no place to talk in the crowded store I went to Jasper's house for dinner.

On the way up questions about the little woman were asked and answered—asked eagerly, answered grudgingly. "After a good dinner and cigar," thought I, and bided my time. At the door we were greeted by the little woman!

"My wife," said Jasper simply.

The little gentlewoman by training and the big gentleman by nature stood happily side by side, and little gentlewomen and men by both training and nature stood clustered around.

"No," said Jasper with uninvited sarcasm, "sentiment in business is not a good thing!"

This isn't a good story because it's so stereotyped—it ends just as you thought it would all the time—most of the best things in life are rather ordinary.

The Indian uncle came back according to schedule. But he was too late—Jasper had already married the little woman, who knew a blown-in-the-bottle nature's nobleman when she saw him. With the uncle had come brains and money, and the mills were started, and they were a success, and the town prospered, and so did Jasper and the little woman and the uncle—and there you are.

This is only one instance that proves that sentiment in business pays.

Glenn A. Sovacool.

Larger Squabs Wanted.

The business of raising squabs has very materially increased during the past year or two and with the increased supply a wider consumptive demand has developed. The proportion of very large squabs is much larger than formerly but the demand exceeds the supply and the higher prices realized over the figures obtained for the ordinary birds should be a strong incentive to growers to mate more carefully and grow the large high priced squabs. Most of

the squabs received weigh in the neighborhood of 6 to 6½ pounds to the dozen and when 7 and 8 pound squabs are found they realize a premium of 50 cents to \$1 per dozen over the 6 pound stock. A few very large—10 to 12 pounds to the dozen—arrive and go to fancy trade at very high figures and here and there a few birds are received which weigh up to one and one-quarter pounds each; such are in great demand and bring fabulous prices.

As the larger birds are of so much more value than the smaller or medium sized they should be selected out and packed separately. Some shippers do little or no sorting, and for such mixed sizes prices average low.

Terre Haute's Poultry Output.

J. L. Warden, district manager of the Nelson-Morris Co., at Terre Haute, Ind., estimates the value of eggs and poultry brought to Terre Haute by farmers of the surrounding country to be approximately \$25,000 a month. Large as this sum may seem, the Boston Produce Co. and the Nelson-Morris Co. believe they will be able to double Terre Haute's markets during the next six or seven months. For several weeks the produce companies have shipped three cars a week of poultry to the Chicago and Eastern markets, but expect to ship at least a car a day soon. The total business in produce from Terre Haute during the last twelve months, including poultry, eggs and butter, was over \$500,000.

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Method of Handling Geese in Russia.

Germany buys more than two million Russian geese every year between August and November. Roast goose is the principal dish on St. Martin's Day, both in Germany and in Russia, having the same honored place that the turkey occupies with us on Thanksgiving Day.

Far back in Russia one may see at the geese collecting stations the loading of hundreds of cars with these birds. The cars have four platforms, one above another, and a little gangway is stretched from the ground to the highest shelf.

It requires some coaxing to get the birds up the gangway, but when one starts others crowd along and the platform is soon filled. Then the bridge is connected with the next lower platform, and so on until the car is locked up with several hundred geese on board.

Americans who cross the Russian frontier in the fall months on the railroad between Warsaw and Berlin are likely to see flocks of these geese numbering one thousand or more being driven toward the frontier.

Each flock is in charge of four or five men, some with red flags and others with hooked sticks. If a refractory bird struggles out of line it is deftly caught by the neck with a hooked stick and returned to its place.

Geese do not stand long transportation very well. Several years ago the Russian exporters made the experiment of sending them through to Germany without any rest. Many of the birds were sick when they reached the frontier, and the Germans refused to buy them.

So the exporters went back to the old plan. When the journey is long, and it often takes several days, the geese are unloaded at two or three intervals and driven through the fresh air and across the commons, where they may eat some grass, to the next station, when they are loaded on the cars again.

As the trains approach the frontier they are stopped at a little village, the geese are taken off and start on their last walk. They are hospitably welcomed by the employes of the goose fattening plants across the border. Ponds to swim in and the most nutritious food are provided, and in a few weeks they are ready for market.

Cost of Raising African Geese.

S. F. Wheeler, of Orleans county, N. Y., writes that the cost of raising geese is so small compared to the profit when finally sold, he marvels that more farmers do not make the trial. The breeders do not require heavy feeding through the winter; a small ration of corn, occasionally some chopped vegetables or apples

and fine hay to pick over, with good water privileges will bring them through in thrifty condition. "After trying various breeds, such as Toulouse, Embden and the common gray goose, I have settled on the Africans as the most profitable. They are of better shape dressed than Toulouse and are not too heavy to sit.

"Care should be taken to prevent the eggs from getting chilled. My plan is to keep them in a moderately cool room, turning them over each day until set. I set the first batch under hens, giving them five or six eggs, according to the size of hen. When the goslings are hatched I coop them with the hen but have a little yard made of boards to keep them from going far. I feed them on bread and milk for the first week, with the little grass they will soon learn to eat. I gradually change this diet to one of corn meal and bran, equal parts, moistened with water. Plenty of water to drink is always before them, but none to get into until they get fairly started. At six weeks old they are hardy and may be let to roam.

"Goslings hatched by the goose I put in a pen made with board about one foot high. Cover over one corner with boards or an old piece of zinc for a shelter from rain and sun. The mother goose will go away a short time. After these goslings are about one week old I let them out to run with her, feeding them when they come back at night. If rightly trained they will seldom fail to come home in time for the evening meal. If not hatched before the last week in April so much the better as care must be taken to keep them from getting chilled. Their worst enemies are turtles, which often hurt them even when large."

Phenomena of Chemical Reaction.

Is there a wireless telegraphy in chemical reactions? In one of the many recent experiments tending to give an affirmative reply, a large quantity of a chlorate and sugar mixture was prepared, a little of this was placed in a basin and while the rest of the mixture was held behind the operator in a large mortar, strong sulphuric acid was added to the former, causing it to ignite in the usual way. Immediately afterwards the rest of the mixture blazed up, although it was impossible that sulphuric acid could have touched it. It is thought that a violent chemical reaction may convert the space in its immediate vicinity into a medium that will accelerate or even induce chemical activity. If it be true the importance of the investigation cannot be overestimated. The preparations and violent reactions that go on from day to day in a laboratory may be altering the molecular arrangement of the substances in the neighborhood of the demonstrative benches. Those in charge of chemical laboratories testify to the unaccountable alterations in certain substances. Again, does weather influence the communication between one chemical reaction and another? The results of the experiments changed from day to day.

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It may be stated as a fact that our system of handling eggs from the country carload shippers to our large markets and the subsequent cold storage, is not surpassed by any country in the world.

But, having said this much, and said it not in a bragging spirit, we must confess that our system of handling eggs is anything but perfect.

Just as with the creamery industry, the milk and cream delivery being the weak point, so is the first delivery of the eggs the weak point in our egg industry.

Farmers collect eggs when they are "found," be it one, two or a whole nestful, and when collected they are delivered to the local storekeepers perhaps to-day, perhaps to-morrow or perhaps a week or a month hence.

We have before shown that the best and, in truth, the only way to secure a revolution in this system of collecting and delivering is the payment to the farmer according to grade. Unfortunately the eggs are mostly bought by the local storekeepers who pay in trade and who are willing to lose, or at least make no profit on them, in the hope of making the profit on the goods given in exchange; the result is that anything in the shape of an egg goes.

In view of our experience with the sale of store butter we have no hope of inducing the storekeepers to reform the present system, grade the eggs and pay accordingly, but we again draw attention to the two ways in which the reform may be made. The first is co-operative egg collection in connection with the creamery, now advocated by us for several years, and the second is a co-operation among the storekeepers in the villages and cities on the lines successfully adopted with the butter trade in some places years ago.

Such a co-operation consists in an agreement among the storekeepers not to buy eggs at all, but to refer all farmers to the egg depot, where an expert candler receives the eggs, grades them and gives checks for their value in return. These checks are good in trade with any and all stores, and at the end of the year the profit (or loss) of the egg depot is divided in proportion to the checks received by each storekeeper.

Of course this is only an outline and various modifications may be made according to local circumstances, but the advantage of the

eggs being put in cold storage at once instead of being kept in the store from two days to a week are obvious, and so is that of having the eggs candled on first hand whereby considerable freight on rotten eggs is saved. We again commend this matter to the serious consideration of egg shippers everywhere.—N. Y. Produce Review.

Sodium Fluoride as a Butter Preservative.

Another Frenchman has expressed himself as a firm believer in the use of fluoride of sodium in butter for preserving purposes. This is M. Andouard, a corresponding member of the National Agricultural Society of France. In a communication to that body M. Andouard strongly advocates the use of this compound, claiming that an unfounded belief that it is poisonous has prevented its widespread use. The following resume of his paper appears in the last issue of London Creamery Journal:

"Food antiseptics should not (1) be injurious to health; (2) render food indigestible; (3) interfere with the action of the digestive juices; (4) make decomposed food appear fresh; (5) accumulate in the system.

"Fluoride of sodium is poisonous in large quantities, especially when injected directly into the circulatory system or tissues, but it is perfectly harmless in the quantities required for the preservation of butter. Caffeine and theine are active poisons but in the diluted state in which they occur in coffee and tea they have no poisonous effect, and no one seeks to prohibit their use. Experiments by eminent experts on the Continent have shown that for an animal the size of a man (weighing, say, 130 lbs.) the poisonous dose of fluoride of sodium is from 75 to 90 grains by injection. Taken by the mouth, the only way in question here, and on the same basis of weight, it was found that 275 grains could be given every other day, and the only effects observed were diuresis and an increased secretion of saliva. A dog received about 8 grains of fluoride of sodium every day for two years without losing in weight. The double dose was injurious, and the poisonous dose for an animal the size of a man seems to be about an ounce, taken by the mouth. Three different experts partook of butter preserved with fluoride for different periods—one of them for three weeks—without experiencing any ill effects.

"Fluoride of sodium is such a powerful germicide that it is sufficient for indefinite preservation to wash the fresh butter with a solution of 20 grains to the gallon of water, or to mix in from two to 7 grains to the pound of butter. In the mixing process it is found that about three-fourths of the fluoride is expelled in the form of solution so that the quantity remaining in the butter is very small indeed, and quite negligible. One great advantage possessed by fluoride of sodium as a butter preservative is that it cannot be used in excess. If more than 7 grains per pound of fresh butter, or 10 grains per pound of salt butter, is used, the product acquires a strongly fishy taste, which renders it unsalable. It is claimed that fluorides have no injurious effect on digestion, or on the digestive juices. On this point all experimenters agree.

"The government is urged to legalize the use of fluoride of sodium as a preservative for butter, because: (1) It is one of the most powerful germicides known; (2) small and quite innocuous quantities are sufficient; (3) an overdose detects itself, and renders the butter unsalable; (4) its presence is easily detected and regulated.

"The array of experts cited by M. Andouard is formidable, and undoubtedly he makes out a case for experiment and inquiry."

Magnetic Survey of Pacific.

Rocked in the billows of the deep Pacific Ocean, a wood built, non-magnetic sailing vessel of about 600 tons is expected to make a clockwise spiral course from San Francisco through the entire northern part of the ocean for making a magnetic survey. The total length of the proposed cruise is about 70,000 knots, and the estimated duration is about three years. The scheme is the outcome of the recent commercial activity in the Pacific regions which has necessitated more reliable values of the magnetic elements. Except for data from occasional expeditions and such as were acquired in wooden vessels years ago, the present magnetic charts in use depend largely upon observations made on islands and along the coasts, whose prevalent local disturbances make true values difficult to determine.

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Shall a Man Wed a Woman Over Thirty?

In this enlightened era, when, among the "classes" at least, old maids have practically ceased to exist; when the leaders of society, with the biggest "S," are frankly middle aged or more, it appears absurd for any, man or woman, to raise the question whether it is wise for men to marry women over 30 years of age.

The incontrovertible fact that the woman of 30 years is nowadays, as the phrase goes, "having her innings," is probably what has provoked the discussion, which has assumed some importance in not a few of the leading English weeklies. Most of the men say "no," and some unhesitatingly declare that not only is such a marriage certain to be disappointing for the man who makes it but that a woman past 30 can make no greater mistake than to marry. "It does not matter," says one, "whether her husband is older, younger, or the same age as herself, whether he be rich or poor, such a marriage is almost sure to bring lifelong unhappiness to both of the contracting parties, more especially to the man."

The ground for this assertion appears to be that by the time a woman has "come to thirty year" her character, such as it is, is firmly formed, her tastes and disposition are established. Therefore, it is no longer possible for her to mold herself to her husband's nature, to become naturally and unconsciously his second self. In short, as the old fashioned Southern darkies used to say, "She is sot in her ways," and certain to be contentious. All men in their secret souls object to "masterful" women. A woman with strong opinions and an obstinate will of her own is rarely popular with men. No matter how much a man may admire his wife, he prefers that she shall be the "weaker vessel," that she shall look up to and reverence himself. The great majority of men are egotists and overgrown babies during all their lives; egotists in the sense that they wish their wives to regard them as something eminently superior not only to all other men but to themselves. A man may know quite well that his wife is brighter and better educated than himself, but he can not endure that she should think so, and the woman who is wise will never let him find out that she does.

There is more truth than satire in the saying that men consider themselves the lords of creation, and women who wish to please them must maintain the pose. A man's wife, to keep her hold on him, must cling to him, defer to him, and, above all things, must never seek to reconstruct him. The moment a wife points out her husband's faults and flaws that moment she wounds his

self-esteem, stabs his vanity, sending an arrow into his soul, which in most cases rebounds to her own heart, inflicting upon it a still deeper hurt. Unfavorable comment upon his actions, his personality, or his "little ways" will in all probability prove an offense against his egotism, which, even although graciously pardoned, will never be forgotten. Theoretically, the vast majority of men prefer gentle, clinging creatures far before the self-reliant, energetic sort who are able to stand alone.

With all the modern march of improvement men hold stubbornly to some of the old traditions. Most men resent the association of the women who belong to them with business, and it is a mournful truth that one every day sees men who are plainly and unmistakably jealous of their wives' success in life, the more when, as sometimes happens, that success is greater than their own. Men still advocate the good old fashioned theory that woman's proper sphere is "the sweet, safe corner of the household fire behind the heads of children;" that her proper and only true vocation is to be found in guiding the domestic life of the home, and that any interest beyond its walls is without the bounds of her province.

For all that the business woman in this twentieth century is an important factor in business life, and one which is continually becoming more so. Moreover, whatever objections may be made to her in theory, in practice men are forever falling in love with the business woman, who, no one can deny, usually makes a most admirable and satisfactory wife, provided, of course, that the man whom she marries has good sense sufficient to appreciate her.

Naturally it stands to reason that the woman of experience and sound judgment must be better fitted to fulfill the duties of wife and mother, to manage her household wisely, than the girl in her teens who has everything to learn, and to whom such knowledge can come only through mistakes and failures. It is pretty talk, perhaps, of the delightful task of molding a wife's character to suit one's self, but the reality is rarely so charming as the romance appears to be. And, besides, a sensible woman is usually by far more adaptable, more likely to fit in with one's moods and tempers, than the unformed and uninformed girl who thinks that her lover should have no thought for aught but herself.

There is, however, much to be said against marriage upon the part of any woman past 30 established in a good and lucrative business or profession and fully able to take care of herself. Such a one should take thought deeply before she marries any man, should be thoroughly convinced in her own mind that she can no longer be happy single, before she exchanges her liberty for the estate of matrimony. Independence has become ingrained into her character. She knows what she can do for herself, and it behooves her to weigh the pros and cons before she joins

her fate to that of another, before she lets another's life give shape and color to her own; to be sure that the other is dearer than self before she surrenders her career. She may have toiled for years and gained for herself an assured foothold in her chosen pursuit, be it what it may. She is ambitious and longs to make a name for herself, but her lover steps in between her and fame, saying, with all a man's arrogance, that he does not intend that his wife shall work. In such case she must choose between her profession and the lover, who, all unconscious of the sacrifice which he asks, proves his selfishness by expecting her willingly to give up so much for his sake. In all probability he considers that the demand is a strong proof of his affection, nor ever dreams that the better proof would be to set self aside, to joy in her talents, to aid and counsel her in her work. After all, there is but one bit of advice which can be wisely and well offered to any one who contemplates matrimony, man or woman, of whatever age:

"First be sure you are right, and then go ahead." Dorothy Dix.

The Hosiery Girl Also Has Her Troubles.

Written for the Tradesman.

I sat down on one of the revolving seats in front of the hosiery counter. It was half past 5, and I was to wait a half hour and meet a friend and go home with her to dinner.

The girl on the other side looked tired. The hose were in all sorts and conditions of disorder. The blacks were with the colored hose and all were as mixed up as blades of grass growing in a clump. Prices cut no figure and grades and patterns were all jumbled up together.

"You'll have a good time separating those," I observed, commiseratingly.

"Yes, I don't expect anything else—it's always this way when Mrs. Q. lights on my section. She seems never to realize that the neat piles she swoops down on can only be kept so by great care on my part, and the way she 'mixes those children up' is a caution. I always dread to see her coming."

"She has money, hasn't she," I asked, "and you must make something when she visits your department?"

"Well, that's a case of 'fooling yourself,'" answered the hosiery girl. "To be sure, the woman's rich, but she makes me so much work that I wonder sometimes if her custom pays for the bother she causes."

"She's very particular as to the weight and pattern of a stocking, and next comes the color. Every time she hoves in sight it means a straight hour to wait on her. She won't have this, and she won't have that; this is too thick and that is too thin, and she isn't pleased with t'other."

"And sometimes she gives me the slip about taking what she orders. She did that a couple of months ago."

"She had picked out almost a dozen pairs of fine hose, which had taken a long time to select, and she had

me 'lay them aside' for her. And, do you know, she never referred to them again! I telephoned to her several times about them, and each time she had some plausible excuse ready. As I say, she never did anything about taking the hose, so I had to put the goods back in stock."

"She's the hardest patron I have to please—and then she isn't pleased! She always wants me to wait on her first if there is a crowd, and she tosses my stock around like paper balls. I have to be polite to her because it's a part of my duties, but it 'goes against the grain,' I can tell you. If she appreciated my efforts to wait on her nicely it would be different, but she simply seems to take it as her due that she can rake over my stock—she appears to think she owns me. I many and many a time have almost to bite my tongue to keep from speaking my mind. If I said what I thought while she's playing 'fox and geese' with my goods I'd be in hot water with her all the time."

"Then she always wants me to let her have things for less than they are marked, and that's another point of disagreement. I'm not allowed to sell cheaper to one than to another—I can't show partiality—so there I am."

"Oh, Mrs. Q. is no picnic, I assure you. I have a few others modeled somewhat on her plan, and I'm thankful their name isn't Legion. I get along with them as well as I can, and breathe a big sigh of relief when they leave my section. 'Life's not an idle dream' when I have them on my hands."

"This so-called working girl tries to make the best of everything when things don't go according to her liking. I try to 'grin and bear it,' and when matters get pretty thick I comfort myself with Mrs. Wiggs' consoling explosion:

"'Ain't you glad you ain't got a hare lip!'" E. Clarke.

And Then He Needed More.

Finally—shortly before 7 o'clock the parade of blue hatbands with red edges began to melt away and—over their dinner at the Devonshire Arms, Cousin William explained to Cousin Vincent—and not one but several bottles of wine were opened.

"Better order 500 more of those hats by wire," suggested William.

"No—I'm out of it lucky and will stay out," said Vincent.

"Take my advice—everyone who hasn't one of those hats will think it is the newest fashion and buy one," urged William.

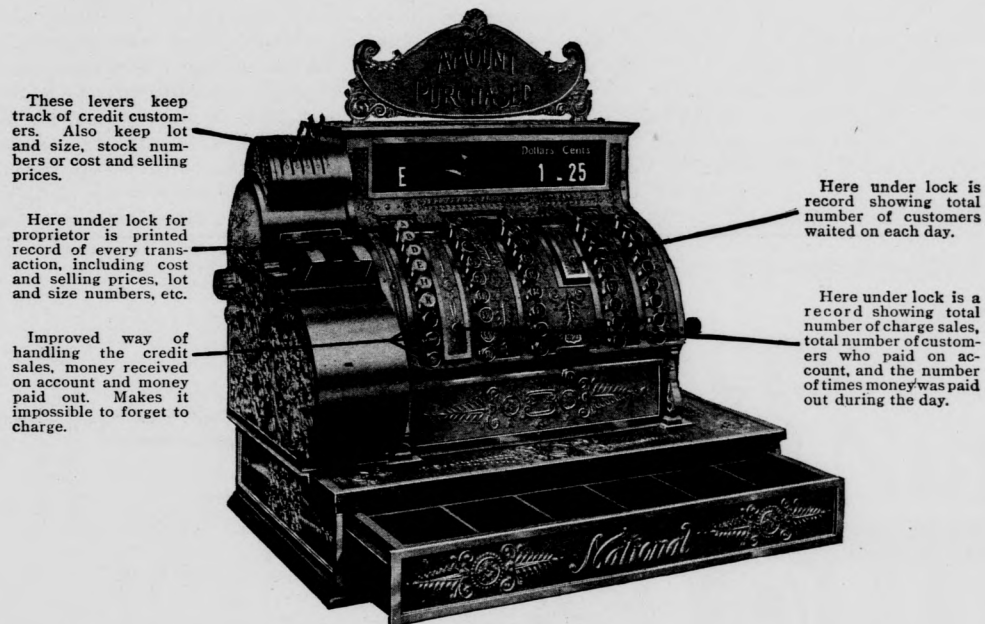
So the order was sent—and within a week the extra 500 were sold.

But those who received the letters suspected something—and suspicion gradually turned toward the American—and William hastily resumed his tour to look up some other Scarboroughs in Leeds.

Where the bible does not get worn the heart soon gets weary.

One of the first fruits of the clean heart will be clean hands.

Consecration and kill-joy are not even on speaking terms.



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 •

STORY OF FAILURE.

Some Things Which Ought Not To Be Done.

How one man made his failure; the topic ought to be quite as promising and profitable a subject as the story of how another man made a success. The things not to do in life must be of equal importance with most things that are to be done. How a man at 60 years old has worked all his life with sobriety and intelligence until now, a grandfather, crippled, everywhere in his earnest search for something to do challenged with the protest, "Too old."

How such a man's one dream of hope and content has narrowed to the confines of a cobbler's shop in an Illinois town which could be outfitted and to spare with \$100, when he can not command 100 cents of his own.

Surely this story of one man's failure in life is worth more than the mere idle reading.

