

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 25, 1905

Number 1153

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers Waste Dollars

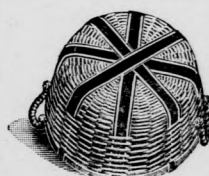
By Using Cheap Baskets

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

No Gold Brick

about the

S. C. W. 5c Cigar



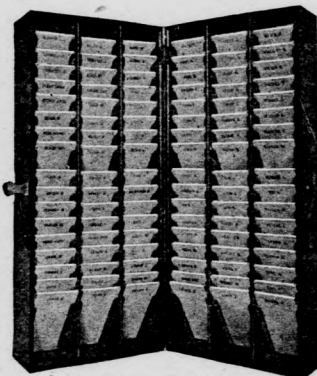
It's genuine tobacco all the way through—it's fine of flavor and a free smoker, and worth every mill of the 5c you pay for it. When you have sampled one you'll want a box. Try one now.

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

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



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

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

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

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.

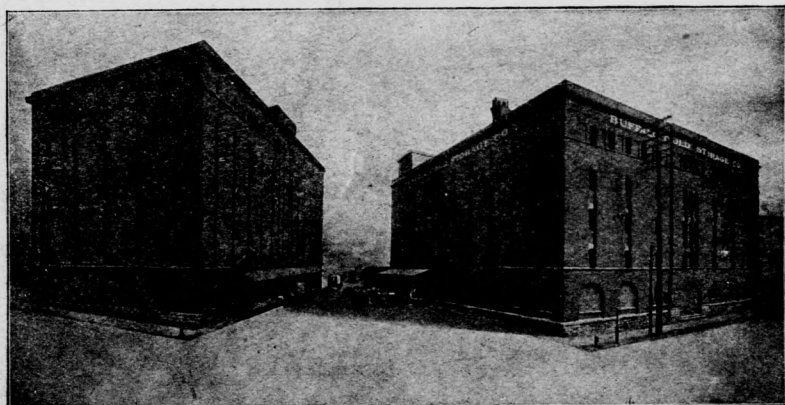
Time Saved! Labor Saved! Money Saved!

What more can you ask?

Call Local Manager for terms, or address

Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids



Rates Moderate. Write us.

Buffalo old Storage Company

Buffalo, N. Y.

Store Your Poultry at Buffalo

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

Reasonable advances at 6 per cent. interest.

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.

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

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.

Michigan Fire and Marine Insurance Company

Detroit Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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

Every Cake



of FLEISCHMANN'S

YELLOW LABEL COMPRESSED

YEAST you sell not only increases

your profits, but also gives complete

satisfaction to your patrons.

The Fleischmann Co.,

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

You Are Reading This Ad! Why?

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

Seeing is Believing

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

Automatic System

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

Pay for Itself

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

Do It Now



One of Our Automatic Pendulum
Computing Scales

COMPUTING SCALE CO.,

DAYTON, OHIO } Manufacturers

MONEYWEIGHT SCALE CO.,

47 STATE ST., CHICAGO } Distributors

Mention that you saw our advertisement in the Michigan Tradesman.

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 25, 1905

Number 1153

The Kent County Savings Bank
OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.
OF MICHIGAN
Credit Advances, and Collections
OFFICES
Widdicomb Building, Grand Rapids
42 W. Western Ave., Muskegon
Detroit Opera House Bldg., Detroit

GRAND RAPIDS FIRE INSURANCE AGENCY
W. FRED McBAIN, President
Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR
Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
2321 Majestic Building, Detroit, Mich

Collection Department
R. G. DUN & CO.
Mich. Trust Building, Grand Rapids
Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader.
C. E. McCRONE, Manager.

We Buy and Sell Total Issues of State, County, City, School District, Street Railway and Gas BONDS
Correspondence Solicited
H. W. NOBLE & COMPANY BANKERS
Union Trust Building, Detroit, Mich.

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

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COERCION MUST CEASE.

"There is no such thing as peaceful, polite and gentlemanly picketing, any more than there can be chaste, polite and gentlemanly vulgarity, or peaceful mobbing or lawful lynching."

So said Judge Smith, of the Chicago Appellate Court, in confirming a judgment by which Franklin union, No. 4, an organization of pressmen, and three of its members were fined \$100 each and sentenced to thirty days' imprisonment by the Superior Court two years ago for violation of an injunction secured by the Chicago Typothetae. By the injunction members of the Franklin union were restrained from interfering with employes of several printing firms.

The temporary injunction restraining Chicago Typographical union No. 16 from picketing in connection with its strike at shops of the typothetae was made permanent last Wednesday by Judge Jesse Holdom. Judge Holdom's exact action was to deny the motion to dissolve the order. He ruled that it shall "remain in full force without any modification until the further order of the court."

In giving his ruling, Judge Holdom went fully into the legal phases of the strike, the boycott, the closed shop, and other issues raised in labor controversies. He proceeded, from the first, on the ground that the closed shop is unlawful. The bill for the injunction, he said, charged the printers with conspiracy to compel the employers to enter into this unlawful contract.

"The foundation of the strike in this case," said the court, "is the union contract demanding a closed shop and an eight hour day. Both the closed shop and the eight hour day are unlawful when it is attempted to coerce the employer to enter into them against his will. The United States Supreme Court held that the sovereign power of the State of New York could not force an

eight hour day upon the employer, and what the sovereign power of a State can not do can not be done by any other power. The union labor, like all other, whether natural or artificial persons, must yield its principles whenever they conflict with the law of the land.

"The terms of the injunction are broad and comprehensive, and inclusive of all actions which might tend, even remotely, to foster the conspiracy charged against the defendants in the bill. Many of the actions enjoined in themselves might be harmless. But when used even in the slightest degree to carry out the unlawful scheme upon which the defendants have embarked, they become in themselves unlawful within the legal definition of a conspiracy.

"It is now well settled that the privilege of contracting is both a liberty and a property right. Liberty includes the right to make and enforce contracts, because the right to make and enforce contracts is included in the right to acquire property. Labor is property. To deprive the laborer and the employer of this right to contract with one another is to violate a section of the constitution of the State.

"It is equally a violation of the fifth and fourteenth amendments of the constitution of the United States, which provides that no person shall be deprived of life, liberty, or property without due process of law and that no state shall deprive any person of life, liberty or property without due process of law, nor deny to any person within its jurisdiction the equal protection of the laws."

In the face of these decisions, the union leaders assert that the charters of the local organizations may as well be returned to the national organizations, because it is not possible to maintain the principles of the unions and obey the law, as laid down by the courts above quoted.

All of which is an admission that unionism can not exist unless it can over-ride the law and resort to the use of weapons which are illegal and criminal.

The leading commercial, industrial and agricultural associations of Cuba have declared for a permanent trade treaty with the United States, covering not only reciprocity, but general commercial relations. The movement appears to be a very strong one and will probably defeat the Anglo-Cuban commercial treaty now pending as it feared that it would result in American retaliation. The most influential elements in the Island are keenly alive to the importance of uniting the interests of Cuba as closely as possible to those of the United States.

GENERAL TRADE OUTLOOK.

The steady maintenance of the stock market level at very near the highest point in many years is a strong testimony to the widespread prosperity in general trade and industry. If the movement upward was more rapid it would argue the manipulation of reckless speculators, to be followed by the inevitable reaction. Indeed, with such an apparent opportunity it seems remarkable that speculation is so conservative. It would look as though operators were developing some conscience as to the general well being or that they are finding that there is enough in the natural expansion of industries and in the development of new enterprises to satisfy any reasonable expectation of profits. If this conservatism continues the maintenance of an even level for some time to come seems very probable, as the sustaining influence is too strong for the assaults of any ordinary bear influence.

General merchandise distribution is at the highest tide ever known. For many months the railways have been putting forth every effort in increasing equipment, and yet the greatest hindrance is found in lack of transportation facilities. A partial explanation of the increase in demands is the tremendous expansion in constructive work of all kinds. Never in the history of the country has there been a time when so great demands were made for structural steel, lumber, cement, etc., all drawing heavily on transportation. It is to be remembered in this connection that distances are constantly increasing, steel and lumber especially requiring to cross the continent in vast quantities.

There is some complaint in sections that the mild weather is not favorable to the season's trade, but the weather conditions as a whole are not far from normal. Indeed, it is fortunate that there has been so favorable a time for the securing and caring for crops, which gives the assurance of the greater demand when the time comes. In all leading manufactures there is much less anxiety on the part of operators for orders than on the part of buyers to secure goods. High prices of materials, especially in footwear, still operate to make manufacturers chary in booking for a long distant future.

J. L. Meeker, buyer and shipper of country produce and general dealer, Nutwood, Ohio: I could not get along without the Tradesman. It is the best trade paper that I have ever had hold of.

The Master is always with those who seek to minister.



Windowmen Should Not Be Shackled by Interference.

"Should your employer criticise your work unjustly, respectfully request permission to prove your claim, or, if he is too excited wait until he calms down, or let him alone entirely. Very likely, if the work is good, some one else will praise it. That will convince him quicker than you could. On the other hand, if he is right and the work is bad, say nothing. Look for the trouble, knowing which, you will see the remedy and avoid it next time."

I read the above terse advice out of a book, an acknowledged authority on the subject, to a young man of a neighboring city who sees to the windows of a firm which does a large retail business in a certain line having to do with men's clothing, and advised him to cheer up—matters might not be so dark as they seemed just then.

The young fellow was clean down in the dumps. When he hired out to the firm in question, some time before my conversation with him, he did so with the express understanding, that he was to be given carte blanche in his work. Oh, yes, he was to have everything to his liking—all the new window fixtures he wanted, and anything he might like in the

way of other accessories or furnishings he was to feel free to ask for. He was to have the willing co-operation of his employers in every particular.

Arrangements looked as if the new man would get on swimmingly. What was his surprise, therefore, to be told—when he asked for the little extra help of one of the underlings of the place, who wasn't especially busy at the time—that he "was employed to do that work himself and needn't think he was going to be babied along in that fashion;" and much more to the same point.

This was certainly not according to agreement. The trimmer was not in the habit of depending on some one else to assist him. This was the first time he had suggested such a thing, and it was necessary to have another person to help him lift into the window a heavy wooden scroll background which he had constructed in his workroom and covered with velveteen and it was now ready to be moved into the place for which it had been made; it was impossible for the new windowman to handle it alone.

He did not explain all this to the head of the firm when he asked the loan of an extra man, not deeming it necessary to go into details.

The man addressed flared up in a minute and showed to the newcomer, for the first time, what sort of disposition he possessed. Still, he probably wanted to nip in the bud any effort on the part of the new employe that he thought leaned to-

ward shirking, and took the first occasion that presented itself to do so. He might have been right according to his reasoning.

When the case was stated a little more explicitly he "hauled in his horns" and half apologized for his outburst and at once ordered a helper as asked.

But

"Tis the little rift within the lute That, widening, makes the music mute."

And the little rift kept widening and widening between this young windowman and the member of the firm he had had the fuss with, until, when I saw him, he was just about ready to "throw up the sponge," as he expressed it, and seek a position with other people. He is young in years, but has dropped into the niche which he is fitted to a nicety by Nature to fill, and it ought not to be difficult for him to obtain another situation, where, needless to state, he may profit by his experience with the present company. The next time, he says, he will have the terms of the contract "down in black and white" and then he will avoid, perhaps, his present difficulties.

Of course, though, there are always troubles galore a-brewin', and the wise window trimmer must not expect that his store existence is going to be a "bed of roses."

* * *

I am constrained to mention, for two weeks running, the fine windows of the Winegars in their Division street store. I understand these and

the ones of their Canal street establishment are in the hands of two brothers named Smith—Leo and Harley respectively. It seems to run in this particular Smith family to produce good results in their chosen field. To be sure, they have interesting material to draw from—house furnishing goods—but not every cook can make a palatable pie even then.

The Division street windows are spacious and the lighting is excellent by Mister Sol, assisted by electricity a plenty when he has hid his glory.

That is one way in which some stores make, literally, a shining success with their displays—they are not niggardly in the use of artificial lighting. Others seem to go on the principle that here is the best place to "skinch"—and "skinch" they do. Nobody is going to take the trouble to stop and gaze into a half-lighted or dim window. Brightness always attracts the human family, and if more heed were given to this ruling characteristic of all races, mercantile places would profit immensely thereby.

The right hand window of the store first referred to is luxuriously fitted up as a library, with heavy oak furniture, handsome rugs, attractive lamps, etc. A sectional book case projects into the inviting room in an L shape, making a cozy corner in the angle. Every reading room should have one or more nooks in it, to give an air of seclusion from interruption in the pursuit of study or reading for amusement. This window-room would have been improved by the

Wise shoe dealers sell exclusively the Mayer Line of "Custom Made" Boots and Shoes

Because: It embodies

**An Assortment Complete
in Every Detail:**

Consider the desirability of dealing with only one shoe manufacturer, one that will supply you with everything needed in the most complete and up-to-date shoe store. Saves you the bother of buying in many different markets.

**A Shoe for Every
Requirement:**

If you cater to family trade, remember that with the Mayer Custom Made line you can meet every requirement. No matter where you are, in city or country, mining camp or farming community, we have the shoes for your particular needs.

**Satisfaction for Every
Customer:**

It's the quality in Mayer Custom Made shoes that enables a shoe dealer to recommend them in the highest terms. It's the quality that insures the continued patronage of old customers and the winning of new—and that is the chief advantage of carrying the "Mayer Line" exclusively. No chance for disappointment—you know every shoe is right and is sure to satisfy.

Mayer Boots and Shoes are now being extensively advertised in nearly 2,000 newspapers. You will have calls for them. Write for samples to-day.

F. Mayer Boot and



Shoe Co.

**Milwaukee,
Wisconsin**

addition of rich tapestries, or other sumptuous hangings, and appropriate pictures, to carry out the idea of realism.

In other exhibit sections are necessities for winter comfort—generous coal stoves, bed coverings and rugs.

Altogether the four windows are very agreeable to look at, and should draw trade inside, where the clerks "will do the rest."

Immodest Plays a Peril of the Times.
Written for the Tradesman.

A nation such as this—pre-eminent-ly Christian—should be making a steady advance in all matters pertaining to religious, National and social life. This can be accomplished only through the demand of public sentiment. Our Government is of the people, by the people and for the people, and it is the character of the people that stamps itself indelibly on the National life. Prominent men, those in authority, our teachers and preachers, may be ever so faithful and highminded, but if they fail to move the masses and elevate and sway the common people their influence counts for little and their oratory is but a play of words, barren in results. All great reforms organized and pushed enthusiastically by their adherents, and which finally collapse ignominiously, have failed because public sentiment did not support them. Since this is unquestionably true, it is of vital importance that one should watch the signs of the times and strive by every avenue by which they may be reached to raise the ideals and elevate the ambitions of the common people. The hope of the Nation is through these channels.

One need not be pessimistic to observe that there is at the present day a dangerous tendency toward the lowering of the moral standard of the people—not the ignorant and degraded but the educated, cultivated and even Christian men and women.

Do you challenge the statement? Let us consider for a moment the character of our entertainments:

But a few short years ago when "The Black Crook" was put upon the boards the better class of people hid their faces and held up their hands in horror. The costumes were considered scandalous and were assailed by the clergy, the press and self-respecting people everywhere. But, while many passed the billboards with averted faces, some glanced at them cautiously and others boldly gazed, admired and resolved to see that on the stage somewhere, somehow.

The seed thus sown, although tiny as a grain of mustard, has already outrivalled the mustard tree in vigorous growth. The evil is with us, and apparently here to stay. The moral sense of the people has been dulled and our standard lowered. The conditions are alarming and the results on individual lives apparent. Purity of thought is, in some degree at least, at a discount and entertainments which once would have brought the blush of shame to the faces of pure-minded persons are now the most popular ones of all. The opera houses are thronged as never before

and the audiences are made up largely of our young people—those from Christian homes. Even matinees for the little ones are in many cases such as should cause the mother to hide her face.

How can parents talk and teach purity of thought and heart to their sons and daughters and then encourage them in attending such plays—even accompanying them to entertainments of this character? "Oh, Consistency, thou art a jewel!" Rare indeed in this connection. It is time for parents to stop and consider whether they are tending and right-about-face if conscience condemns them. Purity of thought, as well as of deed, once lost, can never be restored, and as we sow so shall we reap. The law is inflexible, and applies to the children of the millionaire as inevitably as to the family of his butler or laundress.

Pause for a moment and count the cases within your personal knowledge of the daughters belonging to most respected families who have fallen into disgrace, wrecking their own lives and breaking the hearts of father and mother—the fingers of one hand will not suffice to enumerate them. This is not a sensational statement but cold hard fact.

What has brought about these conditions? There is a cause, and there must be a remedy. One step in the right direction leads toward our entertainments. Let parents ascertain the character of those patronized by their children and if questionable in even the slightest degree take a firm stand against them and allow no pressure, however strong, to turn them from their position. The evil has taken deep root and none but heroic measures will be effective.

This article does not condemn the theater in toto. It was once, and should now be, an educator. It is not all corrupt, in scores of cases interesting and entertaining without an objectionable feature. If the theater-going public would eliminate from patronage every play containing a suspicion of coarseness or immodesty the effect would be marvelous and gratifying to chaste-minded persons. The dramatist and actor cater to the public taste and gauge their success by the patronage secured. When our entertainments have degenerated in character until a "clean play" must be specially advertised as such—as was recently done in a promising little city of 30,000 inhabitants—what shall be said of the theater in general?

It is gratifying to know that the better element of some communities has been aroused and a move in the right direction been inaugurated. The following clipping shows that one city in the Southwest is on the skirmish line in the battle for purity:

"Muskogee, I. T., April 24—Muskogee is applauding the management of its new theater, that stands for good shows or none. Two shows have had engagements to appear here. After finding out what kind of shows they were the management canceled the dates of each. The management broke the contract with the first in

the face of a threatened suit and the second, with a two nights' engagement, was shut off after the first performance. The management refused to allow the show the second night."

All honor to Muskogee! Let the cities of the East follow the example of their Western sister and make a determined fight for clean plays.

The end is not yet. The Twentieth Century groans in commiseration of the primitive amusements of our forefathers and laughs them to scorn. Has not the border line of the other extreme been fully crossed, and may we not soon look for the reaction?

Give us Shakespeare, a clean, pure light opera, and even respectable minstrels; but let all cultivated, virtuous people draw the lines tight and strong and repudiate every objectionable play. Only in this manner can the stage be elevated to its former high standard. It is going to require generations to regain what we have lost in the character of our public entertainments. Barbara.

Negotiating With a Knitting Factory.

Pontiac, Oct. 24—The local Board of Trade is still negotiating with representatives of a well-known knitting company of this State with reference to locating a branch factory here. The company has asked a number of concessions and the Board of Trade has made a counter proposition. It is expected, however, that the negotiations will end in locating the factory here.

Gasoline Mantles

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

NOEL & BACON

345 S. Division St. Grand Rapids, Mich.



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.

The Old National Bank

Grand Rapids, Mich.

Our Certificates of Deposit are payable on demand and draw interest.

Blue Savings Books are the best issued.

Interest Compounded

Assets over Six Million Dollars

Ask for our Free Blue Savings Bank

Fifty years corner Canal and Pearl Sts.

Michigan's Greatest Desk House

Exclusive Office Outfitters

Only \$16.85 Retail Value \$21.75

For this Selected Oak Desk, nicely finished Golden (other finishes in Oak to order, 48 inches long, 30 inches deep, 46 inches high. Interior is fitted with pigeon-holes and two small letter paper drawers. Top drawer is deep enough to receive a card index tray. Lower right hand drawer is partitioned for books. Three letter file drawers in pedestal fitted with indexes and brass label holders. Extension arm slides and easy running casters. Other lengths at proportionately low prices. We also carry a complete line of Sectional Bookcases, Filing Devices, Office Chairs, Library and Directors' Tables in connection with our Desks.

THE SHERM-HARDY SUPPLY CO.

Wholesale Retail

5 and 7 S. IONIA ST.

GRAND RAPIDS, MICH.



Established 1872

Jennings' Extract Vanilla

is made from Mexican Vanilla Bean and the consumers who want pure Vanilla are asking for Jennings'. It meets every requirement of the Pure Food Law and its purity has never been questioned. Order

direct or of your jobber.

Jennings Flavoring Extract Co.
Grand Rapids, Mich.





Movements of Merchants.

Wayland—A. J. Stevens will shortly open a grocery store.

Bay City—F. B. Sowers has opened a grocery store at 1802 Broadway.

Coldwater—Daniel Sargent has purchased the Harris grocery stock.

Yale—Mrs. Mary M. Bowles has engaged in the crockery and bazaar business.

Saginaw—William A. Marsh is succeeded in the dry goods business by C. V. Packer.

Mancelona—Jerry M. Hoffman has purchased the bakery establishment of Ray Brant.

Sagola—The Sagola Telephone Co. has increased its capital stock from \$400 to \$3,000.

South Haven—Ed. Burge has sold his grocery store to John Miller and Clifford Girard.

Hastings—Chas. Dubois has sold his meat market to A. J. Woodmansee, of Dowling.

Detroit—The capital stock of the Telfer Coffee Co. has been increased from \$25,000 to \$50,000.

Hastings—W. L. Hogue, formerly engaged in business at Benton Harbor, has opened a grocery store.

Alma—Otto Sanderhoff will continue the hardware business formerly conducted by Thompson & Sanderhoff.

Tamarack—L. J. Shepard, for the past three years manager of the Tamarack Co-operative store, has resigned.

Grand Ledge—Nostrant & Hagerman is the name of the firm that will open a meat market in the Fultz building.

Kalkaska—The Palmer & Hobbs Co., composed of A. E. Palmer, T. D. Hobbs and Jno. Glenan, will dissolve Jan. 1.

Alpena—D. F. Brown has sold his cigar and tobacco business at 107 South Second avenue to Edward Fitzpatrick, of Cathro.

Harbor Springs—The Babcock Furniture Co., which conducted a retail business, is succeeded by the A. F. Melching Furniture Co.

Deford—The general merchandise business formerly conducted by Arthur L. Bruce will be continued in future by Alex A. Livingston.

Hastings—Chas. W. Babcock has purchased an interest in the grocery stock of J. Homer DePue. The new firm will be known as DePue & Babcock.

Kalamazoo—H. Stern & Co. will shortly retire from the clothing business. Their store will be occupied with another clothing stock next spring by Hershfield Bros., of Dundee.

Owosso—The Jennings, Foster Co., Ltd., which conducts a furniture and undertaking business, has merged its business into a stock company under the style of the Jennings, Foster Co. with an authorized capital stock of \$8,000, all subscribed and paid in in cash.

Lansing—C. S. Delvin has opened a store in his building at the corner of Capital avenue and Washtenaw street. He will handle baked goods, students' supplies, etc.

Elk Rapids—George Carns, formerly of this place, but for the past few years a resident of Traverse City, has purchased the F. M. Brett hardware stock.

Sturgis—O. C. Moore has leased the vacant store in the Tracy block and will occupy it with a dry goods and notion stock, which he will remove here from Marion, Ind.

Harbor Springs—H. S. Babcock and E. D. Babcock have sold their interest in the Babcock Furniture Co. to A. F. Melching and the firm name will now be Densmore & Melching.

Wayland—Lee Deuel and M. Scheiern have formed a copartnership under the style of Deuel & Scheiern for the purpose of engaging in the grocery, crockery and hardware business.

Bellaire—O. W. Kibby has sold his store building, opposite the Densmore-Nixon block, to Geo. B. Stanley. The latter will engage in the hay, grain and feed business there Nov. 1.

Port Huron—Port Huron retail grocers are considering the establishment of a cash system, believing that by such action many of the difficulties now contended with by the trade can be removed and purchasers benefited by the reduction in prices possible as a result.

Lupton—A corporation has been formed under the style of the Ogemaw Telephone Co. to conduct a general telephone and messenger business. The new company has an authorized capital stock of \$2,500, of which \$700 has been subscribed and paid in in cash.

Calumet—John D. Kilty, who recently resigned his position with J. Vivian, Jr., & Co., at Laurium, will soon embark in business for himself. He has rented one-half of the building being erected for Edwards & Bushnell, and will put in a line of children's clothing.

Highland—F. S. Keller, who recently sold out at Highland Corners, has purchased the interest of George Newbound in the general stock of Waterbury & Newbound and, after a short vacation, will assume charge. His partner, I. R. Waterbury, formerly State Senator, is on the editorial staff of the Michigan Farmer, Detroit. Mr. Newbound expects to return to farming.

Manufacturing Matters.

Detroit—The Pilling Air Engine Co. has increased its capital stock from \$20,000 to \$35,000.

Detroit—The Chas. E. Wain Mfg. Co. is removing its brass moulding and finishing business to Sturgis.

Detroit—The capital stock of the Rowley Scale & Supply Co. has been increased from \$10,000 to \$15,000.

Kalamazoo—The capital stock of the Monarch Paper Co. has been increased from \$150,000 to \$200,000.

Detroit—Rindskoff Bros., manufacturers of knit goods, are succeeded in business by the Wolverine Knitting Co.

Owosso—A. L. Nichols has purchased the Oakley flouring mills and will convert the property into a bean and grain elevator.

Detroit—The output of the Detroit brickyards for the season of 1905 is estimated at 150,000,000. Five plants will run all winter.

Kalamazoo—The Crystal Candy Co., under the management of David Walton, has opened a wholesale house on East Main street.

Detroit—The Detroit Tool Co. has been incorporated to manufacture tools of all kinds with an authorized capital stock of \$5,000, all subscribed and paid in in property.

Grand Marais—An addition is being built to the Marais Lumber Co.'s electric light plant to make room for a new dynamo. The company does the commercial lighting for the town.

Muskegon—John A. Snyder, formerly of the firm of Snyder, Thayer & Walker, will shortly open a new candy factory in this city in the two store buildings at 14 and 16 W. Western avenue.

Ewen—James Norton has taken a contract to get out 10,000,000 feet of pine in Ontonagon county for D. J. Norton, of Ontonagon. The timber is contiguous to the Baltimore river and will be banked on that stream.

Negaunee—The Superior Lumber Co. expects to open its new fuel and lumber yard at Negaunee in a short time. The office buildings, barn and wood machinery shed are completed and the planing mill is well advanced.

Morley—The Morley Roller Mills, which have for many years been operated by Wm. Hugh, have been leased to Mark Sherk for a term of years. Mr. Sherk has been employed as miller there for several years.

Greenleaf—A new company has been formed under the style of the Greenleaf Creamery Co. This company is incorporated with an authorized capital stock of \$5,000, all of which is subscribed and paid in in cash.

Hillsdale—The Roller Window Screen Co. has been incorporated to manufacture and sell window screens. The authorized capital stock of the new company is \$15,000, of which \$7,500 has been subscribed and paid in in property.

Baraga—The saw mill of the Nestor estate resumed operations last week and will continue in operation as long as the weather will permit, using one and a quarter shifts, the logs arriving daily by rail from Bruce's Crossing.

Detroit—A corporation has been formed under the style of the Continental Co. to manufacture and deal in wire goods. The new company has an authorized capital stock of \$200,000, all of which is subscribed and \$100,000 paid in in cash.

Detroit—The Wolverine Knitting Co. has been incorporated to manufacture knit goods. The company has an authorized capital stock of \$25,000, of which \$18,500 has been subscribed and \$2,643.20 paid in in cash and \$15,856.80 in property.

Eaton Rapids—A corporation has been formed under the style of the Derby Medicine Co. to manufacture

and sell medicine. The authorized capital stock of the new company is \$50,000, of which \$27,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed to manufacture and sell steel and iron barrels under the style of the Welded Steel Barrel Corporation. The new company has an authorized capital stock of \$100,000, all subscribed and \$6,500 paid in in cash and \$93,500 in property.

Detroit—The business of the Modern Motor & Machine Co., which manufactures gasoline engines, has been merged into a stock company under the same style. The company has an authorized capital stock of \$1,500, all subscribed and \$100 paid in in cash and \$1,400 in property.

Kalamazoo—The Kalamazoo Railway Supply Co. is building a large addition to its factory. It recently increased its capital from \$75,000 to \$150,000. A new feature of the business is the manufacture of steel pressed wheels, which will soon be turned out at the rate of 300 daily.

Allegan—E. F. Sherman, of Clare county, has bought the Grigsby & Stratton elevator, run for many years by E. T. Cruse near the Lake Shore depot, and their feed store on Hubbard street. Mr. Sherman was the proprietor of an elevator in Ohio for a number of years before going to Clare county.

Adrian—The American Screen Door Co., of this city, together with a plant in Owosso and a plant at Ironton, Mo., has been merged into a new company, capitalized at \$200,000, to be known as the Continental Screen Door Co. The company will have its sales office in the Penobscot building in Detroit.

Chelsea—Fred W. Merchant has sold his one-half interest in the Chelsea Roller Mills to E. K. White, of Greenburg, Ind., and he took possession of his newly acquired property last week. The mill will be operated under the name of the Merchant Milling Co. Archie Merchant retains his interest in the property and the managers of the mill will in the near future put in new machinery and otherwise improve the plant.

In sending his renewal a subscriber writes as follows "I take the Tradesman because it is the best journal for merchants that I know of. I need its price currents and market reports. It is neat and attractive in appearance and is a good, clean, moral paper for the home circle. It is outspoken for American principles—liberty, freedom, independence—and is ever an earnest advocate of honest merchandising. It is not forever blowing its own horn, evidently believing that its readers are capable of judging for themselves as to its merits. Its ideas and opinions are not all the emanations of one mind; instead it gives a pleasing variety of views on many subjects. It is plenty large enough; the busy merchant can hardly finish reading one issue before another arrives. Long may it live."

Marriage is an egotism divided by two.



The Produce Market.

Apples—Winter fruit has advanced to \$3@3.25 per bbl.

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

Beets—\$1.20 per bbl.

Butter—Creamery has advanced to 23c for choice and 24c for fancy. Dairy grades are firm at 21c for No. 1 and 16c for packing stock. Renovated is in moderate demand at 21c

Cabbage—60c per doz.

Carrots—\$1.20 per bbl.

Cauliflower—\$1.50 per doz.

Celery—20c per bunch.

Chestnuts—\$4.50 per bu.

Crab Apples—\$1.25 per bu.

Cranberries—Early Blacks command \$9 per bbl.; Jerseys, \$9.50; Late Howes, \$10.

Eggs—Local dealers pay 20c on track for case count, holding cancelled at 22@23c. The receipts are so meager that local handlers are compelled to look to outside markets for most of their supplies.

Grape Fruit—\$5.50 per crate for Florida.

Grapes—Concords and Niagaras have advanced to 22c—both in 8 lb. baskets. Delawares command 15c for 4 lb. baskets. Malagas fetch \$5 @5.50 per keg.

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

Lemons—Messinas are steady at \$6.25 for 360s or 300s. Californias are steady at \$6.50.

Lettuce—12c per lb. for hot house.

Onions—The market is strong and stocks are now practically all held in strong hands. Local dealers hold red and yellow at 80c and white at \$1.

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

Parsley—25c per doz. bunches.

Pears—Kiefers fetch 90c@1. Lawrence, \$1.

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 is stronger than it was a week ago and the price is tending toward a higher level. Country buyers are paying as high as 45c in some places and as low as 38c in others. Local dealers meet no difficulty in obtaining 60@65c in small lots.

Poultry—Local dealers pay as follows for live: Spring chickens, 10@11c; hens, 8@9c; roosters, 5@6c; spring turkeys, 16@17c; old turkeys, 12@14c; spring ducks, 10@11c; No. 1 squabs, \$2@2.25; No. 2 squabs, \$1.50@1.75; pigeons, \$1@1.25.

Quinces—\$2.25@2.50 per bu.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$1.85 for Virginias and \$3 for Jerseys.

Turnips—40c per bu.

The Grain Market.

Wheat has been strong throughout the week, making a gain of ¼c in the May option and a gain of ¼c in

the December. The volume of business has been very satisfactory both for domestic and export shipments. The reports from Russia are very bullish, not only from the fact that the crop prospects are poor, but the labor troubles are spreading and a general tightening-up in shipments from that country has been the result. The movement of wheat in the Northwest has not been large owing to rough, unfavorable weather. The demand from the mills and elevators has been sufficient to absorb receipts readily from day to day. The visible supply of wheat showed an increase of 3,575,000 bushels for the week, which makes the present total visible supply 27,189,000 bushels.

General wet weather and light receipts have had a strengthening effect on the corn market. The demand for old corn has been urgent and prices have been crowding towards 60c per bushel again. New corn is beginning to move freely in some sections and the quality is reported as dry and in fair shipping condition. The visible supply showed a decrease of 642,000 bushels for the week, which leaves the present supply at 3,790,000 bushels.

The advance in corn had a bullish effect on oats, making an advance of about ¼c for cash oats. The movement has been quite free and the visible supply increased 2,656,000 bushels. With new corn crowding into the market we do not anticipate any material advance in oats, at least for the present.

L. Fred Peabody.

Banquet of Soo Butchers and Grocers.

Sault Ste. Marie, Oct. 21—One of the most pleasant affairs of the season was the banquet of the Grocers' and Butchers' Association held at the Murray Hill Hotel. Covers were laid for fifty guests and the evening was devoted to the discussion of an elaborate menu and oratory of more than passing brilliancy.

None of the speakers gave much attention to talking shop, the affair not being devoted especially to business. The remarks of the several gentlemen who spoke were timely and all were liberally applauded.

B. Desenberg officiated as toastmaster. Mr. Desenberg being of that optimistic turn of mind that loves a joke held the attention of his listeners throughout his remarks and there is reason to believe he will again be called to fill the same position. Among the gentlemen who responded were Alderman John H. Roe, Attorney M. N. Larmonth, Alderman Jeremiah H. Moher, Bert Wheatley, W. E. Dickson, F. S. Bernier, A. H. Edy, Alderman Arthur Cameron and F. E. Mosley.

It is probable that other banquets will be held in the near future, as they tend to draw the members of the Association closer together and increase the interest in the organization. The success of last night's gathering was all that could be desired.

Guy Gleason has engaged in the grocery business at Lilley. The Lemon & Wheeler Company furnished the stock.

The Grocery Market.

Canned Goods—Corn has the proud distinction of being about the only product that is low in price. Indeed, its distinction is not confined to canned goods either, as cured fruits and about every other staple commodity are high. Corn is not being given away, by any means, but in comparison with tomatoes it is cheap. Some jobbers have lowered their quotations this week. Tomatoes continue to hold firm although it looks as if the advance were checked for the present at least. Other vegetables are firm, as a rule. Canned sauer kraut has come on the market and is almost 75 per cent. higher than a year ago. This is due to the fact that it was very low last year, and to the further fact that the crop of desirable cabbage was not large this season. California canned fruits are held firm and any change is almost sure to be an advance. Peaches and apricots are especially strong. Apples will be high along with the rest of the fruits as the crop is very short. There is no particular change in the salmon market. The prices asked by the holders are high, and no decline is anticipated. Foreign sardines are firm on a short pack. Americans are selling at a reasonable price, but may advance.

Rice—The demand is good and the market holds very firm with no prospects of lower rice through the winter, or, in fact, until the next crop shall be on the market.

Fish—The mackerel market is very firm. Shore mackerel are unchanged and stiff, and so are Irish mackerel. The demand for mackerel has been curtailed by the extremely high prices. Codfish has developed nothing new. The market is firmly held and the demand good. Sardines are unchanged and the market on the short-weight cans is still considerably below \$2. It is announced, however, that an advance in key sardines will occur in a few days. Salmon are unchanged and quiet. Whitefish and lake fish are unchanged and quiet; herring is slow at ruling prices.

Dried Fruits—Peaches are unchanged and firm, with light demand. Seeded raisins are very slow. Even the independent packers, with prices ¼c below the Association's, have not been able to do much, and the weather has had as much to do with this as the high prices. Loose raisins are also unchanged and in poor demand. Apricots are firm and unchanged. Currants are moving out moderately at unchanged prices. Prunes on spot are slow at unchanged prices. On the coast, however, where the new prunes are all cured and ready to be graded, the market is a shade easier, probably ⅓c. The lack of buying interest is the only assignable reason. Business all over the country has been comparatively light.

