

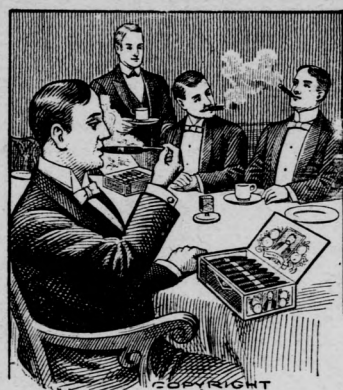
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 1, 1905

Number 1154



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a good cigar has always been demanded as the proper thing. Among good cigars the

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SIDE VIEW

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BOTTOM VIEW

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but get into instant communication with your party over the lines of the

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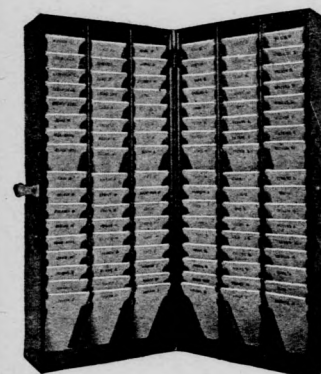
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MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 1, 1905

Number 1154

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OF MICHIGAN

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3½ Per Cent.

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SPECIAL FEATURES.

Page.

2. Butter and Eggs.
4. Around the State.
5. Grand Rapids Gossip.
6. Window Trimming.
8. Editorial.
9. Mistakes in Banking.
10. Servant Girl Problem.
11. Retail Store Expenses.
14. New York Market.
16. The Honesty Habit.
18. Clothing.
20. Seeking Work.
22. Does the Work.
26. Trade's Fate.
28. Woman's World.
30. Hardware.
32. Shoes.
34. Story of Brown.
36. Milk-Fed Poultry.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

"Success lies in never tiring of doing, in repeating, and never ceasing to repeat, in toiling, in waiting, in bearing and observing; in watching and experimenting, in falling back on one's self by reflection, turning the thought over and over, round and about the mind and vision, acting again and again upon it—this is the law of growth. The secret is to do, to do it now; not to look away at all."—Bishop Spalding.

GENERAL TRADE OUTLOOK.

After hovering for several weeks just below the highest average ever made by stocks of the leading railways an upward movement carried the level to \$117.90, thus establishing a new high record. This, however, was soon followed by a slight reaction, losing even more than the last advance. This decline is to be attributed to the uncertainties in the Russian situation and to some speculation on the "Street." The news of the final surrender of Russian autocracy naturally changes conditions and the result is a prompt advance in prices and an increase in trading. This influence is largely felt in the settlement of the uncertainties on account of Russian holdings in the French markets, which have been a serious retarding factor for some time.

The demand for money in domestic crop moving is being materially lessened by the holding back of the cotton crop and by the serious freight blockades in other lines. Of course while this is a present benefit as to ease in money rates, it would be better for the country as a whole if the leading productions were finding a more rapid foreign market. General trade distribution continues at the highest, the principal complaints being on account of delayed shipments through freight blockades and lack of facilities. There has been some complaint of the effects of too much warm weather in localities, but the advent of winter promises to be sufficiently prompt for the healthy

demand for winter goods. In all these hindrances there is no more than is desirable in keeping the progress of trade at a healthy rate.

In manufacturing circles there has nothing developed of any seriously unfavorable character. There is somewhat more uneasiness in the labor situation and the continued high price of some raw materials serves to limit business in the far future. All departments are in intense activity—no one is idle without his wish. Iron and steel prices are happily kept down by a conservative management, notwithstanding the demand for structural forms and railway betterments, which are unprecedented.

The manufacture of jokes is as much a business as that of making candles. The jokesters seek to have their product timely and the funny man on the Detroit Free Press has one of that sort which is better than the average: A florist is represented as saying to a customer: "This flower is strictly up-to-date," to which the customer answers, "What do you mean by that?" and the florist replies: "It was obtained by grafting." Unhappily there are a good many things in this country which seem to be obtained that way, and through the newspapers a great deal of information is being given on the subject. The grafters are uneasy and naturally see nothing funny either in the revelations or the jokes at their expense. The voters have the chance this fall to settle with the grafters by putting them out of office and putting better men in their places. It is always well enough to remember that a city, a county or a state is managed by precisely the sort of men that the majority of the voters want. After the graft and the grafters have been disclosed, the voters have the requisite information, and therefore it is up to them.

Oscar S. Straus, one of New York's public spirited citizens, believes that the time has come when municipalities should own all public utilities, but he thinks their management and operation had better be left to private enterprise under leases for specified terms, as he says, "I do not like to see the class of individuals dependent upon employment by the city or State so augmented that their numbers may become a growing factor in politics." This is his general prediction on the subject, but he concedes that there may be instances where municipal management as well as ownership may be desirable. One of these instances is the public water supply which is almost universally under city management.

Fools are flattered; wise men are the flatterers.

WELCOME INFORMATION.

Business men of Grand Rapids and merchants and shippers who patronize the Pere Marquette Railway system will be rejoiced to learn that there is a likelihood of Mr. Chas. M. Heald returning to his former position as General Manager of the system, with headquarters in Grand Rapids. This will be welcome information to those business men who have learned to appreciate an official of sterling worth like Mr. Heald and who will rejoice over the fact that they will again be in a position to do business with the Pere Marquette system on a business basis and also be able to meet the executive officers face to face instead of undertaking to reach them at long range.

Mr. Heald is in many respects the ideal railway official. Courteous, affable, consistent and approachable, he makes friends wherever he goes and holds them for all time.

It is a matter of common knowledge that the Pere Marquette is not in very good repute among business men and shippers generally, owing to the frequent changes which have been made within the past half dozen years, during which time the road has been juggled and jockeyed as though it were a race horse. The return of Mr. Heald to Grand Rapids and to a position of responsibility in connection with the management of the Michigan department will do much to restore the confidence of the public and bring about an era of better times for the road and, incidentally, better conditions for the shipping public.

A board of trade or business men's association or board of commerce is supposed to represent the best interests of the town or city, but the Board of Commerce of Detroit appears to represent the factional interest in that community, inasmuch as a majority of the Board of Directors have permitted themselves to be wheedled into the adoption of a resolution deploring the installation of a second telephone exchange in that city. Detroit has lost millions of dollars in trade every year by reason of its adherence to the antiquated and inefficient service of the Bell Company, and the manner in which it clings to its fetish and refuses to connect itself with the progressive and energetic business men in other parts of the State is suggestive of the stone wall which Chinese cities erected in ancient times to protect themselves from the trade and traffic of the surrounding country.

The charm of the dewdrop is that it lingereth not.