He lives in the crowded northwest side of Chicago, where so many of the small, shaky frame dwellings sit front and rear. His home is at the rear of the lot. His son keeps it at \$10 a month rent and draws \$13 a week as salary, having a sick wife, two children of his own, and caring for the 4-year-old boy of his widowed sister while she lies dying in the county hospital. Here "grandpa," with his crutches supporting a nine inch stump of a left leg, and gripping his left support with only the scarred thumb and the mighty forefinger of a maimed hand, cares for the children when he can and wonders how it might be possible to move into an equipped cobbler's shop in an Illinois town, becoming once more self-supporting and independent.

One hundred dollars would equip the shop. Ten dinners eaten last night in Chicago easily would have done it. A theater party might have done it and to spare. Picking up this trade of cobbler after he had passed 58 years of age, and having made the bench at which he has been training for the last two years, and knowing how easily, in a place where he is known, he might make something even to share with a dying daughter and an orphaned grandson—it looks as if somewhere in a city of 2,000,000 a \$100 bill could be found whereby a man might live!

The father of this poor failure moved to Greene county, Illinois, in 1832, and this particular son was born there on a farm in 1845. Farming in those days was not all it is now. Corn frequently brought 10 cents a bushel; a 100 pound hog might bring \$2.25; apples nearly always rotted on the ground where they lay. It was natural that in 1862-3-4 the son should be learning the harness trade in Carrollton. It was not so logical that on Jan. 1, 1866, the young man should have left his trade and become a baggageman on the new Chicago & Alton Railroad, with its run between Jacksonville and St. Louis. It was a tragedy that in November of

that year at Carrollton, running to catch the platform of his car as the train was pulling out, he fell under the wheels, losing the left leg and three fingers of the left hand.

When he got up from his bed after weary months he was unfitted for active railroad work and sat down at the telegraph key, learning telegraphy. For seven years he was an operator on the line, turning from that to the printer's case as a better opening. He could hold the stick in his maimed left hand, and his right hand was that of "the handy" man always. From his experience in the composing room he started a paper at Waverly, in Morgan county, although having not a cent of his own, \$500 of his savings having gone

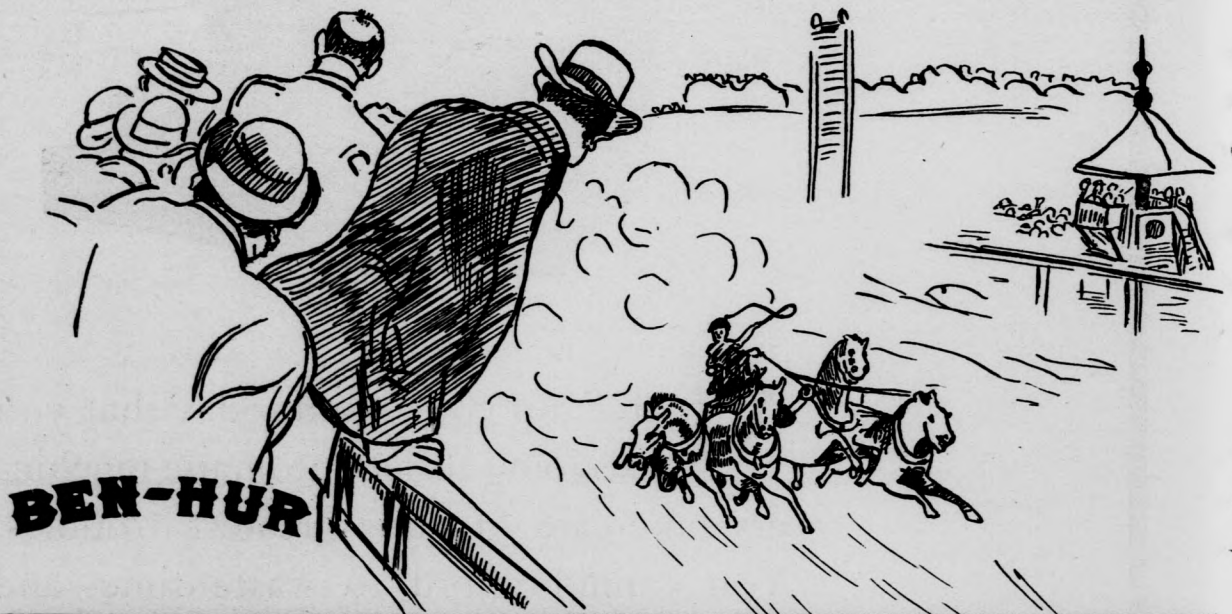
toward a wooden leg that he could not use.

Only the old time printer who has failed at a newspaper knows how easily failure may result from such a venture. But after the Waverly failure, a daily paper at Carrollton and a daily paper at Carlinville dissolved into thin air; a wife whom he had cared for through eleven years' illness died, and his son and two daughters went out into the world.

The Beardstown Daily News was more than a haven through five years of type-setting and editorial work, with "board and clothes" as compensation. When it was sold and the editor went to Oklahoma to establish another paper he wrote for his old employee, who went there for

a year, returning with a chronic disease of the digestive apparatus which sent him first to the Cook county hospital for weeks and finally to the poor farm in Greene county for a year.

When the doctors at the dispensaries failed, home treatment cured. He returned to Chicago determined to do something to earn a living, and for the last three years he has been hearing the insistent, unalterable "Too old," and occasionally, "Too maimed," also, until out of the enforced idleness he decided to pick up the cobbler's trade of repairing shoes. To-day he can cobble shoes to the taste of any one in need of the work, but in the city competition is doubly sharp, and as a result prices are much lower than they are



You Look in Vain

back on competition's track for any nearby favorite in the race for superiority in nickel cigars. Every little while a new aspirant shows a dash of speed, but when the "heat" is over the best judges of cigar quality mark down "distanced" on the board. BEN HUR'S constant goodness draws to itself constant friends who are never drawn by the cigar fads and fancies of the day to listen to enticing blasts from other sources.

A stock of BEN HUR Cigars is as good any day as money in the bank, for a cigar that contains dime satisfaction for 5 cents will always be in demand.

WORDEN GROCER CO., Distributors, Grand Rapids, Michigan

GUSTAV A. MOEBS & CO., Makers, Detroit, Michigan

in any one of three towns where there is no cobbler and to which the Alton Railroad will transport him any time free of charge.

The old man sat on the stoop of the house as he talked, keeping his eye on "Bud," the 4-year-old grandson whose mother lies dying in the hospital. The boy was christened John C., but the grandfather began to call him "Bud," and the boy lisps no other name.

"Get up from there, Bud—get up from there!" called the grandfather as the child sat down on the wet ground of the grassless back yard. Bud got up and toddled over to the steps, turning his brown eyes on the stranger who sat there with grandpa.

Bud's father died before Bud was born. He was a painter by trade, and he was at work in Peoria upon a tall scaffolding when he lost his footing and fell. He died without recovering consciousness. The mother suffered from heart disease, a trouble that has grown worse and worse. She came home from the hospital three weeks ago, hoping that she might be with the boy and do her part in the household of her brother. She fell, seemingly lifeless, before the cooking stove, and at the hospital they will care for her until "the dead wagon" comes for her lifeless body.

Grandpa in the meantime is worrying and nervous under the strain of idleness. The son on \$13 salary is overburdened already. The old man could not accept a position of any kind without first investing in clothes. One of his most wistful expressions, in reviewing his past, came over his face when he recalled the last suit of blue jeans clothing, woven and made for him by his mother. How the collar of the coat was of black velvet, the trimming of black woolen braid, and the buttons of brass—"soldierlike, you know—ah, those were happy days, don't you know?"

"It was my fault, no doubt," he said, recurring to the failure of his life. "I was too independent, I think, in my young days. I found it too easy to turn my hand to anything that suited me; I lacked that sticking quality that has made well-to-do men of young fellows I used to know. I always worked hard at anything that was uppermost in my mind and

hands, but I liked change—I didn't like to feel 'tied down' to any one thing too long.

"Losing a leg and most of one hand was a handicap when I had some cause to consider life more seriously. Always I was too liberal with my money in helping others. I had little thought of old age coming on and the rainy day. In my ventures in the newspaper business just a little money to have tided me over at certain times would have made me a success where I was a failure. Often I have worried over the money I spent in trying to be fitted with a wooden leg—what a lot I might do with that now!

"I know three towns in Illinois where a cobbler would do well. I could get transportation to any one of them. With not to exceed \$100 I could land in one of these, equip the shop, pay a month's rent in advance, lay in stock, and be ready on this outlay to turn out \$150 worth of work at the least. I can do as good a job of cobbling as any one in this section of town. I could not do harness, for a man at that trade needs both his little fingers.

"Would I be satisfied to live in one of these small towns, working at the cobbler's trade? Why, it would make me the happiest man in Illinois!"

But the shop would cost \$100 in the setting up—and the day of the good fairy is gone. Cobbling in the country town has its advantages in many ways over cobbling in the cities, too. In the country town almost everybody expects to have his shoes half soled, even if he has to have a patch put on to make the trouble and expense worth while. And the expense is considerable in the country town as compared to city prices. A half sole costs the cobbler 20 cents a pair; the country shoe maker gets 75 cents for putting them on, while the city cobbler gets 40 to 50 cents. For straightening the heels also the country bill is \$1 as against the city price of 65 cents.

A shop in the country, with sleeping room in the rear, may be had for \$4 to \$5 a month. A sewing machine may be bought for \$45—\$5 down and \$3 a month until paid for. Tools will cost \$25, and the stock necessary to a beginning would be

another \$25. The old man has his bench.

When little Bud is motherless and if sickness in the house in which he now lives shall continue, grandpa might do something in the world yet that would redeem much of his failure. Would somebody in the workaday world of the present be willing, as any sort of experiment, deliberately to "finance a failure" in his sixtieth year? Hollis W. Field.

Irrigation Means Millions.

Redemption by irrigation is the cry of 100,000,000 acres of arid America. whose lowest worth is estimated at \$10,000,000, and, saved, will offer living room to over 20,000,000 additional inhabitants. In the Government project at Yuma, Cal., it will

cost \$3,000,000 to bring this project to the self-supporting point. To fully develop the system until it shall reclaim the 1,200,000 acres proposed will cost \$22,000,000. There will be an extensive canal system over the entire reclaimed country, nearly 2,000 square miles. These canals will furnish waterways for traffic and pleasure boats. The waterfall will furnish all necessary water power for mills, factories and electric lighting, all as a by-product without diminishing the value of the water to the crops. At the lowest probable price this land will bring \$120,000,000, the electrical energy \$100,000,000, the navigation \$10,000,000, making a total of \$230,000,000 of value for an investment of \$22,000,000.

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

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



Shoe Styles for Next Spring and Summer.

A prominent buyer for a well known, high grade department store, who is one of the most successful shoemen in New York, has a very different opinion of spring styles than some of his contemporaries. "I suppose," he said, "that every manufacturer and buyer have said that the spring and summer of 1906 will constitute a banner season for white shoes of every description. But in my opinion those who gamble heavy on white shoes will regret it. I know that I differ from every other buyer, but this is not the only time that I have expressed a different opinion and was on the right side of the market before the season ended. It was the same with tans, every one went wild over them, thinking they were to sell this summer as they never sold before, and when I disagreed with such buyers I was laughed at, but it proved that I was not far off, after all. White shoes have become monotonous, in my estimation, and the better class of trade will not buy a shoe after there appears a certain sameness to it. Of course, I may be mistaken, but I can tell by the middle of March whether they will sell to any great extent or not.

"After the first of the year a great deal of our trade goes South, and our business on such lines is as great then as it is with the average retailer during the real warm weather. I have a book which will tell me just what I sold in this type of shoe for that period, and if I find that my sales are not of the same volume of last year, I shall not duplicate. If they are, I shall still have time to cover, but I think it will be another case of a fall-down, as it was with the tans this past season. Everyone went wild over tans, and at the beginning of last fall and winter I thought that tans would sell fairly well, but during the last of the winter, when many of our trade started on their Southward journey, I found my sales did not equal those for the same period of the year before. I then announced that there was liable to be a frost on the tan shoe proposition. I stopped buying them, and the consequence was that at the end of the season I was all cleaned up on tans when the others were loaded down with stock that they could not get rid of at any price.

"I find that the way the better class of trade buy early in the spring is the way the season goes, for if the better class will not buy a certain shoe early, the medium class will not buy it in June. While I do not claim to be infallible on the white shoe proposition, I can judge from the indications as I found them this summer. I have had a much larger stock of white shoes than ever before, that is, a great variety of lines for my customers to select

from, and have sold fewer than ever before. What conclusion would any man arrive at under the circumstances?

"Now, on the tan shoe proposition, I disagree again with the majority of buyers. I believe that tans are going to sell better next season than they have this. I am speaking, of course, with reference to the better class of trade, but if the better class wears them, so will the medium class. Most of the buyers are cutting out tans for next season, and I think they will regret such a move before the spring and summer of 1906 are over. Aside from the tan and white proposition, I do not expect any material change. Pumps will, I believe, continue to be the same strong sellers that they have been all this season, judging from the demand that has prevailed for them, as I have seen no let up in that demand. When I say this shoe will sell, I mean in the better class, that is, from \$5 up, but cheaper than that I would advise any buyer to let that type of shoe alone, as it is almost impossible to make a pump that will fit in the cheaper lines, and the person who buys such a shoe and it slips at the heel, as the cheap ones are bound to do, will not want a second pair. Such goods will be a drug on the market, therefore, with the medium class of retailers.

"The present shape toes are about the most practical that have prevailed for some time, and I look for little or no change in their shapes. I do not mean to say that there will be nothing new in toe shapes—there certainly will be—but the present toe will hold its own. Freaks are bound to crop up every season, but they do not in any way change the course of the wise buyers. There will be a slight change in the height of heels, a much lower heel will have the call. The extension of the edges will remain about the same.

"In leathers I know of nothing especially new. Patent calf will be an exceptionally strong seller, while black Russia, gun and gun metal calfs will be the other leathers that I imagine will be much in evidence. I have a high opinion of mannish effects for women's footwear, if not carried to the extremes of a few years ago. Generally speaking, the present comely styles will predominate."—Shoe Retailer.

The world is always seeking the man who has an original way of doing things. He is the man of ideas and incentive, always doing a little more and doing all better than his fellows. He stamps his individuality on everything he does. You have often heard such expressions as "That's just like Jones," or "Nobody but Johnson would work it that way," direct acknowledgment of original force.

The people who start wrong have to live and unlearn.

The busybody butts in without any ifs or buts.

Some sermons glisten because they are frozen.



UP CANADY WAY

they get snow "bout three foot on the level." They don't have snow like this everywhere, but most towns north of Mason and Dixon Line will get a lot of mean weather this winter—snow, slush and mud weather—that calls for the two numbers we're showing this month.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Michigan

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.

THE AMERICAN GIRL.

She Is the Peer of Any on the Earth.

Written for the Tradesman.

A while ago an article was published in a Chicago paper written by Lady Forbes, in which she charged the American girls with many things which can not be credited.

The lady is certainly not acquainted with the true American girl or she would not have made the statements she did.

But perhaps we ought not criticise the English lady too harshly, because she is not responsible for all the things she has charged against America's fair daughters. She is not acquainted with them. Then, again, her early training has been decidedly different from theirs. Therefore, her ideas and thoughts are as much so and consequently the very things which they are proud of she classed in the list of selfishness.

She carried the idea that the girls of this land consider themselves above their brothers. It is not so—they are simply on an equal. And why shouldn't they be? They do not believe in slaves either way. What delightful thoughts an English girl must experience when told, "You are only a girl and good for nothing." We do not think that way. Our Creator created us for some good; therefore, let us aim to seek that end.

The lady stated that our girls are never sheltered and that their mothers are their companions.

I must say that I am surprised at such a remark. Who should be a girl's companion if not her mother? Ah, with our secrets twined around the hearts of our mothers, are we not entrusting our most precious jewels to the care of our best friends! Then why be so innocent of the world that a chaperon is necessary to keep our minds pure? Ignorance is a term of the past and will haunt us no more. The American girl is not selfish but lives to gain the object which God placed here for her to find: Happiness. When adversity comes she is ready with her armor to oppose all storms; and she is not in the habit of crossing the river of sorrow until she arrives at its very brink. She is not a tender vine swinging on the strong arm of a tree, so that, with the arm's decay, she also must give way. No! She is wise and has a foundation of her own on which she rests and on which she places her success.

Those few American girls of whom Lady Forbes has knowledge form only a small circle, and from their lives the characteristics of the many patriotic, loving girls who gather around the hearths in the numerous American homes can not be rightly judged. Our English cousin, perchance, has had no opportunities to become acquainted with the true type of our girls. If she knew them as they really are she would be sorry for her many rude remarks.

The true American girl cares not for foreign titles or riches alone. She is not a selfish, designing creature

but liberty loving and ambitious. Her greatest desire is to live a life of rectitude, of honor—to be a blessing to her country.

Of course, there are exceptions. Mid the great throng of girls who by birth are Americans there can not help but be some of whom we are not proud; but, generally speaking, the girl that is born and reared in our land of liberty is one of whom we may boast.

Why do not more of our boys go abroad for wives? Because they know our girls in their true sphere and consider them far better for life partners than any others. They see them in their daily lives. Notice the American girl's independent, lady-like way and feel the perfume of her presence as she casts a ray of sunshine over gloom. Watch her deeds of kindness. Our honest boys want no other love than hers.

Foreign boys come to our land for money and not to love our girls. There is no doubt, for several of the late weddings have been embarrassed by the titled bridegrooms' demands for money.

How many of the girls who leave our dear shores for foreign homes are happy? Many of them are gone but a short time and return in tears. The Stars and Stripes look so glorious to the silly (but wealthy) American girl after she has abandoned our Flag for another. But we have many wealthy girls who are so sensible that foreign nobility can claim but little foothold here. The true type of our girl cherishes the fact of being born beneath the arch of an American sky; and her soul thrills at the sight of the Star Spangled Banner as it floats over the land of the free and the home of the brave!

Lucia Harrison.

Making Big Strides.

The Mayer Boot & Shoe Co., of Milwaukee, is forging ahead at a rapid pace. Mayer shoes are gaining renown and prestige at a rate that reflects great credit on this already well-established house. In the last year or two there has been an unusually strong demand for Mayer shoes among consumers, and this demand has become so strong and persistent that shoe dealers everywhere are recognizing the importance and the advantages of carrying shoes so popular with consumers. The Mayer establishment has a well-earned reputation for making excellent goods and for using only the best material in the production of footwear. Mayer school shoes are particularly popular among dealers who have to satisfy a critical trade. Honorbilt is their most popular men's shoe and the Western Lady ranks high as a shoe of style and quality. Then there is the Martha Washington Comfort Shoe, made without buttons or laces and for which there is a big demand among ladies who seek extreme comfort. The Mayer Boot & Shoe Co. also makes a full line of working shoes and boots for use among farmers, miners, lumbermen and mechanics.

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



Several
Thousand
Merchants

have built up large business and enviable reputations by selling

Skreemer
Shoes

which are the best known and most popular medium priced shoes on the market today. The guarantee of the maker

is stamped upon every shoe. We have an interesting proposition to make one dealer in each town. Write to us.

MICHIGAN SHOE CO., Distributors
DETROIT, MICHIGAN

Some Schemes Adapted To Attract Shoe Trade.

Written for the Tradesman.

Anything that stamps a merchant as progressive, as original, as determined to stand in the front rank of his line of business is bound to win the respect and support of an ever-watchful public. There is a perfect thirst for novelty to-day and when a business man finds that some competitor more active than himself is leaving him behind in the race, it is time for him to cut loose from some of the cut-and-dried business methods of a generation ago. Give the public something new and they will call at your store if for nothing more than to pay a tribute to your progressiveness.

In order to get rid quickly of a large quantity of shopworn and unsalable goods, one firm placed them all on a big center counter and advertised that among the lot were many worth \$2.50 and \$3 and that on Monday morning a "stock market" sale would be held, beginning promptly at 10 o'clock and lasting just one hour. The price might suddenly drop to 50 cents, the lowest point, or it might soar to \$2, the highest. The "market" was manipulated or controlled in the following manner: A number of tickets with prices, starting at 50 cents and rising by 10 cent jumps to \$2, were printed. Starting exactly at 10 o'clock a number was drawn which a clerk standing beside a big clock near the counter posted as the opening price on the shoes. One price held for five minutes only, when a new ticket was drawn and posted, and so on throughout the hour.

The bargain brigade, scenting a sensation, was out in full force, and all the thrill and excitement of a real stock market in miniature was experienced by the eager crowd, as prices dropped, soared, and dropped again. There was a wild scramble when the price, early in the hour, dropped to 75 cents and timid buyers loaded up. The market soon rallied, however, and the purchasers congratulated themselves; but when, a little later, it dropped to 65 cents, there was an onslaught which almost swept the clerks off their feet. By 11 o'clock the pile of shoes was nearly all turned into cash and the proprietor clapped himself on the back for a clever fellow.

One firm varied the monotonous plan of dropping advertising matter in vestibules and on front doorsteps by hanging on every front door-knob in the neighborhood a little bag made of tough white paper and tied about with a shoe string. Each bag contained, besides slips advertising their special offerings in shoes, a small paper of pins, headed, "Good Points to Consider," and opposite each pin point some attributes of their shoes, such as "durability," "honest workmanship," etc. These bags were distributed in the evening, and curiosity, if nothing more, prompted an investigation of the contents by the first member of the household to open the door in the morning.

A useful advertising novelty, distributed to patrons by one dealer, is a fly killer made of a piece of wire screen about 3 inches square, fitted with a flat wooden handle about a foot long. On the handle is printed: "Shoe me with Blank's special \$2.50 Oxfords."

A dealer had small manila envelopes printed advertising his leading brand of shoes, each containing a pair of good shoe laces, which he sold for 5 cents. He offered to accept these envelopes, in lots of not less than ten or more than twenty, at 4 cents each, as part payment of a pair of the special shoes advertised. This all-round scheme not only advertised the shoe to every purchaser of the laces, but also pushed their sale, as customers could figure the thing out in two ways—either that they got good shoe laces for next to nothing or that they got a rebate of anywhere from 40 cents to 80 cents on a pair of shoes.

Their special easy-walking shoe for tender feet was aptly advertised by one firm by placing in the window a pair of scales with one of the shoes in one pan labeled, "An ounce of prevention," and in the other a box labeled, "Corn Cure, 1 pound." Of course the inference, "An ounce of prevention is worth a pound of cure," was patent to every beholder, while placards telling of the merits of the shoe clinched the argument.

An idea out of the ordinary used by one merchant was that of giving paper book covers free among the school children. These were made of strong manila paper, so cut as to serve the purpose effectively, and gummed so that they might be secured in place. On the back was an advertisement in red ink, something like this:

FREE!

We give these book covers to any one having a book he wishes to cover. Tell the folks at home they can get them also by simply calling at our store.

We Also Give

The best values in school shoes, Oxfords and walking boots it is possible to get.

This odd sign, displayed in the window of one store on a certain Saturday morning, excited the curiosity of every passerby, and as curiosity is often a strong motive in human conduct, probably influenced many who were in need of a pair of shoes to patronize that proprietor:

"Invest in a pair of our shoes to-day, and you will be made Better Looking as well as More Comfortable. The coupon we give does the trick."