Tea—An increasing trade is the chief feature of the tea market. All wholesalers agree that the demand is much better than it was a month ago, indicating that the stocks of the retailers are running out and that they must be replenished. Firmness

characterizes every variety of tea, the conditions as pointed out last week remaining unchanged.

Coffee—The statistical position of Brazil coffee still favors the bull contingent, as the receipts are behind last year. This naturally seems to mean that the world is raising less coffee than it is consuming. The safety of present values lies in the fact that the market has been steady during the past three months, without marked fluctuation either up or down. This is not a good market for speculators, who are doubtless becoming tired of carrying such a load, and a momentary check is thus given to any advance which actual conditions might warrant. Mild coffees remain steady, as do Javas and Mochas.

Wagon Hardware and Winter Goods Active.

Instead of falling off, as might naturally be expected after so long a period of activity, the demand for fall and winter hardware appears to be increasing daily. Wagon and implement goods are also selling more freely. The business in wood stock and accessories is likewise reaching extraordinary proportions, as manufacturers of wagons and carriages are generally preparing for the most extensive business in the history of their trade, while implement makers are also planning to meet the largest buying movement they have ever known. Prices of all classes of wagon hardware are being firmly held owing to the shortage of desirable wood stock which has resulted from the continued wet weather in Arkansas.

Although no official advances have been made by leading manufacturers in the prices of bolts, screws and nuts, the fact that bar iron is commanding premiums of \$2 a ton is causing a gradual stiffening in the quotations on the finished products in which the iron bars form the chief constituent. Although the iron and steel markets continue to display an advancing tendency, the prices of chain also have not yet been boosted, but such action is expected to be taken within a few days.

As a result of the constantly increasing demand for seasonable goods, many jobbers are experiencing some trouble in keeping up their stocks, and as shipments from the manufacturers are being rendered more uncertain by the shortage of cars, together with the inadequate railroad yard and transfer facilities, this difficulty is growing more pronounced.

Manufacturers of builders' hardware are still unable to keep pace with their contracts, and the demand shows no signs of abating.

A. H. Bennett will shortly engage in the drug business at Bannister, purchasing his stock of the H. & P. Drug Co. Mr. Bennett has been prescription clerk for A. B. Large & Co., at Bellaire, for several years past.

The church that does not look for the lost is lost itself.

SERVANT GIRL PROBLEM.

Survey of the Situation by One Who Knows.

First Paper.

Surely there is the typewriter girl and the telephone girl, the milliner and the sewing girl, the saleslady and the cash girl; there is the school-ma'am and the lady reporter; there are girls who are lawyers and doctors and dentists and barbers; there are factory girls wherever there is an establishment that can give them employment—all these there are, aggregating a vast multitude of workers—but where shall we find the good "hired girl," where is the capable household servant?

The intelligence office if it gave a truthful reply would be obliged to make humble confession—she is not in me. The emigrant ship must likewise answer—she is not in me. The city would say—she is not with me, and the country surely would echo—she is not with me, while from thousands and thousands of kitchens where waste and dirt and disorder prevail, the groan goes up daily and hourly, Alas! the capable household servant is not in me!

True, there are everywhere girls of varying degrees of inefficiency, who "work out" for their living, although in many localities the number of these even is not nearly sufficient to fill the places where household help is actually needed; but where is the neat, tidy, willing, industrious girl who has always been our ideal of what a household assistant should be? Is she only a "bright creature of our dreams," having no real existence in flesh and blood?

Many a woman who has made patient trial of a large number of housemaids will tell you that among them all she has not found one who was even fairly satisfactory. Many a housekeeper, weary in soul and body with the long-continued effort to find a desirable assistant among the lazy, slovenly, unreliable or even dishonest domestics to whom she has given employment, is ready to declare that the good "hired girl," like wisdom of old, is not to be found in the land of the living.

Such statements as these are, of course, too sweeping for absolute and mathematical accuracy. Without doubt, there are some excellent servant girls—jewels of their kind and priceless blessings to the families upon whom they bestow their services—but such are so rare and exceptional, their number is so small in comparison with the number of incompetent and unsatisfactory girls, that they cut almost no figure in any general consideration of the subject.

Are these girls fitting themselves to become servants, so that the present scarcity of good household help may be looked upon as merely temporary?

Let someone having the hardihood for such an undertaking go to any large and popular woman's college and, having secured an audience with the President, ask whether there are any young ladies in the college who expect to enter domestic service upon graduation. Quite likely the au-

gust dignitary would be rendered speechless by the question, but if able to make a reply at all, it would run somewhat like this: "My dear sir, or madam—you mistake utterly the scope and purpose of this institution. Quite a portion of our students expect to devote themselves to careers—they will be teachers, artists, writers, trained nurses or enter the learned professions. The larger part of our graduates marry and find in home life and in society suitable outlets for their energies. We maintain a School of Domestic Science, where the mysteries of all the household arts are most thoroughly expounded, but this course is calculated to fit our young ladies so that they may be able to manage easily and gracefully the retinues of servants which they will employ in their own homes, not, certainly not, emphatically not, to prepare our students for service in the homes of others."

Go to any high school or to any number of high schools and enquire of the girls what they expect to do after they receive their ribbon-tied diplomas and step forth into the arena of life. It would be remarkable indeed if a single one can be found who is planning to hire out to do housework. Consult all the bright girls you know, out of school as well as in, and see whether you find any at all who are willing to become kitchen girls.

A canvass among the daughters of the poorer working men in the cities and villages and the less prosperous farmers in the country will find girls who expect to become servants as a matter of necessity, because they must earn their living in some way and nothing else is open to them, but only a very few can be found who would choose the household labor if they could get any other respectable employment.

Among the girls who expect to come into our kitchens, since they can get nothing else to do, there is not the slightest enthusiasm about the work, nor any eagerness to prepare themselves for doing it. Their mothers do not seem to consider it necessary to train them so that they can so much as wash dishes in a tidy and acceptable manner.

All study of the subject brings out plainly this fact—no girl really wants to come into our homes and do our work for us. In this age of women workers, when almost all the occupations suited to women are overcrowded, when competition for positions in many lines is so fierce that employers need hardly offer a living wage, when women are breaking down barriers and entering callings for which it would seem they have neither strength nor fitness, the fact remains that the one occupation which one might think girls could enter most easily and naturally is the one universally shunned.

The opinion widely prevails that there is something "lowering"—something closely bordering upon disgrace—in "working out." A stigma attaches to it, intangible, illogical, but real and abiding.

Since household service is almost

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The recognized, most reliable and most trustworthy corporation conducting special sales. We prove it by outclassing any other company following us in this line of business. Write any jobbing house you may be doing business with for reference.

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ADAM GOLDMAN, Pres. and Genl. Mgr.

Seasonable Goods

Buckwheat Flour

Penn Yan

(New York State)

Put up in grain bags containing 125 lbs. with 10 1-16 empty sax for resacking.

Pure Gold

(Michigan)

Put up in 10 10-lb. cloth sax in a jute cover splendid for shipping, reaching the customer in a good, clean condition.

Gold Leaf Maple Syrup

(Vermont)

Put up in pint and quart bottles, also in 1 gallon, 5 gallon and 10 gallon tins.

JUDSON GROCER CO., Distributors
GRAND RAPIDS, MICH.

entirely in the hands of those who do it simply because they can get nothing else to do, it follows naturally that no pride is taken in doing the work well. Who ever heard of an esprit de corps among servant girls? "Servant-girl-ism" there is in abundance, in the sense of a common feeling pervading the body in the demand for privileges and in protest against real and imaginary grievances, but no such zeal and professional pride as can be found among teachers, trained nurses or dressmakers.

The whole situation of household service may be summed up in a few words: Unless driven by necessity to do it, nobody wants the job.

Quillo.

Courage as a Business Asset.

Courage is the most valuable of business assets. We reach a point where we ask ourselves: Am I a brave man or am I a coward? If brave, to what extent, in what direction? For instance: Does my courage extend to the point of telling the truth when I lose advantage by such a course; or do I prove myself a liar through cowardice? If I see a fellow-man drowning, am I sufficiently brave to risk my own life in his rescue?

If I am in a society where an opinion that I hold to be based on truth is vigorously denounced, have I the courage to defend it? Or do I slink? Slink is a good word, although not a very nice one. It is not pleasant to imagine oneself a slinker. And if a fire were occurring in the adjoining house, would I be willing to incur the risk of suffocation in order to rescue a woman who might otherwise perish? And if I did this, would I on the next day give a smiling assent to the suggestion of my employer that I should vote a ticket which I believed to be not for the best interests of the community?

If I have a long-founded belief, which has been disturbed by argument, am I of that mental caliber which bravely goes to meet a demolition of my views, preferring to encounter a shock to these conceptions? Or do I mentally slink and carefully run away from disturbing thoughts? In other words, am I a coward? True courage is a component part of so many things that it is worth our while to examine it. For instance, no man can be truly a gentleman if a coward. He may have the exterior marks of a gentleman—the veneering—but at heart he lacks. He lacks courage.

There can be no such thing as true manliness or true womanliness if there is lack of courage. Courage is the first component of character. Courage is the first essential of successful business life.

Courage is an essential in the administration of a household—the government of servants. If a mistress is cowardly, her servants quickly discover her weakness and trample upon her. Courage makes the difference between the clergyman, noble, devoted and useful, and the mere time-server—that most pitiful of men, who draws a salary for rendering service to his fellow-men and slinks through life avoiding his responsibilities.

Courage distinguishes the young boy just entering upon his career, and marks out for promotion. He has the courage to stay by duty until performed, to speak the truth, to sacrifice pleasure to his mental and business development. Courage enables the man, in any one of the great stresses which come in life to every human being, to put aside temptation.

Courage—"nerve," some young men call it. But that is a less discriminating word. Courage gives the man or the woman power to consider facts on their merits, writes John Brisben Walker in the New York American. It is the coward who in the face of a fact is side-tracked because the popular, known feeling has been in a certain direction. The man of courage will consider a fact upon its merits. He will investigate. He will analyze and so obtain the truth. And his power of obtaining the truth—truth obtained through a courageous mind—is most valuable in every pursuit of life. The cowardly mind, standing before opinions heretofore in vogue, is frightened at any temerity of thought, is deterred from investigating, and, going into the slough of commonplaces, loses the opportunity for that advance which in modern life means success. It is not clearly understood how valuable is the adjunct of courage in the man or woman, nor is it understood today that courage, if accompanied by good judgment, is the most valuable of business assets.

Ignorance of Business the Clerk's Greatest Fault.

It has been said that the greatest fault of the clerk is lack of consideration. From the view point of the customer this may be a just criticism, though years of experience as a professional shopper have not shown that clerks are so different from other human beings in matters of politeness, consideration, attention and kindred traits. Gather a thousand people of any class together and you will find about nine hundred who have little consideration for other people under any circumstances. Placing the thousand people behind the counter of a great department store cannot change these figures. Often it is the fault of the customer if she receives rude treatment at the hands of a clerk, for even customers are trying sometimes.

There is another side to this question of the deficiencies of clerks which is important from the employer's standpoint at least, and one which even he fails to realize in many cases.

The average clerk knows little about the goods he sells over the counter. It is this lack of knowledge of the goods he handles and the stock carried in the department which most frequently allows trade to slip through his fingers.

The sale of a bit of merchandise seems on its face a simple thing. It is summed up in a request from the customer, the filling out of a check by the clerk, wrapping and delivery of the parcel. Instead, however, of this being a complete transaction in itself it is really the consummation of a transaction which has been pending for months and for which much time and many dollars have been spent.

These are days of large business and keen competition. The first thing which has to be considered is the buying of the stock of merchandise, and this means heavy expense, not only on account of the money invested but because competent buyers are scarce and demand good salaries. The goods must be well bought.

There is an old saying that "goods well bought are half sold." Twenty-five years ago this was true beyond a doubt. To-day every merchant exploits his goods by advertising. In addition to being well bought, they must be well advertised. No matter how well advertised they may be, they must be displayed in a manner suited to the advertisement. Each one of these branches requires competent, high salaried men to direct and carry out the work.

We will assume that each has done his work thoroughly up to this point—the merchandise has been carefully chosen, bought at a figure to give a profit to the merchant and reasonable price to the consumer; it has been advertised in a strong, interest holding style, and displayed in a manner to support the advertisement. At this critical point the clerk steps in and meets the customer to finish the transaction. If he is competent, knows his business and, above all, knows his stock, everything will work out as planned, but let an incompetent clerk come in at this moment and he can destroy every possibility of a sale that has been worked up by weeks of preparation. In five minutes he can do more harm to his employer's interests than can be remedied in as many years. And, according to one of the largest employers in this city, it is more often ignorance of the goods he handles than any other thing that spoils the trade at this point.

First of all he does not know his stock thoroughly. There is usually one person in the department who knows the stock and the rest have to ask him if he is there and, if not, let it go. If a customer asks for something not in plain sight she is told that "we never have much call for that and so we don't keep it." The customer goes where they do keep it.

Less than a week ago I went into a department store to get a certain kind of a cereal cooker which has given satisfaction in our household for several years. Three clerks told

me that they had nothing in stock by the name I mentioned and nothing even answering the description I gave. The head of the department was called, and he said they had nothing by that name, and did not know where it could be obtained.—G. L. Martin in Shoe Trade Journal.

A wife in hand is worth two in Utah.

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E. A. STOWE, Editor.

Wednesday, October 25, 1905

A LUMP OF LEAVEN.

A lump of leaven in the political meal has been at work. The Northern idea that the negro has rights which a Southern community is bound to respect has found its way to the surface, and while the sentiment in regard to the black man remains unchanged a wholesome respect for the law has found expression and a town in Texas has petitioned the Governor to be lawfully allowed to lynch negroes within its limits.

It hardly need be said that it has not been always thus. Time has been when each community has been a law unto itself, and the passing moment, be it one of passion or pleasure, has swayed the multitude to its credit or its everlasting disgrace, but always to its exultant glorification that beyond itself there is no governing power to which it yields obedience; and my garden patch knows no master; "I am monarch of all I survey," and on that bit of territory I exercise unquestioned the inheritance of my fathers, even the power of life and death. Hence the hanging to the lamp-post. Hence the burning to death of the victims, guilty or innocent. Hence the disfranchisement of the American citizen.

All that, however, is passing away. The leaven of the law hidden in the measure of meal has been quietly but effectively at work. The governing power of the garden patch has found that it is after all only—"a part of one stupendous whole," a satellite of the county, of the state, of the nation, circling around the central sun at Washington, and so is governed by the universal law that necessarily controls the system. With this law recognized lamp-posts and kerosene as civilizers are getting to be out of favor. The garden patch has become a part of a law-respecting community, and a great gain has therefore been made. The disturbing element, however, still exists. Crime still walks abroad unfettered. There are barriers to the ballot box, but the undesirable voter can get there. Womanhood is still threatened; and yet the leaven in the meal has so leavened the lump that outraged citizenship in Texas has pe-

tioned the Governor to be allowed to lynch the negroes lawfully.

Fortunately the incumbent of the gubernatorial chair, rejoicing at the recognition of legal authority in a section of the country where that authority has not always been recognized, has remembered his oath of office and has respectfully answered that the constitution of the State of Texas will not permit him to acquiesce in such a proposal. That being the case the next step will be to change the constitution of Texas. If that document is interfering with the life, liberty and the pursuit of happiness of the citizens, as the Governor says it is, the duty of all concerned is plain. Magna Charta and the petition of rights, the declaration of independence and the popular will should again come to the front and, righting the existing wrong, see to it that lynching be made lawful first and respectable afterwards.

Aside from the amusing courtesy of the lynchers is the amazing fact that, blinded by prejudice, the petitioners can not see the astounding nature of the petition they have presented to the Governor. Had they asked to make stealing lawful for the thieves of Texas, the world inside of the State and out of it would have been dumb with amazement, had it asked that murder be legalized there, that same territory in unmistakable terms would have repelled the outrageous insult; but lynching negroes is a different thing. It is the less of two existing evils. It is safe and sure. In fact, it is the only cure at once instantaneous and certain, and once made lawful it would wholly change the existing conditions of the South.

There can certainly be no doubt about that! The main difficulty would lie in making a prejudiced world see the difference between shooting a black man and a white one; and it is submitted that with that difference unrecognized the change above spoken of would not be limited or confined to the South. While, then, there is little possibility of any change in the constitution of Texas, it is gratifying to note the increasing respect for the law and as pleasing to assert that this, like the leaven in the meal, will be found the surest remedy for the disease in the South which lynching can never cure.

Dr. Forbes Winslow, of Washington, a celebrated specialist in diseases of the brain, believes that sentiment is a thing of the past and that there is not much real love nowadays, except, perhaps, in cases of "silly attachments between boys and girls." The Doctor bases his conclusion on the fact that fewer persons go insane and commit murder and suicide because of disappointment in love. Evidently he would have us believe that sentiment and sanity do not go together. It is an old saying that violent loves have violent endings, but may not people truly love without being crazy about each other?

Weeping over your weeds only waters them.

ASIATIC MONROE DOCTRINE.

The result of the Russo-Japanese war and the alliance between England and Japan have created conditions which have not only disturbed the "balance of power" in Europe, but have created a sort of Monroe Doctrine for Eastern Asia.

Japan, that has suddenly developed into a great naval power, is engaged in a close combination with Great Britain, which is at the head of the naval nations, with the avowed object of dominating the waters of the Pacific Ocean. A writer in the London National Review for October says on this point: "Russia, for all practical purposes, is a negligible quantity in the Pacific, and if she still holds Vladivostock, that fortress of doubtful value need only be regarded as a hostage to fortune. In like manner the tremendous naval superiority of England and Japan combined reduces Kiao-Chao, Tonquin and Saigon to a like condition; and whereas such possessions might two years ago have been regarded as dangerous points d'appui for the fleets of possible enemies, they have now lost all military value. The same remark might be applied to the Far Eastern possessions of America and Holland. In fact, the balance of power ceases to exist so long as Great Britain and Japan throw their combined weight into the opposite scale."

The generalization of the conditions created by the Anglo-Japanese combination operates against the United States, as well as against Russia, France, Germany and Holland and, although the United States fronts for seventy degrees of the earth's latitude upon the North Pacific Ocean and possesses a thousand islands and ten millions of inhabitants in the Indo-Chinese seas, the great American Republic is to be counted as nothing in the purview of the Anglo-Japanese alliance.

England conquered India and other parts of Asia for purposes of plunder and now holds them as markets for the vast surplus of British manufactures, and it is hoped, through the alliance with Japan, to exert a large measure of commercial control over China. For this reason the Asiatic "Monroe Doctrine" has been proclaimed. England has for a long time been the world's workshop, drawing raw material from all and returning it when manufactured at a great profit.

Industry and commerce have done vastly more than conquest to make England rich, and now that she finds formidable rivals in the United States and Germany, British control of the balance of Asia is eagerly desired for the purpose of commerce. But while from the point of view of the alliance England's position is one of great advantage, it involves serious conditions. According to the writer in the London National, there is the menace to English trade of the development of the Chinese themselves.

According to the writer in the British magazine mentioned, the "yellow peril" of an armed Chinese invasion of Europe is a mere nightmare, but the real yellow peril is not a ruthless in-

vading horde, but the industrial supremacy of the yellow man. China is a stupendous reservoir of unlimited cheap labor. Its people are the most patient, the most industrious, the most resourceful, the most prolific, and yet the most frugal that the world produces. It is a country of immense natural resources, both mineral and agricultural, while its magnificent waterways give it an extraordinary advantage in the paths of commerce. How can Europe or even America combat such a country and such a people when its industrial development is directed by the organizing genius of Japan?

But if China can be aroused by Japan to heights of industrial and commercial supremacy which can defy the competition of Europe and America; if the resources, frugality and persistent industry of the Chinese can be developed to such a degree as not only to monopolize Asiatic markets, but to invade those of Europe and America, why should the Chinese, led by the daring and most warlike Japanese, be satisfied with mere peaceful conquests? Will not the consciousness of commercial superiority develop a desire for still more formidable and forceful triumphs?

For centuries Russia has been regarded by the Asiatics as the most powerful of the European nations, and the steady and unbroken march of the Russians across the continent of Asia to the shores of the Pacific Ocean was the unmistakable evidence of Russia's prowess. But the bloody and disastrous defeat of the Russians by the Japanese showed that not only was the powerful Russian Empire unable to stand before victorious Asiatics, but that when Europe was pitted against Asia, the Europeans could not maintain themselves in battle, but were forced to succumb and to accept disastrous defeat.

Buoyed by such triumphs, what may not Asia, under the able and victorious leadership of Japan, attempt? There is at present an advantage for England growing out of the alliance with the most powerful of the Asiatic nations, but it involves also the elements of future and overwhelming disaster, not only to British commerce, but also to British supremacy in India. All the conditions are coming into being that can make the "yellow peril" a reality, and there is no assurance that they will not operate to bring about the fulfillment of a most formidable prophecy.

But, however that may be, there is a certainty that the Asiatic "Monroe Doctrine," which grows out of the alliance of England and Japan, will array against it all the European nations against which it discriminates.

In his proclamation of peace the Czar acknowledges that the Japanese were a brave and mighty enemy." If the Czar had not been indiscreet the bravery and might of the Japanese would have remained undiscovered. The Japanese owe their reputation to the chance the Czar gave them.

The best way to keep God's Day is to do His deeds.

THE PROMOTER.

How He Creates New Investments.

It is obvious that earnings of corporations include other gains than the yield of a capital investment. And since a large part of success is due to the leadership of the industrial manager, much of the earnings must be assigned to the wages of management. Yet, in addition to all this, a successful business is a form of natural monopoly. An established house, with a reputation for honesty, for shipping goods exactly as represented, for not sending short quantity, will receive a large trade if only from those who, being otherwise preoccupied, have no time or information to judge whether certain goods are of the proper kind of material. Such a reputation is long in being built up. Time, familiarity and experience, quite independent of such helps as trade-marks, lead customers to pay a price so much higher than the lowest cost of production that it will save them from uncertainty as to the quality of the article. More than that, in some industries the size of the plant creates a quasi-monopoly; not every one can swing the capital to build another Homestead or Bethlehem steel works.

Within these boundaries, however, accumulated experience and growth provide a body of tradition and expert knowledge which, combined with shrewdness in adopting new inventions sure to prove a commercial success and in securing men of inventive ability in that particular occupation, creates a position of natural monopoly against rivals that it is not easy to break down.

But such a situation may lead unscrupulous men to buttress their natural monopoly by an artificial monopoly arising from special favors. It is only too true that it is not so much the infant industries that get help from national legislation as the strong and healthy ones that have power and influence enough to force legislators to recognize their demands. A great monopoly can support its large earnings and increase them by political combinations in the national legislature. It has been said, for example, that the price of steel rails has been for years \$12 or more greater than the cost of manufacture.

More than this, artificial monopolies in favor of persons or corporations within a given industry may be established by agreements with railways to provide special favors in rates, speedy delivery and advantages to car lines. Today the railways are in fear of the large shippers; and those who can provide traffic for railways on a large scale are in a position to exact special privileges. The railway officials who do not produce results in earnings are held sharply to account or dismissed by the financial supporters of the railway. Consequently the large shippers practically control the situation. In this fashion also artificial monopolies are created on which earnings are dependent.

If bonds and stocks of railways are valued on the basis of earnings why

is it not equally justifiable to value in a similar way the bonds and stocks of any other group of industries, especially when combined and representing a very considerable investment? Evidently one is as justifiable as the other; and yet there is one unmistakable characteristic which emerges from recent promotions among new industries. This characteristic is the slight knowledge possessed by the public of the certainty of the income to these organizations.

In short, there are good and bad investments among the old lists of railways and other companies with which we have grown familiar, as well as among the newer organizations. In regard to many railways it is to be said that in the course of several decades they have been shaken down into a condition of stability. They have passed through their uncertain stage and now have a conservative and well-known position. Very little of importance about their finances is unknown to the careful investor. The securities of such companies stand out in bold contrast to those of some recent company promotions.

The performances of the promoter have served to call attention to the new method of valuing properties. In the case of a steel works whose cost of reproduction may be \$50,000,000, while its selling value was over \$100,000,000, the difference of \$50,000,000 represents the forces other than capital that have had effect in building up the earnings. And if the earnings have a stability and magnitude sufficient to pay in dividends the market rate on the whole \$100,000,000 evidently the idea that the establishment was worth only \$50,000,000 was a great mistake. In other words, if the business had long been earning a good and assured income on \$100,000,000 it was falsely valued by the public that had been ignorant of its true earnings. The promoter was the agent in revealing the actual earnings.

We are not now concerned with the question whether the issues show overcapitalization or not; that matter will receive attention later. The present point is that unexpectedly the financial public was astonished by the enormous quantity of securities offered for sale based upon the earnings of industries about whose certainty little had been hitherto known.

The promoter, therefore, was the person who saw more quickly than others the possibilities inherent in valuing plants, which had hitherto no market value, by issuing securities to be floated on the amount of the earnings. He touched a central truth—the extension to an endless variety of industries of a method of valuation already in common use. So far he was within a legitimate field of finance; and no quarrel could be picked with him.

The economic function of the promoter appears clearly and unmistakably in his application of a principle of valuation to which no objection has been made in countless dealings in securities during the past. This application reveals him at once as

the keenest and quickest member of society to see the openings to wealth; for when the real value of property, hitherto not marketable or not usable as collateral, was ascertained he it was who secured for himself a large share of the increase in the new valuation as compared with the old. A good deal of the condemnation he has received has come from those who were slower than he to see.

Inasmuch as the extent of the securities to be floated depends directly on the amount and certainty of the earnings of the establishments taken into the combination, obviously the truth about the earnings was of primary importance. And yet the new flotations extended over all sorts of industries, and many of these industries, it should be noted, were of a sort whose returns fluctuated with the vicissitudes of harvests, of general business prosperity or the condition of trade in foreign countries. It goes without saying, therefore, that the earnings in prosperous years would bear no evidence whatever as to those in disastrous years. The inclusion of bad years with good years in a statement of average earnings would not always give the truth as to the income of the future. The same uncertainties of success would confront the large combination as confronted the numerous private owners; and the only possible advantage lay in the ability of the large combination to bring to the management of all the establishments the skill and judgment of the best-managed plants through a willingness to secure the picked men by high salaries.

J. Laurence Laughlin.

The Foolishness of the Law.

"John, I have it all figured out. We're going to have an automobile." "Oh," replied Mr. Swigglethorpe, "that's very nice. I'm so glad." "Don't be sarcastic, John," his wife replied. "I'm serious. I've been working on the problem all morning. Mr. Rossiter says he has kept a careful account of his repairs and they have cost him just \$23.75 a month since he got his machine. That's counting everything, says the Record-Herald. We can afford that. I'm going to give up keeping a nurse for little Thurston, so that will almost pay for keeping the machine. The \$3.75 extra I can make up by economizing in the house. Of course, dear,

I realize that we can't buy a high-priced car, but we have \$1,600 saved up, and Mr. Rossiter says we can really get a very good machine for that. So, you see, there's no reason in the world why we shouldn't have one, and put on just as much style as any of our friends."

Picking up the morning paper, John Swigglethorpe pointed to a long list of names which began thus:

Henry Doughling, 2751 Highfly avenue, \$25 and costs; James Muchmore, 418 Hotton street, \$25 and costs; William Redfern, chauffeur for Mrs. Hortense Ka Flippe, 142 Ballyho place, \$25 and costs.

"Wh—what's all this about?" Mrs. Swigglethorpe asked after she had glanced down the column.

"Oh, nothing much. But have you figured out how we are going to pay a fine of \$25 and costs every week, in addition to the \$23.75 a month that we will be set back for repairs?"

Olivia Swigglethorpe sat down and drew a deep sigh. Presently two tear drops rolled out upon her lashes and she said:

"I suppose we'll have to give it up. What's the use of having a free country if we must obey the miserable old laws every time a foolish policeman or a crazy constable rushes out from behind a tree?"

"But you know you thought the law was a pretty good thing when they sent that fellow to the penitentiary for stealing your bracelet."

"Oh, pshaw, John, why can't you ever be reasonable? That was different."

Kind of Clothes.

"Now, boys," said the schoolmaster, during an examination in geography, "what is the axis of the earth?" Johnny raised his hand, promptly.

"Well, Johnny, how would you describe it?"

"The axis of the earth," said Johnny, proudly, "is an imaginary line, which passes from one pole to the other, and on which the earth revolves."

"Very good!" exclaimed the teacher. "Now, could you hang clothes on that line, Johnny?"

"Yes, sir," was the reply.

"Indeed?" said the examiner, disappointed, "and what sort of clothes?"

"Imaginary clothes, sir."

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WON THE WAY

When He Finally Settled Down to Business.

His name was John to begin with and McCarthy to end with; and everybody called him Mac for short, because it seemed natural and the easiest thing to do. The first time I ever saw Mac, he was working in a small store up the street and doing some mighty good selling. The store where he worked had gained a reputation for fine dress goods and silks—gained it from genuine merit and the good judgment in buying and selling displayed by the owner. That owner had grown wealthy through his business and had also become somewhat careless in the ways of doing it.

You see, it was a very old town and that merchant had gained his reputation years before, when the modern methods of doing business were not thought of, or put into practice. His store was old and dingy, badly arranged, ily ventilated and only fairly well lighted. Like many old merchants, he argued that because he had done business there so long and had made so much money there was no necessity of his trying to do anything different or better—in fact, he contended that it was good enough. But the town took a new lease of life because of some manufacturing plants that began operation and younger men came to town and started stores. That aroused some of this man's competitors and he was left behind with his old store. There were still a good many people about the country who thought there was no other or better place to trade and their business remained his, but he didn't get new business and he didn't care very much whether he had it or not. That was the situation when he hired Mac.

Mac was a farmer to begin with. There was a big family and the older ones got pushed along out of the nest by the younger ones that kept coming. Mac got pushed when his turn came. He wanted something a little different from farming, so he managed to work on farms in Summer and work in a village store for his board and go to school in Winter. By that means he gained a pretty good high school education. He had a bee in his bonnet that he wanted to be a lawyer, but ends wouldn't come together, somehow, and although he did make a try at it and studied for about three months, he made up his mind that he would have to get a little more cash in pocket before he would be satisfied to try the law. He went to work in the store again and remained there nearly a year, then he thought to try teaching school.

He liked that very well, but the wages paid country teachers in his locality were pretty small and he couldn't make things work as he wanted them to do. You see, he wasn't settled as to just what he did want, and he was going through the period of trials. He worked in the store and taught school alternately for two or three years and then made up his mind he would make a try for a better position in the larger town.

He wanted to see what he could do with clerking, and if he had any sort of business ability about him he would push ahead.

Mac was a mighty sharp fellow as far as brains were concerned, and he had the nerve to tackle anything that promised something for him. He knew that he didn't know much about the goods handled in the larger stores, but he also knew he could learn and he could bluff while he was learning. He had no choice, so he went down to town, one day, and thought he might as well take the stores as they came. Of course, he knew of the reputation of the silk merchant and thought that would be a good place to begin. The merchant was an eccentric fellow, the mention of whose name always brought a smile to the face of any business man who ever had any dealings with him, and his eccentricity manifested itself when Mac tackled him for a job.

Mac stepped up to the old-fashioned desk that stood in one corner of the store, by the window (there was no window trimming done there) and made his errand known. The ordinary merchant would have asked a number of questions if he had any idea of hiring, but this fellow simply asked him where he was then working. Mac told him and the merchant looked him over thoroughly, saying, "I'll give you ten dollars a week. When do you want to come?" That was two dollars a week more than Mac had ever earned in the other store and he hardly knew what to make of it. His quick wit saved him, and he answered, "Now." Mac was past twenty, then; I don't know how much, but he was old enough to have some sense pounded into his head.

He went to work with a determination to win. He might have thought from the appearance and actions of the merchant that he, Mac, was not watched, but he had sense enough to know that the boss was taking note of what was going on. His old employers knew of his purpose in coming to town and he had only to mail them a note saying he had hired. Luck, if there is such a thing in business when a man is determined to win out, was with him to begin with, for that afternoon one of his old neighbors came in to buy a silk dress. He frankly told her he didn't know a thing about the stuff but he would sell her the dress if she would stay with him and have patience.

Of course he had to ask where to find the goods and to have some assistance from another clerk, but the dress was finally selected and sold, along with other goods that made the sale amount to something better than fifty dollars. That was the biggest single sale he had ever made, but it didn't turn his head. The neighbors spread the news that Mac was working in town, and old acquaintances began to come in to see him. He was bright, pleasant, popular with the women and girls and was in a fair way to a good thing.

He hadn't been in town long before he made the acquaintance of clerks in other stores, and then it wasn't long before he caught on to the fact that there was a little more of up-to-date-

ness in those stores. This was confirmed by some of his young lady customers who couldn't always be suited at the store where he worked, because they wanted some articles not kept there. He was a good salesman and he was bound to learn all he could. What he couldn't get an opportunity to learn he would bluff through in some way. He was getting a little sick of losing customers because he didn't have the right goods for them, and he was glad of the opportunity to take a better place at a little more pay in the store where I was then working.

We had stocks adjoining and we became pretty good friends. He told me much of himself and his experiences and he could not help but give me the impression that he was a winner in the business. Of course, like all clerks, he had a great fund of stories to draw from about his dealings with customers, and among them I remember he told me of how he learned not to be too smart with customer and try brilliant answers to questions. He said an old woman came in one day to look at wool blankets. They kept only the finer grades and the woman took a fancy to a pair that was marked \$16. She wouldn't stand for the price, but she kept coming about every second day to look at the blankets and inquire the price.

One day, when he was very busy with other customers, she came in and insisted on looking over the blankets. She annoyed him. She looked through the pile, and suddenly pounced upon

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A fine tea will bring customers and keep them.

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

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

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the one pair in a manner that made him believe she had forgotten that she had looked at it before. She asked the price and he thought to be funny by telling her \$10. No sooner had he made the price than she said she would buy. He was troubled to know what to do. The pair cost \$12 and he knew he'd got to take water somehow. He looked at it again and begged off, saying that he had made a mistake. But she didn't recognize mistakes. She insisted and began to be noisy about it. Then his resourceful wit came to the rescue and he told her if she would let him off he would go out and buy her a pound of her favorite tobacco. She finally let him off for two pounds of tobacco. He tried no more smartness even with disagreeable and annoying customers.

He worked four years in the store with me, and in that time I came to know his traits well. He was about as poor a stockkeeper as I ever knew. Goods were never in good shape and only at invoice time was he ever sure what he had in stock. But he redeemed himself in being able to handle more customers of different moods and tastes than any other clerk I ever knew. He had not the slightest suspicion of favoritism about his dealings, but many people seemed to think he favored them in some mysterious way. I have known eight customers at one time to be sitting about the store waiting for him to get to them, and he had a smile, a joke, a pleasant remark or something of the sort, according to the character of the customer, for each every time he passed near her. Not once would he get rattled and not once in four years did I know him to offend a customer by becoming cranky or surly. On the front he was always good natured. He didn't know as much as some other clerks about the goods, and he didn't pretend to, but he could and did sell more than any other clerk and three times as much as most of us.

But he wasn't satisfied, he wanted something better and something that wasn't so confining. He went to one of the wholesale houses of which we bought goods and asked for a road job. The nerve of the request almost took the breath of the firm. The senior member said, "Young man, do you know that it is a long and difficult climb to the top of the traveler's hill, and that it is a long ways in front of you?" Mac replied, "Yes, sir, but it is just as long and easy down the other side and will not take so long to travel." The quickness of the reply, as he afterward found out, finally won him the position. He made a success of it, as he was determined to do when he applied for the place and was determined to get it.