She that would soar must first be content to scrub.

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

BUTTER AND EGGS

Observations by a Gotham Egg Man.

Although the egg receipts have continued larger than last year the supply has contained an unusual proportion of stale, shrunken and weak bodied eggs which had been held back in country places, and the supply of choice fresh stock has become more and more short of the demands of the trade. This has led to an advance in prices for fresh stock to a point that would throw a larger part of the trade upon the held goods. It is quite usual at this season for a widening difference between prices for fine fresh and for refrigerator eggs, and we may expect a further hardening of values for the former even if refrigerator eggs make little or no improvement. The improved condition of the distributing markets has lately given a little more firmness to the holding of high grade storage eggs, but the supply of these is so large, and a free movement of them is beginning so late, that a free offering is to be expected; indeed, it would seem to be imperative if there is to be any hope of reducing stock to a reasonable figure by the close of the year.

One can hardly go into the candling rooms of our egg receivers at this season and see the great majority of badly shrunken, weak bodied eggs coming to market as "fresh" without being impressed with the fact that there must be something radically wrong with a system of egg marketing which leads to such a woeful loss of quality between the producer and consumer.

It is manifest to every one conversant with egg dealing that eggs intended to be carried for any length of time are best preserved by first class cold storage; and yet thousands of cases of late summer and fall production are every year carried for weeks by farmers or country storekeepers (or both) under surroundings that can not fail to land them in market in a far worse condition of quality than if they had been carried in cold storage.

When these poor, weak and shrunken eggs reach the market they are of less value than good refrigerator eggs, and nine times out of ten they are worth less than they would have been if sent to market when they were fresh laid. Why, then, are they continually held under such conditions?

The answer to this question discloses the fault in the system of marketing which is responsible for the practice of country holding under adverse conditions; it is simply that the low value of these country held eggs is not made apparent to the people who hold them. Eggs are commonly bought from farmers and from country storekeepers at an average price; some of them may be worth 5@10c a dozen more than others, yet a lump price is paid for

the whole batch; and if this average price is higher in October and November than it was in late August or September the chap that held a lot of stock in his cellar for four to eight weeks thinks he has made money by so doing, even when the loss of quality really amounted to more than the apparent advance in value; and when, if the different qualities of eggs were bought from such people at their real value, the truth would appear that these stale, shrunken eggs had really lost in market value.

If this truth could be made plain it would not be long before the practice of holding eggs at country points, outside of proper cold storage, would be discontinued to the lasting benefit of the egg trade as a whole.

The main necessity to bring about this result is for egg collectors who buy from the country storekeepers to buy "loss off" and to fix their paying prices upon the basis of quality. If these storekeepers found that they could get at this season say 24c for fresh laid eggs and only about 14@15c for stale shrunken stock which would have brought them 15@16c when fresh, they would not be likely to hold; and if they realized that there was such a difference in value they would perhaps find a way to deal with the farmers on the same basis.

If it is "impractical" to make this reform in the method of country buying, then there is little hope of stopping the injurious practice of country holding, which brings the appearance of profit but not the reality.—N. Y. Produce Review.

Britons Were Once Cannibals.

The Briton as a cannibal is the theme of circumstantial evidence furnished by an archaeologist's spade which has been digging in East Yorkshire. Not only is testimony offered in favor of cannibalism among the ancient Britons, a practice that has been suspected for some time, but also for human sacrifice, perhaps also suttee, indulged in at the burial of some great personage. In some barrows there were signs that a circular hut or a pit dwelling had been used as a sepulcher, the walls and roof being thrown down over the body.

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Buy "AS YOU LIKE IT"
Horse Radish
And you've nothing to dread.

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FREIGHT Easily
and Quickly. We can tell you
how. **BARLOW BROS.,**
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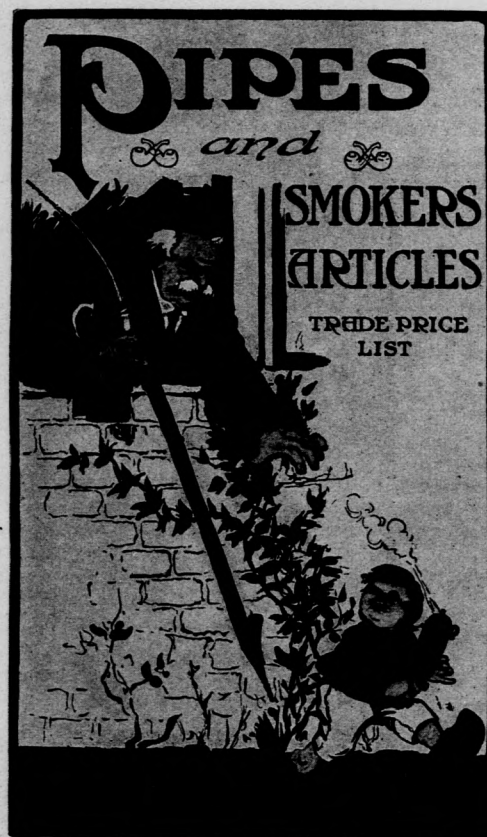
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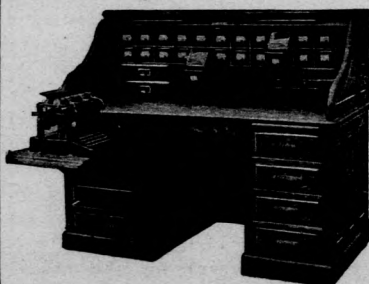
again to the front. This time it is
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Desk 60 in. long, 35 in. deep, with a piano polish
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Intrinsic Value of Eggs.

Eggs are generally regarded as a valuable and nutritious food. According to a large number of American analyses, an egg on an average weighs two ounces and has the following percentage composition: Shell, 10.5; water, 66; protein, 13.1; fat, 9.3; ash, .9. A side of beef contains on an average about the same percentage of protein, but a larger percentage of fat. Eggs belong to the nitrogenous group of foods, and would naturally and quite properly be combined in the diet with materials supplying carbohydrates (sugar and starch), such as cereals, potatoes, etc.

The California station has recently reported an extended study of the physical properties and chemical composition of eggs, the chief object being to determine whether there was any basis of fact for the popular opinion that eggs with brown shell have a higher food value than those with white shell. The brown shelled eggs were from Partridge Cochins, Dark Brahmas, Black Langshans, Wyandottes and Barred Plymouth Rocks, and the white shelled eggs from Brown Leghorns, Buff Leghorns, White Minorcas and Black Minorcas. The size, weight, specific gravity and the ratio of total weight of the shell, yolk and white were taken.