Every man who bought a pair of shoes was given a coupon entitling him to a shave and haircut at a nearby barber's shop, while feminine purchasers might exchange theirs for a bottle of toilet lotion at a neighboring drug store.

A good scheme for directing general attention to his advertisements was the following, devised by one dealer. For a couple of months he ran, in connection with his daily newspaper advertisement, a coupon containing

Unquestionable Wear Quality

Attractive shoe making and a most comfortable fit are the strong selling features of the real-for-sure Hard Pan Shoe.

These points of shoe durability are what our trade mark on the sole guarantees to the wearer.

Do you know our line?

Do you want to?

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.

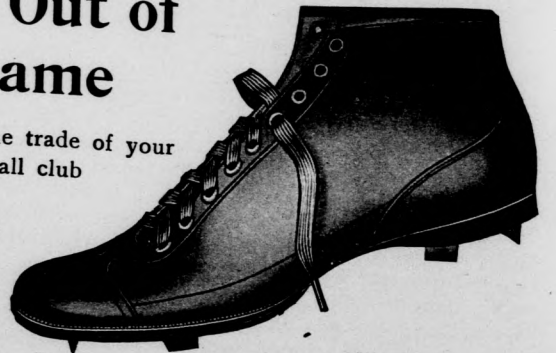
SAGINAW, MICH

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

a quotation relating in some way to shoes or the feet, with the author's name given where possible. Several words in each quotation—those relating to shoes—were omitted, and he offered tempting prizes to the first three persons returning him the full, or nearest to the full, quota of coupons published, with the missing words correctly supplied.

Bertha A. Forbes.

New Wearing Apparel Factory.

Bay City, Oct. 16.—The organization of the Columbian Manufacturing Co., with Dr. John McClurg, of this city, as President, is the most important industrial development of the week. The Columbia Co. will occupy the quarters abandoned about a year ago by the Victory Shirt Waist Co. and will manufacture a similar line of goods, embracing, however, a broader scope, as it will produce other articles of wear.

The Michigan Brick Co. has decided to begin next spring the erection of a fourth brick kiln of 150,000 capacity. The company has built three kilns of similar size in the past two years and is now unable to fill some of the orders taken, while it turned away many.

The negotiations for the location here of an automobile factory are still pending, awaiting the return to the city of several local capitalists now absent on business. A site can be obtained and it is said there is every possibility of the plant being secured. The auto manufactured by the company is a double-cylindrical affair of a new type which is claimed to be fully as effective as any four-cylindrical machine made and has, as a particular feature, a remarkable absence of heat generation.

There is still no reduction in the construction of residences and other small buildings. More residences of moderate size have been built in Bay City this year than in twenty years past, according to the statements of old contractors and building material supply houses. Several buildings which were to be completed last May are not yet finished, owing to lack of labor.

Planning a Campaign for Pure Food.

Dr. H. W. Wiley, Chief of Bureau of Chemistry of the Department of Agriculture, issues the following programme for the pure food propaganda of the General Federation of Women's Clubs:

The organization of a Press Committee to secure the collaboration of all medical magazines and journals.

To secure the activity of every club connected with the General Federation of Women's Clubs, and other allied or affiliated clubs, to endorse the principles of pure food legislation, and try to turn public sentiment in its favor.

To secure the collaboration of members of the House of Representatives and the Senate of the United States to work for and vote for a national pure food bill.

To influence, if possible, the trade journals to aid in the enactment of national and state legislation, having in view the objects above named,

and to have them recognize the fact that the people of this country want properly labeled food, free from injurious substances, and the genuine article.

To collaborate with other organizations, such as the national and state granges of the Patrons of Husbandry, the American Pharmaceutical Association, the American Pharmaceutical Association, the National Wholesale and Retail Grocers' Association and the state organizations connected therewith, state and municipal boards of health and all other organized bodies who desire to secure the objects above stated.

Fair Treatment on Both Sides.

For the "subordinate:" He should try at all times to learn more about the business than is required of him. He should try to earn more than his salary. He should always be ready to work overtime, if necessary. He should take pleasure in explaining points about the business to the clerks under him. He should accept as much responsibility in connection with the business as possible. He should see to it that his employer knows that he is doing more than his share.

He should let the employer know of it whenever another company makes a bid for his services. He should not be at all bashful about letting it be known whenever he deserves a raise in salary or position. He should have so much of the responsibility of the business upon him that his firm would have great difficulty in filling his place.

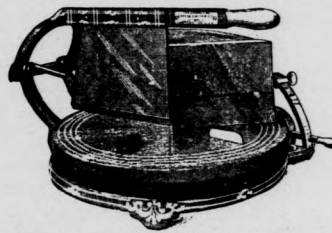
For the "boss:" He should see to it that his employe is given every reasonable opportunity to learn the business. He should have so much work to be done that the employe need never be idle. He should always recognize the service of an employe who works overtime. He should let the employe into the secrets of the business as fully as advisable. He should pay the employe a just wage, in preference to founding a library or a college with money wrung from brows of the poor.

He should see to it that his shops are sanitary in every respect. He should avoid charities for his employes in the way of free libraries, playgrounds, etc., but pay them well and encourage them to build their own playgrounds and libraries.—Education in Business.

Rich Mine of Oak.

A Russian timber dealer has discovered a valuable mine of oak. It exists in a river in South Russia and has layers three or four feet deep scattered over 150 square miles. Its most striking feature is its variety of colors, supposed to be due to the variegated soil of the river bottom. No fewer than twelve shades of pink, blue, yellow and brown have been noted, each log having its own uniform shade. The logs taken out have ranged from forty to 200 feet in length and from fifteen to twenty inches in diameter, and it is estimated that more than 150,000, averaging seventy feet, remain.

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



Twelve Thousand of These Cutters Sold by Us in 1904

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

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

Type G Engine 8 to 100 H. P.

OLDS ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS. Lansing, Mich.

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

Why advance a small fortune for coal?

Buy our Genuine Gas COKE

Much cheaper than hard coal. Goes just as far!

Grand Rapids Gas Light Co.
Corner Ottawa and Pearl Sts.

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 14.—It is not easy to see why the coffee market this week should present a weaker appearance as to the spot goods than it did last week, but such seems to be really the case. By some it is ascribed to a weaker speculative condition; but if this is true, why is there a weaker speculative condition? Sellers are more anxious to part with holdings and some pretty good sized lots have changed hands, although buyers are rather cautious about buying much ahead of current requirements. At the close Rio No. 7 is worth 8½¢@8¾¢. In store and afloat there are 4,441,667 bags, against 3,386,269 bags a year ago. Perhaps this large increase may have something to do with the liquidation which speculators are indulging in. Mild grades have been quiet, in sympathy with the feeling in Brazils, and sales of West India grades have been mostly of small quantities. Prices are nominal and unchanged, with Good Cucuta at 10c and good average Bogotas at 11½¢.

Line business in teas shows some improvement and the market in general seems to bear a more confident aspect. Prices seem to be well sustained on the recent basis and holders are seemingly confident of having a fairly satisfactory winter trade.

So far as actual new business in sugar is considered there has been almost a lifeless market. However, some pretty fair transactions have taken place in withdrawals under previous contract and, upon the whole, the situation is, perhaps, all that could be hoped for. Your readers have probably learned before this of the huge supplies of raw sugars here, which have been so ample that refiners have about stopped buying for the time being.

There is more doing in rice than has been the case for some time and quotations for domestic sorts tend toward a higher basis. Southern advices are strong and, upon the whole, the situation there as well as here seems decidedly in favor of the seller. Prime to choice domestic, 4½¢@4¾¢.

Neither buyers nor sellers of spices seemed to take much interest in affairs this week and the whole situation is practically unchanged. Prices, however, are firmly maintained and in no instance do concessions appear to have been made. It would be hard to find any "bargain offerings" in spices in this market.

Grocers and bakers are showing rather active interest in molasses and, with the advancing season, the situation seems to favor the seller. This is true of the lower grades as well as of the grocery sorts of New Orleans. Good to prime centrifugals are quoted through almost every fraction from 16¢@26¢.

There is thought to be some improvement in canned corn, but this is in the line of somewhat more active buying rather than improvement in price. The market has been so stocked up with supplies of corn from the West at prices as low as 45¢@50¢ that the really desirable sorts have been forced to a lower level than they formerly occupied. Many people want "cheap" goods. They get such when they obtain a can of corn for 5c, but every can so sold hurts the better grades. New York corn is held at around 55c and standard Maine at 80¢@82½¢, with fancy up to 92½¢@95¢. Tomatoes are well held at around 95c and the market seems almost certain to advance to \$1 for Maryland stock, at which price New Jersey goods are now selling. Other canned goods are moving about as usual and very little change is to be noted in prices.

There is a shorter amount of really desirable butter here this week and the market is well sustained if not actually higher than a week ago. Best Western creamery, 21¼¢@21½¢; firsts, 19½¢@20½¢; seconds, 17½¢@19c; imitation creamery, 17¢@19c, latter for extras; factory ranges from 16¢@17¾¢; renovated, 18¢@19½¢.

Local dealers show little interest in the cheese market and quotations are practically the same as those prevailing a week ago. Full cream, small, fancy stock is worth 11½¢. Large sizes are not wanted and the supply is light.

Eggs of desirable grade—near-by stock—will easily fetch 30c, and the market seems to gain in strength every day. Aside from these grades, there is a dull and heavy market for Western stock and extra firsts are worth 22¢@23c. Some refrigerator goods are being "trotted out" for jobbing trade within a range of 19¢@21c for April-May pack.

Marrow beans, choice stock, 1905, are worth \$2.95; choice pea, \$1.77½¢@1.80; red kidney, choice 1904, \$2.90.

There is a pretty good demand for Irish potatoes and Long Island stock is worth \$2@2.12 per 180 pounds bulk.

No Wonder.

"If you argued for 2,000 years," said the sallow-complexioned passenger, "I would still be an ardent advocate of prohibition."

"But," protested the hardware drummer, "prohibition hurts a town. It drives away trade."

"Don't you believe it," rejoined the sallow party. "My trade has more than doubled since our town went dry."

"Excuse me," said the h. d., "but what business are you engaged in?"

"I'm a druggist," answered the other, as he drew a pint flask from his rear pocket.

And the drummer "smiled."

The life may be growing best when it thinks least of gaining.

The sunshine works as great reforms as the thunder storm.

The blooming idiot is always in season.

GETTING A START.

The Story of a Boy Born on a Farm.

Born in the rural districts of Ohio, a twin in a family of six children, I did not receive enough parental attention to spoil me. At an extremely early age I showed signs of having inherited an inventive ability, which was much to my father's dislike, as it had been through his inventive inclination that he had lost his family inheritance. But in spite of discouragement I was invariably to be found in our back yard with a hatchet, a jack-knife, and a multiplicity of mechanical devices which were products of my unskilled efforts.

When I was 13 years of age my father took his family and emigrated to a Western city, where he was employed as a factory man. It was through this opportunity I was given a good understanding of the machinery used in the manufacture of woodenware in my spare time and when not in school. My father tried to impress me with the idea that I never could hope to amount to anything, for the reason that I never would be content to work, but insisted on improving appliances. In that sentiment I sternly disagreed, as I had studied the lives of great men, especially the great inventors, and without exception they had shown some traces of their future greatness in their youth. So, in the face of his discouragement, I had grown to carry on my projects secretly, and it was during the summer vacation, after I had finished the eighth grade, that a growing desire to do something seized me.

But as my capital was limited to about \$1 and I was unable to obtain any employment, I felt as if my case was hopeless. I was desirous of entering high school in the fall, but well knew that to do so meant the accumulation of a small sum during the summer. Just at that time a young friend of mine (who had acquired the wealth of a horse and buggy, valued at about \$20, which was, by the way, a consideration in return for his services on a farm) conceived the idea of making an overland trip to his uncle's farm, some 500 miles distant, but he did not care to undertake the trip single handed, so he offered me the privilege of accompanying him, which looked good to me.

I knew full well I could never obtain my father's consent, but after some hesitation and much planning I decided on running away from home. My friend was without funds, and I knew my small savings would not carry us far. I decided the only way to do was to stretch my dollar. This I did by buying a quantity of pure vaseline, a small amount of perfume, and some coloring material. The vials which contained these last named ingredients I keep to this day. After purchasing these articles I still had money enough to obtain a few dozen tin boxes and have some labels printed. At length I had the mixture prepared and labeled with a

high sounding name, with directions for its use and the many ailments it would cure. These, of course, I had copied from a circular advertisement. To the best of my remembrance I had about \$10 worth of first class salable medicine. In preparing this first installment of medicine my imagination had gained huge proportions, on the possible magnitude of my business, and accordingly I had written to wholesale druggists for prices in barrel lots, and they sent representatives to call on me, only to find that I was a 15-year-old boy and had run away from home.

Having all things in readiness, and with only my twin brother knowing our plans, we loaded our possessions secretly into his open buggy, and at 9 o'clock p. m. we shook the dust of home from our ambitious feet. In spite of the August heat the bite of cold stole upon the night air, and by morning the fatigue of an all night ride, together with the cold, had a tendency to subdue the extreme enthusiasm which had accompanied us at the start. Dawn found us hungry, and, having no money but plenty of salable medicine, we proceeded to see what could be done with that. It was not until then that I was confronted with the discouraging thought that may be the remedy would not be a world wide seller, but, alas, the unexpected was at hand, and before we had partaken of our first meal. It fell to my lot to do the house to house canvassing. Breakfast hour passed and dinner time was approaching, but still I had made not a sale. In my despair I assailed the country abode with pleading of only a hungry boy, and the result was that I made a trade of a box of medicine for a loaf of bread. After partaking of a combination meal with but a single fare I pursued my canvassing with renewed vigor, and during the day made enough sales to pay the day's expenses.

Every day grew longer with but little better financial results. At the end of the fifth day's travel we passed the border of our State. We had undergone many hardships, and now as we were leaving our State a feeling of deep remorse seized us, and we regretted sorely that we had left our home to find fortune among strangers.

Added to our many troubles was one caused by my friend and I coming to blame each other for starting on this foolhardy trip. He being an Englishman and I having a streak of Irish did not help us to get on. So when about halfway we decided to abandon our trip and obtain employment as farm hands. Our profits on sales to date were \$6, which we divided equally.

We had no trouble in obtaining work on a farm, but my tender age and slender frame were against me. However, I underwent the unusual experience of arising at 4 a. m. and working like a man until 8 p. m., when I retired so exhausted that I did not mind the rats which many times ran over my body and on one occasion bit me so severely that in spite of sound sleep I was brought

to sensibility long enough to frighten the half dozen rats from my bed.

Emerson says: "We only know what we have lived." I believe this statement, and for this reason I can not expect my readers to imagine the awful experience I went through in those Western harvest fields, where the heat was intense, and my lot was made worse from the fact that I had a succession of boils on my back. I never had been a close bible student, but I certainly sympathized with Job.

When I look back now and review the hardships I passed through, all for ambition, I can scarcely understand it, for my father had located me by this time and had written kindly to me, saying he would send me money if I asked it. But I did not ask for aid, for I worked in the harvest field for \$15 per month, doing the same amount for which men by my side received \$2 per day. For five weeks I stuck to the bush, and only then I quit to go home to school, which was to begin on the Monday following the Sunday of my arrival home.

That home coming! The prodigal son wouldn't hold a candle to it. I had \$15 and my mother had me. I was proud and she was happy.

I bought a suit of clothes and books and started to high school, and after a struggle of four years I got my sheepskin. After graduation I entered into a patent right deal and made \$500 in three months at an expense of \$400. Then I settled down to business. Was employed by a corporation, and in a year was sent as mechanical agent on a 10,000 mile trip, making only large cities. My progress has been steadily upward, until to-day I am superintendent of a manufacturing concern, having designed their special machinery, and draw a salary much above the average young man of my years.

Elmer A. Clark.

Letting Go.

There are some people who always fall a little short of successful achievement. They put up an offer for the corner lot the day after it is sold. They get an idea just after some one else has seized the same thing and put it to use. They finish a production just after the market has been glutted; they buy goods just after the fashion has changed to something else. Even when some one gives them a good swift kick from behind with an impetus towards success they can never get up enough momentum to carry them through; they stop a little short of the goal from the sheer weight of their own inertness. This is why so many men never get beyond mediocrity in any calling. They make fairly good help for some one who can watch them and keep spurring them to cover the ground in some kind of decent time; but when they have done their best and others have added to this they never amount to much. The fellow who makes his mark is the one who sees things and never lets go the proposition until he lands somewhere.

One does not have to become an old woman in order to be a new man.

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 Gauge	Per 100
120	4	1 1/2	10	\$2 90
122	4	1 1/4	9	2 90
124	4	1 1/8	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/2	1 1/4	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/8	6	2 65
265	3 1/2	1 1/4	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad.	15 00			
Garden.	33 00			
Bolts				
Stove	70			
Carriage, new list.	70			
Plow.	50			
Buckets				
Well, plain.	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow.	60			
Chain				
1/4 in 5-16 in. 3/4 in. 1/2 in.				
Common.	7 c.	6 c.	4 c.	
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	
BBB.	8 c.	7 c.	6 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 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis 60 & 10			
Hollow Ware				
Pots.	50 & 10			
Kettles.	50 & 10			
Spiders.	50 & 10			
Horse Nails				
Au Sable.	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanned Tinware.	50 & 10			

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme	60 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 30
Broken packages 1/2c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy.	40
Sciota Bench	50
Sandusky Tool Co.'s fancy.	40
Bench, first quality.	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance.	Base
10 to 16 advance.	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance.	15
Casing 10 advance	25
Casing 8 advance.	25
Casing 6 advance.	25
Finish 10 advance.	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade.	9 00
20x28 IC, Charcoal, Allaway Grade.	15 00
20x28 IX, Charcoal, Allaway Grade.	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
Nos. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Pinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright.	50-10
Screw Eyes.	50-10
Hooks.	50-10
Gate Hooks and Eyes.	50-10
Wrenches	
Baxter's Adjustable, Nickle.	80
Coe's Genuals.	40
Coe's Patent Agricultural, Wrought, 70x10	

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
12 gal. each	70
15 gal. each	84
20 gal. meat tubs, each	1 30
25 gal. meat tubs, each	1 60
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 18
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	62
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	33
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 Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 15
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 31
No. 1, Crimp top.	4 04
No. 2, Crimp top.	5 04
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 61
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 26
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	3 11
3 gal. galv. iron with spout, peer doz.	3 11
5 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacefas	8 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 71
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	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., blbs. 5 doz. each, per bbl. 20	00
No. 0 Tub., Bull's eye, cases 1 dz. each	



Weekly Market Review of the Principal Staples.

Staple Cottons—Have moved somewhat irregularly during the past week. At times sales have shown signs of falling off, until the belief has arisen that buyers have been scared off by raw material price changes, only to advance again in volume the next day. Converters show an inclination to exercise considerable caution, and will probably postpone placing the bulk of their orders for spring until that move is made absolutely imperative. Their attitude is not having any visible effect upon prices, for there is no disposition on the seller's part to grant concessions for the purpose of stimulating to-day's sales at the expense of to-morrow's business.

Cotton Linings—The sale of cotton linings is reported to be better than it was a week ago, although, to be sure, this section of the market presents a rather spotted appearance owing to the fact that buyers are interested in a comparatively few lines to the neglect of the remainder. Of course, the celebration of the Jewish holidays has had a quieting effect on the cutting-up trade, but this result will not be lasting. There is little disposition to do business in a speculative way, but spot stocks are being moved with reasonable freedom, and the lines most in demand are becoming scarcer and scarcer, mercerized cotton linings having already been reduced to an unusually low level.

Dress Goods—Outside of broadcloths and other faced-made goods, the dress goods business drags along uneventfully. Buyers in general have not settled down to solid trading as yet, but there is every indication that they will do so before long. The great success that has been accomplished with broadcloths and fabrics of similar construction may be the cause of the quietness in other dress fabrics at the present time, but as to a certainty, buyers themselves undoubtedly are not positive. Broadcloths may or may not be the downfall of all loosely woven fabrics, such as panamas, voiles and etamines. Just now the feeling is such that great caution must be taken on the part of buyers in order that they may find the opinion of their trades, and until this information is obtained, it can be safe to say that business will be of a very limited nature. In the large eastern cities there is a strong predominating spirit in favor of fine fancy worsted and woolen suitings in light and gray effects, in plaids, hair lines and solid colorings. Hard worsted and woolen serges are also in much favor, but above all there is nothing in comparison to the feeling for broadcloths. Certain houses report some business being done in fabrics of worsted wool construction in plaids with flannel face and of fine construc-

tion. Later in the season other houses are going to push silk and worsted goods similar to the pampas cloths of the previous season.

Carpets—The present is a between season's period, which manufacturers expect to be quiet. At present, however, there is a better feeling than has prevailed for a year, due, in part, to the belief that if raw material prices do not decline they certainly will not advance, and in part to the number of duplicate orders received. With prices of raw materials on a stable basis manufacturers feel that the conditions are safer than they have been, as the haunting fear which limited their buying of materials to immediate needs is dispelled. Manufacturers of Brussels have received a sufficient number of duplicate orders to keep their plants fairly busy until the next season. Wilton and high-grade velvet manufacturers have received a respectable number of duplicate orders. Tapestry manufacturers are doing a fair volume of business. There is not much improvement in the ingrain branch of the industry. A few more looms are in operation, but, whatever the increase in running looms may be, the looms in operation will not exceed 40 per cent. of the total number classed as ingrain looms.

Art Squares and Rugs—Manufacturers of art squares are doing a fair volume of business. Some of them have more orders than they can fill from their own looms and are obliged to subcontract to other weavers not so fortunate. Manufacturers of Smyrna rugs report business as active on all sizes. Made-up rugs in Brussels, velvets and tapestry are in good demand. Manufacturers seem to be well satisfied with the volume of business which they are doing. The bargain sales of both carpets and rugs have practically ceased and retailers report that the indications all point to a large volume of business.

Cloakings—Cloakings are somewhat quiet, but it is believed that much is in store for them in the near future. The coarse black and white twills and fabrics of the less conservative tastes are failing in the buyers' interests and more business is being done in solid colors. A very good seller has been a heavy black, blue and brown cotton warp cheviot at 80 cents and an all-wool cheviot of similar construction at \$1.25. Plaid backs are quiet. Heavy Venetians are also in the same position. For jackets, Venetian covert at 80 cents looks very promising.

Panamas—The popularity of panamas ought to hold good with the wearing public another season, it is generally believed, but thus far this season there has not been much done to place confidence in this feeling. There is, of course, more or less business being taken for solid blacks and grays, and one large New England mill is well sold up on these goods. A panama is perhaps as good a dress fabric as there is made and its greatest selling quality is this wearing quality, combined with its rich appearance and hardness of feel. Its weight makes it a valuable asset now that

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**\$9.00, \$12.00, \$13.50,
\$15.00, \$18.00 and \$21.00 per dozen.**

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To Florida and To California for The Winter Months

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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.

the new styled garments contain so large a quantity of goods.