That was many years ago. He is still with that house, long ago reached the top of their hill, has drawn a big salary and commission for years and probably now considers that he is going down the easy side of that hill which the old gentleman, now dead, told him was so difficult to climb. His friends upon the road are as many as the friends he formerly had when in the retail store. He enjoys his work because he finds every day something difficult to overcome that takes his

ability and energy. He started out with a determination to do the thing he had in mind, and that determination is what has placed him where he is. He used means and possibilities to his end, and got there. Others might do the same, if they would stick to it.—Drygoodsman.

Dress Counts for Much in the Business World.

"Clothes do not make the man," but it is certain that appearance has a whole lot to do with the making of the successful business man. The man who is "sloppy" in his every-day appearance has just about as much chance of winning success as he has of being called Beau Brummel. Everything is against him.

The successful world is made up of men who are neat in their personal appearance. He who differs from them is out of place—as fully out of place as a man in a sweater would be at a reception. He will never be admitted to the favored circles. He may be a good man, just as good as those who are in the top places, but he will never be given the chance to show it. Success depends greatly upon personality, and the man whose outward dress is neglected and slovenly stands before the world as neglectful and slovenly in character.

In certain circles it may be true that appearance has nothing to do with the man. Just as honest a heart may beat under the rough shirt of the plowboy as does under the stiff shirt of the business man. But just let a business man try wearing a plowboy's shirt for awhile, and let him see what the result will be. He will be ostracized, for the stiff shirt is the proper thing for him to wear, and if he does not wear it he is an anomaly, and men do not like to do business with anomalies. The rough shirt is quite the thing for the plowboy, but the plowboy is far from being the business man in his store.

Let the stiff shirt represent the whole conventionality of dress as exemplified in the neatness of apparel of the successful business man. The young man who wishes to follow in the steps that lead to success must be in entire accord with the conventionalities of success. If he is a freak or a genius he can afford to ignore them, but there are few freaks or geniuses who make successes in this world. If he is the normal young man he must agree with them, and he must show his agreement by dressing just as neatly as possible. External appearance is the only way in which one man can judge another in business, and when a man's appearance is not pleasing the judgment will be against him.

As one progresses through the lower ranks and gets nearer to the places wherefrom success may be easily reached, the effect of personal appearance grows in value. A clerk or other minor employe may do well without paying any particular attention to his appearance, so long as he does his work satisfactorily. But when he rises to a position near the top of the ladder, he will find that it is a question of appearing well or giving up his chances for a future. Look into the general office of any large enter-

prise. The men who are employed therein, from the office boy to the general manager, are all well dressed in appearance. They are clean, their clothes are neat, if not expensive, and the entire effect of their appearance is pleasing. How much of their success they owe to this fact is hard to say. Certainly they owe a great deal. No employer selects for promotion a man whose appearance will not be a credit to his business.

A man may be a good clerk, but if he dresses like a poor one he will hardly be given a chance to show that he is able to fill any position above this. A careless man may manage to act successfully as the manager of a business where his duties take him in contact only with his immediate office force, but when a promotion to some higher place is to be made he will find that some one else, possibly a little less able than he, possibly of a lower rank, whose appearance suggests that he is of a bright, progressive disposition, is chosen.

Nailing a Lie.

"Some people say there is no difference in a man's weight before and after eating."

"That's a lie; I weighed myself before I went to dinner yesterday, then, after wrestling with a boarding house chicken, I weighed myself again."

"And you found that your weight had increased?"

"No; I had lost half a pound."

Fussy frills make furious bill-payers.

Gillett's D. S. Extracts



Conform to the most stringent Pure Food Laws and are guaranteed in every respect.

If you do not handle them write for our special introductory proposition.

Sherer-Gillett Co.
Chicago

"You have tried the rest now use the best."

You Can Double Your Profit If You Buy Right

Shrewd buyers aim to make as much profit in purchasing as they do in selling.

Now is the Best Time to Buy Flour

It is NOT likely to be cheaper but IS likely to cost more.

Critical buyers are placing their orders for

Golden Horn Flour

because it is the best that money can buy and it gets the business. Take advantage of the opportunity.

Manufactured by

Star & Crescent Milling Co., Chicago, Ill.

The Finest Mill on Earth

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Ear Load Lots

TELL THE TRUTH.

Demand That Your Clerks Do the Same.

A shoe merchant should be a good confidence man. He should not only know how to gain the confidence of the public, but he must know how to hold it.

There's only one way to do that, and that is by giving everyone a square deal. In other words, be truthful in advertising and selling.

There are not many who measure strictly up to the standard in everything, and if one man in a town lives up to the spirit and letter of truth in all its details, he will establish an enviable reputation for himself.

Bombastic advertising and extravagant statements that are not backed up by facts no longer sway the public as they once did. People are getting too wise. They have been hoodwinked before, and a burned child dreads the fire. They are now pinning their faith and bestowing their patronage upon merchants whose reputation for truth and veracity has been firmly established.

Some shoe dealers permit glaring inconsistencies to creep into their advertisements, which any man or woman with a modicum of intelligence at once concludes is far from the truth.

For instance, a two-fifty store in a certain city displays this sign in the window: "One price for every shoe in the house—\$2.50; better than any shoe at \$3.50; as good as some at \$4; equal to some at \$5."

Now while that attracted attention, and, no doubt, brought many people in the store, it was an untruth. It probably kept some people out, too; for if they stopped to analyze the situation, they knew it was a gross exaggeration of values.

The average cost of the shoes was about \$2, and it was hardly probable that they were "better than any at \$3.50."

A manufacturer of shoes which retail at \$3.50 advertises that they are "custom made and far superior to any \$6 shoe on the market." That's a pretty strong statement, and a man who stops to think a minute would have to be "shown."

Again, some shoe men are not at all explicit in their advertisements. After indulging in a few glittering

generalities, they conclude by saying that, "We will sell you shoes cheaper than any store in town."

We do not imagine an advertisement of that kind carries much weight. To make a bold statement like that, and expect it to be believed, it must be preceded by a close description of the shoe, together with the price. The mere assertion that "we will sell you shoes cheaper than any house in town," will not cause people to tumble over each other to get in your store.

Statements made by yourself and clerks go a long way toward establishing or destroying confidence. You can call to mind many instances where a woman has brought a shoe back and reminded you that "the clerk said so and so about this shoe, and I want it made good."

It behooves you to be very guarded in your statements, for the customer is taking it all in, and will later call upon you to make good.

A gentleman went into a local shoe store and was approached by one of the clerks.

"I want to see a pair of shoes," said he, "and I want a Goodyear Welt."

The clerk had a nice line of welts at \$3 and proceeded to show them, but when the price was announced the gentleman said he didn't want to pay over \$2. That was something the salesman did not have—a Goodyear Welt for \$2—but he never let on.

He went to the \$2 stock and soon had his customer fitted nicely. The subject of welts was not referred to again, and the gentleman started home with his shoes.

On the way he met a friend who happened to know the difference between a Welt and a McKay, and he was so well pleased that he stopped to show them to him.

"How do you like these for a \$2 Goodyear Welt?" he asked.

The friend examined them and soon disabused his mind of the thought that they were Welts.

He marched straight back to the shoe store with them, and after relating the circumstances to the manager, demanded his money back and got it.

The clerk, who was a new one, was warned to be more truthful in the future, upon penalty of dismissal.

That one occurrence destroyed that

gentleman's confidence in that store forever, and whenever a friend remarks to him that he is going to buy new shoes, he will tell him of a good store to stay away from.

How much better it would have been for that clerk to have said something like this to him: "The cheapest Welt we carry is \$2.50; there may be some cheaper ones in town, but I have my doubts about it; it is the policy of this store to carry nothing but dependable shoes, and a Welt to retail for \$2 would be something we could not recommend. Now I can give you a good, solid McKay sewed shoe for \$2," etc.

Wouldn't the fellow have had more confidence in the store? Even although he went out without buying, he would have had no ill feeling about

the place, and might have returned at some future time.

Another case that illustrates this point came under our observation:

A lady went into a shoe store and told the clerk who came forward to wait on her that she wanted a pair of shoes that would turn water. She wanted them to wear when she went to feed the chickens, milk the cows, etc., and they must be strong and water-proof.

Oh, yes, the clerk had just what she wanted, and proceeded to fit her with a Kangaroo calf, for \$1.75.

She took them home, and the first rain that came her feet got soaking wet.

Back she took them to the shoe store and made a complaint to the manager. He told her it was next

MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

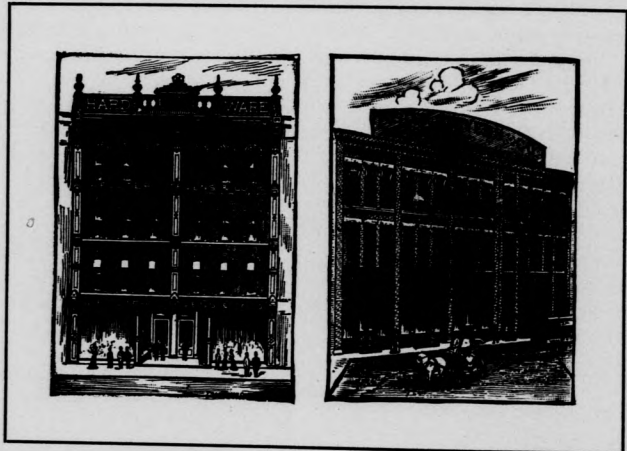
Headquarters for counters, plate glass and double strength floor cases, coffee mills, scales, registers, etc.

Large assortment of counter tables.

79 South Division St.

Grand Rapids, Mich.

Warehouse on Butterworth Ave.



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.

to impossible to get a shoe that would turn water.

"Why didn't that clerk tell me that?" she asked. "I told him what I wanted with them, and he sold them with that understanding; I want my money back."

She was finally persuaded to take a pair of rubber boots, but her confidence was badly shaken in that store, and she gave it a wide berth in the future.

Tell the truth, and demand it of your clerks, if you want the confidence of the buying public.—Shoe and Leather Gazette.

Improving the "Atmosphere" of the Store.

A man whose business brings him into constant contact with department stores observed to the writer the other day in reference to a certain store: "Now, there is a place where you feel at home. There is something in the air of the place that puts visitors at their ease right away—makes them feel like buying and coming again."

There are a great many things that go to make up that indefinable "atmosphere." But, intangible as it is, it is so valuable an asset that it is worthy of careful investigation.

Have you ever gone into a store where everyone appeared dissatisfied? Where the sales-girls waited on you with a bored, indifferent air, where the air was full of rasping cries of "Boy, boy?" Where the bundle-wrappers hung out their inclosures and chewed gum or called across the aisles to their fellow-workers? Where the aisle managers wore a perpetual scowl and directed you in a gruff, unceremonious way? Where exchanges were conducted unwillingly and with the evident intention of making you feel as small and uncomfortable as possible?

And have you ever gone into another store where the salespeople, although busy, still found time to be polite? Where the boys and girls were neat and obliging? Where your change and package came back quickly? Where your requests for information were answered courteously and where exchanges were made not only without argument or red tape, but positively with graciousness.

These two pictures represent the extremes—there are all grades of goodness and badness in between.

There is only one way in which a permanent success can be built up—absolute honesty of purpose—a "square deal" for everybody, employees as well as customers. The store that is not honest to its employees can not expect them to be honest. The store that is not kind to its employees can not expect them to be kind to its customers. The store that takes no interest in its employees can not expect them to be interested.

Everywhere, by precept and by example, the man at the helm must inculcate the doctrine of honesty, justice and courtesy to all. From department head and aisle manager down to bundle-wrapper and cash boy this lesson must be taught, and

taught thoroughly. Talks with the salespeople, urging on them the absolute necessity of gentleness and politeness, should be given fortnightly or monthly. Aisle managers should be urged to see that their people take pride in their personal appearance. Neatness and cleanliness should be held at a premium. Alertness should be held no less high. The girl who waits on customers "with the side of her face" should be remonstrated with, and if obdurate, dismissed. Wagon drivers and delivery boys should also be the subject of attention. They, too, are representatives of the store, and often hold its reputation in their hands.

Exchange clerks should be taught that they are to convey to customers that it is no trouble to exchange goods. They should be taught to ask as few questions as possible, to be diplomatic, and ready to conciliate a customer instead of ruffling her.

Every employe should be drilled thoroughly in the location of every article on sale. A customer misdirected is often a customer lost.

Of course, absolute honesty in advertising is necessary—that has come to be a cardinal principle of modern business—but the store must not only make good its promises as expressed in its advertisements—it must make good its implied promise of good service as well.

Good goods at right prices are only half the battle—good store service is the other half, and a mighty important one.—James W. Pemberton in Printers' Ink.

She Was Not a Prohi.

There were but few of us in the passenger coach as the train left Grand Rapids, and opposite me sat a woman about 40 years of age. From her severe expression, I set her down as a temperance fanatic, and a person who would scorn the slightest favor at the hands of a fellow traveler. Great was my surprise, therefore, at the end of a couple of hours, when she leaned forward and queried:

"Young man, might I ask you if you have any peppermint essence in your grip?"

I replied that I was sorry that I hadn't, and she resumed her bolt upright position, and nothing further was said for a quarter of an hour. Then she kindly asked:

"Young man, do you carry the means to make a glass of lemonade when you travel?"

I didn't. I was sorry for her sake that I didn't but as a matter of fact I didn't care for lemonade. She said it was just as well, and another fifteen minutes passed. Then she sweetly said:

"Young man, do you carry a bottle of milk or cold tea?"

"Never, ma'am."

"You do not carry any sort of a bottle?"

"Well—er—you know—"

"Young man," she continued as she looked me straight in the eye, "is it wine or whisky?"

"Wine, ma'am."

"And I've sat here nearly three hours and you haven't offered me

any! Come over and let's have a nip!"

As I sat beside her she said I might call her Aunt Polly, and that her severe expression was the result of soft corns; and during the afternoon she beat me twelve games of euchre, and said she'd adopt me if she hadn't three boys already, and all older than I was.

Leading Up To It.

"I wish you would look at this watch and see what's the matter with it," the man said, handing it over.

The jeweler examined it.

"I can't see anything wrong," he said. "What seems to be the trouble?"

"It has lost nearly a minute in the last three months."

"That isn't worth making a fuss over."

"I don't know but one of the jewels might have broken, or something.

"None of 'em dropped out?"

"No, they're all right."

"It isn't full jeweled, anyhow, is it?"

"Yes, it's full jeweled."

"I've been suspecting lately that the case is only washed."

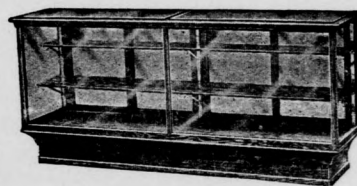
"You're wrong. It's solid gold."

"But it isn't a first-class make, is it?"

"Yes, there's nothing better in the market."

"I'm glad to hear you say so. Perhaps you wouldn't mind letting me have a fifty on it?"

Old age still frowns when the youthful show signs of youth.



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.

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

New York Office 724 Broadway

Boston Office 125 Summer Street

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

Store and Shop Lighting



500 Candle Power Diamond Headlight Out Door Lamp

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

Brilliant or Head Light Gasoline Lamps

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



100 Candle Power

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.

Fire and Burglar Proof Safes

Our line, which is the largest ever assembled in Michigan, comprises a complete assortment ranging in price from \$8 up.

We are prepared to fill your order for any ordinary safe on an hour's notice.

Tradesman Company, Grand Rapids

NEW YORK MARKET

Special Features of the Grocery and Produce Market.

Special Correspondence.

New York, Oct. 21—The week in the coffee market has been characterized by ups and downs to an extent greater than for a long time. This "wobbly" situation seems largely due to speculators. Legitimate trading has been just about of the usual character, but at the close there was a firmer feeling and quotations made a slight advance. For Rio No. 7 the figure is now $8\frac{1}{2}$ @ $8\frac{3}{8}$ c. In store and afloat there are 4,537,126 bags, against 3,822,293 bags at the same time last year. The receipts at Rio and Santos seem to keep up pretty well, and so far give the impression that the tremendous shortage we have heard so much about may not be so great after all. From July 1 to Oct. 19 the receipts at these two points aggregated 5,120,000 bags, against 5,426,000 bags in the big year of 1903. The amount of business in mild sorts is of greater volume and values are firmly sustained. Good Cucuta, $9\frac{3}{4}$ c and good average Bogotas $11\frac{1}{4}$ c. East India sorts are quiet.

Little, if any, new business has been done in sugar, the trading consisting of withdrawals under previous contracts. Some reductions have been made by various refiners and 4.50c less 1 per cent. for cash is about the right thing.

There is a fair distributive trade in teas and the general tone of the market seems to be quite satisfactory to sellers. Values are well sustained and packet teas especially are selling freely.

This has been a pretty good week for the dealers in rice. The orders have come in from many points, and while sales have not been great the total amounts to a very respectable aggregate. Quotations are firm on a previous basis.

A fair jobbing business has been done in spices, and the general situation is in favor of the seller. Cloves are attracting more attention than other goods and Zanzibars are firm at $12\frac{3}{8}$ @ $12\frac{1}{2}$ c; Amboynas, 21 @ 22 c.

With the advancing season there is a better tone to the molasses market, and sellers are confident we shall have an excellent run of business from now until spring. While new business has been comparatively light, there has still been a good amount of withdrawals under previous contracts and the whole outlook is in favor of the seller. A comparatively small amount of syrup is offering and the market is firm, with a range of 18 @ 24 c for good to prime.

In canned goods peas have for several days been attracting considerable attention and there seems to be quite a disposition to take a higher level. The amount of stock that is worthy of consideration under 70c is very small and more than this is frequently talked of. A real scarcity

of peas later on will cause no surprise. Tomatoes show little, if any, change since the last report and buyers do not seem to care about carrying supplies ahead of current wants. Maryland 3s of desirable grade are worth 95 @ $97\frac{1}{2}$ c. Corn is quiet and quotations seem to tend lower. New York State, 80 @ 85 c; Maine, $\$1.05$ @ 1.10 ; Western, 75 @ 80 c, although there is some to be obtained for much less than these figures, of Western pack—at least the labels on the cans state that the tin contains corn; and the labels are real pretty, too.

Really desirable butter is not to be found in overabundance, and although there is little change in the general market, prices are well sustained. Extra creamery, 22 @ $22\frac{1}{2}$ c; firsts, $19\frac{1}{2}$ @ $21\frac{1}{2}$ c; seconds, $17\frac{1}{2}$ @ 19 c; imitation creamery, 17 @ 19 c; factory firsts, $17\frac{1}{2}$ c; seconds, $16\frac{1}{2}$ @ 17 c. There is little call for renovated, and it works out within a range of 16 @ 20 c.

Cheese is quiet, but there is a firmer tone to the market and holders are maintaining a good degree of confidence. Full cream, small colored fancy stock, $11\frac{3}{4}$ @ 12 c. Prices in the country are high, and this causes the well-sustained figures here.

The "better sort" of eggs are now as they generally are, in so good demand that there is not stock enough to go around and quotations are high, 30 @ 32 c being paid for the near-by product, fancy grade. Extra Western firsts, 24 c, and with a tendency to an advance at any time; average grades, 22 @ 23 c; refrigerator, 18 @ 21 c.

Propose To Bore for Oil at Saginaw.

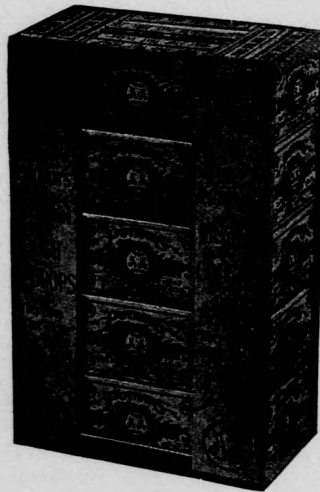
Saginaw, Oct. 24—There has been a revival of late in the talk of this city being the center of an extensive oil field. It has grown to such an extent that an effort is about to be made to ascertain if it is based on actual fact or mere conjecture because of the presence of the coal fields. Several capitalists have for some time been securing information and data. Recently a prominent oil prospector of Indiana came to this city and in company with a number of local men devoted several days to an examination. He left convinced that oil was near this city, and is expected to return here shortly. It is said that within a short time the organization of an oil prospecting company will be announced and tests made. A $\$20,000$ stock company is spoken of in this connection.

It is not alone in the lumber circles of the Valley that business conditions are most satisfactory. In every line of industry hereabouts all is bustle and activity and labor is well employed. All the factories are doing well, and many are now undergoing enlargement in order to take care of the requirements of constantly increasing trade. The U. S. Horse Radish Co., one of the largest institutions of its kind in the State, has recently completed the remodeling of its spacious building, not the least important new feature being the installing of a $\$10,000$ refrigerator plant. The Lufkin Rule Co.'s buildings are undergoing enlargement on

OUR BAIT

Is just a little better than the other fellow's. That's why and that's how we are constantly landing new customers and holding on to the old ones. RESOLVE to buy your next order of us and be convinced that our Candies are the ones you want to handle. QUALITY WILL WIN.

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.

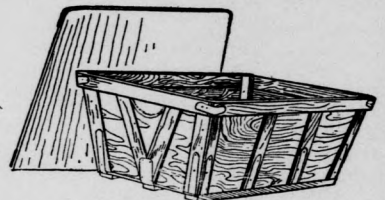
When You Buy Your Mixed Candies

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.

Have You Ordered Your Cough Drops?

If not, why not? You know the quality of our Menthol Cough Drops and you should place your order now and be prepared.

HANSELMAN CANDY CO., Kalamazoo, Mich.

ILL HUMOR.

It Is the Besetting Sin of Some Clerks.

Written for the Tradesman.

I wish that all storekeepers might become more alive to the fact that the good manners pay. They have a definite commercial value, let alone the facts that life is made so much the pleasanter, so much the more endurable by the exercise of this virtue, and that there is a reflex action on their own character that makes for higher existence.

There is the simple matter of just a pleasant greeting on the part of one behind the counter. When we recall the different clerks with whom we are acquainted, does not the heart warm with pleasant recollections toward some, while the very thought of others seems to rouse the spirit of antagonism?

The former are appreciated at their full worth. They carry the sunshine of graciousness into every act. A smiling "Good morning" is a small thing in itself—just a little relaxing of the muscles of the mouth—the utterance of a couple of words—and yet large sales have been seriously influenced by just that much, and many a transaction hanging in the balance has been captured by that or its equivalent.

Many a village merchant may owe his financial failure to the stupid retention of a grumpy employe. The service of such an one may be of long standing; he may be faithful in the care of the goods entrusted to his oversight, neat as to person and to care-taking of his department; he may be scrupulous to a fine point in truth-telling, prompt in service of patrons and obedient to their orders, and yet this one may fall down most lamentably just for the reason that his disposition is such that he looks on the gloomy side of everything that he has anything to do with, and leaves the impression on customers of taciturnity, amounting in some instances to moroseness.

Such a person is really to be pitied. He stands indisputably in his own light. The corners of his mouth are drawn down habitually, the laughing wrinkles around his eyes are never deep.

This hypochondriac might make an ideal clerk if he would but turn over a new leaf and instill into his daily life a little of the gladness of existence, the joy of being.

The one who would take it upon himself to apprise this sour person that he might with profit reform himself in this regard would, likely, as not, be met with a rebuff—get the "icy mitt"—and so his friends hesitate to "rush in where angels fear to tread," so to speak, and he continues to go his dreary way unknowing and unmolested of man.

E. Clarke.

Bread and Butter Duties.

The "bread and butter letter" is the note of acknowledgment written by one to his hostess after a visit. "The bread and butter call" is the call which one pays after having been entertained at dinner or luncheon or

at any other regular meal. Plenty of persons know the thing who do not recognize the name for it. A good many persons apparently do not appreciate the necessity of either the letter or the call.

Perhaps it is a little harsh to say that this is one of the ways in which a well bred person can be distinguished from an underbred man or woman. Such a distinction throws too many persons who are otherwise all they should be into the outer darkness of the ill bred. There are depressingly few who do not belong to one class or the other.

Nearly every one, however, unless he be an impossible sort of creature, acknowledges that the bread and butter letter is indispensable. Most transgressions in this line are found

in the delays that are shown in writing. The first thing a guest should do after his return from a visit is to write his note of appreciation to the friends by whom he has just been entertained. Often the guest seems to think that any time within a month or so will answer for it. That is the way in which it occasionally comes about that the note is never written, and that the quondam visitor puts himself down as hopelessly underbred.

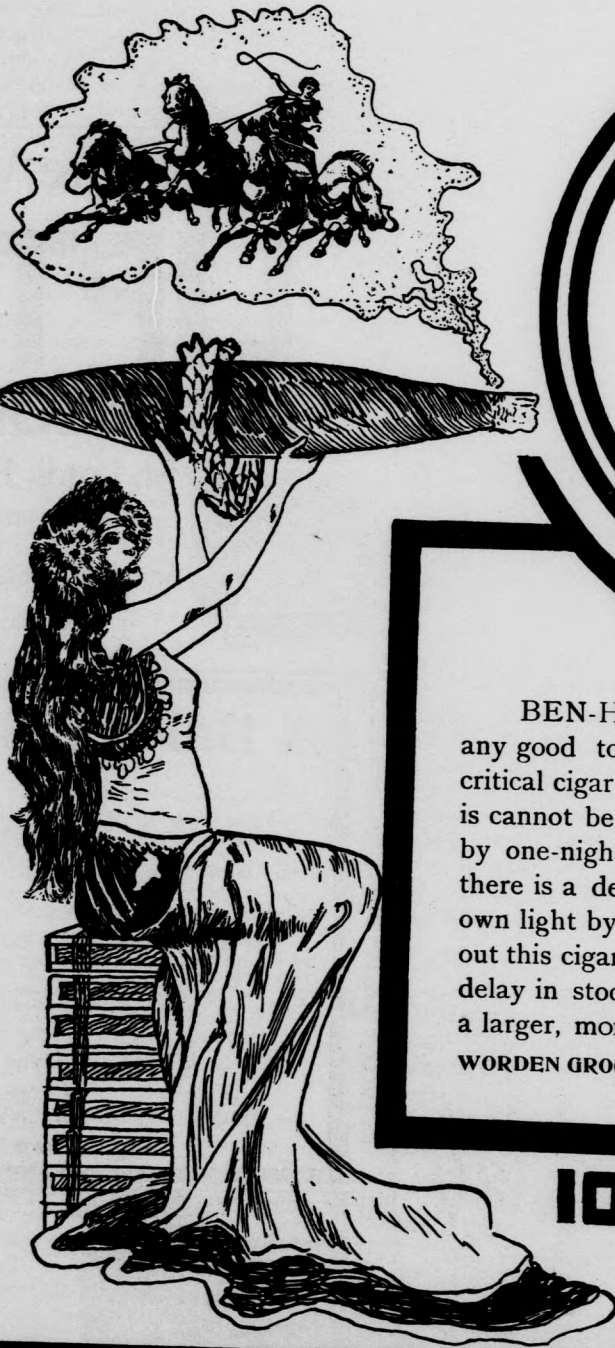
Sinners of this sort are few compared with those who neglect their luncheon or dinner calls. Busy women are often remiss in this respect, but they are angels of light when contrasted with men.

It is abominably rude when any one, man or woman, is so lacking in

a sense of society obligation as to accept an invitation and then, from laziness or indifference, neglect to pay a call afterward. Allowances may be made for the very much overworked man or woman who seldom has a spare hour to give to such things—or to anything else—but the ordinary luncher or diner-out should feel it a breach of decency to accept an invitation and then to omit the call that should follow.—Success.

"Rather hard to lose your daughter, eh?" said the guest at the wedding.

"No," replied the bride's father; "it did look as if it was going to be hard at one time, but she finally landed this fellow just as we were giving up all hope."



The
Ben-Hur
Cigar

Wears the Victor's Wreath
Awarded by the
Queen of Quality

BEN-HUR easily occupies first place when any good tobacco is smoked. Thousands of critical cigar lovers who know what first quality is cannot be turned from its satisfying goodness by one-night stand competitors. Occasionally there is a dealer who stands unwittingly in his own light by allowing his show case to be without this cigar of honest and constant value. Any delay in stocking them is a delay in showing a larger, more profitable nickel cigar trade.

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

**10¢ QUALITY
5¢ PRICE**

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

IN BUSINESS ONE WEEK.

How the Traveling Man Came To Abandon It.

Written for the Tradesman.

"I am a fool, I suppose," said the man who sells sugar, when the cigars were well alight and the low-ceiled office of the country hotel was a veritable smoke house, "but I am content to be a fool."

"What's the grouch?" asked the man who sells shoes.

"Just had a letter from home," explained the man of sugar sales. "My wife writes that the fellow who bought me out a few years ago has begun building a four-story building, all out of his profits. And here I am doing blind sidings and making one-night stands in the sugar trade, with nothing on earth but my wife and baby. Well, I am satisfied. I don't want to make money in that way."

"In the liquor business?" queried the man who sells nails.

"Not on your mileage," was the reply. "I know better than that. No, sir, I was in business for myself just one consecutive week. In the second-hand furniture business."

"Didn't you like it?"

"Why, it seems to be all right, on the face of it, but there are things about it I can not stand. There are too many thrills in it. I am too much of a fool to take advantage of other people's troubles. I know that there are troubles of the sort I refer to in the world, but I don't have to be butting into them all the time, do I?"

"Get out your samples," said the man who sells shoes. "We are all listening to find out what sort of a line of hard luck tales you brought out with you this time."

"Oh, I have no hard luck story to tell," said the man who sells sugar. "I had a business. I sold out. The man who bought the place has made cash enough to build a block. I haven't got my home paid for yet. That's all. But, as I said before, I don't want to get money in that way."

"Sample," said the shoe man.

"For instance," said the nail man.

"Tell the tale," said the white goods man.

"I never thought there was a story in it," was the reply. "I just bought a lot of furniture which had been used, rented a store, and sat down to buy all the stuff in that line. I could get my hands on and sell it at a profit of 300 per cent., or more. I could sell, all right, although I could not get as big prices as some of the fellows in the business, but the buying got me."

"Wanted to pay too much, eh?"

"That's about it. Somehow, I couldn't look a man in the eye and offer him half a dollar for a table I knew I could sell for three dollars the next day. But I began to get over that, and then the clincher came."

"I was sitting in my open doorway one day when a funeral was in progress in the parlor of an undertaker's place right across the street. From where I sat I could see the folks pass in and see the sort of people they were. There were no carriages. I

saw the undertaker's hearse back up to the curb and finally one small hack came and stood back of it. That was all the procession there was to be. I could see that, easily enough."

"Dozens of such funerals every day," said the hardware salesman.

"I knew the mourners when they came, for there was one woman, little and shabby and hungry-looking, who was paid special attention by the others. You can always tell the chief mourner at a funeral in that way. The woman was leaning on the arm of a brazen-faced lout of a man who looked like the finished product of the whisky trade. She seemed to be afraid of reproachful words and blows, even in that public place. Then I recalled the fact that a little girl had been killed by a street car two days before, and that the company had taken charge of the funeral, paying all expenses and providing for the services at the undertaker's."

"I thought this pretty tough at first, but finally learned that the funeral was held in that place at the request of the mother, who dreaded having such few as came introduced into her wretched home. It had been a pretty child, the newspapers said, and the mother had remained at its side ever since the fatal accident. The child was all she had and the husband was a drunkard and a wife-beater."

"I heard the music and saw the poor procession drive away, the mother looking faint and ill, the father bold as brass. Somehow, I thought a lot about that scene that night. I could imagine the home the child had left. I knew that it was a poor one, but I knew, too, what her presence there meant to the mother. I could see the toys and the cradle put out of sight, cherished as sacred

things, to be kept forever as reminders of a life that closed too soon.

"Now, see what a bump I got the next day. Along about noon the woman I had recognized as the mother of the dead child came into my place and sat down. She was pale as death and there were tears in her eyes. When I approached her she asked me by a gesture to wait and pointed toward the door. At that instant that burly brute of a husband entered with a little crib bedstead in his arms. The woman covered her face with her hands and I knew whose bed it was. And the grave not a day old! I could have kicked them both."

"As the man sat it down at my feet the woman made a hovering motion, throwing out her arms as if to protect the bedstead from sale. The man gave the woman an angry nudge with his foot and moved toward the door, leaving her to make the bargain. She wanted \$5 for an article which had cost about \$4 when it was new, and which would not have sold for \$1. I don't think she said more than to name the price. I guess she couldn't talk. I couldn't, I know, for I felt like a funeral procession and a morgue all rolled into one. The husband waited outside and motioned for her to make haste. Well, I gave her the \$5, and said she could have the article back at any time. I guess that was a hopeless proposition, for she held out her worn hands in pathetic parting when she left it."

"I stood at the door when her husband came up and made a greedy clutch at the money I had paid her. I heard her scream and try to assert her strength against his. She said it was baby's money, I think, or something like that, and it should not go for whisky."

"I remember going out into the street. Then I guess a crowd gather-

ed and a policeman came. Anyway, I paid a small fine the next day for assault and battery and the man went to a hospital. Oh, the woman wasn't forgotten. She's all right now. Well, I quit the second-hand business right there. There's too many ruined homes and memories of the dead. I prefer to sell sugar."

Alfred B. Tozer.

The love letters of a prudent man are all verbal.

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

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

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

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.



Refreshing Instances of Men Who Withstood Temptation.

"As the lily raises its white chalice from the mud and ooze, so spotless virtue may spring from corruption and black dishonesty. Every exposure of evil is followed by some manifestation of good intention and high resolve, sincere or otherwise," says an editorial in a daily paper commenting upon the recent exposures of life insurance "graft." We have looked for "some manifestations of good intention and high resolve" since this magazine undertook to bring into the limelight of publicity the corrupting influence of commercial "graft," as it is known to exist in the men's wear lines. Instead of any declared intentions of high resolve there come many instances of audacious holdups, most appalling because of the apparent indifference of these commercial highwaymen who deliberately stand their ground and demand the delivery of the "goods."

A few days ago the writer entered a wholesale house that stands pre-eminent as an institution noted for its probity and uprightness of dealing. So good is its repute that honest buyers say of it, "I patronize that firm because its reputation is such that I have no fear of the finger of suspicion being pointed at me." A representative of the firm, and several of its staff, approached the writer and the conversation forthwith turned upon the two articles on "graft" published in the preceding issues of this magazine. The representative said: "I read those articles with interest, and was pleased to note that the honest men were taken care of, for they are not all bad in this business, although I will admit there are some pretty bad ones, and the exposures ought to have a very good effect. It was only a day or two ago that we were confronted in here by the boldest stand-and-deliver proposition I have ever heard of. It was made by a pretty prominent buyer, one whom you know, and whose name you would be astonished to learn. Some day I will tell it to you, some day when this fellow gets out of the business, and, mark me, that day is not far distant at his present rate of going on. He deliberately offered himself to the highest bidder, held us up for a 'rake-off' and followed it up with the implied intimation that if he couldn't get a commission on his purchases here there were others who would give it, and that getting a commission would be an inducement for him to leave his business with the house that would pay the best price for it. Yes, there are some very bad ones in the business, and there are some very good buyers, too, but it is a deplorable thing that to be in this business you have got to associate with the bad. But keep up the exposures and perhaps some of the scoundrel class may

show contrition and a determination to free themselves from this despicable feature of the business."

A well-known clothing buyer, whose name is as familiar to the trade as many years of service in that position could well make it, recently changed his base from a western town to a position in the metropolis of the East. A few days after taking the place he was going up Broadway in the wholesale clothing district when he was accosted by a clothing manufacturer, who, knowing of the change made by the buyer, and perhaps with the intention of ingratiating himself into the man's good graces, asked if he had brought his family on. Receiving a negative reply, he pulled two crisp fifty-dollar bills from his wallet and, adroitly slipping them to the buyer, said: "Take this, C—," calling him familiarly by his first name, "it will help you out on the expense, and after you get settled come around and see me; I'll treat you right." And when that buyer rejected the proffered bribe with the remark, cuttingly emphasized, "I don't do business in that way," any apology that may have been upon the tip of the briber's tongue was checked by his hurry to get away.