The Michigan station has recently reported a study of the chemical composition of eggs from different breeds of hens. These were Brown Leghorns, Barred Plymouth Rocks, Buff Cochins, Silver Gray Dorkins, White Wyandottes and Partridge Cochins. The variation in composition of the eggs of the different breeds was too small to be regarded as of any practical value. It would undoubtedly be no greater than the variations between different samples of eggs from the same breed. The effect of the character of rations on the composition of eggs was also tested with two lots of Barred Plymouth Rocks, Wyandottes and Brown Leghorn hens. The test covered six weeks. Lot 1 was fed a mixture of 1 part of meat scraps, 8 parts of wheat and 1 part of oil meal. Lot 2 was fed with a mixture of 7 parts of corn, 1 part of tallow and 2 parts of rice meal. Both lots were given lettuce and oyster shells in abundance. No marked variation in the composition of the eggs due to different rations was observed, but the test is not regarded as conclusive, since it was of short duration.

Results in the foregoing experiments would not indicate any material difference in the value of eggs of different colors or breeds, excepting as to actual weight.

Hardware Business Is Larger Than Last Month.

There is no respite in the demand for all classes of general hardware. Prices are also being well maintained and in view of the large volume of trade and the likelihood of its continuing heavy, it is probable that quotations will continue at their present, if not at higher levels, throughout the

remainder of the year. The leading jobbing houses in the East and West report that their sales so far this month are already in excess of those for the corresponding periods in August and September.

Filling-in orders for seasonable goods are still being received in large volume and the outlook for the immediate future is very promising. Prices of screen doors, wire cloth, poultry netting and similar lines for delivery next spring are now under consideration and will probably be fixed by the leading manufacturers within a few days. The holiday trade is beginning to interest the jobbers and retailers, and, because of the general prosperity of the country, jobbers expect an unusually large demand. Enameled ware is also selling more freely and supplementary orders for tinware are also being booked in more liberal lots.

The demand for wagon and implement hardware continues very heavy and jobbers are experiencing no little difficulty in keeping up their stocks because of the delays in securing shipments from the manufacturers.

The demand for cut nails has improved materially and the business in barbed wire is reaching large proportions. The trade in black and galvanized sheets is excellent, and prices are well maintained except in the lighter gauges of black.

Truth and Reason.

It were doubtless to be wished that truth and reason were universally prevalent; that everything were esteemed according to its real value, and that men would secure themselves from being disappointed in their endeavors after happiness, by placing it only in virtue, which is always to be obtained. But, if adventitious and foreign pleasures must be pursued, it would be, perhaps, of some benefit, since that pursuit must frequently be fruitless, if it could be taught that folly might be an antidote to folly, and one fallacy be obviated by another.—Life of Savage.

Love is God's lighthouse in the sea of life.

Fur Coats

We have the
**Largest Assortment
in Michigan**

Have You Placed
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Brown & Sehler Co.
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all the people

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Facts in a Nutshell

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WHY?

They Are Scientifically

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Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

AROUND THE STATE

Movements of Merchants.

Boyne City—J. W. Utley has opened a new meat market.

Saginaw—A. H. Appenzeller is closing out his shoe stock.

Algonac—D. E. Ames has added a line of groceries to his bakery business.

Lansing—N. B. Flanders has opened a grocery store at 918 Pine street south.

Norway—A. Patenaude, the pioneer druggist of Norway, has made an assignment.

West Branch—R. Walker, of Saginaw, has opened a grocery store in the Gilbert block.

South Haven—Alfred Wellington will conduct the cigar store at the old stand of W. S. Baker.

Kingston—L. J. Miller will continue the meat business formerly conducted by Arthur Legg.

Ellington—H. W. Schriber is succeeded in the general merchandise business by J. W. Medcalf.

Chelsea—Frank Diamanti has opened a fruit store in the Steinbach block on West Middle street.

Twining—Fred L. Twining is succeeded in the general merchandise business by Lindstrom & Cullic.

Fife Lake—Vene Filkins has purchased of W. A. Sinclair the new meat market in the Hamilton block.

Charlevoix—C. M. Rifenburg has taken a position as salesman with the Grinnell Bros. Piano Co., of Detroit.

Saginaw—David A. Blank will continue the grain and feed business formerly conducted by J. J. Harvey & Co.

Clare—Daniel Crouse will continue the men's furnishing and boot and shoe business formerly carried on by Crouse & Falk.

Conway—John Finety has purchased the general stock of J. W. Van Every and will continue the business at the same location.

Grant—The general merchandise business formerly conducted by A. J. Beumee will be continued in the future by Frank DeVries.

Forest Hill—The general merchandise business formerly conducted under the style of O. A. & L. B. Leonard will be continued by J. S. Dunham.

Charlotte—M. C. and E. H. Swain have formed a copartnership under the style of the People's Outfitting Store and engaged in the bazaar business.

Coldwater—Fox & Tyler have purchased the Bradley book store stock, exclusive of wall paper and school books, and will consolidate same with their drug stock.

Harbor Springs—I. W. Hicks has sold his drug stock to Henry I. Campbell & Son, who will continue the business at the same location. Carl Campbell, the junior member of the firm, has been connected with the Eckel Drug Co., at Petoskey, for several years.

East Jordan—Geo. Carr has engaged in the grocery business, purchasing his stock of the Traverse City branch of the National Grocer Co.

Lake Odessa—H. T. Sherman, late of Cedar Springs, has opened a cigar factory and store in the building formerly occupied by the express office.

Quincy—J. R. Norcutt has sold his interest in the grocery business formerly conducted by Comstock & Norcutt to Mr. Comstock, who will continue the business.

Charlotte—The automobile and buggy business formerly conducted by John L. Dolson & Son will be continued under the style of the Dolson Automobile Co.

Coldwater—F. J. Reed, dealer in wall paper and stationery, has purchased the wall paper and school books stock of the Bradley book store and has moved same to his store.

Ann Arbor—C. J. Sweet, proprietor of the City Cigar Store, has resigned his position on the road for Spaulding & Merrick in order to devote his entire time to his cigar and tobacco business here.

Hastings—A. J. Woodmansee, of Dowling, and Byron Olney, of Battle Creek, have purchased the meat market of Chas. Dubois and will continue the business under the style of Woodmansee & Olney.

Alpena—Fletcher D. Brown is succeeded in the cigar and tobacco business by Edward Fitzpatrick. Mr. Brown will continue the fruit and confectionery business formerly conducted by John P. Greenwald.

Calumet—Uno Montin has a position at the Metropolitan drug store. Mr. Montin is well known in this district as an expert pharmacist, having been with Norman McDonald when the latter was in the drug business.