Woolen Underwear—In woolen underwear the conditions, as regards quality—rather the lack of quality, some reports have it—are acute. Advances in this market have not been in keeping with the advances on wools and other raw products. The advances have not been in proportion to those quoted in other markets. Hence it is felt that the manufacturers are taking their profit out of the garments rather than from the buyers direct.

Market Conditions in Shirts, Collars and Cuffs.

Looked at from the manufacturer's season, the fall business is over and spring well begun. The fall trade is referred to as one of the most satisfactory season manufacturers have had in some time, and if retailers meet with as much success in the disposal of their stocks, duplication should begin early. In case it does there is likely to be a scramble for desirable goods. As previously noted in these reports, the capacity of the shirting mills is severely overtaxed, and already many desirable lines have been withdrawn; several of the mills long since closed their lines. The chance of getting supplementary supplies rests with the manufacturers who anticipated a big season and now own sufficient piece goods to supply later needs.

Despite the published reports to the contrary, this magazine reiterates what has been said before in these columns, that shirt manufacturers have done considerably more business on stiff bosom fancy shirts for this fall than was done last year, and the outlook for a good season for the retailers on this style of shirt is very promising.

The big city buyers show an early interest in spring lines, and the city salesmen have had more engagements with buyers desirous of looking over the collections than they had up to October of last year. Buyers have not even waited for sample shirts, but are ordering from sample cards.

They comment upon the larger assortments shown and the need of the retailer buying greater sorts than formerly because of the many varieties. It would seem that inasmuch as manufacturers are showing so many more numbers than formerly, if they would make smaller cuttings to accommodate retailers they would do more business. There are many factories making as low as four and a half dozens to a cutting, while there are others making grades up to \$9 who think twenty-five dozens a small enough amount, and for the reason, perhaps, that they are not organized for smaller cuttings. The concerns that are more accommodating to customers are getting the business, because they are giving more detailed attention to the distribution of their merchandise and in a way satisfactory to small and large buyers alike.

There are so many shirt concerns to-day devoting so much more energy

to production than to distribution, and complaining of the inefficiency of the selling forces, that it appears as if there are chances of greatly improving the departments of distribution. And on top of this there is a general complaint of inability to get good salesmen, a fact also admitted by the heads of the salesrooms. Yet when salesmen who are able to swing the business are secured they find the distributing departments defective through inability to make prompt shipments or fill orders. So that, taken altogether, organization is the great thing to-day that insures a harmonious working of all the interests and results in success.

Manufacturers are in almost daily receipt of communications from the mills announcing advances of $\frac{1}{4}$, $\frac{1}{2}$ and $\frac{3}{4}$ of a cent a yard on fabrics. Fortunately, some of these advances reached the shirt houses before the salesmen started out, and those who had failed to cover their needs for the season with blanket orders found it necessary to revise prices or withdraw certain numbers. Yet even the big factors in the trade admit that they will have to pay material advances on fabrics when they come to place duplicate orders. With organizations who maintain quality there have been no price changes, but a lower margin has been figured on for profit. Yet, with the increased cost of manufacturing added to the higher cost of fabrics, together with added selling expenses, the profits in the business have grown considerably less. The situation is growing more tense all the time. If cotton prices break before January 1 conditions may not be so bad, but if they don't then the manufacturers will have to get more money for their productions or reduce selling qualities.

Conditions on higher grades are improving all the time, by reason of the greater demand for grades above \$9. The proportion was greater in fall orders, and the early spring business also indicates an improved demand for better qualities.

Retailers report that deliveries from the strike-affected firms are about as previously reported, sufficient to keep up with the between seasons demand. The manufacturers, however, report that they are making steady gains. There was a little complaint over the laundry work at first, but this has been finally overcome, although it is said that work is still being done by the laundries in Rochester, Buffalo and Brooklyn. Still there is no laundry work like that of Troy, even in the opinion of the manufacturers.

With the cooler weather that has prevailed since the first of the month there has come a greater demand for wing collars, the wide stitched styles being favorites. All styles appear to be in request, those with exaggerated points as well as the moderately pointed tabs. Fold and low turn-down styles, however, are holding on to their popularity and would doubtless go even better if the demand for them could be supplied.—Apparel Gazette.

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.

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26 inches by 65 inches

36 inches by 67 inches

8 feet 3 inches by 10 feet 6 inches

9 feet by 12 feet

And at all prices. See our line before placing your order.

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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.

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

Much Stress Placed on Scientific Salesmanship.

Harbison was purchasing agent for the big Wellington Company. He told me this story at the German Club on one of those rare occasions when I succeeded in enticing him to the billiard room. The game was the one dissipation which he allowed himself and he was an expert with the cue. On this afternoon he had beaten me by nearly half a string. It may be that the unconscious elation over his victory was the cause of his loosening up.

"You know," he began, "how much stress is placed these days upon scientific salesmanship. We are asked to believe that the salesman should be as carefully grounded in elementary psychology, at least, as in the prices. Doubtless much of the doctrine is sound and good. To my way of thinking, however, the salesman who can take advantage of an opening whenever it presents itself, and adjust himself to circumstances—whatever their nature—stands just as much show of making a big success of himself as does the man who relies strictly on his scientific acquirements.

"You recall, of course, the great blizzard of '87. I was located in Philadelphia at that time. With my brother I was associated under the corporate name of the Mastadon Publishing Company, in the business of putting out on the installment payment plan the 'Great Cyclopaedia of Human Knowledge,' in ten volumes.

"We had been very successful, and had made a pot of money. We had about reached the end of the subscription game, however, and as the plates from which the books were printed were still in as good condition as ever, we were naturally anxious to find a new market for the sale of the books. This was the state of affairs when that blizzard swooped down upon the eastern end of the United States, entirely interrupting communication between the cities, and stopping all interurban traffic.

"It was my custom to take my lunches and, occasionally, when business kept me at the office in the evening, my dinners as well, at the Continental Hotel. When I found that there were no cars running on the afternoon of the first day of the blizzard, and that the steam trains were all stalled, my first thought was, of course, to get a room at the Continental and live there until Old Boreas had made up his mind that he had a

a sufficiency of sport with hapless humanity.

"Hence, me to the room-clerk. He had a set smile which apparently had been frozen in place.

"'Sorry, Mr. Harbison,' he said, in answer to my request for a room, 'we haven't had a room since noon. Even our cots are all engaged.'

"That's hard lines, by Jove,' said a gruff voice beside me. The words came from a stockily built man about ten years older than myself. He had come up to prefer a similar request to mine, and had evidently overheard what the clerk said to me.

"Being in the same boat, we sat down together and talked the matter over at some length. I found out that he was the junior partner and buyer for a great soap concern. He had stopped at Philadelphia on his way to New York because the train refused to run any farther. I told him my line of business. He passed the matter over as if it was the most ordinary intelligence. He of course had no notion that before the snow stopped flying I would sell him a \$125,000 order of books. Frankness compels me to add that neither had I.

"We sat around a bit, grumbling, as men will under the circumstances. Being both men of action, however, we soon set out to see what could be done. We could not camp out in the street; we could not stay at the hotel. An inspiration came to me. I proposed that we go to the office, which was about three blocks away, and spend the night there. There was steam heat, and we would at least not freeze.

"My friend readily assented. Picking up his bag, we started. That was the longest three squares I have ever gone. It took us just thirty-five minutes by the watch to make the trip. When we arrived, both were nearly fagged out.

"The elevator was not running so we had to climb three flights of steps. When we finally reached the place where we did business, we were both ready to acknowledge that although we were 'hot stuff' in our respective lines, when it came to a show down, Dame Nature had us beaten a mile. My friend, the soap man, put the thought into words very nicely. It's a good thing to go up against a proposition like this sometimes,' he said, between pants, 'it sort of puts a man back where he belongs, and gives him a view of the relative proportion of things.'

"By this time the shades of night, etc., were falling fast. We began to realize that there was a stomach in our individual makeups. We bribed the janitor to wade half way down the block to an alley where there was a little delicatessen shop. He had carte blanche and a ten-dollar bill. He returned with a can of condensed milk and four cans of salmon. He explained that there was an abundance of salmon, and three more cans of milk, but of other edibles the store had none. You see there were others. We thanked the gods for canned goods, and proceeded to make a dinner accordingly.

"Under circumstances like these

one gets acquainted readily, and by the time we had made an equitable division of the fishes (there were absolutely no loaves) and diluted the milk, we felt as if we had known each other for years. I produced a box of cigars from my desk, and passed them to my guest. For the first time in my life I regretted that I had never learned to smoke. We sat around and talked until ten o'clock.

"I noticed that my guest yawned several times, and proposed that we retire. I gave him his choice of a leather couch or one which I had improvised from a huge pile of unbound sheets of the 'Great Cyclopaedia of Human Knowledge.' He refused the couch, and when I rather insisted, he proposed that we toss a coin. We did, and he drew the bed made all of 'sheets.' For covering we had our overcoats, which, in the warmly heated office, were sufficient to make us comfortable. I was soon asleep, and slept soundly until morning. When I awoke, after collecting my senses, I looked about for my friend. I found him stiff and sore, half buried under the folios of our book. It appears that during the night the pressure in the steam heating apparatus had gone down, and his couch being none too soft, the soap man had lost his overcoat. In his endeavors to find something to keep himself warm, he had overturned a pile of the freshly printed sheets. Paper is a non-conductor of heat, and so had kept him fairly warm.

"He was a pretty sight, however. The pile of sheets he had overturned were freshly printed, and the ink on some of the sheets was none too dry. The heat of his body where it came in contact with the ink had caused it to come off, and when I got him awake and out to the daylight, the soap man was surprised to find his right cheek adorned with one of the beautifully colored plates devoted to illustrating the article on 'zoology,' while strangely enough, the expansive bosom of his white shirt bore in the clear type for which the book was remarkable, the beginnings of an article on 'Soap-Making as Practiced by the Ancient Egyptians.'

"He saw the humor of the situation, however, and said to me, 'Well, it seems as if the book and the soap-making business were pretty well mixed in this case.'

"Now here is the point of the story. Up to this minute I had no notion of ever selling this man any books. When he made the above remark, however, the idea came to me like a flash, 'Why not? What better premium could there be for a box of the best soap in the world than a copy of one of the greatest works of the world?'

"After we had washed up, we sallied out to get some sort of breakfast. My friend seemed preoccupied and quiet all during the handsome menu, which consisted of a glass of water and an oyster stew. When we had finished he said, 'Say, let's go back to your office; I have an idea that I should like to look into those books of yours. I have read this bit of history regarding soap on my shirt front

in that mirror, and if the rest of the stuff is as nearly accurate as this, I believe it would make a good premium to go with one of our boxes of soap.'

"I merely said 'All right,' and we returned to the office.

"None of the clerks or bookkeepers turned up that day, so we had the office to ourselves. That soap man sat down in my private office with a set of the books bound in de luxe, and for two hours I kept away from him, pretending to dictate letters to my graphophone. As a matter of fact, there had been no mail delivered for twenty-four hours. About ten-thirty he came over to where I was working.

"Tell me,' he remarked, 'what would be your best price on fifty thousand sets of these books, de-

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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.

livery within the year?" Just like that, as if he had said to the corner cigar store man, "How much for a box of stogies?"

"I have always had good control of the muscles of my face, and this faculty stood me in good stead now. Calmly, as if the making of such a sale was an everyday occurrence with me, I said, 'That depends upon how bad you want them.'

"I've got it bad," he came back, with a side glance at his shirt front.

"Of course this was merely a sparing for time in order to allow me to do a little rapid calculation in my mind.

"Where would you want to sell them?" I asked, in a moment.

"All over the United States," he answered.

"Couldn't do it at all," was my reply. "You see, we have sold these books on the installment plan all over the country, and if you were now to give them away with your soap, you see what a hole it would put us into."

"I could see the cloud of disappointment steal over his face, so I hastened to add, 'But wait, we have not done much in New England. We will sell you 50,000 sets for New England, to be used within the year, and if at the end of that time the people throughout the country are still "crying for them" we'll give you the whole country.'

"He looked again at the hieroglyphics on his shirt front, hesitated a moment, and said, 'Harbison, the book has made a lasting impression on me, I'll go you.'

"I drew a rough outline of the contract, after agreeing on the price and terms, which we both signed. Later the soap man got on a train. It was headed for New York, however; it was going back to his home town. He had found in slow Philadelphia that which he was seeking in New York.

"Now, I want to ask you in all fairness," concluded Harbison, "was this sale made according to the approved principles of scientific salesmanship? Did I make the approach in the proper manner, taking into consideration the degree of interest manifested by the buyer, and adjusting my enthusiasm accordingly; or, was it just a plain case of luck coupled with the ability to act at the right time?"

"Harbison," I replied, "I give it up."—J. W. Binder in System.

Emmet S. Wiseman, who has been confined to his home with a sore toe for the past ten days, expects to be able to resume his visits to his trade next week. He came very near losing a foot, and possibly a leg, by blood poisoning.

Detroit—A corporation has been formed under the style of the Savigny Co. for the purpose of dealing in oils and paints. The new company has an authorized capital stock of \$25,000, of which \$14,000 has been subscribed and \$5,000 paid in in cash.

She who would soar must first be content to scrub.

The New Mileage Book in Bad Repute.

The new C. P. A. mileage book has now been in operation a little over two weeks and, judging by the comment which is heard on every side, the sentiment of traveling men generally on the subject is decidedly hostile. Five traveling men were left behind at Grand Rapids last Monday morning, because they could not get their tickets changed at the ticket window in time and several other traveling representatives boarded their trains with the intention of either paying cash fares or using the old Northern book, which most of the boys still carry to provide for an emergency of this kind.

Many complaints come to the Tradesman regarding the inability of the country ticket agents to make the exchanges in time. In many cases the agents are busy handling freight, checking baggage or taking messages from the wire, all of which appear to be given precedence over the exchange of tickets. At Pewamo the other day a Grand Rapids traveling man was unable to obtain a ticket in time and paid a cash fare to the next stopping place. Another traveling man started from Grand Rapids on the morning train to go to Mason, arriving in Lansing ten minutes late, and the conductor on the Michigan Central refused to hold his train until a ticket could be obtained. It is also found impossible to check baggage beyond junction points on the new book, which is causing much complaint and inflicts unnecessary hardship on those who are compelled to attend to the checking of baggage twice, where once was sufficient under former conditions.

The traveling men seem to be at sea as to what to do in the premises. Some of them advocate legislation which will place all railway fares on a flat 2c rate. Others advocate the adoption of a 5,000 mile book to be sold at \$100 flat and to embody all the safeguards the railroads deem necessary to prevent its abuse. Still others advocate an appeal to the railroads to restore their old \$20 mileage book. All of these suggestions are based on the supposition that the Northern book is a thing of the past, but all unite in the statement that no book better than the Northern book has ever been or probably ever will be devised for the use of the traveling fraternity.

The Grain Market.

The past week has seen a gradual strengthening of values all around. Wheat has made a gain of practically 1c per bushel. The demand for both wheat and flour is very fair both for export and domestic trade. The export demand is not sufficient, however, to absorb any considerable amount of our surplus, and probably will not be until the Canadian wheat is out of the way and the outcome of the Argentine crop has been determined. The movement of hard winter wheat in the Southwest is not large at present, although it is acknowledged that a large amount is still in farmers' hands, and as the Northwest is getting no surplus be-

yond requirements of its trade, it is generally conceded that if the support of some of the heaviest interests were withdrawn at the present time there might be some decline both in cash and futures.

The corn market has remained practically unchanged for the past ten days, futures being about $\frac{1}{2}$ c per bushel higher. The new crop is being secured in fine condition. The following comes from Illinois: "Corn continues to dry and mature rapidly, and it is estimated that less than one-twentieth remains exposed to injury by frost in the northern half. In the southern portion but a few scattered fields of very late planted could be injured. The crop is reported to be much above the average in the northern district and very satisfactory elsewhere. Much is already in shock and cribbing is expected to become general the coming week." The above is practically true of the entire corn belt. New corn is moving quite freely now in some parts of Indiana, and prices range from 35@38c per bushel to farmers.

Oats have shown a little more strength and are now selling at from 30 $\frac{3}{4}$ @31c per bushel at Detroit. The movement has been comparatively light and the demand only moderate. The prospective heavy movement of new corn has a bearish effect on oats, and we do not anticipate any material advance at least for the present.

L. Fred Peabody.

The Chinese boycott on American goods has been suspended pending expected modification of the exclusion laws at the coming session of Congress. In case modification is not made, it is declared, the boycott will be renewed with increased vigor. It is expected that there will be some opposition to the modification on the part of venal and unscrupulous labor leaders, but if only the Chinese of the objectionable coolie class are kept out the others may be safely admitted. We can hardly exclude Chinese merchants, students and travelers without justifying retaliation on their part.

Max Mills (Hazelton & Perkins Drug Co.) threatens to let his whiskers grow this fall, ostensibly for the purpose of preventing a recurrence of his old trouble, bronchitis. While it is perfectly proper for a grandfather to sport a silver gray beard, these jealous chaps who are envious of the attention shown Mr. Mills by the young ladies in his territory are wondering whether such an innovation will not jeopardize his popularity with the fair sex.

Ironwood—The St. Croix Produce Co. has been incorporated to do a general mercantile and produce business. The company's authorized capital stock is \$5,000, all of which is subscribed and \$959.25 paid in in cash and \$4,040.75 in property.

Madge—What kind of a husband would you advise me to marry?

Pearl—I'd advise you to leave the husbands alone and get a single man.

Waterproof Foliage.

An Oriental scholar was giving an address on philosophy and religion of the East. His English was of good quality, only now and then becoming interesting from the humorous point of view, when he attempted colloquial idioms.

After describing with fervor the sage—the one who can walk amid the difficulties and perplexities of mortal existence and yet, unaffected by these retain his perfect serenity—the speaker was looking about for some familiar comparison by which to bring home the idea to his hearers.

"Ah, I have it!" he said, pleased at the recollection that rewarded his effort. "It is an expressive saying of your own language, said to me by a lady with whom I was conversing. Take that familiar bird the duck. It is possible to pour a bucketful of water upon that duck, and yet the water can never get into his leaves."

The poor old Grand Trunk system, with its pigsty depots, out-of-date locomotives, dilapidated passenger cars and inefficient freight equipment, is evidently acting on the assumption that it can secure an increased patronage from Grand Rapids people by erecting and maintaining a depot near the center of the city. That expectation is not likely to be realized, because Grand Rapids people have no admiration for or confidence in a railway company which is fifty years behind the times; which seldom moves a freight car until long after it should be at its destination; which never pays a claim until compelled to do so by suit; which located its depot in the suburbs of Grand Rapids fifty years ago when offered a location free of expense in the center of the city on the plea that the town must go to the railroad; which runs its trains without regard to the convenience of the people or the jobbing or trading demands of the markets which are so unfortunate as to be inflicted with its presence; which pays its employees so poorly and treats them so shabbily that they embrace the first opportunity to ally themselves with a live road.

The drug business formerly conducted by G. T. Haan, at the corner of Canal and East Bridge streets, has been purchased by Berand Schrouder and Albert Stonehouse, and this business and the drug business conducted by Mr. Schrouder at 37 Monroe street will be continued under the style of Schrouder & Stonehouse. Mr. Schrouder's brother, Wm. Schrouder, will assume the management of the Canal street store and Berand Schrouder will continue the management at the old stand on Monroe street.

Henry Beerthins, who formerly conducted a clothing and dry goods business at 345 Alpine avenue, is succeeded by Louis J. Bolt.

The bakery business formerly conducted by Geert Gringhuis will be continued in the future by Gringhuis & Co.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings for 1905—Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Methods of Attracting Trade.

A druggist in the West has put up in a conspicuous place a placard reading; "We are not afraid of tainted money. Bring it right along. We will give you good value for it, too."

To advertise their insect powder a large drug firm in Boston is driving around the streets a light vehicle, the body of which is a large replica of the package of powder, surmounted by an immense powder gun.

Druggists who are located in rural centers might make a good thing by pushing the sale of a good poultry compound for making hens lay. It is easily and cheaply made and serves to attract customers, as well as paying good profit of itself.

An unusual sight in a drug store window was a huge cake, frosted and adorned in a wonderful manner, displayed last month in Cambridge, Mass. A placard announced that it was to be awarded to the best cake-walker in a forthcoming cake-walk in that city.

A drug store in Lynn, Mass., containing a display of sick-room necessities, had pasted on the inside of the glass this sign, the letters being made of absorbent cotton: "Everything for the sick-room—gauze, absorbent cotton, douche pans, oxygen, etc." The effect was very striking.

Attention was called by one drug firm to their own brand of absorbent cotton by displaying in the window, first, a heap of the freshly picked cotton, then the cotton after it had been run through the picker, a pile of the same after it had been bleached, and lastly the fine, pure white finished product. The goods in blue cartons made an effective setting for the display.

A merchant in Oregon has a plan to enable school children to earn money by working for him. Children visiting his store are supplied with cards to be distributed among their friends. Whenever the bearer of a card buys goods to the value of one dollar the child who gave the card is credited with five cents. At the end of the vacation five dollars in gold is given to the child whose card shows the largest amount of cash

purchases. This, of course, is in addition to the money already credited to the child.

A lunch counter is the novel sight seen in a Boston drug store. A placard states that lunches are served at mid-day between the hours of 11 a. m. and 3 p. m. The lunch counter faces one part of the soda fountain, and the menu consists of sandwiches, doughnuts, pie and cake. This department is well patronized between the hours stated. Another feature noticed in this store is the abundance of mirrors, something much appreciated by its lady patrons, particularly as the store is in the heart of the theater district.

A cold cream of his own manufacture was featured by one druggist in the window by a huge demijohn of imported rose water, labeled, "Grasse, France," a big wicker case placarded, "Almond Oil," and between these, heaps of pure white wax and spermaceti. In front were two tall, slender glass jars filled with the cream, which looked very attractive through the clear glass. A large number of small jars of the cream were also displayed. This display of the ingredients was likely to inspire confidence in the purity of the cream in the customer.

Time-Savers at the Prescription Counter.

If the prescription scales are not just as clean as they should be, cleanse them in the old-fashioned way, for I know of no other; but when you replace the weights place in the holders a wee bit of powdered elecampane, and your weights will be just as clean, just as free from collections of dirt, and just as bright in one year from to-day as they are after you have spent two hours in cleaning them.

If your spatulas are covered in part with rust, instead of placing them in the slips of leather, used for many years, place them in receptacles of cork, such as often comes in the packing, and your spatulas will never again need to be cleaned.