To allege, because a buyer refuses to buy meritorious and right-priced goods, although importuned for years to do so, he is a grafter, is often a gross injustice to a buyer, whose refusal can be attributed to a number of causes, and any of the causes may not emanate from his lack of moral character. In ignoring this viewpoint a gross libel would be done the reputations of the buyers as a class. Because a man does not do what another man wants him to do, it does not stand to reason that his objections spring from a condition of moral degeneracy. And in this viewpoint of failure to sell is wrapped up the whole philosophy of salesmanship.

It is very easy for a short-sighted, indifferent sort of a salesman to cry "graft!" when he is unsuccessful in placing his goods. He lays the burden of his inefficiency upon the buyer. Instead of doing this he should set about to uncover the hidden causes of his failure as a salesman in this particular instance, and, having satisfied himself that the point of attack lies in certain directions, direct diplomacy along those lines till he has made a thorough test.

Instead of telling his house that the buyer is a grafter he should endeavor to discover whether he has used his own resources of tact, energy, diplomacy and patience in impressing on the buyer the fact that the goods are meritorious, and the great desirability of opening an account. Very often the most trivial circumstances throw a disparaging light upon a salesman. Sometimes there is a temperament antagonism between certain buyers and certain sellers, and it is here the fine art of a salesman comes in to overcome the difficulty. Men are human; they have their likes and dislikes.

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

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.

Whether buyers usually are expert judges of the articles they buy, or make their selections simply and solely upon intrinsic merit and value, is a question that can not be answered to a nicety as a mathematical problem, but the observations of shrewd sellers, veterans in the business, lead them to the conclusion that goods are, in the majority of cases, sold not strictly upon their merits, but upon the personality of the seller, friendship, and a dislike to make changes in the source of supply.

As has been stated before in these columns, the field of salesmanship is full of wonderful possibilities in the development of the salesman's capabilities of initiative, quick perception, grasp of opportunities and the enticing of others by his own enthusiasm over the merit of his goods.

The salesman is thrown upon the world with only his own native resources and a knowledge of the line. It is for him to make good. If he does not there are certain reasons. Of course, it is unreasonable for a house to expect their salesmen to do the impossible, but with studied application to the work of selling a non-responsive house there comes a time—it may be long delayed, but it comes, almost surely—when the patient and calculating salesman opens his case and gets his first order. He has won on his personality, like the other fellow before him.

Instances have been known in which a proprietor of a business has been refused business, where his salesman would have found a welcome. The individual peculiarities of each buyer should be searched for and a play made upon his likes and dislikes.

The writer heard of an instance where a clever manager, foiled in selling a buyer, disguised the very same article under a fictitious brand and sent a strange salesman to the obdurate buyer. The salesman quoted an extra 1 per cent. discount, and, to the credit of the buyer, the latter saw the goods had the merit of a cheaper price and were identical in quality and workmanship with the goods of the large and widely known house making the best, and snapped them up at once. This test demonstrated that the buyer bought upon merit and was not influenced by any other consideration than a legitimate one.

Unless the salesman is absolutely sure of his premises he should not accuse a buyer of being a grafter, but honestly try to discover the cause of the difficulty in selling him.

The manager of the large house making the test above cited states that the temptation to practice graft can in some instances be traced to the parsimonious attitude of the store in not paying a salary commensurate with the responsibility and requirements of the buyer's position. This point was brought out in our last issue. This man says he knows of one buyer who buys over a quarter million dollars' worth of goods annually and receives the munificent salary of \$30 weekly. And not only does he buy, but it is demanded of him

that he sell the goods. In other words, this buyer receives one-half of 1 per cent. commission, as against the greater commission of the traveling salesman, and goes him one better in not only having to plan to get the goods off his counters, but in having to buy them as well.

An instance is cited where an angry and unsuccessful salesman complained that he could not get an order. although he had offered his goods about 30 per cent. cheaper than his fortunate competitor as a test. The proprietor of the store replied that the buyer in question had grown up from a boy in the store, was making a success of his position, and if the facts were as the vexed salesman had stated, then the probability was that the buyer discerned in the salesman's act of giving unusual values a trick, and inferred that the anxious salesman, while losing on the opening sale, might make it up later on something else. The proprietor added, further, that, being satisfied from long acquaintance with the house they dealt with, they did not see why they should take up an unknown quantity, for, perhaps, a temporary benefit; that the buyer had too many other details to deal with in business to warrant their placing undue importance upon his representations or goods.

Unless this buyer was an especially forgiving and magnanimous character, this salesman's chances of selling him at all seem blasted for eternity.

One of the morals to be drawn from this episode of real life is that the salesman who is aggrieved at a buyer had better hesitate and consider all points of the question before going to the firm with his complaint. —Apparel Gazette.

Big Bridge in Center of Africa.

One of the longest bridges in the world has been completed across one of the largest falls in the world, the Victoria falls, Central Africa, the width, height, and volume of flowing water of which far outrivals the falls of Niagara. The bridge is properly over the Zambesi river, just below the falls, and offers a magnificent view of them. It is one of the connecting links in the Cape-to-Cairo railroad, and is the most difficult piece of engineering executed in the entire enterprise.

It is one the longest steel-arch bridges in the world, and has a clear span of 500 feet and crosses the gorge of the Zambesi at a height of 420 feet above the water. It is a parabolic, two hinged, steel arch, composed of two ribs spaced 27 feet 6 inches apart at the crown. The arch was built out from both ends, and as no staging or false work could be built up to the required height, it was necessary to design the arch to withstand the strain of erection by anchoring the top chord. The method of anchoring was by boring two holes in the solid rock 30 feet deep and 30 feet apart, and connecting them by a tunnel at the bottom. The anchor cables were attached to the top chord and then carried back and down one pit to the top, thus securing them to a mass of rock 30 feet deep by 30 feet wide.

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.

William Connor

Wholesale Ready Made

CLOTHING

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. Remember address,

WILLIAM CONNOR,
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.

MAN MAY FAIL

Many Times and Yet May Be Doing Well.

Fifteen years ago I landed in a little town in Southwest Texas, broken in general health and with suspicions of tuberculosis infection. A course in civil engineering had been broken off because of this breakdown, and when I landed in Texas I was without money, 22 years old, ambitious, but without hope of finding any work that would pay me more than living wage. And I had to work.

My first job was carrying a hod at \$1 a day. My fellow workers were negroes and Mexicans for the most part. I carried my luncheon from a cheap boarding house and warmed my coffee at an open fire, where the negroes and Mexicans congregated for the same purpose. But I was earning a dollar a day and my work was in the open air. For six months I worked at this hod carrying, gaining weight and health at it. A real estate man who was connected with some of these buildings discovered that I could do something easier, though at the same money, and took me into his office at \$25 a month.

But I had to dress better and live in a better boarding house, so the few cents that I had saved before each week went to maintain my new position. Suddenly a new friend took me into his establishment as bookkeeper at \$18 a week, moving me at once into Easy street. I regained my health and ambition, and in the World's Fair year I went to Chicago, looking for a job.

I knew something of newspaper work through a friend, and I went to work as a newspaper reporter on an afternoon paper at \$18 a week. Soon afterward I got a job on a morning paper at \$21, which was soon raised to \$25 a week, where I stopped progressing. I was a \$25 man in that field, and no more.

A newspaper friend about that time became advertising manager of a New York newspaper and wanted me to come on there as an advertising man, with a combined salary and commission. He took to drink, went to the bad, and I went out with the rest of his staff in consequence of his failure.

The publishing business had appealed to me, and I looked around with an eye to going into it for myself. I saw an opening for a new paper in a new field, but I had only \$300 or \$400 to my name. I got the ear of a man who had money and he put it up for the office equipment. I became the editor of the publication and the man with the money supplied the business manager. We put the paper on its feet almost immediately. It paid a fair dividend on the money invested in that first year. I thought I saw a big future for it and went to the business manager with a proposition that we try to buy it.

He had a little money—more than I had—and we discovered that the man who had put up the cash for the venture was willing to sell at a fair profit. We had only editorial quarters, having the printing done

outside. I borrowed some money and we gave notes under favorable conditions for paying out within three years or less. I was full of ambition for the sheet and worked day and night for its success.

We did well the first year. We were doing better the second year, when I discovered that my partner was not all that a partner should be. Several tricky actions were brought to my notice by advertising patrons—actions that I would not countenance—and a little investigation in the office discovered that he was working in an underhand manner against me. When I spoke to him he was plausible and laughed at my suggestion that he had not been fair. When I pressed the matter he flew into a rage. We had sharp words and sharper still, but it ended with the assertion that he was all right, and that if he trusted me with the editorial end of the paper I should leave him alone in the business end of it. Some of the things that had been said, however, would not down. We were estranged and scarcely on speaking terms for months.

It was an intolerable condition. He hated me and I despised him and his methods. I had sized him up long before as a "quitter" by nature, and by this time I had made some friends in New York who I felt would back my judgment to the extent of a few thousand dollars. So I went to work with one of these looking to the purchase of my partner's interests in the sheet. I met with success in the quest. I could get \$10,000 at 5 per cent. by letting my friend have stock in an incorporated publishing company, the business of the paper having grown in a way to promise substantial dividends on a comparatively big stock issue.

This was my opportunity. When my arrangements were ripe I went into my partner's office with the blunt proposition, "You will please buy or sell within twenty-four hours at \$10,000 cash."

He was startled. He asked for forty-eight hours' time for consideration, which I granted. Within the twenty-four hours, however, he came in with a certified check for \$10,000 for my interest in the paper, which I made over to him and retired from the office.

I was out of a job again, unexpectedly, as I had been several times before in my life, but I had \$11,600 in cash—which seemed to make the condition appear in the light of an opportunity for a holiday and a needed rest which never before in my life had come to me. I had wanted to see some of the cities of the country in order to size up their seeming opportunities, and, putting the \$10,000 in bank at 3 per cent, I took \$1,600 as the working basis in a prospecting trip west and northward.

The trip cost me most of this sum. A New York friend who had made a considerable investment in a placer mine in Arizona asked me to stop there and look into the workings of the claim. Water rights had been secured on a tentative basis as to quantity and cost, and in looking over the property I saw where some

mistakes were being made and where with a little better system established the existing fair conditions might be turned into rich possibilities. I reported to my friend with such enthusiasm that in the move toward establishing the new and better system I took \$1,000 of stock in the mine.

This seemed to be the opportunity that had been wanted by the water company. It was a close monopoly, and in this move of the mining company it saw the opportunity to raise the water rate to an almost prohibitive figure, cutting the quantity of water in two. As a result the rich placer claim is still there, with the water diverted from it and my \$1,000 sunk somewhere in the sands of the hot desert.

But with \$9,000 in a New York bank, my experience has shown how much consideration the possessor of it may be accorded in this richest city in the world. Where once I had been the caller at the offices of well to do men, I found well to do men calling upon me. One of these callers was sent to me by a friend whom the caller already had interested in an export scheme that needed the backing of a quarter of a million dollars or more. Coming with this introduction as he did, naturally I was interested, and as he talked the interest grew. The general proposition was as clear as day. European interests had been awakened to the possibilities of the scheme. A promoter at a big salary was in Paris at the time, carrying enthusiasm with him as he went.

Well, I put \$8,000 into the venture, and at a meeting of the company stockholders I was elected second vice president, with my name printed at the top of the company's letter heads.

But, briefly, that is all I have ever got out of the investment—a line at the upper right hand corner of these letter heads, presenting my name and official title with the company. The European end of the company's business did not come up to expectations; the promoter on a big salary spent money proportionately and to no purpose; anaemia seized upon the company's officers in New York and the whole scheme died of inanition.

Today I am working eleven to fourteen hours a day for a salary of \$50 a week. I have \$5,000 worth of stock in the successful publication with which I am connected, and I am paying for this stock at the rate of \$10 a week and with the dividends that are apportioned to it. This is a position of failure as I see it through my ambitions. It is failure as New York would see it. And in the ways that I have recounted this failure has come about.

I can't say that I have any harsh criticisms for myself in the matter. I made the little money I had honestly and I invested it according to my best judgment. It was put into something that had an honest commercial outlook and prospect, and was not lost in speculation in stocks or in betting at the race tracks. Selfevidently my judgment was bad, but except for a certain risk which attended the investment I should never have been invited to invest in a city where idle

millions are seeking safe investment every day in the year. I took that risk—and took too much. That is all.

Maybe there is a lesson for the reader in the experiences which I have catalogued here. He is welcome to it if there is; I have learned all I need to out of them.

Leonard Snow.

Work As the Greatest Health Factor.

Congenial work with mind and hands should be encouraged in all persons, for its prophylactic as well as its curative influences. Rest will prove serviceable doubtless in numbers of cases, but its application should be restricted and carefully studied. There are many conditions where absolute rest will prove not only useless, but really harmful. To send a man from an active business life to one of complete inactivity will often prove disastrous, as much so as to prescribe the disuse of all food for the obese.

The nervous will complain that they do not feel like work. If left to themselves and told to do absolutely nothing, not even to read, they are sure to dwell upon their infirmities and grow thereby morose and hypochondriacal, thus increasing their invalidism. The desire for work should be encouraged in all conditions and in all classes. If one's interest is aroused even to a slight degree a continuance in the work will develop a desire for occupation. One will never feel like work if one has nothing to do. Work will often accomplish what medicine, however properly applied, will not, for it is not alone that we must earn our bread by the sweat of the brow, but every man and woman should work for the pleasure of it, as well as for the health giving, brain expanding results and the benefit of example.—*Medical World.*

Perils of the Lung Tester.

In all our large cities there are many slot machines which, while morally innocent, have serious sanitary drawbacks. We refer to the lung testing apparatus that are found in places of amusement. From a sanitary point of view there are few such appliances that are more objectionable and it is not necessary to specify why such is the case. We have not heard, however, of any general crusade against their use excepting in the city of Montreal, where, although suppressed by the health authorities some years ago, they have again crept in and become an unsanitary nuisance calling for renewed action by the Board of Health. While it may seem desirable to some occasionally to test their lung capacity on these public machines, a little of the enlightenment that is going round in regard to tuberculosis and other infections might be more properly applied to them than to public telephones and other comparatively innocent, but possibly remotely dangerous apparatus.

There are plenty good fellows at the bottom of the ladder.



Perpetual

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Good Every Day in the Week

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

Amount of Purchases Required

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

Read Carefully the Names

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

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

Billiard and Pool Tables and Bar Fixtures
Brunswick-Balke-Collander Co.
Books, Stationery and Paper
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
M. B. W. Paper Co.
Mills Paper Co.

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

Clothing and Knit Goods
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Wm. Connor Co.
Ideal Clothing Co.

Clothing, Woolens and Trimmings.
Grand Rapids Clothing Co.

Commission—Fruits, Butter, Eggs Etc.
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J. G. Doan & Co.
Gardella Bros.
E. E. Hewitt
Vinkemulder Co.

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

Cigar Manufacturers
G. J. Johnson Cigar Co.
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H. Leonard & Sons.
Drugs and Drug Sundries
Hazeltime & Perkins Drug Co.

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

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

Flavoring Extracts and Perfumes
Jennings Manufacturing Co.

Grain, Flour and Feed
Valley City Milling Co.
Volgt Milling Co.
Wykes-Schroeder Co.

Grocers
Clark-Jewell-Wells Co.
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
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Hardware
Clark-Rutka-Weaver Co.
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Jewelry
W. F. Wurzburg Co.
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Kortlander Co.
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G. R. Glass & Bending Co.
Harvey & Seymour Co.
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Grand Rapids Supply Co.

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

Plumbing and Heating Supplies
Ferguson Supply Co., Ltd.
Ready Roofing and Roofing Material
H. M. Reynolds Roofing Co.

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

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

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

Undertakers' Supplies
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Powers & Walker Casket Co.

Wagon Makers
Belknap Wagon Co.
Harrison Wagon Co.

Wall Finish
Alabastine Co.
Anti-Kalsomine Co.

Wall Paper
Harvey & Seymour Co.
Heystek & Canfield Co.

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

BUTTER AND EGGS

Observations by a Gotham Egg Man.

Judging from the character of the bulk of the recent fresh collections it would appear that a larger quantity of the late August and September production was held back in the interior than usual, as the proportion of stale country holdings in the recent receipts seems unusually great. In spite of the comparatively large receipts the supply of fancy late production is becoming short of the needs of those dealers who do not use refrigerators for best trade, or who prefer the fresh goods at the difference in price heretofore established. This is giving our market an upward tendency for strictly fancy fresh eggs, but for such only. It will be noticed that up to this time the difference in price between finest fresh gathered eggs and the nominal value of finest refrigerator stock has been unusually small; last year at this time Western fresh firsts were selling in this market at 22½@23c with a few exceptional marks reaching 24c, while prime April refrigerators were obtainable at 19½c. This year—up to the 15th of October—Western fresh firsts were not quoted above 21c, the fancier packings selling at 22@23c, while prime April refrigerators had been unobtainable below 20½@21c. This difference between the two seasons is due first to the relatively larger supply of fresh stock and to an absence of the disposition to force sales of refrigerator eggs at a sacrifice that was a feature of the October market last year. But we are now coming to a season when there must be more difference between prices for strictly fine fresh eggs and the best of the refrigerator holdings. So long as holders of fancy April goods maintain their asking prices for these this difference can only be realized by an advance in fancy fresh, and this advance is now being effected to some extent. Quotations for the finest qualities of fresh eggs have been advanced about 1c per dozen this week, and as yet this improvement has not been enough to divert to the refrigerator stock enough trade to relieve the shortage. At the same time there is a continued surplus of the medium and lower qualities of fresh gathered stock which comes more directly in competition with the cheaper grades of storage eggs—such as can profitably be used at about 18@19c or possibly 20c.

It is now doubtful whether the necessary difference between prices for fancy fresh and fancy refrigerator eggs will be realized by a further advance in the former or by a reduction in the latter; this would seem to depend entirely (for the near future) upon the disposition of holders of fancy April refrigerators. If they maintain, for the coming two or three weeks, the prices now demanded for fancy selected Aprils a further

advance in fancy fresh eggs may naturally be expected. But the effect of this course will certainly be to curtail consumption and add to the chances against the most favorable wind up of the heavy accumulations. We are at a point where the movement of storage eggs should be large and general, but up to this time it has been small in comparison to last year, notwithstanding the heavy excess of accumulations. It will be remembered that last year the pressure to sell refrigerator eggs in October and November gave us a comparatively low range of prices for them and yet a very liberal quantity was carried over into the new year, for which a profitable outlet was realized on account of the unusual scarcity of fresh eggs in January and February. It was to be expected that this outcome of last year's holding would lessen the pressure to sell this fall, and we are now realizing the effect of last year's storage wind-up in the disposition to hold storage eggs for some profit in spite of a statistical position that is certainly more unfavorable than ever before experienced at this season.

The output of storage eggs in Chicago, New York, Boston and Philadelphia in October last year was about 325,000 cases, and the total holdings in those markets on October 1, 1904, were about 1,440,000 cases. This year, with about 1,774,000 cases in store at the same places on October 1, it is doubtful that the net October reduction can reach 200,000 cases. From present indications that would be a very optimistic estimate and even if realized it would leave the big distributing markets with an enormous quantity of stock to sell during the last two months of the year in order to get the holdings down to a reasonably safe basis by the beginning of 1906.—N. Y. Produce Review.

Big Profits In Cranberries.

"It always amuses me when I am in Florida or in Washington in the winter winter," said a veteran Cape Cod cranberry grower the other day, "to draw out people of other sections on the subject of cranberries. I find that many intelligent people fancy they are raised on shrubs or even on trees and picked pretty much as cherries or blackberries are. Some of the people I meet are cautious and will not commit themselves, but others are quite naive in their ignorance and willingness to display it."

Even if ignorance of the cranberry habits is as widespread as the grower has found, appreciation of the qualities of the fruit itself grows more live and active each year until the question that is most frequently asked hereabout is "Where is the supply of the future to come from?" Already it is doubtful this year if the Eastern Thanksgiving tables will not gleam but sparsely with the glorious red sauce, for hardly had the pickers begun work when the adroit Western buyers were on the scene, riding out in every direction from their headquarters in Wareham, examining the bogs critically and making their offers

before the fruit men of Boston and New York were aware what was going on. Their progressiveness is in line with recent requirements. Last year nearly 300,000 barrels were more widely distributed than ever before, hundreds of carloads going everywhere. The tendency is more and more toward the nationalization of the berry.

Everywhere on the Cape one hears of the profitableness of the industry when it is scientifically conducted. Thus an acre bog in Plymouth County yielded a net of \$955.50; a bog of 5½ acres for thirteen consecutive years yields over 600 barrels annually, and earned for its owner \$10 a day net profit during the entire period; a bog of 11 acres yielded \$5,000 annually in 1901, 1902, and 1903; a bog of 10 acres paid for itself in three years; a bog of 45 acres paid for itself seven times in eighteen years. A bog of 16 acres yielded 2,700 barrels, or 184 barrels per acre, in 1904; another of 120 acres yielded 104 barrels per acre the same year; stockholders in another bog received a dividend of 33 2-3 per cent. in 1904; stockholders in another have never received annual dividends of less than 15 per cent. during the last eleven years.

In a process, patented May 30, 1905, by William Hoopes, ammonia is manufactured by electrolyzing an aqueous solution of an ammonium salt in the cathode compartment of a cell having a porous diaphragm and containing in the anode compartment a solution of another salt.

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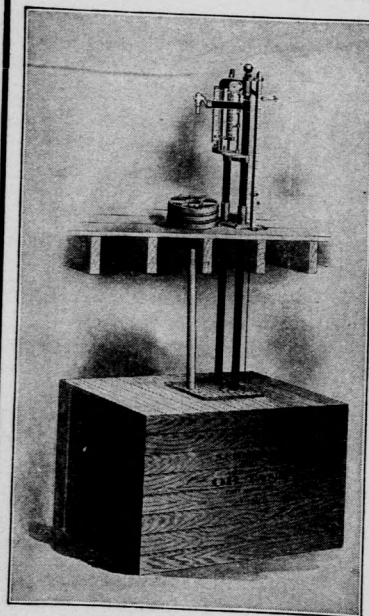
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Opportunity Key to Everything in World.

When the possibilities of the business world have been canvassed, and the totals in whatever form have been demonstrated, it will be discovered that, after all, opportunity is the key to everything. In its practical bearings, however, opportunity is a many sided condition. It is conceived on the old principle of the "now you see it and now you don't" sleight of hand performance; some people never do see it, others see it for a moment and it is gone, and only the few have the capacity not only to see and take its advantages but they create the condition itself. And, quite in the natural order of things, the person who has looked and failed to see is loudest in his complaints against the world's methods.

The other day one of these men wrote me a letter. It was a hard luck letter. "Instead of men with money wanting ideas, they want tangible goods," is the plaint of my correspondent. "If any one doubts this fact, let him try it. The writer has tried persistently and faithfully to interest some man or number of men in a legitimate, conservative business proposition, acknowledged to be of the best, and yet which has its element of chance. One chance of failure to five chances of success has been admitted to the writer, and only \$1,000 ought to put the thing on the road to millions. But those men 'looking for ideas' seem not to be in my list of acquaintanceship."

Evidently this man is an inventor. Possibly he has all the inventor's absorption in his inventive processes and the least tangible proportion of common sense, tact, and business ability. But, however this may be, his case is typical. He is bewailing the absence of opportunity. He is sore and discouraged because he has not found in his case that men with money are on the "lookout for new ideas." He doubts that "business men, men with money, captains of industry, and the like, are anxiously and at all times looking for these 'men with ideas.'"

We will suppose that this complainant has the ideas which he can deliver. We concede that the thing which needs merely money to push it to success is all that he claims for it. But we must go further and concede also that there are 10,000 other inventors in the United States who are exactly in his position! Where did this one complainant go in search of the man with the money? What is that one element of chance against the five pointing to marked success? It ought not to be possible that this chance in the invention itself lies covert in his statement, "I think I have it near to the successful point now, only that the lack of funds is holding it back."

But laying the concessions aside, I fear that here is the trouble for this man to whom only \$1,000 is necessary to start him on the road to millions. He has come to his full stop, not on the proposition of showing what a perfected contrivance will do, but to that fuller stop con-

nected with showing how \$1,000 might perfect the contrivance which, if perfected, can be demonstrated as capable of making millions. And this is one of the poorest propositions in the world to the average man who is seeking results. Distinctly he will not put up his good money in order to nurse a possible dream belonging to another man. But the man whose dream has been realized into producing shape may find thousands of willing partners in his venture. Yet even under these circumstances this man would need to know where to go. The bank which would loan him \$100,000 on collateral with which to perfect an invention demonstrated as certain of making its millions could not give him a penny's use on the instrument itself. The man in a \$50,000 seat on a stock exchange might be glad to buy 1,000 shares in the incorporated company exploiting the invention, but he would not advance a dollar on the invention itself.

The whole situation may be summed up in the fact that a millionaire manufacturer of shoes, for instance, does not care the proverbial rap for the ideas of an employe which might bear upon the economic production of steel rails. Which is one of the plainest emphasizing of the fact that a young man who has ideas on rail making has no business in a shoe factory!

Right here comes in the question of opportunity and the making of that opportunity. One may go into an establishment employing perhaps a thousand men, and a canvass of the employes on a confidential basis would reveal scores and scores of young men who will say: "O, this is no place for me; I don't care a continental about this work; it's all out of my line." Yet in these scores of indifferent ones will be dozens of protestants against the statement that the employer is "always looking out for ideas." Some of the brightest mentalities in such an institution are most likely to be in this indifferent class. Which is an added reason why the employer has his eyes wider open than otherwise in search of those men of ideas whose "ideas" shall be in his particular line of industry. The plodder type, which doesn't know whether it is satisfied or not, is barren. And the dissatisfied brilliant man is as unproductive.

Opportunity in its bearings everywhere may be said to be the result of the exercise of judgment, and tact, and ability. Chance is something, but the other qualities are more. As an example of how tact may figure alone in opportunity's opening, a situation may be cited where just two men are applicants for a position where opportunity is conceded. One man has arrived at the office of application ahead of the other. But time is a vital factor in the decision. The man who is first seen and heard has the better chance for the place.

But on the basis of a plain, cold blooded business proposition, can the man who came late afford to attempt getting audience ahead of the other? Tact would decide this, provided the

man of tact and intuition had seen the prospective employer. One type of business man for his purposes would find all the merit in the late man who could crowd in first to an audience. Another type for his purposes would take the man who might wait in patience on the aggressive one. Opportunity in thousands of cases hangs by still flimsier threads. "Some mute, inglorious Milton here may rest,

Some Cromwell, guiltless of his country's blood."

These lines of sentiment from Gray's "Elegy in a Country Churchyard" will live in English literature. But the man in modern business who misses his opportunity has no chance for another epitaph than "Failure." John A. Howland.

Crackers and Sweet Goods



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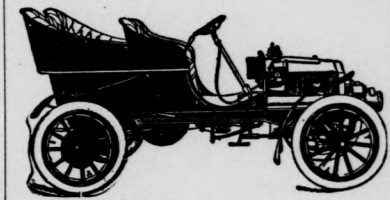
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Ice Cream (Purity Brand) smooth, pure and delicious. Once you begin selling Purity Brand it will advertise your business and increase your patronage.

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

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

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

Empire Produce Company
Port Huron, Mich.

MODERN METHODS.

One Merchant Who Wanted To Know.

Written for the Tradesman.

"Rather a nice business here, Charley."

"It suits me all right."

Charley sells drugs. He was leaning back in his chair at the sloping top desk when Joe Ganner, an old school acquaintance, came into the store. Joe looked prosperous. That is, his clothes looked all right—of the right quality and cut and all that. His manner was intended to be brusque and self-assertive, but he did not know how to play the part. Instead, he gave one the impression that he was pushing himself ahead in his talk.

In short, he acted and talked as if had committed a roll to memory and didn't know how to spout the lines. He smiled too often, and looked at one with a waiting grin which announced that the current of his thoughts would be shifted into new channels of opinion at the first indication of opposition in the mind of any person he happened to be addressing.

"Saving money here, I reckon?" asked Joe.

"Getting a little ahead."

"Good investments out this way?"

"Real estate is all right."

"Real estate!"

Joe laughed.

"Slow, my boy. Too slow. You pay taxes and you pay improvement bills and you pay this, that and the other and then you wait for a chance to sell out at a profit. If you ever do sell, you count up and you'll find you haven't received 4 per cent. on your investment. It won't do, my boy."

"What is better?"

"Stocks."

"What stocks?"

"Well," replied Joe, slowly, "I found an investment last week that looks pretty good to me. It's a patent medicine business—sure to pay a fortune in dividends in the next ten years."

"Tell me about it."

"Oh, it isn't a big concern," said Joe. "We are trying to swing it with a small capitalization so as not to scatter the profits. We don't want a lot of tight-wads to get hold of the company. We put it at \$200,000."

"New company—new remedy?"

"Oh, no. Old remedy and old company. It needed a little capital and a lot of new blood, so we took it over."

"Took it over" seemed to sound pretty good to Joe, business-like, and all that, for he repeated the words and rolled them under his tongue as if they tasted good.

"Cash all paid in, I suppose?"

"It will be. You see we issue \$200,000 in bonds, guaranteed at 6 per cent., and \$200,000 in common stock. The bonds take the place of the preferred, you understand. With every \$1,000 bond we give a bonus of \$250 in stock, which reduces the price of the bond to seventy-five. It will never be less than par. Looks good, eh?"

"I see. You sell the whole \$200,000 in bonds to outsiders and throw in \$50,000 in stock. That's all right for

you. You hold the control, of course?"

"Why of course. We own the company, and the bonds are debts we agree to pay. We use the money we receive for them to push the business."

"And for the purchase money?"

"Why, of course. We got the plant cheap, and we are going to push it through, and the bonds—"

"I know all about it," said Charley.

"I can tell the story better than you can. You pay \$75,000 for a business. You borrow \$200,000 on this business for which you have just paid \$75,000. As a bait you give the men you borrow from a quarter interest in the business which they have invested in. In other words, you make them guarantee to pay themselves the interest on their own bonds."

"Why, the business will pay dividends on \$200,000."

"And these men who sold it for \$75,000? How did you manage to conceal from them the fact that it was worth so much?"

"Oh, they hadn't the capital to go on with."

"In other words, you can borrow money on the strength of the earnings of the concern when the old owners can not. Who guarantees this 6 per cent. interest?"

"The company."

"And the interests of the bondholders and those of the majority stockholders are diametrically opposed! It would seem to me that the fellows who own the \$200,000 in bonds should have control. What have you stockholders got invested, anyway?"

"Time, money and brains."

"With your hand in the cash drawer to pay for your time, and your first whack at the receipts left after paying any salaries you may have the nerve to vote yourselves, how much money have you promoters put into the scheme—how many of those \$1,000 bonds do you own?"

"We are going to sell the bonds." "I don't believe it. You'll try, all right, but it won't do. I can't see how men with money can be caught in any such scheme as that."

"We'll sell the bonds, all right."

"You may be able to mortgage a \$75,000 business for \$200,000, but I don't believe you can."

"But all the \$200,000 will go back into the business."

"What you don't use, and pay yourselves, and waste in getting the bonds sold. Company any real estate or machinery?"

"We have a small plant now, but it will grow."

Charley sat back and laughed.

"You're all right, Joe," he said. "Go out and sell those bonds to the Indians."

Joe left the store, angry with his old friend. And Charley sat down to ponder that half a dozen schemes just like the one he had turned down were floated every day.

"It's the old story about the fool and his money," he thought.

Alfred B. Tozer.

One person's money is just as good as another's in the firm's till.

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It is
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You can Guarantee It

We Do
Northwestern Yeast Co.
Chicago

BUSINESS SUCCESS.

There Is No Royal Road To Euclid.

"There is no royal road to Euclid," said the ancient sage to the king who would have liked to master that venerable system of exercise of intellect and memory, but who did not want the mental bother and worry. Neither is there any royal road to success in business, else all of us would become multimillionaires, and every store, great and small, would be a get rich quick concern.

Between Euclid and business there is a remarkable analogy. The study of each, to be successful, must be hard and tense. There can be no avoiding or getting around each successive proposition which forms the basis of future ones, no shirking or omitting of detail; everything requires keen examination and conquering study. The systematic array of axioms, postulates, propositions, theorems, corollaries, and all the rest that one meets in Euclid are all, in a way, duplicated in business by certain essential rules and principles, all mutually related and supporting. They form the rungs of the ladder up which the successful business man must climb. They are the stones of the arch, whereof if one be loosened the whole structure is liable to fall.

Application, punctuality, diligence, intelligence, tact, courtesy, patience, steadiness, promptness, knowledge of goods and prices, power of observation, faculty of initiative, instinct of absorption—these are only a few of the rules and conditions of the great Euclid of business. It is as necessary for the young business man to master and lay them to heart as it is for the pupil to provide himself with proof before he stands up at the blackboard to demonstrate the mysteries of the pons asinorum.

Work, work, work, study, study—that is the routine in the modern store as it was of old in the groves of Academus. No "royal road" in either place. No doubt many a pupil of Plato and also of marvelous old Euclid himself, often played the truant, just as their American successors in the more strenuous and critical modern schools of the office, store and factory are sometimes inclined to do to-day. Human nature is still human nature, and baseball is a fair substitute for the Olympian games. But throughout the centuries the victor's laurel has ever remained green for the man who devoted himself to his duty, and to him it still belongs.

Bleak and uninviting to the average youth of classic times was the Euclidian road, with its perplexing briary tangle of angles, squares and circles, segments and parallelograms, which his mathematical teachers invited him to travel. More fain probably would he be to go forth and try his luck in a foot race, or guy Diogenes in his tub, or have the glory of marching with Leonidas to guard the pass. Often about as bleak and uninviting to the modern American youth is commercial life—

its strict rules and duties, its daily grind and drudgery, its often seemingly narrow opportunities and scant hopes of promotion. Trying to such a young man is his period of probation. He may throw aside his ambition, become depressed and discontented, slight and neglect his work, begin to watch the clock.

It is here the Euclid of business comes in, the unnumbered but inexorable propositions and corollaries that teach patience and industry; that inculcate good habits and build up character. Well is it for the young man if he pass successfully the commercial pons asinorum, the formidable "bridge of asses," which many in later years find cause to look back to as the bridge of sighs. The harder he works the more tolerable his task will be, and the lighter will his feet pass over what at first appeared to him but as a hard, monotonous, thorny road, leading towards a top where there was but woefully little room, especially for himself. All around him are men, young and old, diligently at work in their various capacities; all around him is, as it were, the cheerful click of industrious, uncomplaining human machinery. Influenced by the general example, he settles unconsciously into his groove, forms habits and develops character in accordance with his surroundings; the spell of the business life has seized him, and he becomes a steady and efficient worker, creditable to himself and valuable to the concern.

In the crucible of daily business life a man's character and disposition will also undergo further test and development. In company of men of varying moods and manners he may gradually become a reflex of them in general, or he may display an individuality all his own. He may prove genial and social, or cold and distant, go to extremes of becoming a typical "crank" or a typical "good fellow," obtain the reputation of a benignant philanthropist or of a grasping miser, display the qualities of a Dick Whittington or a Ben Franklin, a Shylock or a Josiah Gradgrind. But these matters scarce come within the direct scope of a business education; they are of temperament, hereditary or developed, and of them the Euclid of business need take no practical cognizance.

And now, from the strenuous and salutary modern business school, we behold emerge the typical American business man, most perfect, progressive and well equipped of his kind, virile, clean cut, enterprising, resourceful, quick of conception, able of execution, void of flamboyant bluster and brag. The commercial world of his selection lies before him to conquer. Business, a most jealous mistress, but most generous in this land of splendid possibilities to those who serve her faithfully and honorably, calls him to her side and points out to him the way to victory. He, above all others, is the realization of the Tennysonian ideal—"heir to all the ages, in the foremost files of time."