Fenton—Leonard Freeman has sold his agricultural implement business, which he has conducted successfully for the past two years, to Hurd & Son, of Oxford, and the new owners will take immediate possession.

Escanaba—The National Grocer Co. will shortly open a branch wholesale grocery establishment at this place. The business will be managed by John Moran, who will divide his time between the Soo and Escanaba branches.

Kalamazoo—A retail hardware business will be conducted by a new corporation formed under the style of the Post Hardware Co. The company's authorized capital stock is \$5,000, all of which is subscribed and paid in in cash.

Quincy—Edward M. Crawford, boot and shoe dealer, has effected a settlement with his creditors on the basis of 25 cents on the dollar. The store opened up for business again under the management of E. C. Duguid, of Fremont.

Bay City—The Robert Beutel Co., wholesale fish dealer, is about to establish a large branch house at Toledo. A three story structure erected on purpose for the business has been leased and George J. Mader, who has been with the Beutel Co. for several

years, will go to Toledo to manage the branch there.

Kalamazoo—Myron E. Waldorf, who for the past five years has been connected with the Profit Sharing Grocery, and Ellsworth Waldorf, who is manager of the Allendale Hotel at Gull Lake, have formed a copartnership under the style of Waldorf Bros. and opened a grocery store at 303 North Burdick street.

Sault Ste. Marie—The Soo Hardware Co. has secured a piece of property near the union depot, on which a large warehouse will be erected. It will be 75x50 feet in dimensions, two stories high and close to the railroad tracks, which will facilitate shipping. The building will be used exclusively for the company's rapidly increasing wholesale business.

Port Huron—Charles Wellman, President of the Retail Grocers' Association, speaking of the proposed adoption of the cash system, says: "It is not the intention of the grocers to make the change all at once. It will necessarily be gradual. There are many things which make it advisable for adopting the system. Merchants are now compelled to pay farmers cash for their produce and buy on close margins."

Detroit—Adolph and Ignace Freund, partners under the name of Freund Bros., have filed a petition in bankruptcy. The statement of assets and liabilities takes up many sheets of foolscap. It appears that in 1893 the firm assigned to Henry Harmon \$60,000 worth of property from which he realized \$20,000. That constitutes the present assets. The liabilities amount to \$116,656.61, of which \$38,176.25 is unsecured claims.

Detroit—George W. Winterhalter & Co., 168 and 170 Woodward avenue, have filed a petition in bankruptcy. This firm had for a junior partner the late Helmuth F. Liphardt, former alderman of this city, who was killed on Fort street not long ago when his automobile and a street car came together. The assets are placed at \$13,443.48 and the debts at \$18,666.74, of which latter is the sum of \$6,602.30 borrowed from the Elizabeth Winterhalter estate and relatives of Winterhalter.

Boyne City—J. B. Watson's drug store was wrecked in a peculiar manner one day last week. The entire stock of dry and liquid drugs, which occupied the shelving on the north side of the store, fell with a crash to the floor and into the glass show cases. The drug clerk, M. S. Shurtleff, just barely escaped being struck by the falling shelves and bottles. The entire drug stock is a complete loss and the fixtures a total wreck. It is thought that the recent moving of the building unsettled the shelving. There is no insurance. The loss is estimated at \$400.

Williamston—Miss Barbara Brongersma, who was recently married to F. E. Parker, will conduct her dry goods and novelty store in the future under the style of Mrs. F. E. Parker. Mrs. Parker was formerly of Spring Lake, where she was clerk for J. B. Perham, deceased, for a period of eighteen years, leaving his em-

ploy to take a partnership interest in the dry goods business of S. Falls, of that place, where she remained three years. Mrs. Parker conducted a bazaar store in Clinton for two years and has been engaged in business in Williamston for three years past.

Harbor Springs—The negotiations which have been under way for some years between Geo. B. Martin, banker at this place, and Wm. J. Clarke have been consummated and on December 1 Mr. Martin will retire from the banking business, to be succeeded by the Emmet County State Bank, which will have a capital stock of \$25,000, with Wm. J. Clarke as President and J. T. Clarke as Vice-President. R. F. Lemon, who has been cashier for the Martin Bank, will continue in the same position in the new institution. Mr. Clarke is one of the strongest factors in the mercantile, manufacturing and lumber interests of Northern Michigan and his advent in the banking business is a matter of congratulation to all concerned, because his responsibility is unquestioned and his ability is a matter of common acknowledgment.

Manufacturing Matters.

Albion—John Moll has removed his cigar factory from Marshall to this place.

Lansing—The Omega Separator Co. has increased its capital stock from \$150,000 to \$300,000.

Rock River—Kelsey & Freeman have completed their cut of hemlock here, the full cut having been manufactured by the Superior Veneer & Cooperaage Co.

Sturgis—The Charles E. Wain Manufacturing Co., of Detroit, has changed its name to the Fitch-Morancy Brass Co. and removed its office to this place.

Detroit—The Turney Manufacturing Co. has been incorporated to manufacture metal novelties with an authorized capital stock of \$15,000, all of which is subscribed and paid in in property.

Portland—The E. D. Verity Manufacturing Co. has been incorporated to manufacture furniture and wood-ware. The corporation has an authorized capital stock of \$8,000, of which \$4,050 is subscribed and \$1,000 paid in in cash.

South Haven—W. S. Baker has discontinued his cigar manufacturing industry here and removed to Kalamazoo, where he has entered the employ of the Verdon Cigar Co. Mr. Baker intends to return to South Haven in the spring.

Munising—The Superior Veneer & Cooperaage Co. has operated its veneering plant and band sawmill, with a 50,000 feet a day capacity, continuously throughout the entire season and anticipates doing so until weather conditions shall prevent.

Detroit—A corporation has been formed under the style of the Ellis-Ford Manufacturing Co., which will manufacture sanitary specialties. The company has an authorized capital stock of \$50,000, \$40,000 common and \$10,000 preferred, of which \$40,100 is subscribed and \$404.81 is paid in in cash and \$39,695.19 in property.



The Produce Market.

Apples—Winter fruit is steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy.

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

Beets—\$1.20 per bbl.

Butter—Creamery is steady at 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. There are no particularly new features in the market. The demand is a strong one for practically all grades, packing stock having advanced half a cent and everything else in the list showing a higher level. If there is such an unusual amount of butter in storage as is commonly believed it has not yet begun to affect the market.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Cauliflower—\$1.50 per doz.

Celery—20c per bunch.

Chestnuts—\$4.50 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 candel at 22@23c. The demand is excellent and some storage stock has been disposed of each day the past week, some buyers preferring it to the irregular current receipts, which are running very poor.