For cleansing bottles I have found the use of steel wool the easy, rapid way, and ten cents' worth of steel wool will last for ten centuries. I have not used my piece that long, but have made a careful estimate, and I am sure you will verify it.

A powder divider has long been needed, and while I am not inclined to ask a patent upon it I present to you a cheap solution of the problem. There is upon the market to-day what is known as "weissnicht wire." It sells for 43 to 45 cents a pound. It is made of copper, and the mesh of this wire net or gauze is in all sizes. Two cents' worth will provide for you two or three good powder dividers. To use successfully, place the powder as smooth as possible and about the size of the number of powders required. Drop the wire and press it upon the powder, gently lift, and your powder is divided in just as many sections as are contained in the wire netting. If you use it once you will throw away all other appliances.
 E. B. Tainter.

Should Phenol Be Colored Red?

In order to prevent crystallized phenol from becoming red, it is recommended to add sulphurous anhydride to the melted phenol in quantity large enough to counteract the oxidizing influence of the air or other oxidizing agents. For carrying the method into effect, it is suggested to saturate liquefied phenol, containing 10 per cent. of water, with sulphurous anhydride until it contains about 10 per cent. of the latter. If from 25 to 75 Cc. of this solution are added to 200 kilos of melted phenol, the latter can be preserved in a perfectly colorless condition for an almost unlimited length of time, whereas untreated phenol from the same source soon assumes a red color, even when kept in a dark place and in tightly closed bottles. Seeing that a slight discoloration of phenol does not interfere with its application in medicine, the author considers that, to avoid mistakes and accidents, it would be best to tint all carbolic acid sold by druggists uniformly with some organic coloring matter rather than use a preserving or decolorizing agent.
 L. Reuter.

Removing Warts.

There are many historic and traditional remedies for removing these pestiferous excrescences. When the writer was a youngster he was informed by a maiden lady of somewhat extensive years that if he would rub a wart with a piece of cheese, bury the latter secretly for three weeks, and then dig it up without letting anybody know of the whole occurrence, the wart would disappear forthwith! The remedy was tried with a great deal of faith, and with a degree of secrecy unusual to the communicative nature of a boy of eight years. But the wart still hung on.

Seriously, there is probably only one thing to do with a wart, and that is to use some such escharotic as glacial acetic acid. This should be applied morning, noon and night with a camel-hair pencil. Nitric acid is also used, but should be employed carefully. The wart needs to be scraped occasionally. When the wart is on the face, the matter becomes rather a serious one, and it is doubtful whether any remedy should be undertaken except by the advice and under the observation of a physician. Otherwise one's beauty may be seriously injured.

The Drug Market.

Opium—Is very firm in the primary market, but in this country prices are a little weak.

Morphine—Is unchanged.

Quinine—Is dull.

Balm Gilead Buds—Stocks are small and prices have been advanced.
 Menthol—Is firm and advancing on account of the higher market in Japan.

Bayberry Bark—Is scarce and advancing.

Sassafras Bark—Is in a strong position and will be higher.

Juniper Berries—Show an advance of 25 per cent. and are tending higher.

Oil Peppermint—Is very firm and tending higher.

Oil Spearmint and Tanzy—Crop is very small and prices have advanced.

Gum Camphor—Is very firm and another advance is probable.

Barbadoes Aloes in Gourds—There is very little to be had, and it has advanced 150 per cent.

Goldenseal Root—Is in large demand and has advanced.

Linseed Oil—Is dull at the unchanged price.

Process of Making Aluminum Compounds.

A novel process of making aluminum compounds, patented July 11, 1905, by Lucius R. Keogh, consists in subjecting aluminous materials to the action of sulphur gases to form sulphate of alumina, mixing this sulphate of alumina with sodium chlorid and heating the mixture in the presence of steam to evolve gaseous hydrochloric acid with the steam and to form a second mixture of alumina and sulphate of soda, condensing the gaseous hydrochloric acid, heating this second mixture to form a third mixture of alumina and sulphate of soda, heating this third mixture in the presence of steam and air to form aluminate of soda, precipitating the alumina in hydrated form, and recovering the soda.

Formaldehyde Candle.

A patent was granted on July 18, 1905, to Aleck Bauer and Bertram K. Holister, for a formaldehyde candle comprising a shell made of charcoal, cross-walls forming an integral part of the shell and dividing it into a plurality of separate compartments open at top and bottom, and tablets of paraformaldehyde arranged in said compartments.

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 Games Dolls

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Fred Brundage

Wholesale Druggist

Muskegon, 32-34 Western Ave. Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Copaiba	1 15@1 25	Scilla Co	50
Aceticum	6@ 8	Cubebae	1 20@1 30	Tolutan	50
Benzolcum, Ger.	70@ 75	Evchthitos	1 00@1 10	Prunus virg	50
Boracic	17	Erigeron	1 00@1 10		
Carbolicum	26@ 29	Gaultheria	2 25@2 35	Tinctures	
Citricum	42@ 45	Geranium	oz 75	Anconitum Nap'sR	60
Hydrochlor	3@ 5	Gossippi Sem gal	50@ 60	Anconitum Nap'sF	60
Nitrosum	8@ 10	Hedeoma	1 60@1 70	Aloes	60
Oxalicum	10@ 12	Junipera	40@1 20	Arnica	60
Phosphorium, dil.	15	Lavendula	90@2 75	Aloes & Myrrh	60
Salicylicum	42@ 45	Limonis	90@1 10	Asafoetida	60
Sulphuricum	14@ 15	Mentha Piper	3 00@3 25	Atrope Belladonna	60
Tannicum	75@ 80	Mentha Verid	5 00@5 50	Aurant Cortex	60
Tartaricum	38@ 40	Morrhuae gal	1 25@1 50	Benzoin Co	50
		Myrrica	3 00@3 50	Barosma	50
Ammonia		Olive	75@3 00	Cantharides	75
Aqua, 18 deg.	4@ 6	Pisic Liquida	10@ 12	Capicum	60
Aqua, 20 deg.	6@ 8	Pisic Liquida gal	9@ 96	Cardamon	75
Carbonas	13@ 15	Ricina	95@ 96	Cardamon Co	1 00
Chloridum	12@ 14	Rosmarini	oz 21	Castor	50
		Rosae oz	5 00@5 00	Catechu	50
Aniline		Succini	40@ 45	Cinchona	50
Black	2 00@2 25	Sabina	90 1 00	Cinchona Co	50
Brown	80@1 00	Santal	2 25@4 50	Columba	50
Red	45@ 50	Sassafras	75@ 80	Cubebae	50
Yellow	2 50@3 00	Sinapis, ess. oz.	6@ 65	Cassia Acutifol	50
		Tigil	10@1 20	Cassia Acutifol Co	50
Bacca		Thyme	40@ 50	Digitalis	50
Cubebae	po. 20	Thyme, opt	oz 1 60	Ergot	50
Juniperus	5@ 6	Theobromas	15@ 20	Ferri Chloridum	35
Xanthoxylum	30@ 35			Gentian	50
		Potassium		Gentian Co	50
Balsamum		Bi-Carb	15@ 18	Guaiac	50
Copaiba	45@ 50	Bichromate	13@ 15	Guaiac ammon	50
Peru	oz 1 50	Bromide	25@ 30	Hyoscymus	50
Terabin, Canada	60@ 65	Carb	12@ 15	Iodine	75
Tolutan	35@ 40	Chlorate	po. 12@ 14	Iodine, colorless	75
		Cyanide	34@ 38	Kino	50
Cortex		Iodide	3 60@3 65	Lobelia	50
Abies, Canadian	18	Potassa, Bitart p	30@ 32	Myrrh	50
Cassiae	20	Potass Nitras opt	7@ 10	Nux Vomica	50
Cinchona Flava	18	Potass Nitras	6@ 8	Opil	75
Buonymus atro	30	Prussiate	23@ 26	Opil, camphorated	50
Myrica Cerifera	15	Sulphate po	15@ 18	Opil, deodorized	1 50
Prunus Virginl	12			Quassia	50
Quillaja, gr'd	15	Radix		Rhatany	50
Sassafras	po. 25	Aconitum	20@ 25	Rhel	50
Ulmus	24	Althae	30@ 33	Sanguinaria	50
		Anchusa	10@ 12	Serpentaria	50
Extractum		Arum po	oz 25	Stromonium	50
Glycyrrhiza Gla.	24@ 30	Calamus	20@ 40	Tolutan	50
Glycyrrhiza, po.	28@ 30	Gentiana po 15	12@ 15	Valerian	50
Haematox	11@ 12	Glycyrrhiza pv 15	16@ 18	Veratrum Veride	50
Haematox, 1s	13@ 14	Hydrastis, Canada	1 90	Zingiber	20
Haematox, 1/2s	14@ 15	Hydrastis, Can. po	12@ 15		
Haematox, 1/4s	16@ 17	Hellebore, Alba	15@ 22	Miscellaneous	
		Inula, po	15@ 22	Aether, Spts Nit 3f 30@	35
Ferru		Ipecac, po	2 00@2 10	Aether, Spts Nit 4f 34@	38
Carbonate Precip.	2 00	Iris plox	35@ 40	Alumen, grd po 7	3@ 4
Citrate and Quina	55	Jalap, pr	25@ 30	Annatto	40@ 50
Citrate Soluble	40	Maranta, 1/4s	oz 35	Antimoni, po	4@ 5
Ferrocyanidum S	15	Podophyllum po.	15@ 18	Antimoni et po T	40@ 50
Solut. Chloride	2	Rhel	75@1 00	Antipyrrin	oz 20
Sulphate, com'l. by	70	Rhel, cut	1 00@1 25	Antifebrin	oz 25
Sulphate, pure	7	Rhel, pv	75@1 00	Argenti Nitras oz	48
		Spigella	30@ 35	Arsenicum	10@ 12
Flora		Sanuginari, po 18	oz 15	Balm Gilead buds	60@ 65
Arnica	15@ 18	Serpentaria	50@ 55	Bismuth S N. 2	80@2 85
Antemhis	22@ 25	Senega	35@ 90	Calcium Chlor, 1s	9
Matricaria	30@ 35	Smillax, off's H.	oz 40	Calcium Chlor, 1/2s	10
		Smillax, M	oz 25	Calcium Chlor 1/4s	12
Folia		Scilla po 35	10@ 12	Cantharides, Rus	oz 175
Barosma	25@ 30	Symplocarpus	oz 25	Capici Fruc's af	20
Cassia Acutifol	15@ 20	Valeriana Eng	oz 25	Capici Fruc's po	22
Cassia, Acutifol	25@ 30	Valeriana, Ger.	15@ 20	Cap'i Fruc's B po	15
Salvia officinalis	18@ 20	Zingiber a	12@ 14	Carophyllus	20@ 22
1/4s and 1/2s	8@ 10	Zingiber j	16@ 20	Carmin, No. 40	4@ 25
Gummi				Cera Alba	50@ 55
Acacia, 1st pkd.	oz 65	Semen		Cera Flava	40@ 42
Acacia, 2nd pkd.	oz 45	Anisum po 20	oz 16	Crocus	1 75@1 80
Acacia, 3rd pkd.	oz 28	Apium (gravel's)	13@ 15	Cassia Fructus	oz 35
Acacia, sifted sts	45@ 65	Bird, 1s	4@ 6	Centraria	oz 10
Aloe Barb	22@ 25	Carul po 15	10@ 11	Cataceum	35
Aloe, Cape	oz 25	Cardamon	70@ 90	Chloroform	32@ 52
Aloe, Socotri	oz 45	Coriandrum	12@ 14	Chloro'm Squibbs	oz 90
Ammoniac	55@ 60	Cannabis Sativa	5@ 7	Chloral Hyd Crs1	35@1 60
Asafoetida	35@ 40	Cydonium	75@1 00	Chondrus	20@ 25
Benzolcum	50@ 55	Chenopodium	25@ 30	Cinchonid P-W	38@ 48
Catechu, 1s	oz 13	Dipterix Odorate	80@1 00	Cinchonid'e Germ	38@ 48
Catechu, 1/2s	oz 14	Foeniculum	oz 18	Cocain list D P Ct.	05@4 25
Catechu, 1/4s	oz 16	Foenugreek, po.	7@ 9	Creta	bbi 75
Camphorae	81@ 85	Lini, grd. bbl. 2 1/2	3@ 6	Creta, prep	oz 5
Euphorbium	oz 40	Lini, grd. bbl. 2 1/2	3@ 6	Creta, rubra	oz 8
Galbanum	oz 100	Lobelia	75@ 80	Crocus	1 35@1 40
Gamboge	po. 1 25@1 35	Pharlaris Cana'n	9@ 10	Cudbear	oz 24
Gualacum	po. 35	Rapa	5@ 6	Cupri Sulph	6@ 8
Kino	po. 45c	Sinapis Alba	7@ 9	Dextrine	7@ 10
Mastic	oz 45	Sinapis Nigra	9@ 10	Emery, all Nos.	oz 8
Myrrh	po. 50			Emery, po	oz 6
Opil	3 60@3 65	Spiritus		Ergota	po. 65
Shellac	40@ 50	Frumentum W D	2 00@2 50	Ether Sulph	70@ 80
Shellac, bleached	45@ 50	Frumentum	1 25@1 50	Flake White	12@ 15
Tragacanth	70@1 00	Juniperis Co O T	1 65@2 00	Galla	oz 23
		Juniperis Co	1 75@3 50	Gambler	8@ 9
Herba		Saccharum N E	1 90@2 10	Gelatn, Cooper	60
Absinthium	4 50@4 60	Spt Vini Galli	1 75@6 50	Gelatn, French	35@ 60
Eupatorium oz pk	25	Vini Oporto	1 25@2 00	Glassware, fit box	75
Lobelia	oz pk 25	Vina Alba	1 25@2 00	Less than box	70
Majorum	oz pk 28			Glue, brown	11@ 13
Mentha Pip. oz pk	23	Sponges		Glue white	15@ 25
Mentha Ver. oz pk	25	Florida Sheeps' wool	3 00@3 50	Glycerina	13 1/2@ 18
Rue	oz pk 39	Nassau sheeps' wool	3 00@3 50	Grana Paradisi	oz 25
Tanacetum	oz pk 22	carriage	3 50@3 75	Hydrarg	35@ 60
Thymus V. oz pk	25	Velvet extra sheeps'	oz 20	Hydrarg Ch Cor	oz 90
		wool, carriage	oz 20	Hydrarg Ox Ru'm	1 05@1 15
Magnesia		Extra yellow sheeps'	oz 25	Hydrarg Ungue'm	50@ 60
Calcined, Pat	55@ 60	wool carriage	oz 25	Hydrargyrum	oz 75
Carbonate, Pat.	18@ 20	Grass sheeps' wool,	oz 1 25	Ichthyobolla, Am.	90@1 00
Carbonate, K-M.	18@ 20	carriage	oz 1 25	Indigo	75@1 00
Carbonate	18@ 20	Hard, slate use.	oz 1 00	Iodine, Resubi	4 35@4 90
		Yellow Reef, for	oz 1 40	Iodoform	4 90@5 00
Oleum		Syrups		Lupulin	oz 40
Absinthium	4 90@5 00	Acacia	oz 50	Lycopodium	35@ 40
Amygdalae, Dulc.	50@ 60	Aurant Cortex	oz 50	Macis	65@ 75
Amygdalae, Ama	8 00@8 25	Zingiber	oz 50		
Anisi	1 45@1 50	Ipecac	oz 50		
Aurant Cortex	2 20@2 40	Ferri Iod	oz 50		
Bergamuti	2 50@2 60	Rhel Arom	oz 50		
Caliputi	85@ 90	Smillax Off's	50@ 60		
Caryophilli	1 00@1 10	Senega	oz 50		
Cedar	50@ 90	Scilla	oz 50		
Chenopadii	3 75@4 00				
Cinnamoni	1 00@1 10				
Citronella	60@ 65				
Conium Mac	80@ 90				

Liquor Arsen et	12@ 14	Rubia Tinctorum	12@ 14	Vanilla	9 00@
Hydrarg Iod	25	Saccharum La's.	22@ 25	Zinci Sulph	7@ 8
Liq Potass Arsinit	10@ 12	Salacin	4 50@4 75		
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@ 50	Oils	
Mannia, S F	45@ 50	Sapo, W	12@ 14	Whale, winter	70@ 70
Menthol	3 25@3 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Morphia, S P & W2	35@2 60	Sapo, G	15	Lard, No. 1	60@ 65
Morphia, S N Y Q2	35@2 60	Seidlitz Mixture	20@ 22	Linseed, pure raw	40@ 45
Morphia, Mal.	2 35@2 60	Sinapis	18	Linseed, boiled	41@ 46
Moschus Canton.	40	Sinapis, opt	30	Neat's-foot, w str	65@ 70
Myristica, No. 1	28@ 30	Snuff, Maccaboy,	40	Spts. Turpentine	Market
Nux Vomica po 15	10	DeVoes	51	Paints	
Os Sepia	25@ 28	Snuff, S'h DeVoe's	51	Red Venetian	1 1/2@ 2 1/2
Pepsin Saac, H &	1 00	Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2@ 2 1/2
P D Co	1 00	Soda, Boras, po.	9@ 11	Ocre, yel Ber	1 1/2@ 2 1/2
Pisic Liq N N 1/2	2 00	Soda et Pot's Tart	25@ 28	Putty, comm'l 2 1/2	2 1/2@ 3
Pisic Liq qts	1 00	Soda, Carb	1 1/2@ 2	Putty, strictly pr 2 1/2	2 1/2@ 3
Pisic Liq pints.	1 00	Soda, Bi-Carb	3@ 5	Vermillion, Prime	13@ 15
Pil Hydrarg po 80	50	Soda, Ash	3 1/2@ 4	Vermillion, Eng.	75@ 80
Pil Nigra po 22	18	Soda, Sulphas	2 60	Green, Paris	14@ 18
Pil Alba po 35	30	Spts, Cologne	2 60	Green, Peninsular	13@ 16
Pix Burgum	7@ 7	Spts, Ether Co.	50@ 55	Lead, red	6 1/2@ 7
Plumbi Acet	12@ 15	Spts, Myrcia Dom	2 00	Lead, white	6 1/2@ 7
Pulvis Ip'e et Opil	1 30@1 50	Spts, Vini Rect bbl	55	Whiting, white S'n	90
Pyrethrum, bxs H	50	Spts, Vini R't 10 gl	55	Whiting Gilders	95
& P D Co. doz	75	Spts, Vini R't 5 gal	55	White, Paris Am'r	1 25
Pyrethrum, pv	20@ 25	Strychnia, Cryst'l	1 05@1 25	Whit'g Paris Eng	cliff
Quassia	8@ 10	Sulphur Subl	2 1/2@ 4	Universal Prep'd	1 10@1 20
Quina, S P & W	22@ 32	Sulphur, Roll	2 1/2@ 3 1/2	Varnishes	
Quina, S Ger.	22@ 32	Tamarinds	8@ 10	No. 1 Turp Coach	1 10@1 20
Quina, N. Y.	22@ 32	Terebenth Venice	28@ 30	Extra Turp	1 60@1 70
		Therobromae	45@ 50		

The Hazeltine & Perkins Drug Company Holiday Line

is now complete and the most complete we have ever shown. Our Mr. Dudley will notify you when to inspect it. We give below a partial list of the goods we are showing this season:

Albums	Manicure Sets in Stag, Ebony, Cellu-
Ash Trays	old, Silver and Wood
Atomizers	Medallions
Austrian Novelties	Medicine Cases
Autographs	Metal Frames
Baskets	Mirrors
Blocks	Military Brush Sets
Bronze Figures	Music Boxes
Bouquet Holders	Music Rolls
Candelabra	Necktie Boxes
Candlesticks	Paper Clips
Card Receivers	Paper Files
Child's Sets	Paper Knives
Cigars Sets and Cases	Paper Weights
Collar and Cuff Boxes	Perfumes
Curios	Photo Boxes
Cut Glass	Photo Holders
Desk Sets	Placques
Dolls	Pictures
Fancy Box Paper to retail 5c to \$3 each	Pipe Sets
Fancy China	Rogers' Silverware
Fancy Hair, Cloth, Hat and Bonnet	Rookwood Pottery in Vases, Etc.
Brushes	Shaving Sets
Flasks	Stag Horn Novelties
Games	Steins
Gents' Leather Cases to retail 75c to \$10 each	Tankards
German Novelties	Thermometers on Fancy Figures to retail 25c to \$2 each
Glove and Handkerchief Sets	Toilet Sets in Stag Horn, Ebony, Ebon-
Gold Clocks	ite, Cocobolo, China, Silver, Metal
Hand Painted China	and Celluloid
Hargreave's Wooden Boxes	Tobacco Jars
Hovey & Harding Novelties to retail 25c to \$3 each	Whisk Holders
Infants' Sets	BOOKS—All the latest copyright
Ink Stands to retail 25c to \$5 each	Books, Popular Priced 12 mos., 16
Japanese Novelties	mos., Booklets, Bibles, Children's
Jewel Cases	Books, Etc.
Lap Tablets	Also a full line of Druggists' Staple
Match Safes	Sundries, Stationery, School Sup-
	pplies, Etc.