His victories shall be the benign

one of peace. His chief weapon is the sword of his talents, sharpened long and carefully on the grindstone of experience. By hard and close application to the details of his business he has become an expert in his particular line, holding at his fingers' ends the delicate power and knowledge that make him a desired and necessary man among men. He has not traveled any royal road to commercial fame, simply because there is no such road to travel, but has carefully and successfully picked his way along the stony road of experience, triumphantly mastering every problem, overcoming every obstacle. He is a product of the Euclid of business. P. M. Hanney.

Glass No Heat Can Break.

Glass that can be heated white hot and then plunged into cold water without breaking would seem an impossibility, but it has been recently made an accomplished fact. It is made from Brazilian quartz pebbles, heated red hot and then thrown into distilled water. Then the purest pieces are selected and welded with the oxyhydrogen blowpipe into long stems like straws, from which glass vessels of any shape can be made. Thus far this quartz glass has been employed chiefly for making laboratory apparatus. A test tube, however thin, made in this way will not break when a white hot coal is dropped into it.

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Chicago the Home of the Poultry Canning Industry.

Imagine chickens being cleaned, cooked and shot into tin cans at the rate of 5,000 pounds an hour throughout the working day, and you have a fair idea of the poultry canning industry at only one of Chicago's great packing houses. This concern in its rush season has prepared nearly a million pounds of chickens a week and it is estimated that in the United States more than 75,000,000 pounds of canned chicken, valued in excess of \$7,500,000, are put up every year, and the output is constantly increasing.

If not intended for immediate use the poultry is frozen hard, the temperature in the coolers being gradually reduced to zero. At that temperature canners declare that all poultry may be kept for months without the slightest deterioration, provided that when it is "thawed out" the temperature is not increased too rapidly. The general method of thawing is to take the stock by degrees from "freezing" coolers to "warm" ones, where the temperature of the latter is a few degrees above the freezing point.

After being thawed out and taken from the coolers, the heads and legs are severed and the fowls are drawn by girls, who also remove the pin feathers which have escaped the observation of the commission house employes. One thousand fowls an hour, or nearly twenty a minute, are handled by the fifty persons.

The poultry is now ready for the cooking room, a great department in which are scores of large tanks for all kinds of canning. These tanks are of steel alloy, almost the height of a man and four or five feet across. A heavy metal cover, with a rubber gasket and large steel clamps, covers the top. These receptacles are filled with the chickens—previously cut into halves—and the tops screwed down. Steam is admitted at the bottom of the tank, passes through the mass of meat, and finally escapes from a vent at the top. The steam is admitted under high pressure and permeates every particle of the fowl, so that the thousands of pounds of meat are almost thoroughly cooked in an hour or a little more, depending upon the quality or age of the chickens.

The next process is to remove the bones, for no poultry is canned without being shred into small particles, or ground by machinery. Several girls with white aprons and caps remove the bones. They seize the fowl by the drumsticks and with a quick pull remove the flesh from each leg; next with their knives and fingers they draw the meat from the halves of the body. Then they scrape the inside of the skeleton, and remove the bits of meat which may have remained on the bones, for nothing goes to waste in a packing house. The

whole process requires less time than it takes to explain it.

This meat, now in masses on the tables in front of the girls, is carried over endless belts into baskets, and is ready to be treated in the several ways used in preparing the different classes of canned goods. The most popular article is simply "boneless chicken," without seasoning, except salt, although other brands are prepared with spices and also in combination with other meats.

The meat, as stripped from the bones, falls down a chute to a floor below, on tables surrounded by other girls. These take the pieces of flesh and shred them into bits about a quarter of an inch wide and three or four inches long, mixing the white and dark pieces together and picking out any small bits of bone. This shredded meat is passed along over more endless belts, from which young women lift it and place it in one-half and one pound cans, the latter being more in favor. They pack the meat firmly, and other girls place parchment paper over the tops and put the tin covers on. The receptacles pass into rows of machines, which with one quick turn solder around the tops of the tins.

The cans are now placed in steel baskets holding 100 or more and these baskets are inserted in tanks similar to those used in the first cooking. The meat is heated by steam for thirty or forty minutes, and when the cans are taken out the tops are punctured to allow the steam and any gases in the meat to escape. After this, men with soldering irons go over each basket, plugging the little holes. As a test to determine whether any opening remains elsewhere in the can, the workmen tap each with a piece of metal, and tell by the sound whether the meat is safely inclosed.

The cans next go to the labeling room on a floor below, moving into it over endless belts at the rate of several a second. The first process is to paint the ends of such cans as are not wholly inclosed in wrappers. This is done by machines with a capacity of 125,000 an hour, although the larger tins are painted by girls with brushes. Most of the cans, however, are covered with paper, one piece being wrapped around the sides and ends and a band, on which is printed the label, is pasted about the sides. The cans are packed in boxes holding one and two dozen, and the covers are nailed on by machines almost human in their ingenuity.

Chicken loaf is made in a different way, the white meat only being used and the dark being reserved for other preparations. The meat is placed, by bushels, into a large machine with numerous knives, which chop it into bits no larger than a pin head. This is mixed with pepper and other spices and passes into molds just the size of a can, in which it again is cooked. Chicken loaf and the other articles are generally more costly than the plain canned chicken.

Another mixture is deviled chicken, chopped fine and prepared with must-

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ard, curry powder and other seasoning. Potted chicken is a similar loaf, heavily spiced. Hundreds of turkeys are also prepared, being potted and deviled. These preparations bring high prices, and agents of the packing houses go out into the country looking for stock. Geese are put up by some of the packing houses, and also a few ducks. Fred Haxton.

Shaping and Handling Poultry for Market.

"There is a good demand this year for chickens of good quality," says F. E. Elford, Chief of the Poultry Division, Ottawa, Canada, in the Toronto Sun, "but dealers do not want poor scrubs. Farmers will do well to put their chicks on the market in good condition. One can make a pound of chicken as cheaply as he can make a pound of pork or beef, and the difference shows in the price. If you have not customers already ship only to reliable produce merchants.

"A satisfactory ration is one that is palatable and that will produce a white flesh. Oats, finely ground, or with the coarser hulls sifted out, should form the basis of all the grain mixtures. Ground corn fed in excess will result in a yellow flesh of inferior quality; ground peas impart a hardness that is not desirable. Ground oats, buckwheat, barley and low grade flour are the most suitable meals. Satisfactory meal mixtures are—1. Ground oats (coarse hulls removed.) 2. Siftings from rolled oats (no hulling dust should be included). 3. Two parts ground oats, two parts ground buckwheat, one part ground corn. 4. Equal parts ground oats, ground barley and ground buckwheat. 5. Two parts ground barley, two parts low grade flour, one part wheat bran. The meal should be mixed to a thin porridge with thick sour skim-milk or butter-milk. On the average 10 pounds of meal require from 15 to 17 pounds of sour skim-milk. A small quantity of salt should be added. When sufficient skim-milk or butter-milk can not be obtained for mixing the mash, ed, animal and raw vegetable food should be added to the ration.

"In preparing chickens for market they should be starved twenty-four hours before killing, to prevent food in the crop and intestines decomposing and spoiling the flavor of the birds. Several hours after the last feed allow the chickens what water they wish to drink. They should then have a complete fast until they are killed.

"Chickens fattened for market should be properly shaped. This gives them a compact, plump appearance, and the returns are greater than when the chickens are shipped in a

rough, unprepared condition. The shaper is made by nailing two 7/8-inch planed boards together at right angles, so as to form a 6-inch trough, inside measurement. This trough can be made 6 feet long and nailed in a frame, or 12 feet long, with ends on it, and laced on the top of two barrels; the trough should lean slightly backwards. As soon as the chicken is plucked, place its legs alongside its breast; then with its breast downward, force the chicken into the angle of the shaper. Cover the chicken with paper, and place a brick on top to shape it, and one against it to hold it in position. Continue the same process as the other chickens are plucked, placing each chicken in the shaper close to the last, and moving the lower brick along to hold the row in position. Leave the chickens in the shaper for at least six hours.

"After being thoroughly cooled, the chickens should be packed into shipping cases. The chickens must be cooled and dry on the skins before packing. Unless they are artificially cooled, they should not be packed for twenty hours after killing. The shipping cases used by the Department of Agriculture are graded according to the size of the birds. Each case holds twelve. Full description is contained in bulletin No. 7, which may be had on application. For those having only a limited number of chickens the ordinary small packing cases, to be obtained at the grocery store, will be found fairly satisfactory."

Poultry and Fruit.

An advantage in combining poultry and fruit trees is that the attention given the trees is during spring, summer and fall, at which season the hens can run at large and pick up a large share of their food, while in winter, when the trees can not be cultivated, the hens may receive full attention. With poultry and fruit production the grower can find profitable employment the entire year, and the hens will give a daily revenue when it is most needed. A flock of hens will thrive only in proportion to the room provided. An acre of ground will afford comfort to a certain number, and while it is not difficult to have the flock larger than necessary, yet the number of eggs will not be increased. About 100 hens should be the largest number an acre ought to maintain, and if they are given good care will pay better than twice the number, because the larger flock will double the expense without giving a corresponding increase in product. Any farmer who can make a profit of \$50 an acre on his farm will do more than can be claimed by many others, but it is not so difficult to do so with poultry, as

the land occupied by the hens can also give crops of fruit. An acre in grass will give ample forage for 100 hens during the summer, without requiring much food from the barn.

Solid Milk.

It is a remarkable fact that water may be made to assume apparently the solid form by adding 1 per cent. only of gelatine to it. The condition of water in a jelly resembles its state when absorbed by a highly porous substance, such as pumice stone or sponge. In other words, the gelatine on setting forms a sort of fine spongy network, in which the liquid water is held captive by capillary forces. Gelatine is, in short, a very capacious carrier of water, and in those cases in which the conveyance

of some liquids is inconvenient, the use of gelatine might afford an easy way out of the difficulty. Thus, by dissolving a very little gelatine in milk, the milk could be carried in solid blocks. Moreover, the milk would gain, rather than lose, nutritive value by the process.

Clamor for Live Pigs.

Good meat is scarce and dear in Germany. The Executive Committee of the German trades unions has petitioned the federal diet to allow an increased importation of live pigs that the necessary meat requirements of the German population may be satisfied. The petition declares that the working people are suffering severely from the extraordinarily high prices ruling for meat.

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Lover Who Fails to Propose Not to Blame.

There are many people who are prone to concern themselves with matters which, to speak in plain language, are properly none of their business. And of such affairs, pies in which those who have no direct call to the cooking insist upon thrusting meddling fingers, love affairs easily come first. Whether or no "all the world loves a lover," is an open question, but there can be no plausible doubt that all the world and his wife are prone to scent an incipient courtship, to hunt it down, to tease presumable lovers; to discuss and conjecture as to the attentions and intentions of any man who seeks or seems to seek the society of any marriageable woman. Especially doth the world in general, and these interested folk in particular, comment with unsparing severity upon the behavior of the man who in their volunteered opinion might, could, would, or should propose, yet does not do so.

It is not always fair to judge by appearances, which, as a well worn proverb tells us, often are deceitful. Even though one may deplore the wickedness of the man who raises false hopes in a virgin breast, the fact remains that such hopes are sometimes spontaneous, requiring neither sowing nor tillage, and the man may be guiltless in intention. Also, when he has sown and watered, it may not be his fault that he fails to reap the harvest. There are often entenuating circumstances which should be taken into consideration, and the commission of the crime which society holds so heinous may perhaps be more or less excusable after all. There is, for instance, much to be said for him who is a general lover, fond of feminine society, of womanly companionship. Such a man may count a host of women among his friends, yet have no desire to marry; as a famous old beau of the past generation said of himself, he may love the whole fair sex so well as to be unable to decide which particular member thereof he prefers to all others. But to be consistent and harmless, the general admirer must keep to his role as such, and must never devote himself to any one woman to the neglect of any, still less of all others.

No one will contest the fact that he is much to blame who, without serious intent or purpose of matrimony, sets himself deliberately to win a woman's heart; who singles her out from among all others and devotes himself to her upon all occasions, leading her and all observers to conclude that he wishes to marry her, yet always stops short of a definite proposal, the direct question to which she may answer yes or no. Nor does the fact that the man who so conducts himself is usually selfish to the core, and, being so, that marriage with him would in all probab-

ity bring her much more woe than joy, prevent the woman who falls in love with him from suffering according to the measure of that love. Unrequited affection is a stock subject for jest, yet its pangs are keen and often enduring. "They jest at scars who never felt a wound." Abroad, in such case, the woman's relatives usually demand the man's intentions, but with us women are expected to be able to manage their own love affairs; if they prove unequal to the task, so much the worse for them.

However, the man whose attentions to a woman appear to warrant the supposition that he "means business," and who yet fails to realize those expectations, is not always to blame. In some cases the woman herself is responsible, although possibly scarcely to blame. Take, for example, the unfortunate man who is in love with a girl who is painfully shy, whose diffidence makes her stiff to the point of repellantcy. He may send her flowers, candies, music, and books galore; but though she treasures his gifts, and, all unknown to him, may kiss them in tenderest passion behind his back, she is chilling in his presence, accords him the stiffest of thanks, extends a limp, unfeeling hand in greeting, and replies to his most interesting remarks in almost inaudible monosyllables. Try as he may to lead the conversation romance or sentimentwards, a cold, perhaps sarcastic, sentence invariably heads him off. No man is likely to propose to an iceberg, whose every word and action give him to understand that she is wholly indifferent to him.

Then there is the girl who, conscious that she has given her heart unasked and anxious to conceal the fact, overdoes her assumption of indifference and so frightens off the suitor whom she would gladly accept. When the discouraged would-be wooer, upon the principle that hearts are often caught in the rebound, seeks consolation from the woman who understands just how to soothe his wounded vanity, and at the same time to convince him of her own womanly sweetness, he is blamed for not proposing to the woman who has frozen him out, and the forsaken maiden is pitied by every female friend she possesses.

Another mistake which women, mostly unsophisticated girls, make is that of professing themselves averse to matrimony, a profession which in most men's eyes is to make her appear unwomanly. This type of woman delights in airing her views when men are present. She pokes fun remorselessly at the matrimonial troubles of her married acquaintances, and thanks Fate audibly that her lot is not even such as theirs. When her girl friends become engaged she laughs at their folly, and prophesies all manner of misery as their future lot. However much a man may be attracted by her, he is apt to "fight shy" of her. He naturally concludes that she is lacking in sympathy, and never imagines—how, indeed, should he?—that she is merely "putting on," talking for something to say.

Loves works wondrous transformations; it often makes cowards brave, it also sometimes renders brave men cowardly, so far as the women whom they love are concerned. Most men instinctively shirk unpleasant passages with a woman, and from sheer lack of nerve to face possible pain, drift, living only in the present moment, and trusting literally that the future will take care of itself. Such a man, having established a close and delightful friendship with the woman whom he loves, shrinks from speaking the word which must either make their relations closer or destroy them altogether. In all probability it never crosses the mind of such a one that he may be putting a woman in a false position. He is apt to reason that she seems content, and therefore that the existing state of things is as acceptable to her as it is to him. And all the time she may have given him her love under cover of friendship, and is only waiting for him to ask formally for what is already his. She can do nothing but wait, and endeavor to possess her soul in patience, while he is altogether unconscious of the wrong done by his cowardice. He is not sure that answer would be "Yes," but he is certain that once the fateful question is asked things would never be quite the same again, and so he remains silent. No man who is afraid to speak has any right to thus fasten himself upon any woman. He does not deserve what he has not the courage to ask for, and, moreover, other men who might have made her happy are kept away by the monopoly of the laggard in love.

As for outsiders, they may do much harm by teasing or talking to possible lovers. Older people, who apparently have forgotten how tender were their own sensibilities once upon a time, are inclined to make jokes and indulge in tactless pointed remarks. The old friend of the family, who slaps the prospective suitor on the back, and in the lady's presence, advises him to persevere in trying to win her, only succeeds in making them both uncomfortable, if not shy of each other. The dear old lady who nods sagely, saying, "O, yes, we were young once, we know all about it," doubtless has any intentions, but has chosen the worst way of showing them.

Dorothy Dix.

The Woman With Unhappy Feet.

The unhappiest woman just now is the one whose feet trouble her. Not only does she suffer excruciating pain that deadens her to all other troubles, but if she is at all vain, and what well-regulated woman is not, she is conscious that her face is set in lines of anguish which have a most reprehensible habit of "staying put" and growing into premature wrinkles.

The first aid to wrinkles and a cross disposition is given by attending to one's feet.

Some brave women of the English aristocracy have adopted sandals, which they wear both at home and abroad. They have them made in colors to match their frocks, and these ladies have the most delightful

tempers, and incidentally perfect feet. We are not democratic enough over here to wear Damascan sandals out of doors, but almost all of us can afford to wear the inexpensive Japanese sandal made of plaited straw at home, and the relief to mind and feet is inexpressible.

Besides this, very few women have perfect feet, and the hot weather gives them an opportunity of helping them overcome some of these defects by substituting the sandal for the confining shoe.

When possible go without stockings. In buying stockings be sure to have them long enough and wide enough across the toes. A tight or short stocking will deform the toes by cramping them as quickly as a badly-made shoe. Clean stockings should be put on every day. They can easily be washed out every night, and in hot weather this matter of fresh stockings is absolutely imperative. Often the unpleasant odor of perspiring feet is due to the soiled condition of the hosiery.

For tired and perspiring feet nothing is better than a long bath in hot water and soda. Soak the feet for twenty minutes at least. Sea salt can be substituted for the soda.

If the perspiration is very offensive apply this to the feet: Betanaphthol, one-half dram; distilled witch hazel, four ounces.

Where there is excessive pain in the calf of the leg it is almost certain that the arch of the foot is giving way or flattening. Bandaging with adhesive plaster across the instep, or, better still, an elastic arch worn inside the shoe, will remedy this and give instant relief from the pain in the leg. The arch of the foot is likely to flatten when wearing badly-made shoes, those that offer no support to the instep.

Great care should be given to the nails of the foot and to their cleanliness. It seems extraordinary that one should have to say anything on this subject, but I remember seeing a superbly-gowned and groomed woman remove the shoe and stocking from her foot, which she had sprained. There was no reason why her foot should not have been as dainty and pretty as her hand. But it wasn't. As long as things like that can happen, one is willing to go on preaching cleanliness unto one's dying day.

Fattening Foods.

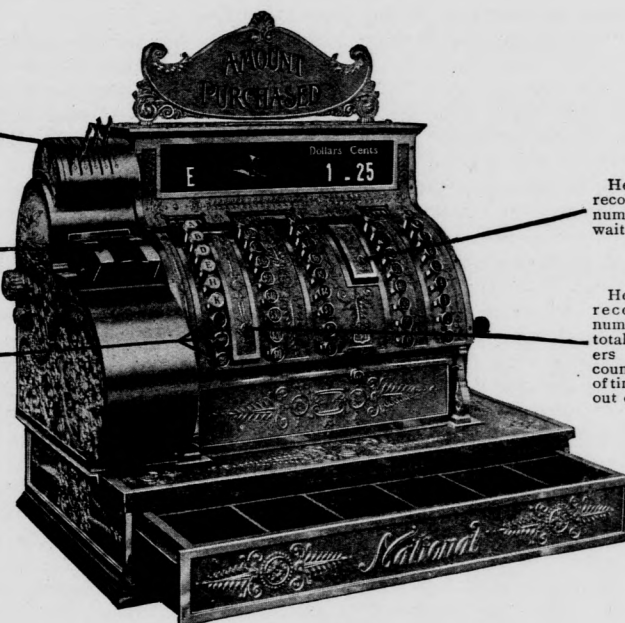
A woman dieting for corpulence who eats only lean meats may be allowed a little butter, as some fat is needful to the system, but if eaten immoderately, butter is exceedingly fattening. Rice, though popularly supposed to be flesh forming, is not really so if we may judge of its qualities by those thin races of rice-eaters—the Hindoos and Chinese. Five articles of food may be said to be the foreordained means of building up fat. They are bread and butter, milk, sugar and potatoes. If you would wax fat, eat candy as much as the purse can buy.

The ladder of fame is years up and minutes down.

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

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

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



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

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

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

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

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This does not obligate me to buy.

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CLERKS' CORNER

Cross-Grained Clerk Misses Sale of Jewelry.

Written for the Tradesman.

Grouchiness on the part of an employe in a Grand Rapids jewelry establishment lost its proprietor, recently, the sale of a costly stickpin.

It happened "this-a-way," as they so oddly say in Dixie Land:

A lady who is quite a stay-at-home purchased a pair of side combs. They were very handsome little affairs and stood the lady in a pretty penny.

When she got them home she very carefully opened up the package and took them out to admire them and to enjoy their luxurious feel in her locks. The decoration was of tiny Rhinestones of fine quality, and these sparkled and gave out the colors of the spectrum with a beautiful effect.

The combs were in perfect order when the lady purchased them—not a flaw. But now, as she undid them she noticed that one of the stones was missing. She looked in the paper that had been around the combs. Not there. Then she carefully searched the floor all around the dresser in front of which she was standing when she opened the parcel. The missing stone was nowhere to be found. After a further hunt, but hating to give up, she desisted.

A day or two afterward the lady took the combs down to the dry goods store where she had bought them, explained the loss of the stone, taking the blame on herself, because, being of an observing nature, she knew she would have seen if there was one stone gone when she was inspecting them with the idea of calling them her very own.

The clerk at the counter where combs, fans, belts, stocks, etc., are sold accepted the lady's explanation and the latter left the comb to be repaired.

Two or three days passed and then she stepped into the store to get her comb.

The girl who waited on her said that the comb had been sent to a jeweler's to have another stone put in, and stated how much the new one would cost.

The next time the owner of the hair ornament went to the dry goods store she was told that the salesgirl who waited on her first had gone on her vacation and that no one in that department knew about the comb and she would have to wait until the girl got back.

After that the lady asked several times for her comb, and still it had not returned from the store of the jeweler.

Finally she decided to take matters in her own hands with the man of gold and precious stones: A young lady friend of hers was going down town, so she gave her the money the new setting was to come to and asked her if she would go to the jeweler's and get it for her.

The young lady, enquiring for

Madame's comb at the jeweler's, was told that it was fixed, and had been for a long time. The lady had cautioned her friend to look at the comb herself and see if it was all right. So the latter took it from the envelope, which was too small and did not half cover the comb, and, laying it on the velvet pad on the counter, examined the settings closely.

"Why, see here," she exclaimed to the jeweler's clerk, who had had to rummage considerably in the drawer before he found the package, "this can't have been repaired at all—there are two sets gone!"

The clerk reached for the offending comb, which he threw angrily down in front of him on the bare glass.

"I dunno what was the matter with this thing," he said, scowlingly. "Here" (to a passing clerk), "what had to be done to this comb?"

"It had to have a new Rhinestone set in it," answered the one addressed.

"Well, there's two gone now," he remarked, crossly. Then to the girl: "What'd that woman leave her comb here so long for, anyway? It's been kicking around in the drawer for weeks—no wonder the stones get knocked out."

The girl on the other side of the counter, not knowing the ins and outs of the case, wisely held her tongue, and busied herself looking at the tray of handsome stickpins in the show case against which she was leaning. Not caring to mix up in a contest of words with the grumpy fellow, she was mentally deciding which of those elegant pins she would like to see in the tie of her "friend" on his fast-approaching birthday.

She observed that she would leave the comb until it was in proper shape, and left the store with a very uncomfortable feeling toward it.

However, she is an unselfish, sweet-dispositioned little thing, and in the goodness of her heart offered to go a second time after the comb.

She hoped she might miss seeing the growler she had encountered on her first trip; but she was foredoomed to disappointment.

Again she stated her errand.

This time the article desired was ready. But the quarrelsome fellow could not seem to bear to give up the struggle, and returned to the charge.

"I had a real good mind to tell that clerk just what I thought of his rudeness!" said the girl, in recounting to her friend, Madame, the trial she had experienced. "But I thought to myself, 'What's the use?' and so let it go, contenting myself with the assertion that it wasn't my fault, when he again grumbled that you had no business to leave your comb there so long. And then I told him what you said when I returned from the first errand—that you had been to the dry goods store time and again for the comb and at last decided to see to it your own self at the place where they told you they had sent it.

"But I'll just tell you one sure thing: They don't see the color of my money when I get my 'friend' a nice stickpin for his birthday pres-

ent. I saw one there that was a perfect beauty, and I loved it the minute I set eyes on it; but I got the present in another store. I would not trade there after the unwarranted treatment of that measly clerk!"

B. B.

Recent Business Changes in the Hoosier State.

Cyclone—L. G. Bolt is succeeded in the general merchandise business by Wm. E. Bolt.

Fort Wayne—The capital stock of the Fort Wayne Oil & Supply Co. has been increased to \$100,000.

Indianapolis—Forbes & Snyder are succeeded by Wm. H. Davis in the retail grocery business.

Indianapolis—The Gates-Osborne Carriage Co., which conducts a manufacturing business, has changed its name to the Cole Carriage Co.

Kokomo—The style of the Haynes-Apperson Co. has been changed to the Haynes Automobile Co.

Lafayette—Fred Meyer succeeds Spitznagle & Kimball in the grocery business.

Laotto—Rachael Himes has entered into a contract for the sale of her stock of general merchandise.

Mitchell—Miss May Taylor is succeeded by J. E. Moore in the restaurant business.

Russellville—Spencer, Watkins & Co. are succeeded in the implement and hardware business by the Russellville Hardware Co.

Union City—The Pierce Grain & Implement Co. is succeeded in business by the Pierce Elevator Co.

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

Welsbach Mantles

The Mantles That Sell

A New Feature This Season

The Welsbach No. 3 Mantle is placed on the market to meet a demand for a low-priced Cap Mantle, and to fill that demand with an excellent article for the price. It bears the well-known name Welsbach, and the shield of quality is on the label. Priced to retail at 15 cents. Send for catalog to

A. T. KNOWLSON

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

Detroit, Michigan

Through the Eye of the Humorist.

The problem of success appeals in various ways to different persons. In the good, old days when Bill Nye was editing a little newspaper in the wind-swept town of Laramie, Wyoming, and calmly waiting for the reputation of a great humorist that even then was on his trail, and later found him, he wrote thus:

Young man, what are you living for? Have you an object dear to you as life, and without the attainment of which you feel that your life will have been a wide, shoreless waste of shadow, peopled by the spectres of dead ambitions? Is it your consuming ambition to paddle quietly but firmly up the stream of time with manly strokes, against the current of public opinion, or to linger along the seductive banks, going in swimming; or, careless of the future, gathering shells and tadpoles along the shore?

Have you a distinct idea of a certain position in life which you wish to attain? Have you decided whether you will be a great man and die in the poor house, and have a nice, comfortable monument after you are dead, for your destitute family to look at; or will you content yourself to plug along through life as a bank president? These, young men, are questions of moment. They are questions of two moments. They come home to our hearts to-day with terrible earnestness. You can take your choice in the great battle of life, whether you will bristle up and win a deathless name, and owe almost everybody, or be satisfied with scads and mediocrity.

Why do you linger and fritter away the heyday of life, when you might skirmish around and win some laurels? Many of those who now stand at the head of the nation as statesmen and logicians were once unknown, unhonored and unsung. Now they saw the air in the halls of Congress, and their names are plastered on the temple of fame. They were not born great. Some of them only weighed six pounds to start with. But they have rustled. They have peeled their coats and made Rome howl. You can do the same. You can win some laurels, too, if you will brace up and secure them when they are ripe. Daniel Webster and President Garfield and Dr. Tan-

ner and George Eliot were all, at one time, poor boys. They had to start at the foot of the ladder and toil upward. They struggled against poverty and public opinion bravely until they won a name in the annals of history, and secured to their loved ones palatial homes, with lightning rods and mortgages on them.

So may you, if you will make the effort. All these things are within your reach. Live temperately on \$9 per month. That's the way we got our start. Burn the midnight oil if necessary. Get some true, noble-minded young lady of your acquaintance to assist you. Tell her of your troubles and she will tell you what to do. She will gladly advise you. Then you can marry her, and she will advise you some more. After that she will lay aside her work any time to advise you. You needn't be out of advice at all unless you want to. She, too, will tell you when you have made a mistake. She will come to you frankly and acknowledge that you have made a jackass of yourself.

As she gets more and more acquainted with you, she will be more and more candid with you, and, in her unstudied, girlish way, she will point out your errors, and gradually convince you, with an old chair-leg and other arguments, that you were wrong, and after she has choked you a little while, your past life will come up before you like a panorama, and you will tell her so, and she will let you up again. Life is indeed a mighty struggle. It is business. We can't all be editors, and lounge around all the time, and wear good clothes, and have our names in the papers, and draw a princely salary. Some one must do the work and drudgery of life, or it won't be done.

Recent Business Changes in the Buckeye State.

Belle Center—Mr. Corwin has retired from the firm of Stephenson, Porter & Corwin, dealers in hardware and implements, the business to be continued by Stephenson & Porter.

Columbus—Zahn & Buckholtz are succeeded in the grocery business by Zahn & Sammet.

Dayton—The wholesale and retail cigar business formerly conducted by Benson & Kloebe will be continued in the future by W. F. Benson & Co.

Dayton—Chas. Weiler has discontinued the grocery and meat business and will manufacture brooms in the future.

Fayette—Wm. Gamble, who has conducted a grocery business at this place for a number of years, has sold the same to W. A. Van Arsdalen, who has taken possession. Mr. Van Arsdalen has employed Ira Landis and Jake Lucas to assist him as clerks in the store.

Greenville—Hartzell & Booker succeed H. P. Hartzell in the stove business.

Kingston—J. O. Black is succeeded in the grocery business by T. L. Stuart.

Manchester—The Tucker Chair Co., which conducted a factory at this

place, has discontinued business here.

Mechanicsburg—C. W. Williams, of C. W. Williams & Co., who conduct a general store, is dead.

Toledo—The Toledo Interlocked Fibre Co. has been incorporated under the same style.

Tremont—Ochs Bros. are succeeded by Ochs Bros. & Leiber in the furniture and undertaking business.

Bowling Green—A petition in bankruptcy has been filed by the creditors of C. Q. Allen, who is engaged in the plumbing and tinning business.

Strictly Logical.

Tommy—Say, pa, why do men get bald sooner than women?

Mr. Funny—Because they don't wear their hair so long.

Facts in a Nutshell

**BOUR'S
COFFEES
MAKE BUSINESS**

WHY?

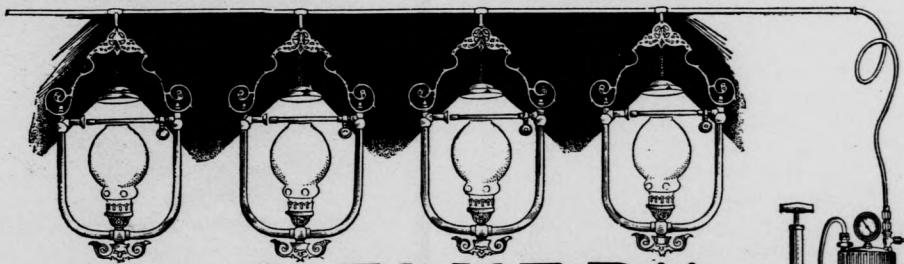
They Are Scientifically

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**



Attention That Should Be Given Children's Shoes.

In no department of the modern shoe store have ten years made such changes as in that for children. This is the "Golden Age" for the kids, all right. Everybody is figuring how to make them happier and better. The strange thing about it now is, that they never tackled the thing in such dead earnest before. "As the twig is bent the tree's inclined." The only way to improve the human race is to improve the children.

Quickety, quickety, quickety, click the wheels of progress and just as quickety click the wheels in the think box of the shoeman who keeps his store truly up to date. No shoe store of to-day is truly modern that has not a different kind of a shoe department than was dreamed of twenty or even ten years ago by most people.

There are not many shoemen to-day who do not realize the importance of the children's shoe trade. Little folks wear out shoes much faster than grown-ups, and the store that can get the trade on shoes for little folks has the best chance at the trade of the grown members of the same families. This fact makes the children's trade worth going after, not merely for the profit that comes direct, but also for the indirect profit. And still another source of indirect profit is found in the trade of the same little folks when they cease being so little. They get to be old enough to buy their own shoes before you can realize it. And they avoid the store that displeased them when they were children. I remember a boy of 15 who bought a pair of shoes of me, and said, "Them's the first shoes I ever bought myself and the first pair that I ever had from this store. I got that bunion there 'cause old X—was out of fours one time and told the folks threes was plenty long enough for me. I knew better, but the folks thought he knew better than me. But you can bet he'll never sell me or any of my friends another pair." That sounds a bit spiteful, but do you blame the kid? How would you feel toward a man who had imposed a bunion on you for life so that he could sell one pair of shoes? And did it pay the man to sell that pair of shoes, by the way?

Yes, it pays to keep a good stock of shoes for little folks, and it pays to sell them at as small a profit as you dare. You can make a long profit on some of the extra fine stuff, but on the every-day sellers it will pay the most profit, in the end, to make the margin small.

Why? Because children wear out their shoes mighty fast, and mothers get to be very critical about values. They not only want good service, but they also want a fair price, and if they don't get it they know it. "The

power behind the purse is the mother." Please the mother and you have the whole family coming your way. And you can not please her any easier, or cheaper, than by selling her good-wearing shoes for the children at prices she feels are as low, or lower, than she can get as good shoes for elsewhere.

But it must be remembered that price and wear are not the only considerations. Even more important is the question of fit. No matter what the price or quality, a shoe that does not fit will not please in wear. And when it comes to the question of fit, the children's shoe specialists of these latter days have made the shoeman's life an easier task. Now we have lines a plenty made on lasts especially constructed to let the child's foot grow as it should. This is a mighty fine thing for all concerned.

If a shoeman who died twenty-five years ago should return to the flesh, nothing in the shoe line would surprise him more than the improvements in children's shoes. In his time there were two different lasts for children's shoes. One was a straight last—went on either foot and fitted neither—the other was right and left, but was made with no effort at following the lines of a child's foot. Looking at the nifty shoes made for little shavers to-day, in shapes that fit, of leathers that are soft and comfortable, in pretty patterns and gay colors, one can only pity the poor little tots that had to wear the monstrosities that are now preserved as relics by those who thought of it in time to find some.

Some persons complain of the difficulty of waiting on children. This is always due to a lack of confidence on the part of the mother or child. Let some one who likes children attend to waiting on them, and if he will make an effort to impress on the mother the fact that the shoes he is showing her are made on lasts especially designed for children's shoes, and in other ways show her that they make that line the object of special effort, the trouble will be all over.

A shoeman should be able to take a lively interest in all children, and in fitting them out in the kind of shoes they ought to wear—in the healthy, clean, handsome and well dressed ones, because they are good to look at, and with the dirty, ragged, homely or sickly ones because, through no fault of their own, they are denied their full share of the joy of existence. When you feel that way toward them you can put them at ease as soon as they are in the store, with some remark about how big they are getting, or some other jolly of the same sort. Children are so easy to please—let's please them all we can while we can. Incidentally, and equally important, you will please the old folks at the same time. If you follow up the matter that way, you will soon have folks leaving the whole matter to you, and will seldom be bothered by having the kid insist on one shoe, while the mother insists on another. That kind of business is what makes a man's hair grow gray.—Shoe Retailer.

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.

How Would You Like to be the Shoe Man?



Selling

Hard
Pan
Shoes
for
Men
Boys
Youths

A shoe as solid as the everlasting hills. Made over foot easy lasts. That makes you a friend every time you sell a pair. You've been saying tomorrow about as long as it's safe. Exclusive territory—continuous sales

—hosts of friends—also P. D. Q. deliveries from stock. Order a run of sizes to-day. To-morrow the line may be sold to the other store. Look for our name; it is on the straps of every pair.

The Herold-Bertsch Shoe Co.