Grape Fruit—\$5.50 per crate for Florida.

Grapes—Concords and Niagaras are strong at 22c—both in 8 lb. baskets. Delawares command 15c for 4 lb. baskets. Malagas fetch \$5.50 @6 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. Supplies are still short and the demand is keeping up in an unusual manner. The Eastern markets are very high, which pulls the fruit away from the Western.

Lettuce—12c per lb. for hot house.

Onions—Local dealers hold red and yellow at 80c and white at \$1. The market is strong and excited, due to the fact that stocks are now pretty well concentrated.

Oranges—Floridas fetch \$3.25; Jamaicas command \$3; Mexicans, \$3.75. A new thing in the orange trade here was the arrival this week of Mexicans in hampers. These are said to hold about as many oranges as the standard box and are an attractive package, being about eighteen inches in diameter and a couple of feet high, with stout handles.

Parsley—25c per doz. bunches.

Pears—Kieffers fetch 85c. 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—There has been a general advance in potato prices throughout the country, as the developments have been rather along the line of a shorter crop than anticipated. Country buyers are paying about 50c for mixed stock. The marketings are large and the trade is taking about anything that is good. The retailers are not storing any great quantities away as yet, however, as they evidently fear the tubers will not keep. So far there have been no unusual signs of rot, but it is possible that it might develop later. Local dealers meet with no difficulty in obtaining 65@70c.

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; geons, \$1@1.25.

Quinces—\$2.25 per bu.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$1.85 for Virginias and \$2.85 for Jerseys.

Turnips—\$1.20 per bbl.

Want a Cannery and Repair Shops.

Ludington, Oct. 31—At the last meeting of the Board of Trade, the proposition of the Triumph Food Co., whose representatives have been here for some time past, did not appear acceptable to the directors and was accordingly turned down. It will be recalled that an announcement was at one time made, apparently premature, that the Triumph Food Co. had purchased the old cannery plant.

Formal reports were received from the committees previously appointed in the matter of the Hamlin dam and, after a general discussion, the chairman appointed a committee of three, H. L. Haskell, E. D. Weimer and W. S. Luce, to see what might be done in regard to the matter of putting the fish ladder at the dam in proper condition. Similarly the chairman appointed T. M. Sawyer, William Rath and J. A. Sherman a committee to investigate the possibilities of getting a cannery in Ludington. Likewise the chairman appointed J. S. Stearns, M. B. Danaher, W. T. Culver, A. A. Keiser and W. T. Gleason as a committee to endeavor to secure the establishment of the railroad repair shops at Ludington. J. E. McCourt, A. D. Smith and J. A. Sherman were named to canvass the possibilities of a new opera house.

The wholesale lumber business formerly conducted by Quackenbush & Colborn, at 703 Pythian Temple, will be continued in the future by C. B. Colborn.

The produce business formerly conducted by I. Van Westenbrugge at 33 North Ottawa street will be continued in the future by Van Westenbrugge & Erb.

Eugene J. Hickey is succeeded by E. B. Harris in the cigar business. Mr. Harris will continue the business at the same stand on South Division street.

J. W. Hopkins will continue the wall paper and paint business formerly conducted by Hopkins & Pierce at 1163 South Division street.

The Grocery Market.

Coffee—Every report from primary points is of a bullish character and the general impression is that the market will hold up well through the winter. There are several factors that render the situation somewhat uncertain just at present, such as the possibility of an import tax and the size of the crop. When these are settled there is likely to be a steadier feeling all around; in the meantime the demand is very good, jobbers mostly reporting just about all the coffee business they can handle.

Canned Goods—New pack tomatoes are coming in freely and are opening up fairly well. Some canners are not showing up quite the quality this year as last, but few rejections are heard of. In fact, everyone is so glad to get the tomatoes at all that he is not likely to reject unless for good cause. The jobber who is getting full delivery is the envied of the envied these days. Corn holds steady with some signs of easiness. The pack is a large one and a big consumption is anticipated this winter. Other vegetables are unchanged. Peas are in good position and will probably be wanted a little later. The demand just at present is light. Peaches are unchanged and dull. New York State apples are held firm at the last quotation, but Southern apples, of course, are not particularly firm. The Baltimore general line shows no important changes and little demand. California canned goods are scarce and offerings are very light. There are still a few peaches about at a heavy premium.

Dried Fruits—Prunes are in light demand at the slight decline reported last week. No interest seems to be manifested in prunes at present. Currants are unchanged and in seasonable demand. Apricots are scarce everywhere, apparently, although the price shows no change for the week. Peaches are in very light supply and fair demand at ruling prices. The California Raisin Association, much more precipitately than was expected, has announced during the week a decline of 1c per pound on both choice and fancy seeded raisins. This came with a string to it, however, that sufficient business should be done at the decline within three days to warrant it. This was believed to be more a nudge at the brokers than anything else, although there is no actual information as to whether the decline will stand or not. The outsiders will meet it if it does. Loose raisins are unchanged, because the Association does not monopolize the loose fruit as it does seeded, and consequently it would prefer selling its fruit seeded.

Fish—Cod, hake and haddock are all high and in fair demand. Salmon are unchanged and in light demand. Herring have scarcely started their season as yet. There is no change in the situation. Lake fish and whitefish are both dull and unchanged. Norway mackerel are getting higher all the time. A quotation received from the other side during the past week showed an advance of \$2 above the

last previous quotation. The demand is light because of the price and also because buyers are getting in enough new mackerel to carry them along for a while. Shore mackerel are hardly quotable. There are a very few left in first hands. Irish mackerel are firm and unchanged. Sardines have not made the expected advance as yet. The demand is fair.

Syrups and Molasses—In apparent effort to stimulate the demand, the refiners of glucose declined prices 10 points during the week and also cut the price of syrup 1c per gallon. No increased demand has been noticed up to the present time. The demand for compound syrup is quiet. Sugar syrup is in light demand at unchanged prices. Molasses is selling from hand to mouth. The trade seems to be waiting for the new-crop goods to get in. New molasses is coming in to some extent and is being taken as fast as it arrives. The crop outlook is for a small production.

Rice—There is a steady movement of rice as the winter is its best season. Notwithstanding its slightly higher price there is little doubt that a big business will be transacted this winter. Fancy head rice is short as well as the lower grades. The market is firm.

The Grain Market.