Hazeltine & Perkins Drug Company
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
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Shells</td><td>2</td><td></td></tr> <tr> <td>Coffee</td><td>2</td><td></td></tr> <tr> <td>Crackers</td><td>2</td><td></td></tr> <tr> <td>D</td><td></td><td></td></tr> <tr> <td>Dried Fruits</td><td>4</td><td></td></tr> <tr> <td>F</td><td></td><td></td></tr> <tr> <td>Farinaceous Goods</td><td>4</td><td></td></tr> <tr> <td>Fish and Oysters</td><td>10</td><td></td></tr> <tr> <td>Fishing Tackle</td><td>4</td><td></td></tr> <tr> <td>Flavoring Extracts</td><td>4</td><td></td></tr> <tr> <td>Fly Paper</td><td>4</td><td></td></tr> <tr> <td>Fruit Meats</td><td>5</td><td></td></tr> <tr> <td>Fruits</td><td>11</td><td></td></tr> <tr> <td>G</td><td></td><td></td></tr> <tr> <td>Gelatine</td><td>5</td><td></td></tr> <tr> <td>Grain Bags</td><td>5</td><td></td></tr> <tr> <td>Grains and Flour</td><td>5</td><td></td></tr> <tr> <td>H</td><td></td><td></td></tr> <tr> <td>Herbs</td><td>5</td><td></td></tr> <tr> <td>Hides and Pelts</td><td>10</td><td></td></tr> <tr> <td>I</td><td></td><td></td></tr> <tr> <td>Indigo</td><td>5</td><td></td></tr> <tr> <td>J</td><td></td><td></td></tr> <tr> <td>Jelly</td><td>5</td><td></td></tr> <tr> <td>L</td><td></td><td></td></tr> <tr> <td>Licorice</td><td>5</td><td></td></tr> <tr> <td>Lye</td><td>5</td><td></td></tr> <tr> <td>M</td><td></td><td></td></tr> <tr> <td>Meat Extracts</td><td>5</td><td></td></tr> <tr> <td>Molasses</td><td>5</td><td></td></tr> <tr> <td>Mustard</td><td>5</td><td></td></tr> <tr> <td>N</td><td></td><td></td></tr> <tr> <td>Nuts</td><td>11</td><td></td></tr> <tr> <td>O</td><td></td><td></td></tr> <tr> <td>Olive</td><td>5</td><td></td></tr> <tr> <td>P</td><td></td><td></td></tr> <tr> <td>Pipes</td><td>5</td><td></td></tr> <tr> <td>Pickles</td><td>5</td><td></td></tr> <tr> <td>Playing Cards</td><td>5</td><td></td></tr> <tr> <td>Potash</td><td>5</td><td></td></tr> <tr> <td>Provisions</td><td>5</td><td></td></tr> <tr> <td>R</td><td></td><td></td></tr> <tr> <td>Rice</td><td>5</td><td></td></tr> <tr> <td>S</td><td></td><td></td></tr> <tr> <td>Sand Dressing</td><td>7</td><td></td></tr> <tr> <td>Saleratus</td><td>7</td><td></td></tr> <tr> <td>Salt Soda</td><td>7</td><td></td></tr> <tr> <td>Salt</td><td>7</td><td></td></tr> <tr> <td>Salt Fish</td><td>7</td><td></td></tr> <tr> <td>Seeds</td><td>7</td><td></td></tr> <tr> <td>Shoe Blacking</td><td>7</td><td></td></tr> <tr> <td>Snuff</td><td>7</td><td></td></tr> <tr> <td>Soap</td><td>7</td><td></td></tr> <tr> <td>Soda</td><td>7</td><td></td></tr> <tr> <td>Spices</td><td>7</td><td></td></tr> <tr> <td>Starch</td><td>7</td><td></td></tr> <tr> <td>Sugar</td><td>7</td><td></td></tr> <tr> <td>Syrup</td><td>7</td><td></td></tr> <tr> <td>T</td><td></td><td></td></tr> <tr> <td>Tea</td><td>7</td><td></td></tr> <tr> <td>Tobacco</td><td>7</td><td></td></tr> <tr> <td>Twine</td><td>7</td><td></td></tr> <tr> <td>V</td><td></td><td></td></tr> <tr> <td>Vinegar</td><td>7</td><td></td></tr> <tr> <td>W</td><td></td><td></td></tr> <tr> <td>Washing Powder</td><td>9</td><td></td></tr> <tr> <td>Wicking</td><td>9</td><td></td></tr> <tr> <td>Woodenware</td><td>9</td><td></td></tr> <tr> <td>Wrapping Paper</td><td>10</td><td></td></tr> <tr> <td>Y</td><td></td><td></td></tr> <tr> <td>Yeast Cake</td><td>10</td><td></td></tr> </table>	Index to Markets	By Columns	Col	1	2	Axle Grease	1		Bath Brick	1		Brooms	1		Brushes	1		Butter Color	1		C			Confections	11		Candles	1		Canned Goods	1		Carbon Oils	2		Catsup	2		Cheese	2		Chewing Gum	2		Chicory	2		Chocolate	2		Clothes Lines	2		Cocoa	2		Cocoanut	2		Cocoa Shells	2		Coffee	2		Crackers	2		D			Dried Fruits	4		F			Farinaceous Goods	4		Fish and Oysters	10		Fishing Tackle	4		Flavoring Extracts	4		Fly Paper	4		Fruit Meats	5		Fruits	11		G			Gelatine	5		Grain Bags	5		Grains and Flour	5		H			Herbs	5		Hides and Pelts	10		I			Indigo	5		J			Jelly	5		L			Licorice	5		Lye	5		M			Meat Extracts	5		Molasses	5		Mustard	5		N			Nuts	11		O			Olive	5		P			Pipes	5		Pickles	5		Playing Cards	5		Potash	5		Provisions	5		R			Rice	5		S			Sand Dressing	7		Saleratus	7		Salt Soda	7		Salt	7		Salt Fish	7		Seeds	7		Shoe Blacking	7		Snuff	7		Soap	7		Soda	7		Spices	7		Starch	7		Sugar	7		Syrup	7		T			Tea	7		Tobacco	7		Twine	7		V			Vinegar	7		W			Washing Powder	9		Wicking	9		Woodenware	9		Wrapping Paper	10		Y			Yeast Cake	10		<table> <tr> <td> <table> <tr> <th>AXLE GREASE</th><th>Plums</th></tr> <tr> <td>Fraser's</td><td>Plum</td></tr> <tr> <td>1lb. wood boxes, 4 ds. 3 00</td><td>Pineapple 85</td></tr> <tr> <td>1lb. tin boxes, 3 doz. 2 25</td><td>Grated 1 25@2 75</td></tr> <tr> <td>3 1/2 lb. tin boxes, 2 ds. 4 25</td><td>Sliced 1 35@2 55</td></tr> <tr> <td>10 lb. pails, per doz. 6 00</td><td>Pumpkin</td></tr> <tr> <td>15 lb. pails, per doz. 7 20</td><td>Fair 70</td></tr> <tr> <td>25 lb. pails, per doz. 12 00</td><td>Good 89</td></tr> <tr> <td>BAKED BEANS</td><td>Fancy 1 00</td></tr> <tr> <td>Columbia Brand</td><td>Gallon 2 00</td></tr> <tr> <td>1 lb. can, per doz. 9 7</td><td>Raspberries</td></tr> <tr> <td>2 lb. can, per doz. 1 40</td><td>Standard 0</td></tr> <tr> <td>3 lb. can, per doz. 1 30</td><td>Russian Caviar</td></tr> <tr> <td>BATH BRICK</td><td>1/2 lb. cans 3 75</td></tr> <tr> <td>American 75</td><td>1/2 lb. cans 7 00</td></tr> <tr> <td>English 85</td><td>1 lb cans 12 00</td></tr> <tr> <td>BROOMS</td><td>Salmon</td></tr> <tr> <td>No. 1 Carpet 2 75</td><td>Col'a River, talls. @1 80</td></tr> <tr> <td>No. 2 Carpet 2 35</td><td>Col'a River, flats.1 85@1 90</td></tr> <tr> <td>No. 3 Carpet 2 15</td><td>Red Alaska 1 35@1 45</td></tr> <tr> <td>No. 4 Carpet 1 75</td><td>Pink Alaska @ 95</td></tr> <tr> <td>Parlor Gem 2 40</td><td>Sardines</td></tr> <tr> <td>Common Whisk 85</td><td>Domestic, 1/4s 3 @ 3 1/2</td></tr> <tr> <td>Fancy Whisk 1 20</td><td>Domestic, 1/2s 5</td></tr> <tr> <td>Warehouse 3 00</td><td>Domestic, Must'd 5 1/2 @ 9</td></tr> <tr> <td>BRUSHES</td><td>California, 1/4s 11@14</td></tr> <tr> <td>Scrub</td><td>California, 1/2s 17 @24</td></tr> <tr> <td>Solid Back 8 in 75</td><td>French, 1/4s 7 @14</td></tr> <tr> <td>Solid Back 11 in 95</td><td>French, 1/2s 18 @28</td></tr> <tr> <td>Pointed ends 85</td><td>Shrimps</td></tr> <tr> <td>Stove</td><td>Standard 1 20@1 40</td></tr> <tr> <td>No. 2 75</td><td>Succotash</td></tr> <tr> <td>No. 1 1 75</td><td>Fair 95</td></tr> <tr> <td>Shoe</td><td>Good 1 10</td></tr> <tr> <td>No. 8 1 00</td><td>Fancy 1 25@1 40</td></tr> <tr> <td>No. 7 1 30</td><td>Strawberries</td></tr> <tr> <td>No. 4 1 70</td><td>Standard 1 10</td></tr> <tr> <td>No. 2 1 90</td><td>Fancy 1 40</td></tr> <tr> <td>BUTTER COLOR</td><td>Tomatoes</td></tr> <tr> <td>W. R. & Co's, 15c size.1 25</td><td>Fair @1 10</td></tr> <tr> <td>W. R. & Co's, 25c size.2 00</td><td>Good @1 20</td></tr> <tr> <td>CANDLES</td><td>Fancy 1 40@1 45</td></tr> <tr> <td>Electric Light, 8s 9 1/2</td><td>Gallons 3 00@3 25</td></tr> <tr> <td>Electric Light, 16s 10</td><td>CARBON OILS</td></tr> <tr> <td>Paraffine, 6s 9</td><td>Barrels</td></tr> <tr> <td>Paraffine, 12s 9 1/2</td><td>Perfection @10 1/2</td></tr> <tr> <td>Wicking 20</td><td>Water White @ 9 1/2</td></tr> <tr> <td>CANNED GOODS</td><td>D. S. Gasoline @12</td></tr> <tr> <td>Apples</td><td>Deodor'd Nap'a @12</td></tr> <tr> <td>3 lb. Standards 1 00</td><td>Cylinder 29 @34 1/2</td></tr> <tr> <td>Gals. Standards 2 90</td><td>Engine 16 @22</td></tr> <tr> <td>Blac erries 85</td><td>Black, winter 9 @10 1/2</td></tr> <tr> <td>Beans</td><td>CEREALS</td></tr> <tr> <td>Baked 80@1 30</td><td>Breakfast Foods</td></tr> <tr> <td>Red Kidney 85@1 95</td><td>Bordeau Flakes, 36 1 lb 2 50</td></tr> <tr> <td>String 70@1 15</td><td>Cream of Wheat, 36 2 lb 4 50</td></tr> <tr> <td>Wax 75@1 25</td><td>Crescent Flakes, 36 1 lb 2 50</td></tr> <tr> <td>Blueberries</td><td>Egg-O-See, 36 pkgs 2 85</td></tr> <tr> <td>Standard @1 40</td><td>Excello Flakes, 36 1 lb 2 75</td></tr> <tr> <td>Brook Trout</td><td>Excello, large pkgs. 4 50</td></tr> <tr> <td>Gallon. @ 5 75</td><td>Force, 36 2 lb. 4 50</td></tr> <tr> <td>2 lb. cans, s. piced 1 90</td><td>Grape Nuts, 2 doz. 2 70</td></tr> <tr> <td>Clams</td><td>Malta Ceres, 24 1 lb. 2 40</td></tr> <tr> <td>Little Neck, 1 lb. 1 00@1 25</td><td>Malta Vita, 36 1 lb. 2 75</td></tr> <tr> <td>Little Neck, 2 lb. @1 50</td><td>Mapl-Flake, 36 1 lb. 4 05</td></tr> <tr> <td>Clam Bouillon</td><td>Pillsbury's Vitos, 3 doz 4 25</td></tr> <tr> <td>Burnham's, 1/2 pt 1 90</td><td>Ralston, 36 2 lb. 4 50</td></tr> <tr> <td>Burnham's, 1/4 pt 3 00</td><td>Sunlight Flakes, 36 1 lb 2 85</td></tr> <tr> <td>Burnham's, 3/4 pt 7 20</td><td>Sunlight Flakes, 20 lge 4 00</td></tr> <tr> <td>Cherries</td><td>Vigor, 36 pkgs. 2 75</td></tr> <tr> <td>Red Standards 1 30@1 50</td><td>Zest, 20 2 lb. 4 10</td></tr> <tr> <td>White 1 50</td><td>Zest, 36 small pkgs 4 50</td></tr> <tr> <td>Corn</td><td>Original Holland Rusk</td></tr> <tr> <td>Fair 75@90</td><td>Cases, 5 doz. 4 75</td></tr> <tr> <td>Good 1 00</td><td>12 rusks in carton.</td></tr> <tr> <td>Fancy 1 25</td><td>Rolled Oats</td></tr> <tr> <td>French Peas</td><td>Rollad Avenna, bbls. 5 25</td></tr> <tr> <td>Sur Extra Fine 22</td><td>Steel Cut, 100 lb sacks 2 60</td></tr> <tr> <td>Extra Fine 19</td><td>Monarch, bbl 5 00</td></tr> <tr> <td>Fine 15</td><td>Monarch 100 lb sack. 2 40</td></tr> <tr> <td>Moyen 11</td><td>Quaker, cases 3 10</td></tr> <tr> <td>Gooseberries 90</td><td>Cracked Wheat</td></tr> <tr> <td>Standard 85</td><td>24 2 lb. packages 2 50</td></tr> <tr> <td>Lobster</td><td>CATSUP</td></tr> <tr> <td>Star, 1/2 lb. 2 15</td><td>Columbia, 25 pts. 4 50</td></tr> <tr> <td>Star, 1 lb. 3 90</td><td>Columbia, 25 1/4 pts. 2 60</td></tr> <tr> <td>Picnic Tails 2 60</td><td>Snider's quarts 3 25</td></tr> <tr> <td>Mackerel</td><td>Snider's pints 2 25</td></tr> <tr> <td>Mustard, 1 lb. 1 80</td><td>Snider's 1/2 pints 1 30</td></tr> <tr> <td>Mustard, 2 lb. 2 80</td><td>CHEESE</td></tr> <tr> <td>Soused, 1 1/2 1 80</td><td>Acme @12 1/2</td></tr> <tr> <td>Soused, 2 lb. 2 80</td><td>Carson City @12 1/2</td></tr> <tr> <td>Tomato 1 lb. 1 80</td><td>Peerless @13</td></tr> <tr> <td>Tomato, 2 lb. 2 80</td><td>Elsie @13</td></tr> <tr> <td>Mushrooms</td><td>Emblem @13 1/2</td></tr> <tr> <td>Hotels 15@20</td><td>Gem @13 1/2</td></tr> <tr> <td>Buttons 22@25</td><td>Jersey @13 1/2</td></tr> <tr> <td>Oysters @ 80</td><td>Ideal @13 1/2</td></tr> <tr> <td>Cove, 1 lb. @1 55</td><td>Riverside @13 1/2</td></tr> <tr> <td>Cove, 2 lb. @1 55</td><td>Warner's @13 1/2</td></tr> <tr> <td>Cove, 1 lb. 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R. & Co's, 15c size.1 25	Fair @1 10	W. R. & Co's, 25c size.2 00	Good @1 20	CANDLES	Fancy 1 40@1 45	Electric Light, 8s 9 1/2	Gallons 3 00@3 25	Electric Light, 16s 10	CARBON OILS	Paraffine, 6s 9	Barrels	Paraffine, 12s 9 1/2	Perfection @10 1/2	Wicking 20	Water White @ 9 1/2	CANNED GOODS	D. S. Gasoline @12	Apples	Deodor'd Nap'a @12	3 lb. Standards 1 00	Cylinder 29 @34 1/2	Gals. Standards 2 90	Engine 16 @22	Blac erries 85	Black, winter 9 @10 1/2	Beans	CEREALS	Baked 80@1 30	Breakfast Foods	Red Kidney 85@1 95	Bordeau Flakes, 36 1 lb 2 50	String 70@1 15	Cream of Wheat, 36 2 lb 4 50	Wax 75@1 25	Crescent Flakes, 36 1 lb 2 50	Blueberries	Egg-O-See, 36 pkgs 2 85	Standard @1 40	Excello Flakes, 36 1 lb 2 75	Brook Trout	Excello, large pkgs. 4 50	Gallon. @ 5 75	Force, 36 2 lb. 4 50	2 lb. cans, s. piced 1 90	Grape Nuts, 2 doz. 2 70	Clams	Malta Ceres, 24 1 lb. 2 40	Little Neck, 1 lb. 1 00@1 25	Malta Vita, 36 1 lb. 2 75	Little Neck, 2 lb. @1 50	Mapl-Flake, 36 1 lb. 4 05	Clam Bouillon	Pillsbury's Vitos, 3 doz 4 25	Burnham's, 1/2 pt 1 90	Ralston, 36 2 lb. 4 50	Burnham's, 1/4 pt 3 00	Sunlight Flakes, 36 1 lb 2 85	Burnham's, 3/4 pt 7 20	Sunlight Flakes, 20 lge 4 00	Cherries	Vigor, 36 pkgs. 2 75	Red Standards 1 30@1 50	Zest, 20 2 lb. 4 10	White 1 50	Zest, 36 small pkgs 4 50	Corn	Original Holland Rusk	Fair 75@90	Cases, 5 doz. 4 75	Good 1 00	12 rusks in carton.	Fancy 1 25	Rolled Oats	French Peas	Rollad Avenna, bbls. 5 25	Sur Extra Fine 22	Steel Cut, 100 lb sacks 2 60	Extra Fine 19	Monarch, bbl 5 00	Fine 15	Monarch 100 lb sack. 2 40	Moyen 11	Quaker, cases 3 10	Gooseberries 90	Cracked Wheat	Standard 85	24 2 lb. packages 2 50	Lobster	CATSUP	Star, 1/2 lb. 2 15	Columbia, 25 pts. 4 50	Star, 1 lb. 3 90	Columbia, 25 1/4 pts. 2 60	Picnic Tails 2 60	Snider's quarts 3 25	Mackerel	Snider's pints 2 25	Mustard, 1 lb. 1 80	Snider's 1/2 pints 1 30	Mustard, 2 lb. 2 80	CHEESE	Soused, 1 1/2 1 80	Acme @12 1/2	Soused, 2 lb. 2 80	Carson City @12 1/2	Tomato 1 lb. 1 80	Peerless @13	Tomato, 2 lb. 2 80	Elsie @13	Mushrooms	Emblem @13 1/2	Hotels 15@20	Gem @13 1/2	Buttons 22@25	Jersey @13 1/2	Oysters @ 80	Ideal @13 1/2	Cove, 1 lb. @1 55	Riverside @13 1/2	Cove, 2 lb. @1 55	Warner's @13 1/2	Cove, 1 lb. Oval. @95	Brick. @13 1/2	Peaches	Edam @15	Pie 1 00@1 15	Leiden @15	Yellow 1 45@2 25	Limburg. 14 1/2	Pears	Pineapple 40	Standard 1 00@1 35	Sap Sago @19	Fancy @2 00	Swiss, domestic. @14 1/2	Peas	Swiss, imported. @20	Marrowfat 90@1 00		Early June 90@1 60		Early June Sifted 1 65	
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R. & Co's, 15c size.1 25</td><td>Fair @1 10</td></tr> <tr> <td>W. R. & Co's, 25c size.2 00</td><td>Good @1 20</td></tr> <tr> <td>CANDLES</td><td>Fancy 1 40@1 45</td></tr> <tr> <td>Electric Light, 8s 9 1/2</td><td>Gallons 3 00@3 25</td></tr> <tr> <td>Electric Light, 16s 10</td><td>CARBON OILS</td></tr> <tr> <td>Paraffine, 6s 9</td><td>Barrels</td></tr> <tr> <td>Paraffine, 12s 9 1/2</td><td>Perfection @10 1/2</td></tr> <tr> <td>Wicking 20</td><td>Water White @ 9 1/2</td></tr> <tr> <td>CANNED GOODS</td><td>D. S. Gasoline @12</td></tr> <tr> <td>Apples</td><td>Deodor'd Nap'a @12</td></tr> <tr> <td>3 lb. Standards 1 00</td><td>Cylinder 29 @34 1/2</td></tr> <tr> <td>Gals. Standards 2 90</td><td>Engine 16 @22</td></tr> <tr> <td>Blac erries 85</td><td>Black, winter 9 @10 1/2</td></tr> <tr> <td>Beans</td><td>CEREALS</td></tr> <tr> <td>Baked 80@1 30</td><td>Breakfast Foods</td></tr> <tr> <td>Red Kidney 85@1 95</td><td>Bordeau Flakes, 36 1 lb 2 50</td></tr> <tr> <td>String 70@1 15</td><td>Cream of Wheat, 36 2 lb 4 50</td></tr> <tr> <td>Wax 75@1 25</td><td>Crescent Flakes, 36 1 lb 2 50</td></tr> <tr> <td>Blueberries</td><td>Egg-O-See, 36 pkgs 2 85</td></tr> <tr> <td>Standard @1 40</td><td>Excello Flakes, 36 1 lb 2 75</td></tr> <tr> <td>Brook Trout</td><td>Excello, large pkgs. 4 50</td></tr> <tr> <td>Gallon. @ 5 75</td><td>Force, 36 2 lb. 4 50</td></tr> <tr> <td>2 lb. cans, s. piced 1 90</td><td>Grape Nuts, 2 doz. 2 70</td></tr> <tr> <td>Clams</td><td>Malta Ceres, 24 1 lb. 2 40</td></tr> <tr> <td>Little Neck, 1 lb. 1 00@1 25</td><td>Malta Vita, 36 1 lb. 2 75</td></tr> <tr> <td>Little Neck, 2 lb. @1 50</td><td>Mapl-Flake, 36 1 lb. 4 05</td></tr> <tr> <td>Clam Bouillon</td><td>Pillsbury's Vitos, 3 doz 4 25</td></tr> <tr> <td>Burnham's, 1/2 pt 1 90</td><td>Ralston, 36 2 lb. 4 50</td></tr> <tr> <td>Burnham's, 1/4 pt 3 00</td><td>Sunlight Flakes, 36 1 lb 2 85</td></tr> <tr> <td>Burnham's, 3/4 pt 7 20</td><td>Sunlight Flakes, 20 lge 4 00</td></tr> <tr> <td>Cherries</td><td>Vigor, 36 pkgs. 2 75</td></tr> <tr> <td>Red Standards 1 30@1 50</td><td>Zest, 20 2 lb. 4 10</td></tr> <tr> <td>White 1 50</td><td>Zest, 36 small pkgs 4 50</td></tr> <tr> <td>Corn</td><td>Original Holland Rusk</td></tr> <tr> <td>Fair 75@90</td><td>Cases, 5 doz. 4 75</td></tr> <tr> <td>Good 1 00</td><td>12 rusks in carton.</td></tr> <tr> <td>Fancy 1 25</td><td>Rolled Oats</td></tr> <tr> <td>French Peas</td><td>Rollad Avenna, bbls. 5 25</td></tr> <tr> <td>Sur Extra Fine 22</td><td>Steel Cut, 100 lb sacks 2 60</td></tr> <tr> <td>Extra Fine 19</td><td>Monarch, bbl 5 00</td></tr> <tr> <td>Fine 15</td><td>Monarch 100 lb sack. 2 40</td></tr> <tr> <td>Moyen 11</td><td>Quaker, cases 3 10</td></tr> <tr> <td>Gooseberries 90</td><td>Cracked Wheat</td></tr> <tr> <td>Standard 85</td><td>24 2 lb. packages 2 50</td></tr> <tr> <td>Lobster</td><td>CATSUP</td></tr> <tr> <td>Star, 1/2 lb. 2 15</td><td>Columbia, 25 pts. 4 50</td></tr> <tr> <td>Star, 1 lb. 3 90</td><td>Columbia, 25 1/4 pts. 2 60</td></tr> <tr> <td>Picnic Tails 2 60</td><td>Snider's quarts 3 25</td></tr> <tr> <td>Mackerel</td><td>Snider's pints 2 25</td></tr> <tr> <td>Mustard, 1 lb. 1 80</td><td>Snider's 1/2 pints 1 30</td></tr> <tr> <td>Mustard, 2 lb. 2 80</td><td>CHEESE</td></tr> <tr> <td>Soused, 1 1/2 1 80</td><td>Acme @12 1/2</td></tr> <tr> <td>Soused, 2 lb. 2 80</td><td>Carson City @12 1/2</td></tr> <tr> <td>Tomato 1 lb. 1 80</td><td>Peerless @13</td></tr> <tr> <td>Tomato, 2 lb. 2 80</td><td>Elsie @13</td></tr> <tr> <td>Mushrooms</td><td>Emblem @13 1/2</td></tr> <tr> <td>Hotels 15@20</td><td>Gem @13 1/2</td></tr> <tr> <td>Buttons 22@25</td><td>Jersey @13 1/2</td></tr> <tr> <td>Oysters @ 80</td><td>Ideal @13 1/2</td></tr> <tr> <td>Cove, 1 lb. @1 55</td><td>Riverside @13 1/2</td></tr> <tr> <td>Cove, 2 lb. @1 55</td><td>Warner's @13 1/2</td></tr> <tr> <td>Cove, 1 lb. Oval. @95</td><td>Brick. @13 1/2</td></tr> <tr> <td>Peaches</td><td>Edam @15</td></tr> <tr> <td>Pie 1 00@1 15</td><td>Leiden @15</td></tr> <tr> <td>Yellow 1 45@2 25</td><td>Limburg. 14 1/2</td></tr> <tr> <td>Pears</td><td>Pineapple 40</td></tr> <tr> <td>Standard 1 00@1 35</td><td>Sap Sago @19</td></tr> <tr> <td>Fancy @2 00</td><td>Swiss, domestic. @14 1/2</td></tr> <tr> <td>Peas</td><td>Swiss, imported. @20</td></tr> <tr> <td>Marrowfat 90@1 00</td><td></td></tr> <tr> <td>Early June 90@1 60</td><td></td></tr> <tr> <td>Early June Sifted 1 65</td><td></td></tr> </table>	AXLE GREASE	Plums	Fraser's	Plum	1lb. wood boxes, 4 ds. 3 00	Pineapple 85	1lb. tin boxes, 3 doz. 2 25	Grated 1 25@2 75	3 1/2 lb. tin boxes, 2 ds. 4 25	Sliced 1 35@2 55	10 lb. pails, per doz. 6 00	Pumpkin	15 lb. pails, per doz. 7 20	Fair 70	25 lb. pails, per doz. 12 00	Good 89	BAKED BEANS	Fancy 1 00	Columbia Brand	Gallon 2 00	1 lb. can, per doz. 9 7	Raspberries	2 lb. can, per doz. 1 40	Standard 0	3 lb. can, per doz. 1 30	Russian Caviar	BATH BRICK	1/2 lb. cans 3 75	American 75	1/2 lb. cans 7 00	English 85	1 lb cans 12 00	BROOMS	Salmon	No. 1 Carpet 2 75	Col'a River, talls. @1 80	No. 2 Carpet 2 35	Col'a River, flats.1 85@1 90	No. 3 Carpet 2 15	Red Alaska 1 35@1 45	No. 4 Carpet 1 75	Pink Alaska @ 95	Parlor Gem 2 40	Sardines	Common Whisk 85	Domestic, 1/4s 3 @ 3 1/2	Fancy Whisk 1 20	Domestic, 1/2s 5	Warehouse 3 00	Domestic, Must'd 5 1/2 @ 9	BRUSHES	California, 1/4s 11@14	Scrub	California, 1/2s 17 @24	Solid Back 8 in 75	French, 1/4s 7 @14	Solid Back 11 in 95	French, 1/2s 18 @28	Pointed ends 85	Shrimps	Stove	Standard 1 20@1 40	No. 2 75	Succotash	No. 1 1 75	Fair 95	Shoe	Good 1 10	No. 8 1 00	Fancy 1 25@1 40	No. 7 1 30	Strawberries	No. 4 1 70	Standard 1 10	No. 2 1 90	Fancy 1 40	BUTTER COLOR	Tomatoes	W. R. & Co's, 15c size.1 25	Fair @1 10	W. R. & Co's, 25c size.2 00	Good @1 20	CANDLES	Fancy 1 40@1 45	Electric Light, 8s 9 1/2	Gallons 3 00@3 25	Electric Light, 16s 10	CARBON OILS	Paraffine, 6s 9	Barrels	Paraffine, 12s 9 1/2	Perfection @10 1/2	Wicking 20	Water White @ 9 1/2	CANNED GOODS	D. S. Gasoline @12	Apples	Deodor'd Nap'a @12	3 lb. Standards 1 00	Cylinder 29 @34 1/2	Gals. Standards 2 90	Engine 16 @22	Blac erries 85	Black, winter 9 @10 1/2	Beans	CEREALS	Baked 80@1 30	Breakfast Foods	Red Kidney 85@1 95	Bordeau Flakes, 36 1 lb 2 50	String 70@1 15	Cream of Wheat, 36 2 lb 4 50	Wax 75@1 25	Crescent Flakes, 36 1 lb 2 50	Blueberries	Egg-O-See, 36 pkgs 2 85	Standard @1 40	Excello Flakes, 36 1 lb 2 75	Brook Trout	Excello, large pkgs. 4 50	Gallon. @ 5 75	Force, 36 2 lb. 4 50	2 lb. cans, s. piced 1 90	Grape Nuts, 2 doz. 2 70	Clams	Malta Ceres, 24 1 lb. 2 40	Little Neck, 1 lb. 1 00@1 25	Malta Vita, 36 1 lb. 2 75	Little Neck, 2 lb. @1 50	Mapl-Flake, 36 1 lb. 4 05	Clam Bouillon	Pillsbury's Vitos, 3 doz 4 25	Burnham's, 1/2 pt 1 90	Ralston, 36 2 lb. 4 50	Burnham's, 1/4 pt 3 00	Sunlight Flakes, 36 1 lb 2 85	Burnham's, 3/4 pt 7 20	Sunlight Flakes, 20 lge 4 00	Cherries	Vigor, 36 pkgs. 2 75	Red Standards 1 30@1 50	Zest, 20 2 lb. 4 10	White 1 50	Zest, 36 small pkgs 4 50	Corn	Original Holland Rusk	Fair 75@90	Cases, 5 doz. 4 75	Good 1 00	12 rusks in carton.	Fancy 1 25	Rolled Oats	French Peas	Rollad Avenna, bbls. 5 25	Sur Extra Fine 22	Steel Cut, 100 lb sacks 2 60	Extra Fine 19	Monarch, bbl 5 00	Fine 15	Monarch 100 lb sack. 2 40	Moyen 11	Quaker, cases 3 10	Gooseberries 90	Cracked Wheat	Standard 85	24 2 lb. packages 2 50	Lobster	CATSUP	Star, 1/2 lb. 2 15	Columbia, 25 pts. 4 50	Star, 1 lb. 3 90	Columbia, 25 1/4 pts. 2 60	Picnic Tails 2 60	Snider's quarts 3 25	Mackerel	Snider's pints 2 25	Mustard, 1 lb. 1 80	Snider's 1/2 pints 1 30	Mustard, 2 lb. 2 80	CHEESE	Soused, 1 1/2 1 80	Acme @12 1/2	Soused, 2 lb. 2 80	Carson City @12 1/2	Tomato 1 lb. 1 80	Peerless @13	Tomato, 2 lb. 2 80	Elsie @13	Mushrooms	Emblem @13 1/2	Hotels 15@20	Gem @13 1/2	Buttons 22@25	Jersey @13 1/2	Oysters @ 80	Ideal @13 1/2	Cove, 1 lb. @1 55	Riverside @13 1/2	Cove, 2 lb. @1 55	Warner's @13 1/2	Cove, 1 lb. Oval. @95	Brick. @13 1/2	Peaches	Edam @15	Pie 1 00@1 15	Leiden @15	Yellow 1 45@2 25	Limburg. 14 1/2	Pears	Pineapple 40	Standard 1 00@1 35	Sap Sago @19	Fancy @2 00	Swiss, domestic. @14 1/2	Peas	Swiss, imported. @20	Marrowfat 90@1 00		Early June 90@1 60		Early June Sifted 1 65																																																																																																																																																																																																																																																																																			
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6

MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	26
Good	22
Half barrels 2c extra.	
MINCE MEAT	
Columbia, per case	2 75
MUSTARD	
Horse Radish, 1 dz	1 75
Horse Radish, 2 dz	3 50
OLIVES	
Bulk, 1 gal. kegs	1 00
Bulk, 2 gal. kegs	95
Bulk, 5 gal. kegs	90
Manzanilla, 8 oz.	90
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 23 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	
Mess	
Fat Black	16 00
Short Cut	15 50
Bean	13 00
Fig	22 00
Brisket	15 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
Hams, 14 lb. average	11
Hams, 16 lb. average	11
Hams, 18 lb. average	10 3/4
Skinned Hams	11 1/2
Ham, dried beef sets	13
Shoulders, (N. Y. cut)	
Bacon, clear	11 1/2
California Hams	7 1/2
Picnic Boiled Ham	12 1/2
Boiled Ham	17
Berlin Ham, pressed	8
Mince Ham	9
Lard	
Compound	6
Pure	9
80 lb. tugs, advance	1 1/2
60 lb. tubs, advance	1 1/2
50 lb. tins, advance	1 1/2
20 lb. pails, advance	3 1/2
10 lb. pails, advance	7 1/2
5 lb. pails, advance	1
3 lb. pails, advance	1
Sausages	
Bologna	5
Liver	6 1/2
Frankfort	7
Fork	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	
1/2 bbls.	1 10
3/4 bbls., 40 lbs	1 85
1/2 bbls.	3 75
1 bbl.	7 75
Tripe	
Kits, 15 lbs.	70
1/2 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, 1/2	45
Potted ham, 3/4	85
Deviled ham, 1/2	45
Deviled ham, 3/4	85
Potted tongue, 1/2	45
Potted tongue, 3/4	85

7

RICE	
Screenings	3 @ 3 1/4
Fair Japan	4
Choice Japan	4 1/2 @ 5
Imported Japan	4 1/2 @ 5
Fair La. hd.	6 1/2
Choice La. hd.	6 1/2
Carolina, ex. fancy	6 1/2
SALAD DRESSING	
Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 50
Durkee's Small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's small, 2 doz.	1 35
SALERATUS	
Packed 60 lbs. in box	
Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 %	3 00
SAL SODA	
Granulated, bbls	85
Granulated, 100lb cases	90
Lump, bbls	75
Lump, 145lb kegs	95
SALT	
Common Grades	
100 lb sacks	1 95
60 lb sacks	1 85
23 10 1/2 sacks	1 75
56 lb sacks	30
28 lb sacks	15
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56lb. sacks	20
Common	
Granulated, fine	80
Medium fine	85
SALT FISH	
Cod	
Large whole	@ 6 1/2
Small whole	@ 5 1/2
Strips or bricks	7 1/2 @ 10
Pollock	@ 3 1/2
Halibut	
Strips	14
Chunks	14 1/2
Herring	
Holland	
White Hoop, bbls	11 50
White Hoop, 1/2 bbls	6 00
White Hoop, keg	@ 75
White Hoop mchs	@ 80
Norwegian	
Round, 100lbs	3 75
Round, 40lbs	1 75
Scaled	14
Trout	
No. 1, 100lbs	7 50
No. 1, 40lbs	3 25
No. 1, 10lbs	90
No. 1, 8lbs	75
Mackerel	
Mess, 100lbs	13 50
Mess, 40 lbs.	5 90
Mess, 10lbs	1 65
Mess, 8 lbs.	1 40
No. 1, 100 lbs.	12 50
No. 1, 4 lbs.	5 50
No. 1, 10lbs	1 55
No. 1, 8 lbs.	1 1 1/2
Whitefish	
No. 1, No. 2 Fam	
100lb	9 50 3 50
50lb	5 00 1 95
10lb	1 10 52
8lb	90 44
SEEDS	
Anise	15
Canary, Smyrna	6
Caraway	8
Cardamom, Malabar	1 00
Celery	15
Hemp, Russian	4
Mixed Bird	4
Mustard, white	8
Poppo	8
Rape	4 1/2
Cattle 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 Naptha	3 85
J. S. Kirk & Co.	
American Family	4 05
Dusky Diamond, 50 8oz	2 80
Dusky D'nd, 100 6oz	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	8 10

8

A. B. Wrisley	
Good Cheer	4 00
Old Country	3 40
Soap Powders	
Central City Soap Co.	
Jaxon, 16 oz.	2 40
Gold Dust, 24 large	
Gold Dust, 100-5c	4 00
Kirkoline, 24 4lb.	3 80
Pearline	3 75
Soapine	4 10
Babbitt's 1776	3 75
Roseine	3 70
Armour's	3 50
Wisdom	3 80
Soap Compounds	
Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 35
Rub-No-More	3 75
Scouring	
Enoch Morgan's Sons	
Sapolio, gross lots	9 00
Sapolio, half gross lots	4 50
Sapolio, single boxes	2 25
Sapolio, hand	2 25
Scourine Manufacturing Co	75
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50
SODA	
Boxes	5 1/2
Kegs, English	4 1/2
SOUPS	
Columbia	3 00
Red Letter	90
SPICES	
Whole Spices	
Allspice	12
Cassia, China in mats	12
Cassia, Canton	16
Cassia, Batavia, bund.	28
Cassia, Saigon, broken	40
Cassia, Saigon, in rolls	55
Cloves, Amboyana	22
Cloves, Zanzibar	1 1/2
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	15
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	30
Ginger, Jamaica	25
Mustard	65
Pepper, Singapore, blk.	15
Pepper, Singap. white	25
Pepper, Cayenne	20
Sage	20
STARCH	
Common Gloss	
1lb packages	4 @ 5
3lb packages	4 1/2
6lb packages	5 1/2
40 and 50lb. boxes	2 1/2 @ 3 1/2
Barrels	@ 2 1/2
Common Corn	
20lb packages	5
40lb packages	4 1/2 @ 7
SYRUPS	
Corn	
Barrels	23
Half Barrels	25
20lb cans 1/2 dz in case	1 70
10lb cans 1/2 dz in case	1 65
5lb 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
Hiawatha, 5lb pails	54
Hiawatha, 10lb pails	54
Telegram	30

9

Pay Car	33
Prairie Rose	49
Protection	40
Sweet Burley	44
Tiger	40
Plug	
Red Cross	31
Palo	35
Hiawatha	41
Kylo	35
Battle Ax	37
American Eagle	37
Standard Navy	33
Spear Head 7 oz.	47
Spear Head, 1 1/2 oz.	44
Nobby Twist	55
Jolly Tar	39
Old Honesty	43
Toddy	34
J. T.	38
Piper Heidsick	66
Boot Jack	80
Honey Dip Twist	40
Black Standard	40
Cadillac	40
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36
Smoking	
Sweet Core	34
Flat Car	32
Warpath	26
Bamboo, 16 oz.	25
I X L, 5lb	27
I X L, 16 oz. pails	31
Honey Dew	40
Gold Block	40
Flagman	40
Chips	33
Kiln Dried	21
Duke's Mixture	40
Duke's Cameo	43
Myrtle Navy	44
Yum Yum, 1 1/2 oz	39
Yum Yum, 1lb. pails	40
Cream	38
Corn Cake, 2 1/2 oz.	25
Corn Cake, 1lb.	22
Plow Boy, 1 1/2 oz.	39
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	35
Peerless, 1 1/2 oz.	38
Air Brake	36
Cant Hook	30
Country Club	32-34
Forex-XXXX	25
Good Indian	25
Self Binder, 16oz, 8oz	20-22
Silver Foam	24
Sweet Marie	32
Royal Smoke	42
TWINE	
Cotton, 3 ply	22
Cotton, 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	20
Wool, 1lb. balls	6
VINEGAR	
Malt White Wine, 40gr 8 1/2	
Malt White Wine, 80gr 12	
Pure Cider, B & B	12
Pure Cider, Red Star	12
Pure Cider, Robinson	13
Pure Cider, Silver	13
WICKING	
No. 0 per gross	30
No. 1 per gross	40
No. 2 per gross	50
No. 3 per gross	75
WOODENWARE	
Baskets	
Bushels	1 10
Bushels, wide band	1 60
Market	35
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow, cloth, large	7 00
Willow, cloth, med	6 00
Willow, cloth, small	5 50
Bradley Butter Boxes	
2lb size, 24 in case	72
3lb size, 16 in case	63
5lb size, 12 in case	63
10lb size, 6 in case	60
Butter Plates	
No. 1 Oval, 250 in crate	45
No. 2 Oval, 250 in crate	40
No. 3 Oval, 250 in crate	50
No. 5 Oval, 250 in crate	60
Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
Barrel, 15 gal., each	2 70
Clothes Pins	
Round head, 5 gross bx	55
Round head, cartons	75
Egg Crates	
Humpty Dumpty	2 40
No. 1, complete	32
No. 2, complete	18
Faucets	
Cork lined 3 in.	65
Cork lined 9 in.	75
Cork lined 10 in.	85
Cedar, 8 in.	55
Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 pat. brush holder	85
12 lb. cotton mop heads	1 40
Ideal No. 7	90
Pails	
2-heop Standard	1 60
3-heop Standard	1 70
2-wire, Cable	1 75
3-wire, Cable	1 90
Cedar, all red, brass	1 25
Paper, Eureka	2 25
Fibre	3 70

10

Toothpicks	
Hardwood	2 50
Softwood	2 75
Banquet	1 50
Ideal	1 50
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
20-in., Standard, No. 1	1.7 00
18-in., Standard, No. 2	2.5 00
16-in., Standard, No. 3	3.5 00
20-in., Cable, No. 1	.7 50
18-in., Cable, No. 2	.6 50
16-in., Cable, No. 3	.5 50
No. 1 Fibre	10 85
No. 2 Fibre	9 45
No. 3 Fibre	8 15
Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	2 25
Single Peerless	2 25
Northern Queen	2 75
Double Duplex	3 00
Good Luck	2 75
Universal	2 65
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
11 in. Butter	75
13 in. Butter	1 15
15 in. Butter	2 00
17 in. Butter	3 25
19 in. Butter	4 75
Assorted, 13-15-17	2 25
Assorted 15-17-19	3 25
WRAPPING PAPER	
Common Straw	1 1/2
Fibre Manila, white	2 1/2
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butcher's Manila	2 1/2
Wax Paper, short cut 13	
Wax Butter, full count 20	
Wax Butter, rolls	15
YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz	1 15
Yeast Cream, 3 doz	1 00
Yeast Foam, 1 1/2 doz	58
FRESH FISH	
Jumbo Whitefish	Per lb @ 12 1/2
No. 1 Whitefish	@ 11
Trout	9 1/2 @ 10
Halibut	@ 10
Ciscoes or Herring	@ 5
Bluefish	10 1/2 @ 11
Live Lobster	@ 25
Boiled Lobster	@ 25
Cod	@ 10
Haddock	@ 8
Pickrel	@ 10 1/2
Pike	@ 7
Perc. H dressed	@ 8
Smoked White	@ 12 1/2
Red Snapper	@ 10
Cod. River Salmon	@ 13
Mackerel	15 @ 16
OYSTERS	
Cans	Per can
Extra Selects	28
F. H. Counts	35
P. J. D. Selects	33
Perfection Standards	25
Anchors	20
Standards	20
Bulk Oysters	
	Per Gal.
F. H. Counts	1 75
Extra Selects	1 75
Selects	1 50
Perfection Standards	1 25
Shell Goods	
	Per 100
Clams	1 25
Oysters	1 25
HIDES AND PELTS	
Hides	
Green No. 1	11 @ 11 1/2
Green No. 2	10 @ 10 1/2
Cured No. 1	13
Cured No. 2	12
Calfskins, green No. 1	1 13
Calfskins, green No. 2	1 11 1/2
Calfskins, cured No. 1	1 14
Calfskins, cured No. 2	1 12 1/2
Steer Hides, 60lb over 12 1/2	
Pelts	
Old Wool	
Lambs	60 @ 1 25
Shearlings	40 @ 1 00
Tallow	
No. 1	@ 4 1/2
No. 2	@ 3 1/2
Wool	
Unwashed, med.	26 @ 28
Unwashed, fine	21 @ 23
CONFECTIONS	
Stick Candy	
Standard	7 1/2
Standard H H	7 1/2
Standard Twist	8
Jumbo, 32 lb.	7 1/2
Extra H H	8
Boston Cream	10
Old Time Sugar stick	12

Your Annual Opportunity

This year be ready for it

To get the **real** Holiday Trade with its fattest of profits you've got to have a stock of Holiday Goods—and advertise the fact.

That's all, but—nothing less will do.

So you need to make sure of just the Holiday Goods you want, ready when you need them—in your own store and not somewhere on the road.

Already ordinary wholesale stocks of Holiday Goods are showing gaps. And though we **do** maintain our stock complete to a date hopelessly late for others, the beginning of breaks—with no more to be had—is none too far away.

Our Santa Claus Catalogue which marks the end of wholesale preparations for the Holidays is about ready to mail. It shows all our goods with net prices, and its **big** special feature is a Holiday Goods Sale.

Your first best move in making the most of **this** December's profit possibilities is to write, this moment, for the Santa Claus Edition of our monthly catalogue.

Ask for catalogue No. J556—our Santa Claus Catalogue.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

NEW YORK

CHICAGO

St. LOUIS

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.