Makers of Shoes, Grand Rapids, Mich.

Novel Means for Promoting the Shoe Trade.

"Photography is bound to help the shoe trade, I think," said a shoe clerk who became a victim to the camera craze during the summer. "I've been practicing with a camera during my vacation, and it strikes me that there are a number of schemes which my firm can work in the photographic line that will help our business.

"In fact, it was only the other day that I noticed that a shoe firm in a neighboring town was working a clever advertising scheme in connection with a new photographer in his town. The shoe man gave with every purchase of \$5 worth of goods at his store, or total purchases to the amount of \$5 or more during a month, a check which entitled the holder to a half dozen fine cabinet photographs at the studio of the new photographer.

"This was cheap advertising for both firms. It encouraged shoe buyers to swell their purchases to \$5 in order to get the picture coupon, and probably more than one woman bought a \$1.50 pair of slippers in addition to a pair of \$3.50 shoes solely to get a half dozen pictures for nothing. The photographer got his money back in many cases, for a half dozen pictures do not go very far among friends to-day, and orders for additional half dozens and dozens naturally came along. Of course the photographer got a good reputation, and a fine collection of negatives that guaranteed him future business.

"Another scheme for cheap advertising that appeals to me is the use of the stereopticon, or magic lantern, and the biograph. These have been used by department stores to boom business, I understand. I know that the magic lanterns are cheap, for my young brother has one for a toy, a Christmas present. And every time I've seen him work his machine, it has struck me that it would be a good idea to rig his lantern up in our big show window some night, and give a display of pictures, including a number of the latest styles in footwear. It ought to be a big drawing card. The biograph machines can be hired at a reasonable price for nightly displays, especially near cities, and I can not help thinking that a moving picture display near our store would boom trade. The particular point in the magic lantern display that appeals to my mind is to get the sheet hung up in our own window, so that we can show our own goods in our own store, and get the full benefit of our own advertising. This will be specializing on the stereopticon displays that we often see on the streets at night.

"A shoe clerk can use a camera to advantage a good many times in his business," went on the shoe clerk. "He can get pictures of feet, or stylish shoes, or window displays, and a number of other things, true pictures of which he would like to preserve for future reference. It is no easy task to photograph a shoe. I understand that this paper makes an exception to the rule that a camera never lies, and has all of its shoe

pictures drawn by an artist. Getting the light right on a black pair of shoes and setting the shoe right so as to best bring out its lines is no easy task. Probably every amateur remembers his first picture of a man lying down, when he got the picture of the feet instead of a man. About the same thing happens to a beginner on photographing shoes. He gets all toe. Pick up a shoe and hold it sideways on the level with the eye, and it looks natural. But pick up a shoe and hold it level with the eyes, and with the point towards you, and you'll see about twice as much toe as there really is. Raise the heel, and twist the toe to the right, and you'll get a clearer view of the lines of the shoe. But the camera won't bring out these lines perfectly, hence, the best pictures of shoes are drawn by artists.

"Pictures help trade if rightly used," went on the clerk. "The best pictures are those of feet and shoes. Get a picture of a perfect foot, and most persons will wish they had feet just like them. Show pictures of stylish shoes, and customers will want shoes just like them. Pictures always tell more than words. A photograph of a shoe will tell the customer more about the shoe than a column of advertising. The right kind of pictures may be very advantageously used in advertising space of the newspaper, in the show window, or for distribution among customers. Take, for instance, the group of pictures, "Milady and Her Foot wear," recently published and distributed by retailers. One of our customers passed her copy of these pictures to several of her friends, and every one of them wanted a pair of shoes just like every pair shown in the pictures, so thereby was created a new demand for footwear. Pictures and plaster models of feet are commonly used for window displays by shoe retailers.

"It struck me when I first went picture hunting that groups of pretty pictures, scenery, handsome buildings, etc., would make our store look more attractive, but I've abandoned that idea. People do not come into shoe stores to look at pictures, and if they do the best pictures to show them are those of new and stylish shoes. And if they come in after shoes, their minds will be apt to wander off onto pictures, and talk about pictures would take up time, so I cut out the art gallery idea.

"One of the clever uses of photography that I lately heard about was that of a shoe retailer in a large Western city, who kept on hand a group picture of his clerks. Whenever a customer comes in and asks for a particular clerk, the man with the glasses, the bald head, the large nose, or some other distinguishing mark (the customer so describing him, not knowing his name), Mr. Retailer flashes out his group picture of his clerks, and the customer at once identifies the clerk.

"Getting pictures of window displays is a good idea. If a window dresser files photographs of his displays, he can readily pick from his

Your Responsibility



in the relation of seller to user is an important one. Your customer is probably your neighbor and friend and he looks to you for goods that are right. He expects you to give him his money's worth. When you handle the

Skreemer Shoes

you feel secure in the knowledge that you are selling the best popular priced shoes it is possible to obtain. Are you selling them? If not, now is a good time to make a change for the better.

We have an interesting

proposition to make one dealer in each town.

MICHIGAN SHOE CO., Distributors
DETROIT, MICHIGAN

The "Glove" Boot



The Best Fitting
The Best Wearing
Boot Made

Fits Like a Glove
And Wears Like

Rubber

Price \$3.00

**Hirth,
Krause
& Co.**

Shoe Manufacturers

Grand Rapids, Mich.



files a true picture of his Christmas special of a year or two, or five years ago, and he doesn't have to scratch his head to think what he had. And every time he looks back at his collection of pictures he gets a suggestion for a coming display. Besides, if he has a friend in business in a neighboring state he can exchange pictures with him, and get his friend's idea.

"Pictures of Douglas, the shoe man, always appear in his advertisements, and are said to have made millions for him. A million has also been offered for the rights to the picture of Mennen, the toilet powder man. These are two noted examples of what photography has done for the trade. Photography is a new art, a half century old, and it is only in recent years that prices of cameras and photographic supplies have been cut down low enough to be at the command of the masses. I used to think my camera a luxury, but now I count it a necessity in my business."—Fred A. Gannon in *Boot and Shoe Recorder*.

Justice for the Shoe Clerk.

Like the shoe dealer, the shoe clerk is a human being. Too often he is treated by his employer more like a dog. The clerk, being human, is entitled to humane treatment. "You can't catch flies with vinegar" is a trite saying; but it is true, nevertheless, and shoe retailers should bear it in mind in their treatment of their employes. How many retailers, when there is extra work to be done, and the clerks are obliged to stay long after the supper hour, offer one cent of extra pay for the unusual service?

We heard of a shoe dealer recently who keeps his clerks two nights a week and gives them ten cents each to buy a lunch. Some of these clerks are accustomed to having their dinner at night, which means that they forego their "best" meal and eat a lunch instead, else go down into their own pockets for the extra amount to buy a square meal, for ten cents will not go very far when a shoe clerk, who has worked from 7 a. m. to 6 p. m., is hungry.

If an employer wishes a clerk to come down more than one evening a week he should pay him for it. It is customary in many stores, we know, for the clerks to "take sizes" once a week, so that a sizing order may be sent to the factory or jobber. Some of the clerks have other tasks, such as trimming windows, arranging the findings case, etc. If the proprietor is not willing that this should be done during the day he should pay the clerks who are called upon to work longer hours than their associates.

And, by the way, why is it that shoe stores must open at 7 a. m., and department and clothing stores at 8 o'clock? And why should shoe stores keep open until 6:30 p. m. while other stores close their doors at 6?

When Honesty gets too honest, it is called Bluffness.

SHOE EPIGRAMS

Boiled Down and Expressed in Compact Form.

The shoe man who confines his stock to as few lines as possible will have a cleaner department than the one who buys of every drummer that comes along.

The shoe man who misrepresents the quality of his shoes, in order to make sales, will lose the confidence of his customers. In most city stores they don't care.

The shoe man who makes a good window display will do more business than the one who doesn't, other things being equal.

The shoe man who features cheap shoes in his advertisements will not secure the better class of trade.

The shoe man who insists on his customers being fitted properly before they leave the store will eventually earn their gratitude.

The shoe man who plunges on every new style that comes out will find his profits tied up in odds and ends.

The shoe man who makes a good display of findings, and insists on his clerks pushing them, will be surprised at the profit he derives.

The shoe man who allows patent leathers to be guaranteed is inviting a whole lot of trouble.

The shoe man who has a good system of stock-keeping will make sales that the careless stock-keeper would miss.

The shoe man who has a good salesman in his employ is unwise to let him go because he wants a little increase in salary.

The shoe man who treats all complaints with fairness to himself and customers will build up an enviable reputation.

The shoe man who insists on babies and children receiving as much attention as grown people is pretty sure to secure the patronage of their parents.

The shoe man who conducts his business on the one price basis will gain the confidence of the public.

The shoe man who never speaks disparagingly of his competitors will have their respect instead of their ill will.

The shoe man who buys narrow widths and small sizes in large quantities is laying up a lot of trouble for himself.

The shoe man who makes the earliest display of his seasonable goods will have the advantage of his competitors.

The shoe man who doesn't hold at least two clearance sales a year—spring and fall—will find an accumulation of unsalable shoes on his hands.

The shoe man who doesn't make his store attractive on the inside and out, will not get the better class of trade.

The shoe man who pushes better grades will have a more satisfactory class of customers and derive better profits.

The shoe man who puts in good fixtures will have the advantage over his competitor who uses old fashioned ones.

The shoe man who consults his clerks when buying will often get more salable stuff than if he ignored them.

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.

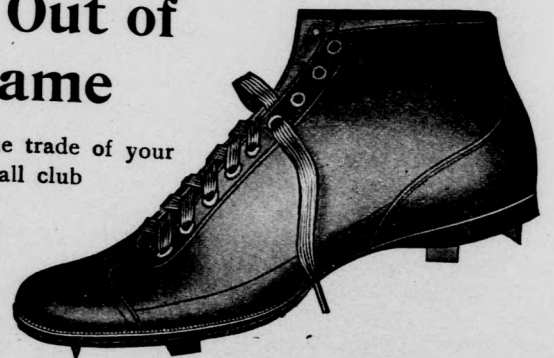
SAGINAW, MICH.

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

The shoe man who puts a P. M. on unsaleable shoes will move them quicker than the one who doesn't.

The shoe man who goes to market occasionally will get a lot of useful pointers that his stay-at-home competitor will miss.

The shoe man who buys "jobs" should be very careful or he will get stuck.

The shoe man who fires a clerk without giving him any notice is a mighty mean man.

The shoe man who does some intelligent advertising will do more business than the one who doesn't, other things being equal.

The shoe man who guarantees a shoe to wear a certain length of time will make a lot of trouble for himself.

The shoe man who sells a shoe for \$3.00 to one man and charges another \$3.50 for the same shoe is fit for "treason, stratagem and spoils; let no such man be trusted."

The shoe man who doesn't push silk laces with low shoes is losing a lot of easy money.

The shoe man who keeps a record of each day's sales, and who makes an effort to beat the same day a year ago, will usually accomplish his purpose.

The shoe clerk who thinks he knows it all after he has had six months' experience is going to be badly fooled.

The shoe clerk who takes as much interest in the business as if it were his own may own a shoe store some day.

The shoe clerk who studies card writing and window trimming will be more valuable to his employer than the one who doesn't.

The shoe clerk who can wait on a crying baby without losing patience is a peach.

The shoe clerk who is a good stock-keeper adds greatly to his efficiency.

The shoe clerk who can adjust a complaint satisfactorily without taking it to the proprietor is greatly appreciated.

The shoe clerk who can make a sale without showing over one or two pairs is a dandy.

The shoe clerk who gets into an argument with a woman about the size she wears is liable to miss the sale.

The shoe clerk who acts hoggish and tries to nab every customer who comes in will get himself in "bad" with the other clerks.

The shoe clerk who hangs on to a customer until his patience is exhausted before "turning him over" makes a big mistake.

The shoe clerk who misfits a customer in order to sell a P. M. is doing the house an injustice.

The shoe clerk who sends out mismates ought to be fined for it.

The shoe clerk who doesn't do his share of putting up stock incurs the ill will of his fellow clerks.

The shoe clerk who keeps regular hours is in much better shape to wait on trade than the one who has been carousing all night.

The shoe clerk who sells the greatest number of pairs a day isn't always the best salesman.

The shoe clerk who sells an ordinary \$3.00 shoe with the understand-

ing that it is "as good as any \$4 shoe on the market" is telling a falsehood.

The shoe clerk who can wait on four or five customers at once and keep them all in good humor is a valuable man.

The shoe clerk who can sell a customer something that he doesn't want is a better salesman than the one who can not.

The shoe clerk who can stop a customer after he has been shown through the line by another clerk, seat him again and make the sale is a stem-winder.

The shoe clerk who sells a bottle of polish with every pair of shoes is increasing the per cent. of profit for the store.

The shoe clerk who insists on his customer wearing a long shoe has done him a favor.

The shoe clerk who sells more shop worn shoes than he does new ones should have his salary increased.

The shoe clerk who is as attentive to an old lady as he is to a pretty young one will make an enviable record for himself.

The shoe clerk who talks to a customer in a loud, boisterous tone attracts unfavorable comment to himself.

The shoe clerk who takes a pride in fitting feet correctly, regardless of size asked for, is doing his employer a good turn.

The shoe clerk who never misrepresents a shoe will build up a personal following which he can take with him wherever he goes.—Drygoodsman.

Cut Price Sales on Specialty Shoes.

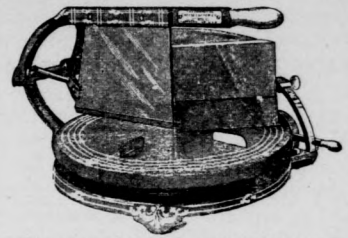
From time to time, in the leading newspapers in all sections of the country, we see glaring advertisements calling attention to the sale, at a considerably reduced price of some special shoe carried by a rival concern. This policy is subject to considerable criticism, and it is a question in the minds of a great many progressive dealers as to whether it is politic or not. There are cases without number where this plan has been considered successful, but which upon analysis has been found to result rather to the firm's discredit than otherwise. It very often provokes a counter advertisement by the specialty house, which only serves to strengthen their field. As a matter of fact, when a firm sees fit to offer such shoes at a reduced price, thereby claiming a bargain, they immediately recognize in so doing the superior value of that shoe. How much better would it be for that concern to take a shoe of their own specializing and offer it at the same reduction for a limited period, in order to introduce it to the public. It may be said also that in certain sections of the country this method of doing business is far superior to that of any other, for the simple fact that the public has been educated to this kind of merchandising, but it has not resulted in any noticeable depreciation in the amount of sales of the advertised shoe at the regular price.

Conservative dealers throughout the country who have built up suc-

cessful departments, and whose names stand for the highest development of the retail shoe industry, leave these sales alone, and this fact argues well that the concerns of less importance can well afford to do so, if they hope to build up a strong and desirable patronage.—Shoe Retailer.

All things come to her who waits—including old age.

It's a wise guy who can recognize a brother.



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.

45 Highest Awards in Europe & America

Walter Baker & Co.'s COCOA AND CHOCOLATE



Registered, U. S. Pat. Off.

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

GRAND PRIZE
World's Fair, St. Louis. Highest Award ever given in this Country
Walter Baker & Co. Ltd.
DORCHESTER, MASS.
Established 1780

Mica Axle Grease

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

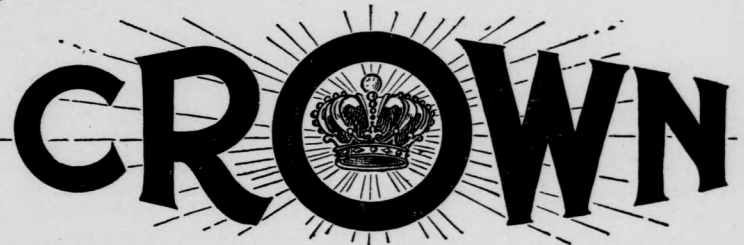
Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

A CENT SENT BENT

(a postal with your full address), IS WELL SPENT and will save you many dollars if you think now, or ever, of buying a piano or organ! Seek knowledge about the "Crown" instruments. You should know all about them before you buy any of the many. We can't tell the story here; it's too long, but won't you please ask for it now—to-day—and we will gladly and freely tell you fully all about these wonderfully perfect goods.



Pianos and Organs

combine all the proven good of the past and present, embody all merits and improvements; are built of very best materials by select and most skillful artisans. They excel in tone, touch, style, finish and durability, and have many patented and fine features no other has; are built to endure and to satisfy, and they do. We also sell cheap pianos (not our own make) at lowest rates. Fair prices, easy terms, square dealings. We are not in any Labor or Capital "trust," but we do trust the people. Your credit is good with us if it is at your own home. Lest you forget, write to-day; don't delay!

GEO. P. BENT

Manufacturer

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

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

OLD HOG-BACK.

It Has Influenced Trade for a Hundred Years.

There is a path along beside the wood lot on Farmer James Mercer's farm that has been a pathway for so many years that it is as smooth and hard as asphalt, except in places here and there, where the path has worn down faster than the sharp stones which have been reached in the course of years, through the generations.

There is one stone, perhaps, you remember, just by the stump which is close to the break in the stump fence, where you climb through to get at the chestnuts.

That's the stone. I knew you would remember it.

The one which stands up like the edge of a hatchet, lengthwise of the path.

Now, in 1817 that path was all smooth at that point, the land a sort of clay and very nice to walk on with bare feet. Early in the spring of 1819, just the faintest sign of the edge of the stone began to show through the dirt, not enough so but what a baby could walk over it without noticing it at all, and then there were such heavy rains and gutterings in the spring of 1820 that it was covered again, and didn't make its next appearance until the middle of the summer of 1822, and ever since it has been sticking its sharp back farther and farther up through the smooth path.

It first influenced the volume of retail trade in the shoe line in the early fall of 1823. There was good sharp weather quite early that year, and Aaron Von Mercer, on account of a stringency in the appropriation for family clothing, had put off getting his boots so late that he had chilblains badly on both feet. He was hurrying home from school one chilly September evening, when he slammed his foot, fair and square, down and along upon "Old Hog-back," as the stone was later christened, by various generations of barefoot boys.

Well, his foot was a sight when he got home, and Mrs. Von Mercer, his dear old mother, told the old man Von Mercer, his father, that very night, that, even if she had to go without a new gingham dress that she had been planning for, that child would have something to wear on his feet, and the very next day he was taken down to old Alex Pegger's and measured for a pair of boots, which were promised for one week from that date.

Just at that moment old Alex happened to cast his eye on the pair of boots which he had had finished almost three weeks for Newton Runner's boy who hadn't come to pay for them, and inside of ten minutes he had slipped them onto and upon the feet of young Aaron Von Mercer, where they fitted in a perfectly satisfactory manner. The old man Von Mercer, who was a great stickler on paying as he went, hauled out his wallet, and settled with old Alex, and after he had gone out, Alex counted up again and found that with

what he had got for the boots he had enough—just—to pay Hyde & Son, the tanners over at the Center, for the roll of leather he'd bought in August, and when Hyde & Son got it (the \$27 that Alex sent), the younger Hyde said to his father, "Well, if old Alex Pegger can get around and pay his bill as quick as this, it looks like 'twas going to be a pretty good season after all. I guess we'd better start Jim Schlick out around the country starting the farmers skinning their steers."

Jim, who hadn't expected to get to work so early, went right down to the shoemaker, on the strength of what he expected to make, and ordered shoes for all his three little girls, and his little boy, and when Aaron Von Mercer went in school in his new boots all the other boys began to pester their parents for new boots. Some of them got them at once, and some of their fathers got new ones, and let their boys wear their old ones with paper stuffed in the toes, and old Alex was so busy every day until late in the night, that he sent over and got old deaf Peter Teeter, who used to be a shoemaker, but wasn't much use, to come over and putter around and help peg and mend, which helped Peter's family quite a good deal, so that he paid cash at the general store for part of what he got.

That was quite a little influence on trade for one little sharp stone, wasn't it? Well, every year since—that is, almost every year since—that same sharp stone has been doing the same thing, and if that one little sharp stone has so much influence on the fall trade in the rural communities, and there are 1,987,642 little sharp stones located in nice smooth paths all over the United States, what is the combined influence on the labor situation, counting a day's work as ten hours, and the duty on South American hides the same as it was last year?

Answers to this sum should be written only on one side of the paper, and sent in rolled, with your name and four two-cent stamps in a separate letter.

Well, it is eighty-two years since the fall of 1823, and only a few weeks ago little Sadie Smith was running along that same path.

The stump fence is gone now, and there is an American wire fence, along by the woods at that spot, which is very much sagged, just by the chestnut trees, and at exactly the identical spot where the break in the stump fence used to be.

The stone in the path stands up, sharp and menacing, much higher than it did even when I began to notice it, back in 18—, but never mind the exact year.

Little Sadie was not barefooted, but her shoes—oh, her shoes. Sometimes Sadie used to think that no shoes would be better, although, of course, new shoes would be best.

Sadie's right possessed a sole, but ah, what a sole. It really clung to the upper all the way around by a little rim, which surrounded a hole larger than the open work part of a pretzel. This hole led directly to

Sadie's right foot and would have drained the shoe nicely had it been in need of drainage, which it wasn't. The left shoe, which really caused all of the trouble, was nearly all there, and had no hole in it at all, thin as it was, but the sole had saved itself by letting go of its stitches from the toe back for nearly two and one-half inches, bending back on itself, and hanging there, flapping, like the jaws of an alligator put on backward.

You can imagine how that left the basement of Sadie's shoe, and that was one reason why Sadie's left stocking needed darning so badly.

Home she ran from school, along this self-same path, knowing of that old "Hog-back" stone just as well as you or anybody who ever stubbed toes on it. Perhaps a hundred times, maybe two hundred times, she had carefully stepped over, past, or around it, but to-day, her eyes were fixed upon the chestnut trees—even as yours or mine might have been—and she did not notice the stone. Gracious me, I hate even to tell about it. It was such a sharp stone, and her shoe was so open, her stocking was so thin and holey and her little left foot was so tender. I'm not going to tell about it. If you're hard-hearted enough to imagine all the harrowing details you may, but I won't furnish any of them.

I forgot to tell you that the same old stump is standing there, or maybe it's the stump of another tree, which has grown up since Aaron Von Mercer stopped walking along paths anywhere, unless on the flowery paths they tell about at the white meeting house just beyond the spot where the path runs into a plank walk.

She placed her back against the stump when she sat down to cry. Lands! How she did cry. Not so hard in proportion as you would have used expletives had it been you, but hard, and just when she was crying the hardest, and holding her foot with both hands, a carriage rolled along and stopped. It was a buggy, with a big space in the back, which was piled high with peculiar, long canvas cases. There was a square canvas case in front and the one horse was driven by a round-faced, fat man, who wore a handsome overcoat and a stove-pipe hat.

"What is the matter, little girl?" he called.

Sadie could not respond, she was still so pressed with orders to cry, and although she tried to answer as she had been taught, it wasn't an answer at all which came, but a very bellow of a wail.

The round-faced man got out of the buggy, and having been told by the liveryman at Centerville that the horse would stand without hitching, when he hired him to drive over to Mercer Corners, he wasn't afraid he'd move on without him.

The round-faced man came and stood by Sadie and didn't say anything at all.

By and by Sadie began to be curious—that helped her to control herself. A little later she allowed one eye to appear from under her sheltering arms, and a little later both

of them, and it was hardly any time at all before Mellville D. French, of the Scheuzenfitter Shoe Co., had secured the whole story, using practically the same arts which he had used that morning when he had sold the \$365 bill to old Skinner, of Centerville.

"And you say," he continued, "that your father is dead?"

"Yes, sir."

"And your mother does sewing?"

"Yes, sir."

"And the little place is mortgaged?"

"I don't know."

"Well, I suppose so. And your mamma can't see her way clear yet to get you any new ones and she's afraid she'll have to keep you home from school pretty soon if it gets any colder?"

"Yes, sir. And she says now—she says now, if the girls laugh at me I needn't go to Sunday school at all."

"Well, now, that's too bad. Say, are you very busy?"

"No, sir."

"That's good. The reason I asked was because I got so lonely driving along with nobody but Case with me that I wondered if you couldn't spare the time to keep me company over to the Corners and back?"

Sadie didn't see Mr. Case, but she was too timid to mention it, and she said if she could stop and tell her mamma about it she'd be glad to go, and her foot felt so much better that she hardly limped at all, as she went to get into the buggy, although there wasn't any room for her feet at all, except on top of the square canvas thing which was so tall that it came up level with the buggy seat.

And Mr. Mellville D. French told her the funniest stories until they came to her mamma's house, and when she was going to jump out and run in and ask her mamma if she might go on to the Corners she happened to think that she wouldn't be at home yet, because she was out sewing at Farmer Williams' to earn fifty cents a day, and so she did what Mr. French said and chanced it, and they drove on to the Corners.

There's only one store at the Corners, you know, and that's a general store, where they sell everything. It was in front of this store that Mr. French hitched, and then he lifted Sadie out, and they went into the store together. "Hello, Jim," he said to the man who sat back by the stove in his shirt sleeves, "I brought you a customer. This little girl wants to buy a pair of shoes."

Sadie tugged very hard at Mr. French's hand, for she was afraid that he had misunderstood her. He didn't pay a particle of attention.

"Isn't this the Widow Smith's girl?" the merchant asked.

"Yes, sir," said Sadie.

"Well, little girl," he continued doubtfully, "did you bring along the money?"

"No, sir, I—"

"I suppose she's going to tell you that I've got her money for safe keeping," interrupted Mr. French, while the little girl looked up at him with very big eyes, for she had never

known any shoe drummers and did not know how easily they do it.

"She wants a pair of shoes for nice and a pair for every-day and if you haven't anything good enough, we are going over to the other store," which was a sort of a joke, for the other store was only a blacksmith shop.

And so Sadie sat down and saw a pair of lovely kid shoes laced on, which fitted most beautifully, and cost \$1.75, and a pair of the Scheu-zenfitter special girl's shoe, made of Peruna leather, and guaranteed not to rip, which cost \$1.65, and she kept those on, and saw the nice ones wrapped up, and the old ones fired out the back door, and she saw the nice gentleman pull out a bunch of silver and pay money for the shoes just like an ordinary man, and then she sat very still in a chair by the stove, and ate the three sticks of candy the gentleman went right around behind the counter and got for her, out of the jar, just as though he owned the store, and saw him bring in all of the funny canvas things and pull out shoes, and shoes, and shoes, which the storekeeper looked over and talked about while Mr. French wrote things down in a tissue paper book.

And Sadie, listening intently, understood after awhile that Mr. French had come to sell shoes to the merchant to sell again, and she felt very sorry, after Mr. French had written a whole page in the book, that the merchant didn't seem to be taking any after all, for Mr. French was putting them all back in the funny canvas things.

And she doesn't know any better yet than to be very sorry for Mr. French, and when he lifted her out at her own home she told him so, which amused him very much.

And, what I'm wondering is, if that old "hog-back" stone in the path will still be influencing the volume of retail trade in the interior in 2005.—Ike N. Fitem in Boot and Shoe Recorder.

The Ruling Passion.

Representative James, of Kentucky, gives a strong illustration of the "ruling passion, strong in death."

"Old man Billy Bascomb was sick and his neighbors and family felt that his demise was only a question of a few hours—or days. As the meat was running low a steer was butchered, and when his son came into the room the old man asked:

"What have you been doing, John?"

"Killing the steer," was the reply.

"What did you do with the hide?" asked the old man, faintly.

"Put it in the barn; going to sell it by and by."

"Oh, John."

"Yes, pap."

"Drag the hide around the yard a couple of times, and it will weigh heavier."

"Yes, pa."

"And the good old man was gathered unto his fathers."

He has made no great gains who has never lost anything.

Even good service is cheapened by a slipshod appearance.

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
120	4	1 1/2	10 100
129	4	1 1/2	9 10 2 90
128	4	1 1/2	8 10 2 90
126	4	1 1/2	6 10 2 90
135	4 1/4	1 1/2	5 10 2 95
154	4 1/2	1 1/2	4 10 3 00
200	3	1	10 12 2 50
208	3	1	8 12 2 50
236	3 1/4	1 1/2	6 12 2 65
265	3 1/4	1 1/2	5 12 2 70
264	3 1/4	1 1/2	4 12 2 70
Discount, one-third and five per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.			72
No. 12, pasteboard boxes 100, per 100.			64
Gunpowder			
Kegs, 25 lbs., per keg.			4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.			2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.			1 60
Shot			
In sacks containing 25 lbs			
Drop, all sizes smaller than B.			1 85
Augurs and Bits			
Snell's			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			
Common, 7 c.	1/4 in.	3/8 in.	1/2 in.
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.			net. 75
Corrugated, per doz.			1 25
Adjustable			dis. 40&10
Expansive Bits			
Clark's small, \$18; large, \$26.			40
Ives' 1, \$18; 2, \$24; 3, \$30			25
Files—New List			
New American			70&10
Nicholson's			70
Heller's Horse Rasps			70
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			dis
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 list			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&10
Dampers, American	50
Melasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra.
Planes	
Ohio Tool Co.'s fancy	40
Scota 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
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	15
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nickled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought, 70&10	

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	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 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, peer doz.	3 10
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. tilting cans	7 00
5 gal. galv. iron Nacefacs	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 00
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls, 5 doz. each, per bbl. 25	
No. 0 Tub., Bull's eye, cases 1 doz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 1/2 in. wide, per gross or roll	25
No. 1, 1 in. wide, per gross or roll	30
No. 2, 1 in. wide, per gross or roll	45
No. 3, 1 1/2 in. wide, per gross or roll	55
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	50

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—Are held steadily all through the list, and sellers are having comparatively little trouble in getting full value for their goods. The complaint made by many buyers regarding the growing scarcity in various lines has done a great deal towards stirring up some of the laggards, who had been disposed to take their time in coming forward with their orders. It usually happens that the goods most needed are the very ones not to be obtained for early delivery except with great difficulty. At the same time sufficient advance business is being done to make a presentable showing. Heavy goods are being turned out in a fairly liberal manner from week to week, although the high prices are influencing more than one buyer to keep under cover as long as possible. Reports of greater activity from export sources have served to stir up home trade considerably during the past few days, buyers being induced to operate by the fear of being unable to fill their wants at all if they stay away too long.

Ginghams — The movement in ginghams continues active enough to attract a great deal of attention on every hand; in fact, the week under review has seen an increase in the number of orders received, if not in their size. As far as these goods are concerned, it may be said that the outlook at the present time is of a distinctly favorable character, better than for several seasons, as a matter of fact. As a result of the keen interest shown, an interest which has been demonstrated in a practical way by the placing of orders, more than one agent reports that some of his lines have been withdrawn from the market, while others give promise of being entirely sold up at an early date. Western trade has done its share towards bringing about this result, the call for standard staple ginghams in that section of the country being unusually heavy.

Hosiery—Conditions are practically the same as those ruling in the underwear trades. The sold-up condition of most of the lines has been noted recently and the continuance of this record-making business is expected. It is said that there has recently been a great increase in the demand for white hose and there are expectations of these goods wholly eclipsing the tans or any color combinations.

Brussels Carpets—The duplicate orders for Brussels indicate that the goods are popular and selling well. Duplicate orders have been plentiful in number, covering a sufficient yardage to keep the plants in constant operation until time to manufacture the next season's goods; in fact, the volume of business has been so satisfactory that manufacturers, who

two years ago thought the bottom had fallen out of the Brussels branch of the industry, are now in a very optimistic state of mind, and see a prosperous future ahead. Wilton velvets are moving freely and there is a fair demand for Axminsters.

Ingrains—Ingrain carpet manufacturers sought to comply with the demands of jobbers to a greater degree than manufacturers in other branches of the industry. The jobber became more insistent in his demands for lower-priced goods. Everything that it was possible to use as a substitute for wool was and is used to reduce the cost of manufacturing, until today the ingrain carpet offered for sale by the average retailer is a wonderful work of art. Not in pattern, nor in coloring is it wonderful, but in the composite materials used in its construction. Some of the yarns are irrefutable proof of the truth of the saying that any fiber with two ends can be spun. While they are evidence of the skill of American spinners in manufacturing dust, with a few hairs and wool fibers to hold it together, into yarn, unfortunately these yarns have very little wearing qualities. As a museum exhibit under a glass case they are all right, but as a part of a floor covering they are out of place. It is the use of these yarns that has brought ingrain carpets into disrepute with consumers. Yet jobbers still insist that they be used in order that they may buy the goods at 50c a yard. The drift of consumers to Brussels and other high-grade carpets has put the situation in a clear and forcible manner before the thoughtful manufacturer. If the present policy of allowing the jobbers to dictate prices continues, the ingrain branch of the carpet industry will soon be only a memory. But the manufacturers, or at least at the present time a few of the larger ones, are determined to restore ingrain to their old position as one of the leading carpets by bringing the quality of their production up to the old-time standard. In accordance with that idea some of the Philadelphia manufacturers are now making preparations to manufacture high-grade ingrain next season. Notwithstanding the claims of jobbers that consumers will not pay the price, manufacturers believe that consumers would rather pay a fair price for a good article than to buy an inferior one for less money. Certainly the experiences of the past year seem to sustain the claims of the manufacturer.

Some Spring Novelties in the Shirt Line.

Buyers have taken hold of Spring goods with a confidence that was noticeably lacking a year ago. Summer sales were satisfactory and Autumn has given a good account of itself thus far, factors that naturally influence the retailer in no small degree. The trend of buying has not changed from its earlier aspects and the colors and patterns indicated in the preliminary orders keep their lead. Checks and plaids are capital, stripes are still good and clipped figures have not weakened. Among

Rugs! Rugs!

The demand is growing stronger for rugs. Carpets are being discarded.

Look at the sizes we carry in Moquette and Axminster Rugs.

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.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Your Money Is Too Good

to waste when you buy your fuel. You get the most for your money when you buy Genuine Gas Coke.

GAS COMPANY,

Pearl and Ottawa Sts.

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

OLD CARPETS INTO RUGS

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

THE YOUNG RUG CO., KALAMAZOO, MICH.

Quinn Plumbing and Heating Co.

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

KALAMAZOO, MICH.

colors, pinks, helios and greens are, of course, the newest and most striking, and in neat mixtures they have gone very well. Retailers have recognized the risk that such extreme colors invite and have ordered them only in conjunction with tans, blues, whites, white-and-blacks and staple effects generally. There is not a bit of doubt that conditions in the shirt trade are ripe for radical changes in colors and designs. Virtually little that is new has been shown within the last two years either in domestic or foreign cloths and in printed or woven goods. As a consequence, the zest of both retailer and consumer has been dulled and it is time for a brisk shaking up, even if some of the novelties do border on the daring. Better a few risks taken with decidedly different goods, than the tiresome sameness of spot, stripe and figure and the familiar set of colors and combinations that has so long done duty.

Among the Spring novelties are shirts with pique bosoms and cuffs bearing printed figures in harmonious colors. Batistes and dainty, light fabrics generally are assured of their old favor. Indeed, the leaning is quite away from heavy, cumbersome cloths toward the filmy fabrics that have yet sufficient body to launder and wear well. Soft collars and cuff shirts are being shown in a wider range of fabrics than ever, some with collars adapted to the safety pin idea borrowed from English models. A comforting feature of the situation is that the new goods are distinctive enough to smack unmistakably of Spring, 1906, and thus remove any danger of "special sales" early in the season, to the great detriment of every branch of the trade. It is well for buyers to recognize the plain fact that the shirt business of a season must be done during that season. To carry over a quantity of garments for the purpose of starting a "cut-price" sale at the birth of the new season is the most fatuous kind of policy. If a retailer realizes that he is face to face with a loss on certain goods concerning which his judgment was at fault, the wisest thing is to take the loss immediately and let the merchandise go. So-called "sacrifice sales," or under whatever name they masquerade, are blows that the retailer deals himself early in the season and from which he does not recover throughout the season. This has often been demonstrated.