The wheat market the past week has been strong, making an advance of 2@3c per bushel for the whole line of both cash and options. The past twenty-four hours, however, has seen a reaction from top prices which has been brought about largely by the peace news from Russia. This, together with the fact that the growing winter wheat crop is going into winter in fine condition, brought out free selling orders and lower prices. The visible supply as reported by Bradstreets shows a liberal increase in the stocks of wheat amounting to 3,754,000 bushels. The situation at Buffalo shows no improvement. Some twenty-eight vessels are still tied up and unable to discharge their cargoes of grain, but relief is promised on the part of the railroad companies in the near future.

The corn situation is practically unchanged, futures selling at 46½c for May and 46c for December at Chicago. Old corn holds remarkably firm, with choice old No. 2 yellow crowding 60c per bushel and new at from 7@10c per bushel discount, depending on quality and time of delivery. The general demand, both for foreign and domestic shipments, has been very good. The visible supply shows a decrease in stocks for the week of 893,000 bushels.

Oats have been strong, in sympathy with other grains, and have made an advance in cash oats of 1c per bushel, with a fairly liberal movement from first hands. The visible supply showed an increase of 734,000 bushels.

L. Fred Peabody.

Thos. Preston and Sam Taylor, of Elk Rapids, have opened a drug store at Williamsburg under the style of Preston & Taylor. The stock was furnished by the Hazeltine & Perkins Drug Co.

WINDOW TRIMMING

It Is Quite Frequently Dropped Into Unawares.

The value of window trimming increases, rather than diminishes, as time goes on. Instead of less and less attention being paid to the subject, more and more time, money, thought and effort are expended to make the most of every bit of material which shall go into the spaces.

Of course, some there be who neglect their opportunities in this direction and mayhap leave this important work to a stupid boy who knows no more about window trimming than a cat does about logarithms. Naturally, it occasionally happens that such an one betters steadily and develops into a first-class man at the work; however, as often as not he gives no indications of becoming any more valuable, but still is allowed to keep on making a botch of the store front.

If a merchant (and this is his business, not ours), from motives of economy, does not deem it best to hire a regular man for the trimming he should "turn and turn about" until he finds which of his employees is best adapted, by nature or education, for "fixing things" and let that one have full charge of the windows. If no one around him is available he might try a hand at it himself. Many a dealer, being forced by circumstances to rely on himself in this regard, has found a talent only waiting to be waked up.

I am acquainted with a storekeeper who, when reverses came in his business, found himself obliged to do many jobs about the place which had been always relegated to some one under him, but, when he had to retrench in all ways possible, he began to give his personal attention to the windows, whereas he had scarcely looked at them before, you might say, his mind being taken up with what he considered of more importance.

He studied up on this new topic, subscribing for a couple of trade magazines devoted especially to the subject, and became so proficient in it that, when his business finally went to the "everlasting bow-wows," he applied for, and obtained, a situation as windowman with a large dry goods house, where he is to-day drawing a fine salary and supporting his family comfortably at a work which he took up in middle life and carried forward to perfection.

Numerous other instances have been known where a genius was possessed for window dressing but its ownership was never dreamed of until some contingency arose which brought it to the surface:

A clerk, perhaps, who has never done anything of this sort, is called upon in case of emergency—sudden sickness of the "helper" or other absence from the store, which gets to be prolonged—to assist the window trimmer in some mechanical part of the work. He shows he has a

knack, is handy in his new occupation, and is again called into requisition. What he did at first is now supplemented by something a little harder, a little more difficult of construction. Then something happens to the helper "for good"—called out of town permanently, or something of that sort—and the new fellow "bobs up serenely" as a steadily-hired assistant, and first thing one knows the erstwhile clerk is drawing a livable salary as a competent manager of this part of a store's business. I have known several such trimmers who are now looked upon as artists, and at first they had no more idea of pursuing this as a life-work than I have at this minute—nor as much, for I always had a great desire to start in this occupation and become a good workman.

* * *

Some six months ago I criticised, a trifle severely, the decorator at the Giant Clothing Co., on the score of his throwing so much stuff into the windows that the conglomeration was impossible of recollection by the average window-gazer. There was so much merchandise you couldn't see anything; almost as crowded as Collet's—and that is "the limit."

Since then Mr. Bush has mended his ways, and now his exhibits are the acme of simplicity, and those who are interested in his work often speak of the improvement.

Witness this week the attractive window at the right of the entrance as you go into the store; really so few goods that you could remember and tell your folks (and that's what displays are for) every item there is in the space.

A large sign down in front reads like this—possibly I haven't the words exactly, but here's the gist of it:

Haberdashery

For every hour

Of the day and night.

Then you glance around, and sure enough you see nothing missing.

The accessories are placed in groups and each one is properly labeled—some five or half dozen of 'em:

Full Evening Dress.

For Informal Evening Wear

For the Afternoon

Outing Togs

For the Man of Business

For the Night

The entire display is an object lesson for the would-be correct dresser. By observing it closely he would not be obliged to betray his ignorance in ordering haberdashery for different everyday occasions and social functions. Nothing like keeping your eyes open.

The only way for a man to get over his delusion about his first love is to marry her.

People who think twice before speaking soon get out of the habit of talking.

Three New Plants Under Construction.

Kalamazoo, Oct. 31—The Kalamazoo Railway Supply Co. broke ground the first of the week for a large addition to its factory. The company was recently reorganized and the capital stock increased from \$75,000 to \$150,000. The new addition will be brick. New machinery will be placed at a cost of \$25,000. The company will add to its list of manufactured machinery steel pressed wheels. The number of men employed now is 150 and this will be increased to 300 by the first of the year.

The Kalamazoo Creamery Co. has increased its capital stock from \$5,000 to \$15,000. It is the intention of the company to at once begin the erection of a new plant. The company is the only one in this section of the State. Messrs. Buckhout and Whitney, managers of the company, were in Detroit the greater part of last week looking over plants there with a view of making the one here similar.

The Monarch Paper Co. will put its new plant in operation about November 1. This company was organized about a year ago and purchased the buildings of the old Gibson Paper Co., which were abandoned two years ago. All the old machinery has been removed and new machinery has been put in its place. The company will make a fine grade of writing paper.

The plant of the Illinois Envelope Co. has been put in operation. This plant was moved to this city from Centralia, Ill. The buildings have been in course of construction for four months and the last of the machinery was installed two weeks ago. The employees of the factory began moving here last week. More than a hundred men arrived and families will be coming in for the next two weeks. There is a scarcity of houses and this week work was started on the foundations for forty homes.

Found Guilty Under the New Law.

Mt. Pleasant, Oct. 31—The case of the People vs. E. C. Harley Company, wholesale and retail grocers of Dayton, Ohio, was heard in Justice Court here recently, resulting in a conviction. The defendant's attorney at once filed an appeal to the Circuit Court.