Meat Market For Sale—Best paying market in the country, 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 17½x94 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

For Sale—To close an estate, remnant of general stock with full line of fine fixtures for general store. Address Box 26, Walkerville, Mich. 67

For Sale—\$7,000 stock of dry goods, shoes and clothing. Good clean stock. Old established business. Robt. Adamson, North Adams, Mich. 66

Merchant—If you wish to sell all or part of your stock, write full description of stock to W. D. Hamilton, 306 East Main, Galesburg, Ill. 65

For Sale—Established, honorable, legitimate, growing and paying business. Staple line. Will pay 100 per cent. Will bear closest investigation. Good reason for selling. Price \$3,000. Address Box 494, Bay City, Mich. 64

Willapa Harbor Timber—Spruce, cedar, fir, hemlock. Diameter 30 to 90 inches, stumpage 40 to 95 cents per M.; \$5 to \$15 per acre. W. W. Cheadle, Agt., South Bend, Wash. 63

For Sale—Drug stock in town of 1,200. Average sales, \$15 daily. Inventory \$1,400. Reason for selling, other business. Snap for someone if taken at once. Address No. 62, care Michigan Tradesman. 62

For Rent—A store room, 24 ft. by 90 ft., steel ceiling; new fixtures, two large display windows, situated in Grinnell, Iowa. One of the best business towns in Iowa; rent reasonable. Address G. R., 829 Main St., Grinnell, Iowa. 59

For Sale—Stock of hardware and implements, invoicing about \$2,000. Live town surrounded by rich farming country. No trades. Going West. Address No. 70, care Michigan Tradesman. 70

Ferrets For Sale—Write for prices. Lewis De Kleine, Jamestown, Mich. 58

For Sale—Small stock of groceries and fixtures at a bargain if taken at once. Will invoice about \$600. No stale goods. Address Lock Box 138, Charlevoix, Mich. 56

Bakery, doing good business. Reasons for selling, poor health and other business. Address H. O. Drake, 719 Sixth Ave., Council Bluffs, Iowa. 61

For Sale—Special bargains in Michigan lands in large and small tracts. Address J. E. Merritt, Manistee, Mich. 51

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

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—A cigar store in a town of 15,000. Good proposition. Address B. W. care Michigan Tradesman. 835

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. 44

Creamery outfit for sale, second-hand, in good condition, assigned property. Address L. M. Johnston, Assignee, Armada, Mich. 35

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. 32

Will exchange improved farm of sixty acres near Freeport for a thousand dollar stock of goods, and the difference. D. A. Holman, Freeport, Mich. 31

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. 38

For Sale—Modern steam laundry, only laundry in town. R. L. Briggs, Ovid, Mich. 37

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. 36

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. 34

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



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

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
½ lb. cans, 4 doz. case.. 45
½ lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal
10c size 90
½ lb cans 1 35
6oz. cans 1 90
½ lb cans 2 50
½ 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
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 ¼ lb pkg. per case 2 60
35 ½ lb pkg. per case 2 60
35 ½ lb pkg. per case 2 60
16 ¼ lb pkg. per case 2 60

FRESH MEATS

Beef
Carcass 4 @ ½¢
Forequarters 4½¢ 5
Hindquarters 7½¢ 9
Loins 9 @ 16
Ribs 8 @ 14
Rounds 7 @ 8
Chucks 5 @ 6
Plates @ 8

Pork.

Loins @ 12½¢
Dressed @ 7½¢
Boston Butts @ 10½¢
Shoulders @ 9
Leaf Lard @ 8½¢

Mutton

Carcass @ 7½¢
Lambs 10 @ 11

Veal

Carcass 5½¢ @ 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 50

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 25
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., Detroit and Jackson; F. Saunders & Co., Port Huron;
Symons Bros. & Co., Saginaw; Melsel & Goeschel, Bay City; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

¼ to 1 in 4
1½ to 2 in 7
1½ to 2 in 9
1½ to 2 in 11
2 in 15
3 in 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 16
No. 8, 15 feet 13
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

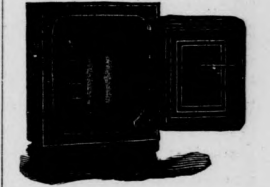
Poles

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

Place your business on a cash basis by using Tradesman Coupons

Tied Up by Injunction.

Woodland, Oct. 17—F. F. Hilbert, the local banker and owner of the Woodland telephone exchange, has been tied up by an injunction by the Citizens Telephone Co., of Grand Rapids. Mr. Hilbert owns and operates 200 telephones in this village and surrounding country and made a contract some years ago with the Citizens Telephone Co., in which he agreed to give the Citizens Telephone Co. the first opportunity to purchase the exchange at \$30 per phone, providing he concluded to make a sale to any one later on. It is reported that he is now offered \$15,000 for the exchange by the Bell Co. Under the option the Citizens Telephone Co. is entitled to the property for \$6,000, but has offered \$10,000, which is considered a high price in these parts. Fearful that Mr. Hilbert would violate his agreement, the Citizens Telephone Co. obtained the injunction above referred to and the matter will now be threshed out in the courts, unless Mr. Hilbert binds himself to retain the exchange, which he will probably be willing to do under the circumstances.

Not Obligated to Pay a Bonus.

Morrice, Oct. 17—The village officials of Morrice will not be obliged to pay the \$2,000 bonus given by the village to Sutton & Mackey and subsequently recovered.

An electric lighting plant was to be erected in Morrice by Sutton & Mackey and the firm received a bonus of \$2,000. The firm failed to carry out the contract under which the bonus was given and the village sued to recover.

The ground upon which the Circuit Court gave a decision in favor of the village was that no municipal corporation has a legal right to grant a bonus. The Supreme Court upheld the decision and the money was returned to the village.

Thereupon, in an effort to hold the village officials, who formed the committee dealing with Sutton & Mackey, personally responsible for the \$2,000, the firm brought suit against them as individuals. Judge Smith took the case from the jury on the ground that the contract between the committee and the company was illegal.

New Creameries at Scottville and Custer.

Ludington, Oct. 17—Axel Kehlet, manager of the Westfield Creamery Co., has been in this vicinity for some time looking over prospects for business. As a result of his inspection Mr. Kehlet has determined to put in a creamery at Scottville and one at Custer. At Custer he has already bought the cannery company's building and has started to make repairs upon it, and to put it into shape for operation next spring. At Scottville the village furnished the site and Mr. Kehlet has let to O. S. Bolton the contract for the foundation, which will be erected this year.

Protest Against Present Sugar Beet Tariff.

New York, Oct. 11—To save many Michigan beet sugar factories from

being shut down, a protest against the present sugar beet tariff has been made before the United States general appraisers here. It was filed by the Marine Sugar Co., of Marine City, and asked for a reduction of the tariff from its present rate of 25 per cent. ad valorem to 10 per cent. ad valorem.

The appraisers were told that under the bounty which Michigan formerly paid more factories were built than the surrounding country could supply with sugar beets. Recently it was stated three such factories were dismantled and the appraisers were asked to lower the duty in order that the American factories might get beets from Canada.

The technical ground on which this protest was made declared that a sugar beet was not in reality a vegetable but merely a raw material for use in manufacturing sugar. To allow the board to consider this point the case was adjourned until December 6.

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

Buffalo, Oct. 18—Creamery, 20@22c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, candled, 23@24c.

Live Poultry—Fowls, 11½@12½c; ducks, 12½@13c; geese, 11@12c; springs, 12@13c.

Dressed Poultry—Chickens, 12½@14c; fowls, 13@14c.

Beans—Hand picked marrows, new, \$3; mediums, \$2; pea, \$1.75@1.80; red kidney, \$2.50@2.75; white kidney, \$2.90@3.

Potatoes—55@65c per bushel.

Rea & Witzig.

The Boys Behind the Counter.

Ishpeming—John C. Rule, who has been in J. Selwood & Co.'s dry goods department a number of years, has resigned, to accept a place in the Painesdale store of which Richard Kellow, formerly cashier at the Ishpeming Co-Operative store, is manager.

Harbor Springs—C. Vanden Bosch, of Holland, has taken a position in W. J. Clarke & Son's clothing store.

South Lyon—A corporation has been formed under the style of the South Lyon Creamery Co., which will manufacture and sell milk products. The authorized capital stock of the company is \$4,800, of which \$4,600 has been subscribed and paid in in cash.

Shelby—James Bennett will continue the bazaar business formerly conducted by Jacob M. Nathan.

Fosters—N. W. Gartner & Co. succeed Leach Bros. in the general merchandise business.

Business Wants**BUSINESS CHANCES.**

For Sale—Drug store. Only one in town of 400 inhabitants. Lagrange Co., Indiana. Address No. 71, care Michigan Tradesman. 71.

Autumn Leaves For Sale—100 gross of largest size maple leaves; have been used but once, and are in good condition; suitable for openings and special fall sales; samples on request; entire lot, 40c per gross; smaller quantities, 50c; cost originally, \$1. The Howe & Stetson Company, New Haven, Conn. 75.

For Sale—General merchandise business, established 10 years. Annual sales, \$22,000. Positive growth every year and bright prospects for future. Owner has another business, must devote his time to. Will discount if taken in 10 days and guarantee stock and business. Invoices \$5,000. Address No. 74, care Michigan Tradesman. 74.

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. 48.

Shoe Store For Sale—Doing largest and most profitable business in best town in Southern Iowa. Address Childs, Albia, Iowa. 45.

For Sale—A fully equipped meat market in a Southern Michigan town of 5,000 inhabitants. Address No. 47, care Michigan Tradesman. 47.

For Sale—Good clean stock general hardware, farming implements, in one of best farming towns in Michigan. Stock can be reduced to suit purchaser. Address No. 49, care Michigan Tradesman. 49.

For Sale—Dry goods, groceries, boots and shoes, \$5,000 cash. Fifteen miles from Grand Rapids on railroad. Cheap rent. Address No. 24, care Michigan Tradesman. 24.

For Rent—Store building 40 x 155, two floors and basement, all salesrooms, best location in Traverse City, Mich. Apply, Chas. Rosenthal, Chattanooga, Tenn. 21.

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 w. 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. 25.

For Sale—One grocer and one meat computing scale. W. F. Harris, South Bend, Ind. 18.

For Sale—\$6,000 stock general merchandise; two-story brick building, value \$4,000; no trade; best of reasons for selling. If interested write. Address F. R. Marts, Polk City, Iowa. 11.

For Sale—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. 12.

Resident commission representatives for California, Michigan, Wisconsin, Indiana, Ohio, Pennsylvania, Nebraska, Minnesota, North and South Dakota and Idaho, for our line of fancy vests, and white cloth clothing. Established trade. Ottenheimer & Co., 237 Market St., Chicago, Ill. 23.

For Sale—80 acre farm one mile from this city. All improved. 25 acre orchard nine years old. 750 apple, 50 peach, 300 pear and 200 plum trees, one acre grapes. Fair buildings. Price \$55 per acre. A. L. Bradford, Eaton Rapids, Mich. 997.

For Sale—A good country store and stock. Fine business, \$3,500. E. N. Passage, Plymouth, Mich. 989.

Live clerks make clean extra money representing our straight, wholesome western investments; experience unnecessary. C. E. Mitchell Co., Spokane, Wash. 990.

For Sale—Furniture business and undertaker's complete outfit, consisting of hearse, coffins, pedestals, robe trimmings, etc. Reason for selling, other business. R. G. Pattison, Remus, Mich. 987.

For Sale—Only bakery in town, restaurant. County seat town; doing nice business; good shipping point. Two-story brick building; five nice living rooms above. Will sell building, if desired, on easy terms. M. R. G., Troy, Mo. 936.

For Sale or Trade—Stock groceries and furnishing goods, 25 miles from Kalamazoo. Big bargain. Address E. D. Wright, care of Musselman Grocer Co. 949.

For Sale—Shoe stock in live town of 3,000 in Central Michigan. Will invoice about \$5,000. Doing good business. Ill health. A bargain if taken at once. Address Lock Box 83, Corunna, Mich. 938.

For Sale—Complete planing mill, machinery, boiler, engine, and all necessary buildings for conducting a retail lumber business. Location extra good. All necessary switches and our good will. Population 12,000. Good business. Object for selling, inducements at Fort Wayne for manufacturing fixtures and show cases. The Clark Lumber & Fixture Co., Barberton, O. 917.

For Sale—A good clean stock of groceries and crockery in one of the best business towns of 1,400 population in the State. No trades but a bargain for anyone desiring a good established business. Address No. 872, care Michigan Tradesman. 872.

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253.

For Sale—800 acres improved farm; two sets of farm buildings and an artesian well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4½ miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 886.

For Sale—The best water power mill, with two turbine wheels, well equipped, lumber mill. Good chance for electric light plant or any kind of factory, in the best little town in Northern Michigan. Good shipping point either by rail or lake. Address all communications to the Boyne Falls Lumber Co., Boyne Falls, Mich. 829.

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511.

For Sale—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich. 713.

POSITIONS WANTED

Baker of two years' experience on bread and cakes. Mrs. L. Jackson, Chebanse, Ill. 55.

Wanted—A position as traveling salesman. Twenty years experience in general merchandising. Can handle dry goods, boots and shoes, clothing, furnishing goods or groceries. Address No. 26, care Michigan Tradesman. 26.

HELP WANTED.

Wanted—Two dry goods salesmen, young and active. Apply to Burnham & Co., Lansing, Mich., by letter or in person, stating age, experience, etc. 73.

Wanted—Young man to learn the wholesale dry goods business. We want several young unmarried men, age 25 to 30 years, who are willing to start at the bottom in one of our departments at \$30 to \$40 per month. Fine opportunity for workers; write, stating age, experience and references. Ferguson-McKinney Dry Goods Co., St. Louis, Mo. 72.

Wanted—Clerk who can handle shoes and gents' furnishings and who can invest some cash. I have a fine opening for a good salesman, a permanent situation. I have been in business 25 years and want some person who can take charge of store. Box 33, Capac, Mich. 68.

Wanted—A clerk in general store. N. Abbott, Moorestown, Mich. 69.

Salesman Wanted—For retail drygoods store. State age, salary expected. References. J. George Dratz, Muskegon, Mich. 60.

Capable salesman to cover unoccupied territory with staple line. High commissions with \$100 monthly advance. Permanent position to right man. Jess H. Smith Co., Detroit, Mich. 57.

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. 40.

Salesmen to handle oil, grease, belting, hose and paint on very liberal terms. No better side line can be found. The Noble Refining Co., Cleveland, O. 13.

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490.

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. 42.

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., 785 North Park Ave., Chicago, Ill. Manufacturers of souvenirs, metal novelties, private mailing cards, etc. 43.

MISCELLANEOUS.

Young man to prepare for desirable position in government mail service; good salary; permanent; fine opportunity for promotion. Box 1, Cedar Rapids, Ia. 15.

Joseph U. Smith Detective Bureau—All legitimate detective work promptly and satisfactorily done, highest references furnished. Both telephones. Bell, Main 42. Citizens, 6189. 71-72 Powers Theater Bldg., Grand Rapids, Mich. 945.

"You have tried the rest now use the best."

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?

Golden Horn Flour

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.

Don't Forget to Order

Manufactured by

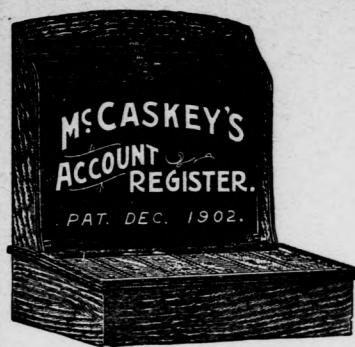
Star & Crescent Milling Co., Chicago, Ill.

The Finest Mill on Earth

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots



It's a Fact

Modern Conditions
Require
Modern Methods

The modern permanent idea in handling accounts is to **total** and **forward** all accounts, strike balance and render statement with **every** transaction. You can do all this with **one writing** on a McCaskey.

Every Time You Say,

"Oh! My system is 'good enough'" (when you know you can do better), you are allowing yourself to become **careless**. Think it over and send for a catalogue.

The McCaskey Account Register Co.

Alliance, Ohio

Manufacturers of the Famous Multiplex Carbon Back Counter Pads; also Single Carbon and Folding Pads.



Received
Highest Award

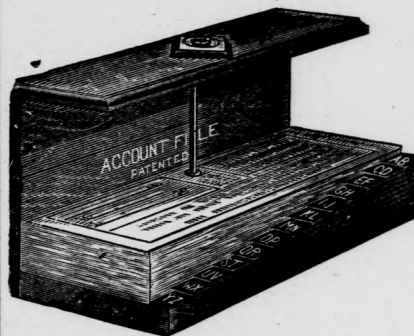
GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This

saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

\$20,000 Worth of Bargains

An extraordinary opportunity to secure the **greatest values ever offered** in staple lines of **notions, druggists', grocers' and stationers' sundries.**

The items on this page are priced below anything in this market, and we have made the same special prices on dozens of other staple articles as shown on our sample tables. Come in person if possible.

Act Quick—These Bargains Will Not Last.

Send for complete lists of our bargain offerings. Did you receive our Holiday Catalogue? It is sent free to merchants on request. Terms on Holiday Goods January 1, 1906, net.

Ladies' Fleece Lined Underwear—Ribbed

Sizes, 4, 5 and 6—Solid or Assorted



No. 1691

No. 1691 Ecu Ribbed Vest—Extra quality yarn, heavily fleeced. Lace trimmed neck, shell stitched front, mercerized tape at neck, pearl buttons, shaped body, gusset armhole, covered seams. Weight 7 lbs. to the dozen. One dozen in box. Per doz.....\$2 25

No. 1691 Pants to match the above. French band. 1 dozen in box. Per doz.....\$2 25

No. 1693 Silver Gray Ribbed Vest—Otherwise same as No. 1691. One dozen in box. Per doz.....\$2 25

No. 1693 Pants to match the above. 1 doz. in box. Doz.....\$2 25

Men's Jaeger Fleece Lined Shirts and Drawers

Shirts, 34 to 46—Drawers, 34 to 44

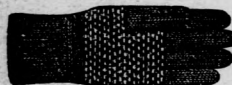


No. 1661

No. 1661 Shirts—Jaeger color, sanitary, fleece lined. Heavily fleeced, bound neck and front, covered seams, double ribbed cuffs and hemmed tail. Pearl buttons. 1/2 dozen in box. (Solid or assorted sizes.) Per doz.....\$4 25

No. 1661 Drawers to match the above. 1/2 dozen in box. (Solid or assorted sizes.) Per doz.....\$4 25

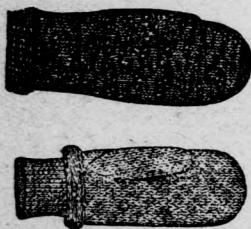
Men's Scotch Wool Gloves



No. 1245 Slate Grays—Best quality imported worsted yarn, fancy body checked with black, full seamless, double knit elastic ribbed cuff. One dozen pairs in box, assorted sizes. Per doz \$4 25

No. 1249—Extra heavy all wool, full seamless tufted lining, elastic knit wrist, tufted comfort roll at wrist; fancy jacquard knit body in dark grays and browns. These gloves give the fullest protection against the cold. One dozen pairs, assorted sizes in box. Per doz.....\$4 25

Men's Heavy Wool Mittens



No. 1250 Men's Heavy Ribbed Wool Mittens, black and gray striped, tufted lining, tufted comfort roll at wrist. Big value. One dozen pairs assorted sizes, in box. Per dozen.....\$2 10

No. 1253 Extra Heavy, smooth yarn, closely knit, clouded patterns in dark green, black and gray; tufted lining, double knit, elastic, close fitting wrist. No cold can penetrate this mitten. One dozen pairs, assorted sizes, in box. Per dozen pairs.....\$4 25

Merchants, Attention

This is the advertisement now appearing in all Grand Rapids daily papers:

"Ladies

Ask your dealer for

Leonard Brooms

Snugly ensconced in one corner of our big refrigerator factory on Ottawa street, for seven years we have been making the best parlor and household brooms that are shown in this market. We make 75 dozen or 900 brooms per day; 270,000 brooms per year are made in this shop by skilled union labor. Ask your dealer for one or more of the following:

Clipper Brooms, each. . . . 20c
Puritan Brooms, each. . . . 25c
Blue Bell Brooms, each. . . 30c
Whittier Special, each. . . 40c
Parlor Gem Brooms, each. 50c

The Winner Broom

Sold everywhere.

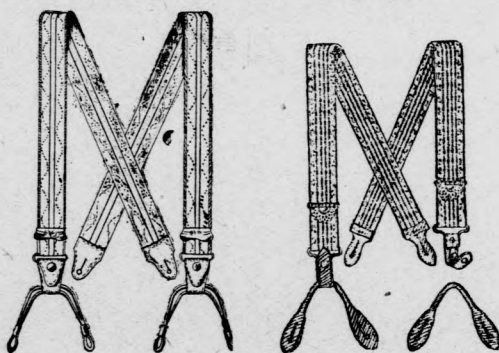
With red hand-polished handles and fine selected corn. Each.....35c

Mill and Factory Brooms \$4.00 per dozen.

The above advertisement is steadily appearing before 500,000 people. No other brooms are as popular as these, and we keep the quality always the same. Ask your jobber for them. If he does not keep them ask us for descriptive price list. Fifteen varieties. Freight prepaid on five dozen or over.

Prompt shipments to all.

Big Values in 25c Suspenders



Cracker Jack

Spot Cash

Cracker Jack Assortment Suspenders—Full length; 1 1/2 inch extra quality web, assorted styles, leather ends, assorted button and spring castoff, all cross back, full leather trimmed. One dozen in box. Per doz.....\$1 90

Spot Cash Assortment—Cantab sliding ends, otherwise same as above. Both exceptional values. Per dozen.....\$1 90

Misses' and Boys' Black Wool Hose



M7821 Pure Worsted—1 and 1 rib, full seamless, double spliced knee, strengthened Oxford heel and toe, extra heavy foot, soft finish, excellent goods.

No. 5	—Per doz	\$1 60
5 1/2	—	1 70
6	—	1 80
6 1/2	—	1 90
7	—	2 00
7 1/2	—	2 10
8	—	2 20
8 1/2	—	2 30
9	—	2 40

In rounds (1/2 dozen or more of each size.) Per doz.....\$2 00

M8821 Pure Worsted—2 and 1 rib, full seamless, strengthened Oxford merino heel and toe, extra heavy foot, soft finish; excellent goods.

No. 6	—Per doz	\$1 65	No. 8 1/2	—Per doz	\$2 15
No. 6 1/2	—Per doz	1 75	No. 9	—Per doz	2 25
No. 7	—Per doz	1 85	No. 9 1/2	—Per doz	2 35
No. 7 1/2	—Per doz	1 95	No. 10	—Per doz	2 45
No. 8	—Per doz	2 05			

In rounds of 1/2 dozen of each size, Per doz.....\$2 05

Men's Woolen Half Hose—(Bundled)

S9111 Shaker Ribbed, Mixed Bluish Gray—Good weight, full seamless. One dozen in bundle. Per doz.....\$1 20

No. 48BS Shaker Ribbed, Navy Blue—Extra heavy, strengthened heel and toe, full seamless. Weight 3 lbs. One dozen in a bundle. Per doz.....\$1 95

No. 48NS Shaker Ribbed Natural Gray—Otherwise same as above. One dozen in a bundle. Per dozen.....\$1 95



48BS-48NS

Ladies' Woolen Hose—Boxed



L8821-8891



L9821-9891

L8821 Ribbed Top, Fast Black—Full seamless, Oxford gray heels and toes, weight over 2 1/2 lbs. 1 dozen in box. Per doz.....\$2 00

L8891 Ribbed Top, Indigo Blue—White heel and toe, otherwise same as above. Per doz.....\$2 00

L9821 Ribbed Leg, Fast Black—Otherwise same as above. Per doz.....\$2 00

L9891 Ribbed Leg, Indigo Blue—White heel and toe, otherwise same as above. Per doz.....\$2 00

H. LEONARD & SONS, Grand Rapids, Mich.

Importers, Manufacturers and Manufacturers' Agents

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