More piques are in demand this Autumn for dress wear than have been in evidence during the last three years. The favored pique has very fine, almost indistinct, cords. Of course, the plain white dress shirt maintains its place and the coat cut is the accepted standard. The solitaire studhole has not won approval except in the extreme trade, and even there it is by no means a leader. Three studholes, two of which show in the waistcoat opening, are generally used. A very new pique shirt is made with horizontal instead of vertical cords or lines, but inasmuch as the evening tie stretches across, the fitness of horizontal cords to

accompany it does not seem clear. Both the rounded and square cuffs are put on dress shirts, the square being preferred as being trimmer and more slightly in appearance.

The best ready-to-wear shirts approach now very close to the standard of the custom garment. Indeed, controlling virtually the same sources of supply and having access to the best productions of the best foreign and home weavers, the maker of ready-to-wear shirts can compete in everything but the smaller details of fit and finish. For Spring several new high-class lines of shirts to sell all the way up to \$48.00 will be introduced for the best patronage.—Haberddasher.

Fads and Fashions in the Clothing Trade.

We are turning gradually, perhaps, but turning, nevertheless, from the reign of loose, unfitted clothing, and are again favoring garments which, while not tight fitting, follow more closely the lines of the man. In favor of loose garments there is much to be said. Particularly in long overcoats for wear during inclement or cold weather it is essential that the freedom of movement on the part of the wearer be not hampered. Here, indeed, a loose, roomy garment is practical and may not be unbeautiful. Here a tight-fitting garment, besides being uncomfortable, would be ridiculous, although the mandates of fashion often make the ridiculous sublime.

In all garments, with the exception of the overcoat, fit, to my mind, should be as eagerly sought after as quality of workmanship and fabric. Of course; in following the prescribed fashions this opinion is as often unconsidered as not, for certainly loose, "roomy" clothes do not fit. But now in changing from the reign of the loose, hanging garments we in one case go over to close-fitting garments where we should not, and retain the "roomy" garment where form-fitting lines would be more sensible. In long overcoats the form-fit is now correct and in top coats the loose, hanging-from-the-shoulder effect is retained.

In close-fitting overcoats of length a vent is necessary—without it walking would be impeded. A coat of considerable character is that one with a considerable breadth across the shoulders, close-fitting back and deep centre vent. Paddock overcoats and those coats which are the offspring of the paddock, long coats with the one-piece back and medium side vents, are perfectly adapted for freedom of movement, but the tight-fitting, long overcoat with the deep centre vent, while one of the dictates of fashion, is an awkward garment with little to commend it so far as appearance is concerned.

Regarding vented garments there has been much criticism. Recently an advertisement of one exclusive house was based entirely upon the fact that their garments were wholly without that or any other of the unnecessary and ungraceful features now more or less popular.

The tendency toward extreme length in sack coats and other jackets has received its quietus. While the

sack coats of moderate length extending below the hips are certainly the peers in attractiveness of the shorter coats of the recent past—called by scoffers "see-mores"—the radical efforts for exclusiveness on the part of some persons increased the length of these garments to such an extent that the appearance was grotesque. Not only is this true of sack coats, but also of walking coats and similar garments. The rational increase of length now in vogue has added materially to the appearance of these garments.

The short top coats heretofore so popular have received a more or less severe setback—the longer coats, such as paddocks and Chesterfields, being very popular. Coats under 36 inches for men of medium height will be unpopular. The long coats depend to a certain extent for their popularity on the increased wear of cutaway and walking under coats. The proper length of jacket for the average man is 32 inches, or a little either side of this length.

The most popular fabrics are of coarse worsteds of smooth, hard finish—woolens and worsted chevots being in the minority.

In haberdashery there is much that is new, or, if not exactly new, at least they are revivals. Contrary to the predictions of many authorities, ties of medium width will not be alone in popularity. A distinct favoring of ties making up into large knots has been a recent feature, and besides the ties of 2 3/4 to 3 inch width, English squares have proven attractive to discriminating buyers. Stricter attention is now

given to color harmonies in dress than in the past and the showings of haberdashers include shirtings and vestings harmonizing, fancy handkerchiefs, etc. All of these are produced with an eye to the harmonious color effects.



JENNINGS' CONDENSED PEARL BLUEING

ON
MILK
NOT
FREEZE

In a Bottle. Will Not Freeze

It's a Repeater

Order of your jobber or direct

JENNINGS MANUFACTURING CO.
GRAND RAPIDS, MICH.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd
20, 22, 24, 26 N. Div. St., Grand Rapids.

Comfortables

We have just received and opened a new shipment and they are by far the best for the money ever offered by us. Let us send you an assorted lot or come in and take your choice. We know you will be pleased. Prices range as follows:

\$9.00, \$12.00, \$13.50, \$15.00, \$18.00 and \$21.00 per dozen.

Grand Rapids Dry Goods Co.
Exclusively Wholesale Grand Rapids, Mich.



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

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

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

Impossible To Mix Booze and Business.

Written for the Tradesman.

The local steadily but slowly made its way through the oak grub country and Simpkins sat and read. For a wonder there was no one in the smoker whom he knew and he therefore found his only enjoyment in his paper and cigar.

However, Jimmy Ward, the dry goods man, got on at one of the "tank towns" which dotted the landscape in that section and Simpkins greeted him cordially.

After both had disposed themselves comfortably Ward said:

"Did you hear about Charley Osborn?"

"No, what about him?"

"He died in a sanitarium near Chicago last week."

"Is that so? I never knew him very well, but he always seemed like a good fellow and I'm sorry to hear that he is gone."

"Yes," continued Ward, "he's dead and the same goodfellowship that you mention was the cause of it."

"I knew Charley well; in fact, we were raised together and I am well acquainted with his story."

"As a boy he was a model youth—in fact, a regular mama's pet—so when he struck the road it was worse than if he had been just an ordinary young fellow."

"You know how it is. Up to the time he went traveling I don't believe he had ever taken a drink, but he hadn't been out more than three months when he was hitting only the high places."

"He was a crackerjack salesman right from the first, but he never landed very high, because he would not attend to business. He soon got in with a bum bunch of would-be live ones in every town he made and put in nearly all of his time burning the red fire."

"Far be it from me to knock on a guy who likes to drink, because I occasionally hit the trail myself, but no man should bathe in the stuff. I ran across Charley quite frequently in those days and tried to reason with him several times, but there was nothing doing. He was warned by the sales manager several times, but it was no use and finally he was canned. He dropped out of my sight then, but I saw him about six months later and he was all in."

"He said that he had a chance to go out with a good office specialty if he could get a front, so I fixed him out and he started. He was always honest as could be and I soon

received my money, but heard nothing further about him until to-day.

"It seems that he made good for a while with the office force, but soon went after the firewater again and lost out. He went back to Chicago, dropped farther down until he was living you-know-how down on Wash-bash avenue. He was pickled all the time, although several of the boys tried to do something for him, and about two weeks ago he was attacked by the tremens. Some of his friends sent him to the sanitarium and there he died."

"You certainly can not mix booze and biz," said Simpkins, "at least, not for very long, and the man who tries it usually ends up canvassing for crayon portraits."

"That you can't," said Ward, as he pulled a magazine from his grip, "the red-eye will get you in the long run, no matter how good a hand you are."

J. F. Cremer.

Where the Counterfeit Dollar Went

It is not fair to judge a man's general probity by the way he acts about a counterfeit dollar. Take the case of Mr. Danby, for example. He is an honest fellow, as men go, but after he had carried that dollar around for six months he was willing to imperil his immortal soul to get rid of it. Finally he palmed it off on a street car conductor. He had offered it to a good many conductors and merchants in various lines, but they, detecting the spurious character of the coin, had refused to accept it. That particular conductor, however, was less keen of vision. He pocketed the dollar, counted out 95 cents in change and went inside to collect more fares. Shortly after returning to the platform he made a painful discovery.

"By gum," he said, "I've been soaked; somebody has stuck me with a counterfeit dollar!"

The remark was addressed directly to Danby.

"That's too bad," he said. "Can't you remember who it was gave it to you?"

"No, I can't," lamented the conductor. "I took in three silver dollars on this trip. There's a big crowd aboard and I've got folks kind of mixed."

"I'll bet," said Danby, tentatively, "that it was some woman. It takes a woman to play those little tricks successfully. They are used to deceit and carry through a crooked scheme looking innocent as an angel."

The conductor thought a moment "I believe you're right. I believe I know which one it was, too. She's away up at the front of the car. I'm going to bone her about it. Maybe I can scare her into owning up."

Presently he came back. "It's all right," he said. "She showed fight at first, but I put up a strong bluff and she backed down. I'm much obliged for the suggestion."

During the rest of the ride the conductor was very considerate of Danby's comfort. He ordered two men to stand aside so he wouldn't be crowded, and when Danby got off he stopped the car almost half a min-

ute and refrained from telling him to step lively.

That courteous treatment, backed up by the fact that he was at last free of the counterfeit dollar, produced an unwonted lightness of heart, and Danby crossed over to the sidewalk whistling cheerily. But when he reached the curb his spirits fell. A woman stood in the flickering light of the drug store, struggling with an umbrella and several parcels. Danby's first glimpse of the woman revealed two things: first, that she was his wife; second, that she was crying and was very angry. Danby ceased to whistle.

"Great Scott, Marie!" he said, "where did you come from?"

"Out of that car," she said, "and I wan you to go back and thrash the conductor within an inch of his life. He's a villain. Somehow he got hold of a counterfeit dollar on the trip. He accused me of giving it to him. I didn't at all, but he raised such a row right there before folks. that I got scared half to death, and before I knew what I was doing I took the dollar and gave him 95 cents in change. It's an outrage. Here's the dollar. I wish you'd take it and pass it off somewhere tomorrow."

Danby dropped the dollar into his pocket. "Well, I'll be blanked," he said.

Faults of Clerks.

Lack of consideration is the greatest fault to be found among clerks and saleswomen in the stores today. The behavior of some salespeople to a store's customers passes all comprehension when it is considered that the store is glad to get these customers within its walls, that good goods, neatly arranged, and pleasantly handled by competent employees, may bring them to make purchases. Get into the average store, when an employer or floor-walker is not looking, and see the reception you get at the hands of some clerks. You may be pleasantly received, but venture to ask for some article, the showing of which will entail a cost of several minutes of the clerk's time. The atmosphere grows chilly and full of clouds without delay and you are distinctly shown by looks and even innuendoes that you are unwarrantably presumptuous. At least this is the fact in all too many cases. Often this attitude of the clerk assumes proportions of downright impoliteness and even insolence.

But lack of consideration is not the only fault that a confirmed shopper may find with the people who wait upon one in stores. Their faults are legion, and the strange part of it is that they are faults that militate directly against the welfare of the clerks and their employers. They are faults that drive away trade. Impoliteness is, of course, one of the greatest of these, but lack of politeness is one form of consideration.

Inattentiveness to their work is another fault of many clerks. This fault in their salespeople proves more expensive to storekeepers,

possibly, than any other. They know their business well enough for all practical purposes. They are quick enough when they act, and if they would attend more strictly to their work, be just a little more polite, and learn to be considerate of the people doing business with them, they would be generally satisfactory. But they will not do this. Why they won't is a mystery, for it is only by correcting these faults than they can ever hope to work to their own advantage.—Shoe Retailer.

BANKERS LIFE ASSOCIATION of Des Moines, Ia.

What more is needed than pure life insurance in a good company at a moderate cost? This is exactly what the Bankers Life stands for. At age of forty in 26 years cost has not exceeded \$10 per year per 1,000—other ages in proportion. Invest your own money and buy your insurance with the Bankers Life.

E. W. NOTHSTINE, General Agent
406 Fourth Nat'l Bank Bldg.
GRAND RAPIDS, MICHIGAN

Traveling Men Say!

After Stopping at

Hermitage European Hotel

in Grand Rapids, Mich.

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

J. MORAN, Mgr.

All Cars Pass Cor. E. Bridge and Canal

LIVINGSTON HOTEL

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

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

A Whole Day for Business Men in
New York

Half a day saved, going and coming, by taking the new

Michigan Central "Wolverine"

Leaves Grand Rapids 11:10 A. M., daily; Detroit 3:40 P. M., arrives New York 8:00 A. M.

Returning, Through Grand Rapids Sleeper leaves New York 4:30 P. M., arrives Grand Rapids 1:30 P. M.

Elegant up-to-date equipment.
Take a trip on the Wolverine.

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.

Movement to Restore the Northern Book.

Detroit, Oct. 24.—Michigan travelers are educated to a much higher standard than those in other states, according to the railroad officials, who are trying to explain to Gov. Warner why the Michigan roads abandoned the Northern mileage book and substituted the Central Passenger Association mileage book, much to the disgust and inconvenience of traveling men.

Gov. Warner was at the Russell house this afternoon for the purpose of holding a conference with the various railroad officials, but Messrs. Ledyard and Russell of the Michigan Central, asked for an adjournment. The conference was postponed until November 3 or 4.

The Governor had with him about two hundred letters from traveling men all over the State protesting against the inconvenience and injustice worked by the new mileage book.

The Northern mileage book was the most satisfactory ever used, according to traveling men, its use entailing no inconvenience. The conductor simply detached the mileage and the holder of the book signed a slip for identification. The rules governing the Central Passenger Association mileage book make it necessary for the holder of the book to present it at the ticket office, where the agent detaches the mileage and issues a ticket. It is only after securing this ticket that baggage can be checked.

"The rules governing the new book work so many disadvantages that we have not been accustomed to," said Gov. Warner, "that there is already an immense demand for a change. For instance, I learned from a traveling man what he had to put up with in going from Detroit to St. Clair. He went to the Grand Trunk depot and his mileage was only accepted as far as Lenox, because a change had to be made there to the Michigan Central railroad. Neither would they check his trunks through, but forced him to recheck his trunks at Lenox. There was twenty-five cents excess on his trunks and he had to pay that amount twice. With the Northern book his baggage would have been checked through and he would only have had to pay excess once.

"In a number of instances I have learned that where connections are close at junction points the connecting road will not wait for the agent to exchange the mileage for tickets, which takes some time. This forces traveling men to either miss the train or pay cash fares."

Although the railroads are reserving the presentation of their case the general points are known. When the Northern mileage book was in use it was good on all Michigan roads, except the Wabash and Lake Shore, which never used it. The claim is that the roads using the Northern book lost a great deal of business from New York and Chicago, as traveling men from other states would take the roads on which their C. P. A. books were good.

The contention is also made that

the Northern books gave conductors an opportunity to knock down by pulling out only a small trip of mileage, sufficient to make a return, and taking cash for the balance of the trip.

Railroad officials think objections to the C. P. A. book will subside within thirty days, but Gov. Warner says complaints will increase, as some traveling men still have some Northern mileage left and have not yet been up against the new system.

Gov. Warner has plainly intimated to the railroads that, unless some relief is speedily afforded, he will endeavor to have the Legislature take some action. Railroads no longer issue family mileage books and the courts have decided that they cannot be compelled to do so, but the Governor believes that the Legislature can regulate mileage books that are issued.

Wise Willie Who Failed To Make Good.

Written for the Tradesman.

"Slivers" Smith folded up the letter he had been reading and turned to the lunch in the smoker of the Trans-State with:

"Do any of you guys know the Hon. Clarence Hisright?"

Billy Burns came out of his nap long enough to remark that he had met the gentleman and then relapsed into a jumpy slumber.

"Slivers" resumed his cigar, which he had allowed to go out while reading the letter which had been handed him just before train time and which he had not had time to read before, and said:

"Well, for the benefit of those who do not know him I will give a sketch of his history. It seems that his father runs a fairly good-sized store in one of the lake towns and, after Clarence had absorbed all the knowledge one of the minor colleges could give him, papa took him into the store. He had a nice job, just nothing to do but keep the girls from their work by talking dances and parties to them and how much his diamond ring cost, etc., and so papa was pretty anxious to get him away working for someone else who would make him really do something.

"He used his pull to such advantage that he got him a road job with a Detroit house carrying a line of medium priced dress goods through the northern part of the State, and Clarence at once became the wisest Willie that ever happened. He hadn't been out two weeks when he could outlie a Chicago grocery salesman in the amount of goods he was selling and, as for hitting the grand pose in the lobby of the village hotel, he was the hit of the piece. He would perch up in a chair in the window with a cigarette in his mouth and throw glad smiles into the faces of the village maidens as they passed by until you wanted to walk up and hand him a slap on the wrist that would dislocate his entire anatomy.

However, with all his four flushing, he was really selling some goods and stood fairly well with the sales manager for several weeks and then

the trouble began. It seems that some one had handed him a lot of dope about working the expense account and when he turned in for the two weeks he had a beautiful layout, covering late suppers to dining room girls in the tall grass towns, a new suit and other "extras" to a tidy sum.

Well, you can imagine the old man when he saw the account and also imagine the letter he shot to that boy. It must have been a hummer, as it caused Willie to almost quit his job and, among other things, it informed him that the extras would be charged to his salary and deducted in weekly installments.

This caused the boy to sulk and he didn't make an effort to sell any goods. The call-downs followed thick and fast and several of the boys who were acquainted with the inside facts tried to straighten him up and send him along right, but he refused to work and, among other things, this letter informs me that he is now back with papa telling the girls what a regular rascal he was while out on the road."

"That's the trouble with these 'Papa boys,'" said "Buck" Wooley, "they nearly always fall down, as the old man is so easy he never has them broke in so they can work for anyone else. Of course, there are exceptions, and I know one young fellow who had every opportunity to fail who has certainly made good.

"As a kid he was the limit and gave both mamma and papa some pretty anxious hours. He was in his sophomore year in college when his father was taken sick and he was called home. The father never got well and the boy had to take hold of the store. He was a little familiar with the business from working in it during vacations and busy times, but with all the handicap he made good from the start. He stayed up nights learning the stock and studying advertising and has nearly doubled the business in five years. He is a hustler, and you would never expect for a moment that he had been so near to going the other way." J. F. Cremer.

Gripsack Brigade.

G. L. Chriswell, who covers the Upper Peninsula and the northern portion of the Lower Peninsula for the Beechnut Packing Co., was married last week to Miss Clara Albro, of Portland, since which time he has been kept busy receiving the congratulations of his many friends. Mr. Chriswell has been making his headquarters at Grand Rapids, but will transfer his oasis to Portland from now on.

A Port Huron correspondent writes: Lorenzo D. Wilson, city salesman for F. Saunders & Co., has disappeared in a mysterious manner, with circumstances pointing toward a case of desertion of his family. The last heard from him was last Friday, when he was at Sarnia. On Thursday, after having finished his work, he turned in his orders and told the shipping clerk he was going home to rest up for a few days. However, he didn't go home, but the next day sent

a note to his wife saying that he had lost confidence in himself and was going away, adding: "I may never see you or the boys again." Wilson's domestic life is said to have been pleasant.

Detroit Free Press: Up to the present time Gov. Warner has touched on the question of the new mileage book in two speeches and given the assurance in three interviews that the railroads will change back to the old one. The new book is objectionable to habitual travelers because it is necessary for the holder of one to exchange its contents for a ticket at the office in the station. At times this rule would be of little moment and at times it would cause delay and annoyance. But objections to it supplied an opportunity which Gov. Warner was quick to take advantage of. He espoused the cause of the commercial travelers. He assured them of the unselfish motives of the railroads and he threatened a bit of legislation unless that unselfishness found speedy manifestation. Whatever the outcome the Governor has put himself in a splendid position and next year, when the campaign is on, we will hear his good work lauded and his name cheered by all the commercial men in Michigan. Incidentally the Governor may whisper to Atwood that it would be a good political move if the railroads would pay attention to his request.

Short Sayings of Great Men.

T. J. O'Brien: The train of thought is often made up of empty cars.

D. C. Steketee: Long green continues to be the favorite color with sensible women.

Wm. H. Anderson: A man doesn't have to be fond of birds to try to corner all the eagles on the dollars.

Clay H. Hollister: Most people's charity comes disguised as advice.

H. J. Vinkemulder: Patience is the plain little rocky path that leads up the hill of success.

Louis Barth: The modern man who dies with a five-syllabled disease must create a sensation when he enters the next world.

Deacon Loomis: We pray heaven to grant us some boon—then when it comes we talk about our luck.

Geo. H. Reeder: A woman's cleverness is only skin deep.

Mel Trotter: Many a woman has talked herself out of Paradise.

Darby Hull: The most truthful woman tells a hundred lies with her eyes every day.

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

Buffalo, Oct. 25—Creamery, 21@23c; dairy, fresh, 17@20c; poor, 15@17c.

Eggs—Fresh, candled, 24c.
Live Poultry—Fowls, 10c; chickens, 10@11½c; ducks, 14c; geese, 11@12c; springs, 12@13c.

Dressed Poultry — Chickens, 12@13c; fowls, 12½c.

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—65c per bushel.

Rea & Witzig.



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.

Cherry Laurel Water Objectionable in Hypodermics.

In some hospitals in France it is customary to add one-fifth the volume of cherry laurel water to the distilled or boiled water in which the alkaloids, etc., intended for hypodermic solution are dissolved. This addition is made with the view of preventing the development of molds and the decomposition of the solutions. According to Berille, a pharmacist in one of the French military hospitals, it is a bad practice to add cherry laurel water to hypodermic solutions. Experiments showed that the addition of this preparation to solutions of alkaloids, etc., produces marked chemical and physical changes therein. A precipitate slowly forms in the solutions, especially if the cherry laurel water employed is not perfectly fresh. The author could not isolate the principle which causes this precipitate, but feels certain it could be isolated if large amounts of cherry laurel water were analyzed. The addition of this water is useless in preventing the formation of molds, as the water in which the medicinal principle is dissolved should be boiled anyway. Besides, the addition of cherry laurel water to hypodermic solutions makes the injections more painful. A new application of the results of these researches is suggested by the author. By adding a solution of an alkaloid—for example, cocaine—to cherry laurel water it is easy to distinguish whether this water has been recently prepared or is old and deteriorated. This is simply done by noting whether or not a precipitate occurs, as in the old solutions the water becomes turbid on the addition of cocaine.

A New Test for Citrates.

A new and delicate test for citrate, which can be so applied as to give the most satisfactory results even in the presence of much tartrate, has been introduced recently by Deniges. This test consists in oxidizing the citric radical by means of potassium permanganate in presence of strongly acid solution of mercuric sulphate, when a highly-insoluble white precipitate is produced. The mercuric-sulphate solution is prepared by adding 20 c.c. of concentrated sulphuric acid

to 100 c.c. of water, and then adding 5 gms. of mercuric oxide to the still hot mixture. To carry out the test, 5 c.c. of the liquid to be tested for citrate are heated to boiling with 1 c.c. of the mercuric-sulphate solution, and to the almost boiling mixture 1 or 2 to 5 or 6 or more drops of a 2-per cent. solution of potassium permanganate are cautiously added. In the presence of a citrate the permanganate rapidly becomes decolorized, and then a white precipitate somewhat suddenly makes its appearance. A tartrate also decolorizes the permanganate, but no precipitate is produced. Deniges has shown that the citric acid is converted by the oxidation into acetone-dicarboxylic acid, and that the precipitate is produced by the interaction of the latter with the mercuric sulphate to form an insoluble basic mercuric acetone-dicarboxylate and sulphate of complicated composition. We can strongly commend this reaction to the notice of our correspondents as a delicate and highly characteristic test for citrate, which is most easily and rapidly carried out and supplies a long-standing analytical requirement.

Fumes of Burnt Sugar as an Antiseptic.

The custom of burning sugar in a sick-room is very current among all classes in France, but up to the present has been regarded by scientists as one of those harmless and useless practices which are rather tolerated than insisted upon by the medical profession. But M. Trillat, of the Pasteur Institute, now assures us that formic aldehyde is given off by burning sugar and is one of the most antiseptic gases known. Five grams of sugar having been burnt under a ten-litre bell glass, the vapor was allowed to cool. Vials containing the bacilli of typhoid, tuberculosis, charbon, etc., were then introduced. Within half an hour every microbe had succumbed. Again, if sugar be burnt in a closed vessel containing rotten eggs or putrid meat, the disagreeable smell disappears. M. Trillat affirms that the formic aldehyde combines with the gases given off by the putrid animal matter and renders them inodorous.

Salicylated Fruit Syrups.

A number of pharmacists are being prosecuted in Philadelphia for using syrups at their soda fountains in which objectionable and harmful coloring and preservative agents have been employed. Nineteen arrests have been made and each offender has been held under \$400 bail. A similar crusade is threatened in Washington, D. C., where it has been found by the health department that many soda syrups contain salicylic acid, the use of which is prohibited by the pure food law of the District of Columbia.

Can Druggists Refuse Colored Trade?

A suit has been instituted against A. A. Le Fevre, of Lancaster, Pa., by a negro, on the ground that he was refused a glass of soda water on account of his color. He claims that his rights as a citizen have been imposed upon and sues for \$500 damages. The outcome is awaited with great interest by the drug trade as well as the general public.

Winter Trade and Hot Soda.

Big or little, city or town, every druggist ought to carry hot soda. There's only one way to go at this question. If you take it up with a sad face, and the fixed idea that hot soda is going to be a failure, why, the chances are that hot soda is going to accommodate you and be a failure. The druggist who wants to make the most of his opportunities must saturate himself with the idea that it's up to him to make hot soda a success in his individual case, whether it take one year, two years, or three years. This idea acquired, then go ahead.

One of the main reasons why you ought to carry hot soda is that it is a giant help toward keeping your soda department lively the year 'round. You don't want your soda fountain throughout six months of the year to look like an excavated section of Ancient Rome. You want it to be like the rest of your store—alive, busy, stirring, bringing in the sheaves. Another reason why you should carry hot soda is the fact that it pays a large percentage of profit. People can be educated to drink hot soda, and the best way to start their education is to have it. Climate counts for little. Hot soda sells better in Mobile, Ala., than in some of the lake cities. In many southern cities people begin drinking hot soda in August and September. This is peculiar, you say? Not at all. Don't people drink boiling hot coffee every day in the year? It's all a matter of habit. About October your summer campaign will be drawing to a close, and it's time to get up your first hot soda folder.

Don't Overcrowd the Windows.

Some druggists make their window displays with the sole idea in mind of creating an impression of an immense stock of goods. That is all right in a way but it may fall short of presenting the goods in the way that shall be most likely to cause people to want to buy them. A display that shall be mainly quantity is all right occasionally, but much of the druggist's line calls for such a display as shall make the articles seem particularly desirable and make people want to buy them. Good taste in window displays calls for careful and attractive arrangement of stock with pretty color effects. Mere quantity may impress, but it is not likely to do the business that good taste will.

Keeping Flaxseed Free from Bugs.

In a note on this subject Mr. Mittelbach advised the use as a container of a tin can with a close-fitting top. At the bottom of the can place a small vial of chloroform with a loose-fitting cork stopper. Then pour the flaxseed, whole or ground, into the can, covering the vial. Enough of the chloroform will escape from the vial to kill such insects as infest the flaxseed. If your flaxseed is fresh and free from insects when purchased, it will remain so, so long as you apply the preventive.

Determining the Quality of Cotton-Seed Meal.

The chief fault with flaxseed and other meals is that they are likely to have been largely robbed of their oil,

and therefore to constitute what is technically known as "oil cake." The chief test to determine the quality of cottonseed meal would be that of finding out its content of oil. When extracted with carbon disulphide, it should yield not less than 15 per cent. of fixed oil. You might also look for the admixture of starch by means of the familiar iodine test.

The Drug Market.

Opium—Notwithstanding the small crop and higher primary markets, it is dull and weak.

Morphine—Is unchanged.

Quinine—Is steady.

Balm Gilead Buds—Stocks are getting lighter and the price is advancing.

Haarlem Oil—Has advanced on account of small stocks.

Menthol—Is very firm at the late advance.

Nitrate Silver—Has advanced on account of higher prices for the bullion.

Oil Peppermint—Is very firm and advancing.

Gum Camphor—Is very firm and has advanced 5c per pound.

Linseed Oil—Is dull and lower.

Cantharides — Both Chinese and Russian are advancing.

Distinctive Dress for Pharmacists.

The Era discusses this problem and suggests that some good may ultimately come from the move in the direction of adopting a uniform dress for pharmacists. If it proves as difficult for druggists to decide upon a style as it has for pharmacy students to unite in agreement on "full dress," caps and gowns or black suits for graduation exercises, it will be some time before you can recognize a druggist at sight by the kind of clothes he wears.

DO YOU SELL

HOLIDAY GOODS?

If so, we carry a **Complete Line Fancy Goods, Toys, Dolls, Books, Etc.** It will be to your interest to see our line before placing your order.

Grand Rapids Stationery Co.
 29 N. Ionia St.
 GRAND RAPIDS, MICH.

Holiday Goods

Visit our sample room and see the most complete line.

Druggists' and Stationers'
 Fancy Goods Leather Goods
 Albums Books
 Stationery
 China Bric-a-Brac Perfumery
 Games Dolls
 Toys

Fred Brundage

Wholesale Druggist

Muskegon, 32-34 Western Ave. Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Copaiba 1 15@1 25	Scillae Co @ 50
Aceticum 6@ 8	Cubebae 20@1 30	Tolutan @ 50
Benzoinum, Ger. 70@ 75	Evechthitos 1 00@1 10	Prunus virg @ 50
Boricum 26@ 29	Erigeron 1 00@1 10	Tinctures
Citricum 42@ 45	Gaultheria 2 25@2 35	Anconitum Nap'sR 60
Hydrochlor 8@ 10	Geranium oz 50@ 60	Anconitum Nap'sF 60
Nitricum 10@ 12	Gossypii Sem gal 60@1 70	Aloes 50
Oxalicum @ 15	Hebeoma 1 60@1 20	Arnica 50
Phosphorium, dil. @ 15	Junipera 40@1 20	Aloes & Myrrh 50
Salicylicum 42@ 45	Lavendula 30@2 75	Asafoetida 50
Sulphuricum 134@ 5	Limonis 30@1 10	Atrope Belladonna 50
Tannicum 75@ 80	Mentha Piper 3 00@3 25	Aurant Cortex 50
Tartaricum 38@ 40	Mentha Verid 5 00@5 50	Benzoin Co 50
Ammonia	Morrhuae gal 1 25@1 50	Barosma 50
Aqua, 18 deg. 4@ 6	Myrica 3 00@3 50	Cantharides 75
Aqua, 20 deg. 6@ 8	Olive 75@3 00	Capicum 75
Carbonas 13@ 15	Picis Liquida 10@ 12	Cardamon 75
Chloridum 12@ 14	Picis Liquida gal @ 35	Cardamon Co 75
Aniline	Ricina 92@ 96	Castor 1 00
Black 2 00@2 25	Rosmarini @ 1 00	Catechu 50
Brown 80@1 00	Rosae oz 5 00@6 00	Cinchona 50
Red 45@ 50	Succini 40@ 45	Cinchona Co 50
Yellow 2 50@3 00	Sabina 90 1 00	Columbia 50
Baccae	Santal 2 25@4 50	Cubebae 50
Cubebae po. 20 15@ 18	Sassafras 75@ 80	Cassia Acutifol 50
Juniperus 5@ 6	Sinapis, ess, oz. @ 65	Cassia Acutifol Co 50
Xanthoxylum 30@ 35	Tigil 1 10@1 20	Digitalis 50
Balsamum	Thyme 40@ 50	Ergot 50
Copaiba 45@ 50	Thyme, opt @ 1 60	Ferri Chloridum 35
Peru @ 1 50	Theobromas 15@ 20	Gentian Co 50
Terabin, Canada 60@ 65	Potassium	Gulaca 50
Tolutan 35@ 40	Bi-Carb 15@ 18	Gulaca ammon 50
Cortex	Bichromate 13@ 15	Hyoseyamus 50
Abies, Canadian 18	Bromide 25@ 30	Iodine 75
Cassiae 20	Carb 12@ 15	Iodine, colorless 75
Cinchona Flava 18	Chlorate po. 12@ 14	Kino 50
Buonyma atro. 30	Cyanide 34@ 38	Lobella 50
Myrica Cerifera 20	Iodide 3 60@3 65	Myrrh 50
Prunus Virgini. 12	Potassa, Bitart pr 30@ 32	Nux Vomica 50
Quillaja, grd 12	Potass Nitras opt 7@ 10	Opil 75
Sassafras po. 25 24	Potass Nitras 6@ 8	Opil, camphorated 50
Ulmus 40	Prussiate 23@ 26	Opil, deodorized 1 50
Extractum	Sulphate po 15@ 18	Quassia 50
Glycyrrhiza Gla. 24@ 30	Radix	Rhatany 50
Glycyrrhiza, po. 28@ 30	Aconitum 20@ 25	Rhel 50
Haematox 11@ 12	Althae 30@ 33	Sanguinaria 50
Haematox, 1s 13@ 14	Anchusa 10@ 12	Sanguinaria 50
Haematox, 1/2s 14@ 15	Arum po @ 25	Stromonium 50
Haematox, 3/4s 16@ 17	Calamus 20@ 40	Tolutan 60
Ferru	Gentiana po 15 12@ 15	Valerian 50
Carbonate Precip. 15	Glycyrrhiza pv 15 16@ 18	Veratrum Veride. 50
Citrate and Quina 2 00	Hydrastis, Canada 1 90	Zingiber 20
Citrate Soluble 55	Hydrastis, Can. po @ 2 00	Miscellaneous
Ferrocyanidum S 40	Hellebore, Alba. 12@ 15	Aether, Spts Nit 3f 30@ 35
Solut. Chloride 15	Inula, po 18@ 22	Aether, Spts Nit 4f 34@ 38
Sulphate, com'l. by 2	Ipeaca po 2 00@2 10	Alumen, grd po 7 3@ 4
Sulphate, pure 7	Iris plox 35@ 40	Annatto 40@ 50
Flora	Jalapa, pr 25@ 30	Antimoni, po 4@ 5
Arnica 15@ 18	Maranta, 1/2s @ 35	Antimoni et po T 40@ 50
Antemhis 22@ 25	Podophyllum po. 15@ 18	Antipyrin @ 25
Matricaria 30@ 35	Rhel 75@1 00	Antifibrin @ 20
Folia	Rhel, cut 1 00@1 25	Argenti Nitras oz @ 15
Barosma 25@ 30	Rhel, pv 75@1 00	Arsenicum 10@ 12
Cassia Acutifol. 15@ 20	Spigella 30@ 35	Balm Gilead buds 60@ 65
Cassia, Acutifol. 25@ 30	Sanuginari, po 18 @ 15	Bismuth S N 2 80@2 85
Salvia officinalis, 18@ 20	Serpentaria 50@ 55	Calcium Chlor, 1s @ 9
1/4s and 1/2s 8@ 10	Senega 85@ 90	Calcium Chlor, 1/2s @ 12
Uva Ursi @ 10	Smilax, off's H. @ 25	Calcium Chlor 1/4s @ 10
Gummi	Smilax, M @ 25	Cantharides, Rus @ 1 75
Acacia, 1st pkd. @ 65	Scillae po 35 10@ 12	Capsici Fruc's af @ 20
Acacia, 2nd pkd. @ 45	Symplocarpus @ 25	Capsici Fruc's po @ 22
Acacia, 3rd pkd. @ 35	Valeriana Eng @ 25	Cap'l Fruc's B po @ 15
Acacia, sifted sts. @ 28	Valeriana, Ger. 15@ 20	Carophyllus 20@ 22
Acacia, po. 45@ 65	Zingiber a 12@ 14	Carmine, No. 40. @ 25
Aloe Barb 22@ 25	Zingiber J 16@ 20	Cera Alba 50@ 55
Aloe, Cape @ 25	Semen	Cera Flava 40@ 42
Aloe, Socotri @ 45	Anisum po 20 @ 16	Crocus 1 75@1 80
Ammoniac 55@ 60	Aplum (gravel's) 13@ 15	Cassia Fructus @ 35
Asafoetida 35@ 40	Bird, 1s 4@ 6	Centraria @ 10
Benzoinum 50@ 55	Carul po 15 10@ 11	Cataceum @ 35
Catechu, 1s @ 13	Cardamon 70@ 90	Chloroform 32@ 52
Catechu, 1/2s @ 14	Corlandrum 12@ 14	Chloro'm Squibbs @ 90
Catechu, 3/4s @ 16	Cannabis Sativa. 5@ 7	Chloral Hyd Crs1 35@1 60
Camphorae 86@ 90	Cydonium 75@1 00	Chondrus 20@ 25
Euphorbium @ 40	Chenopodium 25@ 30	Cinchonidine P-W 38@ 48
Galbanum @ 1 00	Dipterix Odorate. 80@1 00	Cinchonid'e Germ 38@ 48
Gamboge po. 1 25@1 35	Poeniculum @ 18	Cocaine 4 05@4 25
Gualacum po. 35 @ 35	Poenugreek, po. 7@ 9	Corks Ist D P Ct. @ 45
Kino po. 45c @ 45	Lini 4@ 6	Creta, prep @ 5
Mastic @ 60	Lini, grd. bbl. 2 1/2 3@ 6	Creta, precip 9@ 11
Myrrh po. 50 @ 45	Lobelia 75@ 80	Creta, Rubra @ 8
Opil 3 60@3 65	Pharlaris Cana'n 9@ 10	Crocus 1 35@1 40
Shellac 40@ 50	Rapa 5@ 6	Cudbear @ 24
Shellac, bleached 45@ 50	Sinapis Alba 7@ 9	Cupri Sulph 6@ 8
Tragacanth 70@1 00	Sinapis Nigra 9@ 10	Dextrine 7@ 10
Herba	Spiritus	Emery, all Nos. @ 8
Absinthium 4 50@4 60	Frumenti W D. 2 00@2 50	Emery, po @ 6
Eupatorium, oz pk 20	Frumenti 1 25@1 50	Ergota po. 65 60@ 65
Lobelia oz pk 25	Juniperis Co O T 1 65@2 00	Ether Sulph 70@ 80
Majorum oz pk 28	Juniperis Co 1 75@3 50	Flake White 12@ 15
Mentra Pip. oz pk 23	Saccharum N E 1 90@2 10	Galla @ 23
Mentra Ver. oz pk 25	Spt Vini Galli 1 75@2 00	Gambler 8@ 9
Rue oz pk 39	Vini Oporto 1 25@2 00	Gelatin, Cooper. @ 60
Tanacetum V. 22	Vina Alba 1 25@2 00	Gelatin, French 35@ 70
Thymus V. oz pk 25	Sponges	Glassware, ft box 65
Magnesia	Florida Sheeps' wool 3 00@3 50	Less than box 70
Calcined, Pat 55@ 60	Nassau sheeps' wool 3 50@3 75	Glue, brown 11@ 13
Carbonate, Pat 18@ 20	Velvet extra sheeps' @ 2 00	Glue white 15@ 25
Carbonate, K-M. 18@ 20	wool, carriage. @ 1 25	Glycerina 13 1/2@ 18
Carbonate 18@ 20	wool carriage. @ 1 25	Grana Paradisi. @ 25
Oleum	Grass sheeps' wool, @ 1 25	Humulus 35@ 60
Absinthium 4 90@5 00	carriage @ 1 25	Hydrang Ch Mt @ 95
Amygdalae, Dulc. 50@ 60	Hard, slate use. @ 1 00	Hydrang Ch Cor @ 90
Amygdalae, Ama 8 00@8 25	Yellow Reef, for @ 1 40	Hydrang Ox Ku'm @ 1 05
Anisi 1 45@1 50	slate use @ 1 40	Hydrang Amm'o'l @ 1 15
Aurant Cortex 2 20@2 40	Syrups	Hydrang Ungue'm 50@ 60
Bergamili 2 50@2 60	Acacia @ 50	Hydrangyrum @ 75
Cajiputi 85@ 90	Aurant Cortex @ 50	Ichthyobolla, Am. 90@1 00
Caryophilli 1 00@1 10	Zingiber @ 50	Indigo 75@1 00
Cedar 50@ 90	Ipecac @ 60	Iodine, Resubi 4 85@4 90
Chenopadi 3 75@4 00	Ferri Iod @ 50	Iodoform 4 90@ 5 00
Cinnamoni 1 00@1 10	Rhel Arom @ 50	Lupullin @ 40
Citronella 60@ 65	Smilax Off's 50@ 60	Lycopodium 85@ 90
Conium Mac 80@ 90	Senega @ 50	Macis 65@ 75