The case promises to be interesting and hard fought. A new amendment was added to the general law at the last session of the Legislature which provides that for selling goods by travel on railroad, steamboat or other public conveyance a license of \$100 shall be paid to the State Treasurer, and to travel in any manner and sell goods from samples, catalogues or other manner the company or per-

son shall pay to the State the sum of \$50. The law, of course, does not refer to the selling of goods of one's own manufacture. This complaint was made within three days after the new law took effect, and is probably the first one brought under the new act. Mt. Pleasant may gain distinction by bringing the matter to the Supreme Court to determine upon the constitutionality of the law, and settle finally upon a matter that is of much importance to merchants of the State.

The Harley Company was represented by W. R. Brown, a specialist in defending cases of this kind, and he paid Prosecuting Dusenbury a compliment on account of his vigorous prosecution. Mr. Brown says he has tried thirty-seven cases of this kind under the old law in Justice Court, the jury deciding for him in every instance save one, and this one resulted in his favor when tried in the Circuit Court. Mr. Brown argued his case along the lines that the law is unquestionably operative in Michigan, but is not binding on residents of Ohio or any other state because it is in contravention to the interstate commerce law. Three of the jury were for acquittal and three for conviction on the first ballot, but finally the verdict was given which found defendant guilty.

Carton Sugar Priced Same as Bulk Sugar.

An important move has been made by the Boston office of the Sugar Trust, which, if it extends to other sections of the country, will probably almost entirely do away with bulk granulated sugar. The move referred to is the naming of the same price for sugar in cartons as for sugar in barrels, instead of charging an advance of 15 points for the former, as has been done.

In all other markets of the country, and heretofore even in Boston, granulated sugar in 2 and 5 pound cartons has been quoted 15 points above granulated sugar in bulk. This has naturally curtailed the demand for carton sugar to some extent, although the demand has still been very large. All grocers prefer the cartons, however, and would buy sugar in that form at the same price.

During the past week the Boston office of the Trust has started to quote the same price—4.70 cents—for granulated, no matter what sort of package it is packed in, from 2 pound cartons up to barrels.

This arrangement as yet extends only to the New England trade. If it is made general, the demand will be almost wholly transferred to the carton sugar.

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E. A. STOWE, Editor.

Wednesday, November 1, 1905

A BIT OF AN EYE-OPENER.

Those who attended the recent convention of the national bankers and the masses who did not were somewhat amazed at the statement of the Comptroller of the Currency, that nine bank failures out of ten are due to the neglect of the directors. In some unknown way the idea has got abroad that most of this world's work is done by proxy; that the power of a name is wanted to give tone and character to an enterprise not yet able to stand alone; that in the wide realm of influence, of a chosen few this one name leads all the rest and the owner of that one name patronizingly consents to receive the honor thrust upon him with not the slightest idea of being bound by its duties or burdened by its responsibilities. Like the signer of a will he occasionally writes his name when and where he is told without knowing or caring to know what is the nature of the paper signed and later on pocketing the something-thousand dollar tip which comes to him walks off satisfied that this is a pretty good world to live in after all.

The Enterprise National Bank of Allegheny furnishes a moral to adorn the tale. It was found to be insolvent. The cashier killed himself and in satisfying the inevitable why it was found that the suicide had loaned large amounts without security to numerous persons, most of whom were said to be politicians, interested in various undertakings. Something else was found out. The cashier had to all intents and purposes a free hand in the bank, he made loans amounting to hundreds of thousands of dollars on his own responsibility, and was, in fact, as some one accurately expressed it, "the whole cheese." The President of the bank does not seem to know anything about what was going on, and if the bank had any directors the reports do not mention them.

Louisville, Ky., has been having a little experience. The former President of the Western National Bank, which was closed some weeks ago, was indicted for "misappropriation of funds"—it used to be stealing—"and embezzlement." Particulars are not interesting and quite unnecessary. The phraseology used to describe the

Allegheny affair will answer here after the suicide incident has been stated. There were directors whose great names were used as a cover for the rascal President to work under and the closing of the bank and stealing of the money show pretty conclusively that he made the most of his opportunities without any interfering directors.

Something like a month ago at the convention before referred to President Simmons, of the Fourth National Bank of New York, had something to say in this direction. From every quarter were heard men "denouncing in ringing tones and deploring the universal spread of selfishness in its meanest and most repulsive form—dishonesty. Our forefathers would have called 'graft' stealing and the 'grafter' a thief. I fear the very use of the word graft is an indication of men's tolerance of a thief and his trade. In these days of unprecedented prosperity and disgusting extravagance new and strange principles of morality seem to have over-ridden the sturdy views of honesty that governed our fathers." Men seem to forget that while times change and they change with them, the sterling virtues of character, which antedate the foundations of the earth, are unchanged and as unchangeable as He who created them. Time and circumstance can never affect them, and the honesty which in private life keeps men stainless is the same which ought to keep them so under the shadow of the corporation or the trust. That it does not there is abundant proof. Men have in some way come to believe or pretend to believe that banded together they lose their identity and that for deeds so done no one is responsible and therefore guiltless. A corporation, a mere legal entity, can not "be punished as such; but the director or trustee of a corporation who steals or bribes or appropriates is a real person, and he should be answerable to the law, the more so as in all cases he profits by his wrong-doing, and in many cases he is the only one who profits by it."

The cheering signs of the times are all the more cheering when the remissness of duty complained of is thus rebuked by a banker high in the ranks of the business which has furnished so many modern instances. It begins to look as if the days of the figurehead were passing; as if the office was to be a real thing and the man in it was put there for a definite work which he has been appointed to do. It also looks as if any negligence on his part will not be condoned and that the official, indifferent to his responsibilities, will find not only his occupation gone, but a penalty to make up for his delinquency.

Over in Indiana, where there is an anti-cigarette law, it is reported that the hoboes are making use of it to secure comfortable winter quarters. The tramp appears in a town or city, gets in range of an officer, rolls a cigarette and begins to smoke it. He is arrested, pleads guilty to "smoking cigarettes," and is sent to jail.

A MIGHTY GOOD THING.

At this season of the year when the world is, so to speak, knee-deep in foot ball, the conviction seems to be strengthening that we are getting too much even of a good thing. Not a word is to be said against the game per se. It gets young manhood out into the open air and keeps them there. It fills their lungs with good, wholesome, invigorating oxygen. It makes them ready for the absorbing duties of the dinner table. It broadens their shoulders for the coming life-burden. It sends throbbing to the brain, which it brightens and strengthens, the rich red blood, which vigorous, broad-gauged thinking and action require, and so lifts and purifies the moral atmosphere not only of the gridiron but the place in which it is located; and yet the question is very much discussed whether this blessing is not showing itself an evil to be stamped out.