Liquor Arsen et Hydrarg Iod 25	Rubia Tinctorum 12@ 14	Vanilla 9 00@
Liq Potass Arsinit 10@ 12	Saccharum La's 22@ 25	Zinci Sulph 7@ 8
Magnesia, Sulph. 2@ 3	Salacin 50@4 75	Oils
Magnesia, Sulph bbl @ 1 1/2	Sanguis Drac's 40@ 50	Whale, winter bbl. gal. 70@ 70
Mannia, S F 45@ 50	Sapo, W 12@ 14	Lard, extra 70@ 80
Menthol 3 40@3 60	Sapo, M 10@ 12	Lard, No. 1 60@ 65
Morphia, S P & W2 35@2 60	Sapo, G @ 15	Linseed, pure raw 38@ 43
Morphia, S N Y Q2 35@2 60	Seidlitz Mixture 20@ 22	Linseed, boiled 39@ 44
Morphia, Mal. 2 35@2 60	Sinapis @ 18	Neat's-foot, w str 65@ 70
Moschus Canton. @ 40	Sinapis, opt @ 30	Spts. Turpentine Market
Myristica, No. 1 28@ 30	Snuff, Maccaboy, @ 51	Paints
Nux Vomica po 15 @ 10	DeVoes @ 51	Red Venetian 1 1/2 @ 2 @ 4
Os, Sepia 25@ 28	Snuff, S'h DeVoes @ 51	Ocre, yel Ber 1 1/2 @ 2 @ 3
Pepsin Saac, H & P D Co @ 1 00	Soda, Boras 9@ 11	Putty, commer'l 2 1/2 @ 3
Picis Liq N N 1/2 @ 2 00	Soda et Pot's Tart 25@ 28	Putty, strictly pr 2 1/2 @ 3
Picis Liq qts @ 1 00	Soda, Carb 1 1/2 @ 2	Vermillion, Prime @ 15
Pil Hydrarg po 80 @ 60	Soda, Bi-Carb 3@ 5	American 13@ 15
Piper Nigra po 22 @ 13	Soda, Ash 3 1/2 @ 4	Vermillion, Eng. 75@ 80
Piper Alba po 35 @ 30	Soda, Sulphas @ 2 00	Green, Paris 14@ 18
Pix Burgum @ 7	Spts, Cologne @ 60	Green, Peninsular 13@ 16
Plumbi Acet 12@ 15	Spts, Myrcia Dom @ 2 00	Lead, red 6 1/2 @ 7
Pulvis Ip'e et Opil 1 30@1 50	Spts, Vi'i Rect bbl @	Lead, white 6 1/2 @ 7
Pyrethrum, bxs H & P D Co, doz @ 75	Spts, Vi'i Rect 1/2 b @	Whiting, white S'n @ 90
Pyrethrum, pv 20@ 25	Spts, Vi'i R't 10 gl @	Whiting Gilders' @ 95
Quassia 8@ 10	Spts, Vi'i R't 5 gal @ 1 05@1 25	White, Paris Am'r @ 1 25
Quina, S P & W 22@ 32	Strychnia, Cryst'l 1 05@1 25	Whit'g Paris Eng @ 1 40
Quina, S Ger. 22@ 32	Sulphur Subl 2 1/2 @ 4	Universal Prep'd 1 10@1 20
Quina, N. Y. 22@ 32	Quassiae 8@ 10	Varnishes
	Quina, S P & W 22@ 32	No. 1 Turp Coachl 10@1 20
	Quina, S Ger. 22@ 32	Extra Turp 60@1 70
	Quina, N. Y. 22@ 32	

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	Manicule Sets In Stag, Ebony, Cellu- loure, Silver and Wood
Ash Trays	Medallions
Atomizers	Medicine Cases
Austrian Novelties	Metal Frames
Autographs	Mirrors
Baskets	Military Brush Sets
Blocks	Music Boxes
Bronze Figures	Music Rolls
Bouquet Holders	Necktie Boxes
Candelabra	Paper Clips
Candlesticks	Paper Files
Card Receivers	Paper Knives
Child's Sets	Paper Weights
Cigars Sets and Cases	Perfumes
Collar and Cuff Boxes	Photo Boxes
Curios	Photo Holders
Cut Glass	Placques
Desk Sets	Pictures
Dolls	Pipe Sets
Fancy Box Paper to retail 5c to \$3 each	Rogers' Silverware
Fancy China	Rookwood Pottery In Vases, Etc.
Fancy Hair, Cloth, Hat and Bonnet	Shaving Sets
Brushes	Stag Horn Novelties
Flasks	Steins
Games	Tankards
Gents' Leather Cases to retail 75c to \$10 each	Thermometers on Fancy Figures to re- tail 25c to \$2 each
German Novelties	Toilet Sets in Stag Horn, Ebony, Ebon- ite, Cocobolo, China, Silver, Metal and Celluloid
Glove and Handkerchief Sets	Tobacco Jars
Gold Clocks	Whisk Holders
Hand Painted China	BOOKS —All the latest copyright Books, Popular Priced 12 mos., 16 mos., Booklets, Bibles, Children's Books, Etc.
Hargreave's Wooden Boxes	Also a full line of Druggists' Staple Sundries, Stationery, School Sup- plies, Etc.
Hovey & Harding Novelties to retail 25c to \$3 each	
Infants' Sets	
Ink Stands to retail 25c to \$5 each	
Japanese Novelties	
Jewel Cases	
Lap Tablets	
Match Safes	

Hazeltine & Perkins Drug Company
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets By Columns

Table listing various grocery items and their prices, organized by column (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y).

Table 1: AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BUTTER COLOR, CANNED GOODS, CEREALS, CHEESE, etc.

Table 2: Plums, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Carbon Oils, Cereals, etc.

Table 3: CHEWING GUM, CHICORY, CHOCOLATE, COCOA, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, etc.

Table 4: Honey Fingers, Honey Jumbles, Iced Honey Crumpet, Imperials, Jersey Lunch, Lady Fingers, etc.

Table 5: Jennings Terpeness Lemon, GRAIN BAGS, GRAINS AND FLOUR, WHEAT, etc.

Table 6: MOLASSES, MINCE MEAT, MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, Sausages, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine, Canned Meats.

Table 7: RICE, SALAD DRESSING, SALES RATIS, SALT, Warsaw, Solar Rock, Common, SALT FISH, Cod, Halibut, Herring, Trout, Mackerel, Whitefish, SEEDS, SHOE BLACKING, SNUFF, SOAP, LAUTZ BROS. & CO.

Table 8: A. B. Wrisley, Soap Powders, Soap Compounds, Scouring, SODA, SOUPS, SPICES, Whole Spices, Common Gloss, Common Corn, SYRUPS, Corn, Pure Cane, TEA, Japan, Sundried, Regular, Gunpowder, Young Hyson, Oolong, Amoy, English Breakfast, India, FANCY, TOBACCO, Fine Cut, Sweet Loma, Hiawatha, Telegram.

Table 9: Pay Car, Plug, Red Cross, Palo, Hiawatha, Kyo, Battle Ax, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Toddy, J. T., Piper Heidsieck, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Mill, Great Navy, Smoking, Sweet Core, Flat Car, Warpath, Bamboo, I X L, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Dukes's Cameo, Myrtle Navy, Yum Yum, Cream Cake, Corn Cake, Blow Boy, Pure Peerless, Air Brake, Cant Hook, Country Club, Forex-XXXX, Good Indian, Self Binder, Silver Foam, Sweet Marie, Royal Smoke, TWINE, Cotton, Jute, Hemp, Flax, Wool, VINEGAR, Malt White Wine, Pure Cider, Pure Cider, WICKING, No. 0, No. 1, No. 2, No. 3, WOODENWARE, Bushels, Market, Splint, Willow, Bradley Butter, Humpty Dumpty, Cork lined, Cedar, Mop Sticks, Eclipse patent, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16, No. 17, No. 18, No. 19, No. 20, No. 21, No. 22, No. 23, No. 24, No. 25, No. 26, No. 27, No. 28, No. 29, No. 30, No. 31, No. 32, No. 33, No. 34, No. 35, No. 36, No. 37, No. 38, No. 39, No. 40, No. 41, No. 42, No. 43, No. 44, No. 45, No. 46, No. 47, No. 48, No. 49, No. 50, No. 51, No. 52, No. 53, No. 54, No. 55, No. 56, No. 57, No. 58, No. 59, No. 60, No. 61, No. 62, No. 63, No. 64, No. 65, No. 66, No. 67, No. 68, No. 69, No. 70, No. 71, No. 72, No. 73, No. 74, No. 75, No. 76, No. 77, No. 78, No. 79, No. 80, No. 81, No. 82, No. 83, No. 84, No. 85, No. 86, No. 87, No. 88, No. 89, No. 90, No. 91, No. 92, No. 93, No. 94, No. 95, No. 96, No. 97, No. 98, No. 99, No. 100.

Table 10: Toothpicks, Traps, Tubs, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, YEAST CAKE, FRESH FISH, OYSTERS, Cans, Bulk Oysters, Shell Goods, HIDES AND PELTS, Old Wool, Tallow, Wool, CONFECTIONS, Pails, Jumbo, Boston Cream, Olde Time Sugar stick.

Table 11: Mixed Candy, Grocers, Special, Conserve, Royal, Ribbon, Broken, Cut Loaf, Leader, Kindergarten, Bon Ton Cream, French Cream, Star, Hand Made Cream, Premio Cream mixed, O F Horehound Drop, Fancy-In Pails, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, Molasses Chews, Molasses Kisses, Golden Waffles, Old Fashioned Molasses, es Kisses, Orange Jellies, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Bitter Sweets, Brilliant Gums, A. A. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, G. M. Peanut Bar, Hand Made Crms, Cream Buttons, and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, lb. case, Buster Brown Goodies, 30lb. case, Up-to-Date Assmt, lb. case, Ten Strike Assortment No. 1, Ten Strike No. 2, Ten Strike No. 3, Ten Strike, Summer assortment, Kalamazoo Specialties, Hauselman Candy Co., Chocolate Maize, Gold Medal Chocolate, Almonds, Chocolate Nugatines, Quadruple Chocolate, Violet Cream Cakes, Gold Medal Creams, pails, Pop Corn, Dandy Smack, Dandy Smack, Pop Corn Fritters, Pop Corn Toast, Cracker Jack, Pop Corn Balls, Cicero Corn Cakes, Cough Drops, Putnam Menthol, Smith Bros., NUTS-Whole, Almonds, Almonds, California sft shell, Brazils, Filberts, Cal. No. 1, Walnuts, soft shelled, Walnuts, French, Table nuts, fancy, Pecans, Med, Pecans, ex. larg., Pecans, Jumbos, Hickory Nuts pr bu Ohio new, Cocoanuts, Chestnuts, New York State, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. Jbo, Choice, H. P. Jumbo, Roasted.

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo 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 more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand.35
Standard35
Puritanos35
Panatellas, Finas.35
Panatellas, Bock35
Jockey Club.35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/2 lb pkg, per case 2 60
38 1/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef
Carcass 4 @ 8 1/2
Forequarters 4 1/2 @ 5
Hindquarters 6 @ 9
Loins7 @ 16
Ribs7 @ 14
Rounds5 1/2 @ 7
Chucks 4 @ 5
Plates @ 3

Pork

Loins @ 11
Dressed @ 7
Boston Butts @ 10
Shoulders @ 8
Leaf Lard @ 8 1/2

Mutton

Carcass @ 7 1/2
Lambs10 @ 11

Veal

Carcass 7 @ 9

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
12ft. 6 thread, extra..

Jute

60ft. 75
72ft. 90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft. 95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
naw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle 6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 4
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 3 in 11
3 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 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 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's1 50
Oxford. 75
Plymouth Rock.1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent 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, large3 75
Halford, small2 25

Place
your
business
on
a
cash
basis
by
using
Tradesman
Coupons

Our Santa Claus

Catalogue is Ready
For Merchants Only
Free for the Asking

This is the catalogue which thousands of
shrewd retailers annually treat as the signal to
begin buying their Holiday goods—**quick**.

Our way of selling permits us to present
complete the most comprehensive Holiday line
long after the lines sold through men begin to
break.

Our Santa Claus Catalogue, therefore, in-
cludes the last of the Christmas novelties and
after its issue nothing is gained and much is
risked by waiting.

In this year's book is a **Holiday goods**
sale of leaders with which to compel Holiday
trade your way.

Can you wonder that "those who know"
give instant attention to our Santa Claus
Catalogue?

Tell us to send you a copy of Catalogue
No. J556.

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.

For Sale—Store building 34x60 ft., with living rooms above and barn 24x38 ft. on same premises. Price \$1,500. Stock of general merchandise if sold now could be reduced to \$5,000 or less by January 1st. Located in a lively country village 4 miles from nearest store. Business pays a profit of \$1,500 to \$2,000, annually, above store expenses; Will sell right for cash or No. 1 negotiable paper. Best of reasons for selling. If you are looking for a well-established paying business, address No. 90, care Michigan Tradesman. 90

Virginia—Established general merchandise business in railroad village in Virginia. About 200 population. New eight-room dwelling, two story store building, barn, stable and other buildings. Three acres of land. Only store in the village. Surrounding country thickly settled by Northern and Western people. Will inventory stock for cash, about \$1,200. All buildings and good will for \$5,000, part cash, balance on terms to suit. An excellent opportunity for good man with small capital. Also 400 acre plantation; twelve-room dwelling; three-story produce barn; stock barns, tenant houses, etc. Good land, good climate, good country. Price \$10,000, no less, but will arrange terms to suit purchaser. No exchange considered. Detailed information by addressing the owner, W. S. Burt, 513 Hammond Bldg., Detroit, Mich. 89

Wanted—First-class hand picked winter apples in carlots or less. Quote us your best price. Lansing Cold Storage, Lansing, Mich. 88

For Sale—First-class general stock, \$6,000. Good business. 15 miles from county seat. Live town 500, central Michigan. Good farming country. Railroad, churches, graded school. Up-to-date flour, lumber, shingle and planing mills. Great bargain for right man. Health failing, reason for selling. Address No. 87, care Michigan Tradesman. 87

For Sale—Stock groceries, bakery and restaurant, centrally located in liveliest town in Northern Michigan. A bargain for the right party. Address J. F. Fairchild, Agent, Boyne City, Mich. 78

For Sale—An opportunity of a life time to purchase an old-established paying business, sporting goods, and light hardware department. Best of location in state. Owner wishes to retire. Address 418 Genesee Ave., Saginaw, Mich. 77

Exchange—Good farm for stock merchandise. Address Box 284, Mapleton, Minn. 76

For Sale—For Hardware or general store; best building in Michigan. Rich town. Address Wm. Ewig, Milwaukee, Wis. 80

For Sale—Stock of clothing and men's furnishings, invoicing about \$10,000, including \$4,000 new fall stock; Iowa town 3,000; net annual profit \$4,000; no better business of its size in the country; \$20,000 annual sales; splendid opportunity for party seeking permanent business; invite closest investigation; 100c for stock; no other terms; no trades. Address No. 79, care Michigan Tradesman. 79

Auction Sale—The Weidman Cheese & Butter Co., will, on Tuesday, Nov. 21, at 2 o'clock p. m., offer for sale at public auction, its cheese factory nearly new (in operation about two months), fully equipped with modern machinery. Two village lots included. It will pay to investigate. Address G. C. Fisher, President, Weidman, Isabella Co., Mich. 82

Delaware Farm—33 acres nicely located along public road, small dwelling and out-buildings, 300 peach trees. Big bargain. Price \$1,250. C. M. Hammond, Real Estate Broker, Milford, Dela. 84

Farm of 130 acres, 60 acres tillable, highly improved, balance in timber, fine dwellings, nicely located near a good business town. Price \$2,800. C. M. Hammond, Real Estate Broker, Milford, Dela. 85

A large number of Delaware farms for sale. Beautifully located. Write for free catalogue. C. M. Hammond, Real Estate Broker, Milford, Dela. 86

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—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

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

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

For Sale—Special bargains in Michigan lands in large and small tracts. Address J. E. Merritt, Manistee, Mich. 51

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—Drug store. Only one in town of 400 inhabitants, Lagrange Co., Indiana. Address No. 71, care Michigan Tradesman. 71

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

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—Dry goods, groceries, boots and shoes, \$5,000 cash. Fifteen miles from Grand Rapids on railroad. Cheap rent. Address Eli Runnels, Moline, Mich. 24

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 18x40 with a store room, cement cellar, living rooms and large barn. Will be vacant about November 15. For further information phone 47, Boyne City, Mich., or write Box 5. 25

For Sale—One grocer and one meat computing scale. W. F. Harris, South Bend, Ind. 18

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

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—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

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

For Sale—A good clean stock of groceries and crockery in one of the best business towns of 1,400 population in the State. No trades but a bargain for anyone desiring a good established business. Address No. 872, care Michigan Tradesman. 872

For Sale—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—800 acres improved farm; two sets of farm buildings and an artesian well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4 1/2 miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

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

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. 25

POSITIONS WANTED

Wanted—A position as traveling salesman. Twenty years experience in general merchandising. Can handle dry goods, boots and shoes, clothing, furnishing goods or groceries. Address No. 26, care Michigan Tradesman. 26

HELP WANTED.

Wanted—Young man to take charge of grocery department in department store and who has had several years' experience in buying. State salary expected, references and particulars in first letter. Address I. Cohen Department Store, Alpena, Mich. 81

Wanted—Salesman visiting the regular trade, an unusual opportunity is presented to make money. Address The G. S. O. Co., Lancaster, Pa. 83

Wanted—Young men 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

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. E. Donnelly & Sons Co., Chicago, Ill. 40

AUCTIONEERS AND TRADERS.

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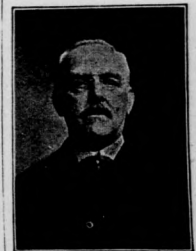
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TWELVE PEDDLERS.

Experience of a Man Who Stayed At Home.

After a morning I spent at home one day last week I've come to the conclusion that if you were to put all the peddlers in a bunch and drown 'em the world would look pretty lonely for a while.

I got in from a particularly tough trip last Tuesday and I decided I would take Wednesday to loaf in and get rested up.

So after a dainty little breakfast, in which health food had no part, I got a pile of papers and magazines and stretched myself out for a good, quiet time.

I occupied the most of a downstairs room that my wife uses in summer for a sitting room. It is close to the hall, and from where I sat I could hear the door bell when it rung and also the conversations that took place when the ring was answered.

That's where I went wrong. Instead of a quiet time I got a pretty full morning.

All through these infernal peddlers By gad, I doubt if even you fellows who think peddlers are your especial enemies have any idea how much business they do. Why, they fairly swarm over the suburban streets all day. They all have some affecting lie that gets 'em on the blind side of the women.

I don't care whether you'll believe me or not, but I give you my word that twelve rang my door bell on that quiet morning I stayed home.

And my wife told me that that wasn't an especially busy morning with her, either.

First came a fellow who looked like a working man. He wanted to see the lady of the house and my wife went. He had a paring knife to sell that he said he made himself. I heard him giving my wife a whining song and dance about being a machinist who was prevented from working at his trade by chronic rheumatism in one arm. My wife said he exhibited a mildly swollen wrist as evidence.

Well, he wanted a quarter for the knife. I knew that he had my wife's nerve by the fact that she didn't speak a word the whole time he was talking. When the perfect lady who mends my socks has nothing to say, her nerve is gone and the price is as good as handed over.

However, in this case she didn't want the knife and said so. She also kicked at the price. The fellow reiterated that the thing was dirt cheap and said that the lady next door, in whose judgment my wife has great confidence because she always admired our baby, had bought one.

Well, to make a long story short, he came down to 15 cents and my wife took one because the lady next door had.

The edge came off the knife the very first time it was used, and the lady next door indignantly denied having ever seen the peddler when my wife tried to blame her for the soaking she had got.

Next came a clean, little old lady who called my wife "dearie" and at

once won her heart. She had an old man at home who was paralyzed. I believed that. In fact, I'll bet he keeps paralyzed all the time on the old lady's earnings.

The old soul had spool cotton to sell and my wife spent a nickel more of my hard-won gold.

I heard her using female profanity later in the day when she tried to use the old lady's thread to sew something. Every time she pulled it through the cloth it broke.

"I'll never buy another cent's worth from peddlers as long as I live!"

Another of the lot was a young girl who was selling Larkin's soap in blocks of six cakes. Her mother was poor and they were trying to get a couch by selling 1,346,247 cakes of Larkin's soap.

My wife knows what I think of the Larkin outfit and she refused to take any. The girl hung on like a gad-fly and I heard my hard-pushed wife finally say:

"My husband wouldn't allow me to buy any anyway. He doesn't like the Larkin soaps."

Upon hearing that and realizing that there was a man of iron in the house, the girl left.

How is that for discipline, eh, boys? Great lesson in that for you henpecked husbands.

There was another soap peddler, too. He had three beautiful cakes of pink soap marked "Climax" in a box that he sold for 25 cents. "Sold regularly in all drug stores," he said glibly, "for 20 cents a cake."

My wife, through an evil fate, had happened that morning to notice that she was out of toilet soap, and it was therefore easy to get her to give the abandoned wretch a quarter. She brought the box to me—after she had bought it—and doubtfully asked me what I thought of it. I claim to know a little bit about soap and I smelled it and pinched a little off, and then I called our cook and gave it to her.

That was what I thought of it. "I'll never buy another cent's worth from peddlers as long as I live! I've said I wouldn't and I won't!"

Then came an old man who had the usual peddler's assortment—pins, thread and stuff like that. He only had one arm and my poor wife took the bait again. She bought a paper of pins and a spool of patent thread. "Only because I needed them both."

The pins would hardly stick through paper without bending, and an examination of the thread showed that half of it had been wound off before she got it. In both cases she had paid more than she could have gotten good stuff for at a reliable store.

"I'll never buy another cent's worth from peddlers as long as I live. I mean it this time!"

There were several hucksters, from none of whom my wife bought anything. She knows what I think about hucksters, too. From what I could see, though, some of these had some pretty good stuff.

Later in the day, after my wife had gone upstairs to take a nap, something happened that the little lady will be sore over till the day she dies.

A strange man rung the bell. He gave no name at first and the perspir-

ing slavey slumped upstairs and told my wife, who was nestling comfortably on a couch, that a gem'man wanted to see her. "Didn't give no name, ma'am."

"Ask him to give me his name, please," said my wife, and the darkey slumped heavily down, only to shuffle up again a minute later with the news that it was "Mistah Alcott."

Well, my wife didn't know anybody named Alcott and she smelled another peddler. So she simply said, "Tell him I'm not buying anything this afternoon."

The front door shut and I thought the incident was closed. But I heard the slavey's heavy breathing ascending the stairs again. When she came to the door I thought she'd cracked her face.

"The gen'man, he done gone, ma'am, but he say tell you he's de new pastah ob de Luth'n chu'ch."

It's a great thing to have a little thing like that to hold over your wife. Just a hint of uppishness over anything and a pat little reference to "de new pastah ob de Luth'n Chu'ch" brings her right down.—Stroller, in Grocery World.

Capital's Cry for Men Shows Work Is Plentiful.

From every state in the Union comes the demand for men. The East appeals to the West, the South to the North, and the voices of capital crying out for labor crisscross one another and unite in a tremendous clamoring for men—more men to work in mills, farms and mines. The outcry for laborers from railways and building trades is tremendous, unprecedented, insistent and repeated.

For from New York to Los Angeles, from the Twin Cities down to New Orleans the noise of the hammer is heard, and the marvelous increase in construction of all sorts, from the lofty skyscrapers and three story apartment buildings to one family homes and stock company churches, gives a demand for carpenters and builders.

All previous records are broken. The statistics for twenty-seven large cities show an enormous increase in building for August of 48 per cent. over the same month a year ago. The gain per cent. for New Orleans alone, notwithstanding the yellow fever, was 240 per cent. for the month.

To judge of the tremendous number of carpenters and builders needed for the construction of projected buildings Pittsburg may be instanced. Here, while the increase for the month is only 3 per cent. and shows a low building rate, still the news comes that Pittsburg has been sending out circular letters to other cities calling for 1,000 men to work in the building trades. Labor unions report that such a scarcity of workmen has not been experienced in Pittsburg and its vicinity for many years. And every large city in the United States is experiencing the same dearth of labor, and where the building is greater the scarcity is but the more pronounced.

Men who formerly were carpenters and have since become small merchants have been selling their stores and going back to their original

trades, taking enough contracts to put up houses to last for at least a year.

One contractor with whom I talked last week said: "I have lived here in Chicago for years and have never seen so much building going on, not even in '93. Any man who can hold a hammer or drive a nail is making steady money. We can't get building superintendents, carpenters, wood finishers and painters fast enough. The demand is on and, furthermore, I can't see the end of the demand.

The carpenters that will do odd jobs now are scarce as hens' teeth. And Texas and other states are calling up here for builders when we haven't enough to go around ourselves."

Now is the time for any workman who is foot loose and has a thirst for traveling to satisfy it, for he can have his railroad fare paid to almost any state he may elect to work in.

Florida sends up North for workers in every capacity.

If the worker prefers the West he can go for a job to the State of Washington, where 2,000 men are wanted to work in the wood and saw mills at wages from \$2.25 to \$3.50 per day.

If the worker prefers work in the iron and steel mills he can get work almost anywhere these mills are located, for the demand for their products is beyond their capacity and new blast furnaces are being built to relieve the situation, four alone going up in Chicago.

Railroads are hard pressed to meet the demands of prosperity and are experiencing a great scarcity of rolling stock to move products, and all the western roads are giving gigantic orders to the manufacturers to supply the lack. The Pennsylvania road alone has ordered 75,000 steel cars. The mills are hard put to it to supply the demand of the railroads and it is said that the entire steel rail output of most large mills is sold a year in advance.

Here is work; where are the men? The general expansion of commerce has increased the activity of railroads and mills to an unheard of extent, and railroad men in every capacity of work are asked for, from common laborers and firemen up to engineers and positions of high trust.

Transportation facilities for "moving the crops" and the general products of prosperity are not being neglected, and to-day seventeen large lake freighters are being built by one shipbuilding company.

M. M. Atwater.

Business Wants

BUSINESS CHANCES.

Are you looking for desirable farm property? If so, address Fred A. Gleason, Insurance and Real Estate, Greenville, Mich. 91

Blacksmith and carriage repair business, building and tools for sale; one of the best cities in central Michigan; owner retiring, poor health. Extra good chance for right party. Address Fred A. Gleason, Insurance and Real Estate, Greenville, Mich. 92

Partner Wanted—In secondhand wood-working machinery business. E. R. Richards, 220 Peachtree St., Atlanta, Ga. 94

For Sale—Shingle mill and tract of pine shingle timber in Alger county, Michigan. Address enquiry to Robert King, Lapeer, Mich. 93



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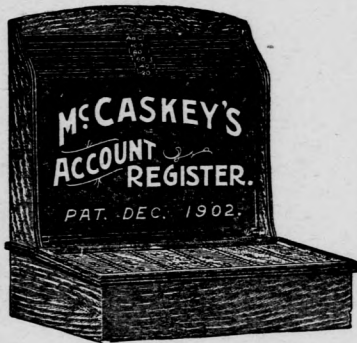
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Grand Rapids, Mich.



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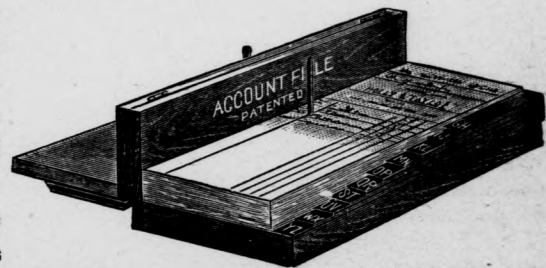


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A Few Examples of Leonard's Big Bargain House Values

Men's Fancy Mercerized Handkerchiefs



A1600—17½ x 17½ inches. Can hardly be distinguished from real silk. Hemstitched, wide hem. Very handsome designs, assorted to the dozen. 1 dozen in box. Doz. **\$1 80**

Ladies' Fancy White Handkerchiefs



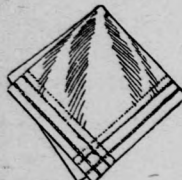
F117

F117—12x12 inches. ¼ inch hem, good cloth; embroidered corner below ¼ inch lace insertion, assorted designs. Per doz. **\$0 38**



F448

F448—12x12 inches. Hemstitched, ¼ inch hem. One corner has Swiss embroidered design and gighauf stitching. Per doz. **\$0 38**



F3516

F3516—12x12 inches. Hemstitched, ½ inch hem, 4 corners of Gighauf stitching inside of hem. Per doz. **\$0 40**



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F816—12x12 inches. Hemstitched, ¼ inch hem, four fancy corners of lace insertion and embroidery. Per doz. **\$0 70**

Special in School Chalk Crayons



White, standard quality. One gross pieces in a box. Per dozen boxes. **\$0 50**

School Chalk Crayon—Same quality as above, in case lots, F. O. B. Grand Rapids.

100 boxes in case, 225 lbs., per case **\$3 00**

25c Blackboards \$1.90



No. 4727 B—Reversible blackboard with painted designs at top. Very strong chestnut frame and legs. Frame is 39½ inches high and 15 inches wide. A particularly fine 25c board.

Special price per dozen. **\$1 90**

Complete lines on page 72, Catalog 187.



No. 2532½ Fancy Carved Briar Pipe—Has two carved feet under bowl and stands right side up when laid on the table. Dark color, amber mouthpiece. 1 dozen in box. Per dozen. **\$1 75**



No. 1010½ Medium Size Bulldog Shape—Carved band and two silver cords around bowl. Amber mouthpiece, dark colors. 1 dozen in box. Per dozen. **\$1 75**



No. 1012½ Bent Shape, otherwise same as No. 1010½ above. 1 dozen in box. Per dozen. **\$1 75**



The Squeesit—A self closing mouth for tobacco bags. Made of rubber. Insert the lower flange into the bag, draw mouth of bag tightly between the flanges and it is ready for use. When the bag is empty remove the squeesit and attach to another. Great seller. 1 dozen on display card. Per dozen. **\$0 40**

What's the Use

of selling a 25c broom when your customers really prefer a 35c one like

The Winner

which is made of the choicest and most carefully selected **Illinois stock** and has a polished red handle? It is machine sewed and made by skilled union labor. The result is a strong, evenly made broom—always the same—that will **outlast** any two 25c brooms on the market.

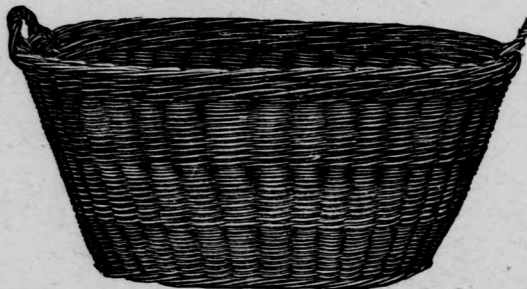
The Whittier Special

is a little heavier broom with a black polished handle.

The Parlor Gem is the acme of human skill. Every one of our brooms bears the union label. If your jobber does not keep them order from us direct. Write for descriptive price list of our 15 varieties. **Freight prepaid on 5 dozen lots or over.**

Willow Clothes Baskets

Absolutely the **very best** made. Nothing better on the market.



Length 27½ inches—29 inches—31 inches.

Dozen **\$4.77—\$5.55—\$6.15**



No. 5282 Woodworth's Imperishable Perfumes—Two dozen bottles of triple extracts, assorted odors, on beautifully lithographed "Child's Head" display card. Per dozen. **\$0 65**

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