It has been asserted with much earnestness that the game has become too widely spread; that the college world brought it into prominence; it is essentially a college game and should be confined to that grade and age of strenuous athletic life; that the secondary schools, that is, the high school, should have nothing to do with the game and, so limited and so confined, the evils complained of would promptly disappear and this popular amusement would continue to be the great blessing it undoubtedly is—a statement which needs a great deal more backing up than it will be likely to get. In the first place, if all that is claimed for it as a health-producer is true, it can not be too widely spread. As luck, backed by a kind Providence, would have it, muscle-training is not confined to a college or its students. The high school has got to be something of an institution in this country. Thanks to an intelligent management the 19-year-old athlete training there under the protecting shadow of wholesome home life needs and ought to have whatever of good the game can give him—and he is going to have it! Better than that the determined American manhood, shut up in the lower grades, knows the difference between the half-back and a punt, and he is going to put that knowledge into practice, irrespective of locality; and it is not going to make any difference whether he lives under the shadow of a high school or out among the farms where the sweet wind comes to him fresh from the mountains or wave-washed from the sea. It is not, then, essentially a college game, and it is not, then, going to be confined to any class or condition in college or out of college, in school or out of school. It is a blessing, and it will be kept a blessing if the wisdom having the matter in hand shall prove true to its trust.

The faculties in charge of the college world have long been awake to the condition of things and are showing themselves masters of the situation. Already the grip of commercialism is loosening and the golden glory of the gate receipts is rapidly on the wane. Sport for sport's sake,

playing for the fun of the game, is getting to be the leading idea and the manly one. With that thought on the increase the brutality of the bull fight and the prize ring is rapidly lessening the list of casualties on the gridiron. "Anything to win" has ceased to be the war cry and the watch word of the game's supporters and defenders, a feature which has had a tendency largely to eliminate the gambling fraternity and the gambling element, even as lookers-on. Scholarship—mens sana in corpore sano—is again in the game eager and hopeful of going home with his temples bound with bay; and so all along the line it does seem as if American manhood from childhood to maturity had found a means of development in every way unsurpassed.

What remains, then, is for the school boards throughout the country vigorously to carry out the ideas already inaugurated. If the game is worth paying for—and it is—let them pay for this physical training that is doing so much for Christian manhood and see to it that the game, kept Christian, carries out the healthy ideas it is imbued with. If school be matched with school let the school boards pay the cost and so make the gate money the contemptible feature it has been found to be. If the school teams have made the game a means of graft in any form, banish the graft and the meanness that goes with it. Not many weeks ago a sample of high school iniquity impudently declared that he didn't play to win, but for the debauch that followed, and he said it in language that will not bear printing; and it is submitted without argument that that sort of boy, big or little, ought not to be tolerated on any foot ball team in the country even if his every movement on the gridiron was a touch-down!

In foot ball, as in base ball, the American public has a good thing, and all that remains is to make it better and keep it so. That done there will be no more brutality on the gridiron. There will be no more tainted money gathered at the gates. Scholarship will no longer compromise with vulgarity and the whole realm of real sport will become again an efficient agent in training the country's brain and brawn to the highest and the best accomplishment.

From time to time the charge has been made that Japan has designs on the Philippines and will ultimately seek to add them to its empire. Every authoritative Japanese utterance disclaims any such purpose. The latest is from Eki Hioki, first Secretary of the Japanese legation at Washington, who says: "Japan has no designs on the Philippines, as the Philippine Islands are not worth the sacrifice of such a valuable friendship as that of America and the enormous losses in men and money which such a war would necessarily entail."

Air castles are property that no court can touch.

Easy-going men usually go the wrong way.

MISTAKES IN BANKING.

They Are Bound To Occur in All Institutions.

A well-known customer at a bank stepped to the desk and wrote a check, talking meanwhile with the teller, with whom he was on intimate terms. When he had finished he threw over the check and the teller counted him out \$2,300. When the check passed to the book-keeper he discovered it was not signed.

That was a remediable mistake; but the one that happened at the Girard Bank in Philadelphia did not have so trifling an ending. A customer asked the teller to balance his book. It was found that he had a credit for \$3,500.

"I will draw that. Give me sight exchange on London," he said.

When the bank balanced its books it was \$31,500 short, the sum for which the clerk had written the exchange, and which the cashier himself had signed. Meantime the buyer of the exchange had gone on a fishing trip and had forwarded the bill of exchange to his correspondents in London, but until the bank could locate their customer they could not ascertain the whereabouts of the missing draft. All that could be done was to notify their correspondents in London not to pay its face. The exchange was presented in London for the full amount and protested. When its purchaser showed up he was able to make a fresh start in the transaction that straightened it out, but the bank sacrificed the services of a clerk who had previously been a valued employee.

Mistakes of this kind are not frequent in financial institutions, but one took place in the defunct Globe National Bank in Chicago that never did get straightened out. A customer drew a check for \$1,000 and a confidential clerk was sent for the money. It was an overdraft of some \$400 and the paying teller demurred at paying it. The clerk appealed to the cashier, who consented to pay the full amount and put his initials on the check. There was a line of people at the teller's window when the clerk returned. He waited until the teller was relieved, then wrote the check for \$10,000 instead of \$1,000. The cashier's initials were a guaranty and the check was paid without question. The clerk had been a trusted employe in a brokerage house, but the sudden chance to get a large sum of money was too great a temptation. The bank stood the loss.

The ease with which a mistake can be made is illustrated by a fraud in jest that was played upon William M. Singerly, of Philadelphia. He was, among other things, President of the Chestnut Street National Bank, and among his particular friends were Frank Moran, the old negro minstrel, and Richard Lennon, a politician and merchant, all of them members of the Benevolent and Protective Order of Elks, and full of practical jokes.

A man up in Erie had issued a facsimile of a certified check as an advertisement. It was for \$500, drawn upon the "Bank of Good Will," and

indorsed by the cashier of the "National Bank of Good Fortune." It was stamped and looked like bona fide commercial paper. One of them reached the hands of Moran and Lennon, who strayed into the President's office just before banking hours were over, and asked him to cash it. Mr. Singerly, with a glance at the amount, appended his initials, and, calling a clerk, directed him to bring him five \$100 bills for the check. The clerk took it to the teller, who counted out the money and returned it to Singerly, who passed it to Lennon. Moran invited the President to meet him at a roadhouse on Wissahickon drive in two hours and went away. Next morning in making up checks for the clearing house the "phony" one was detected and referred to Mr. Singerly, who simply said: "I thought Frank was spending a lot of money last night. He gave us a mighty good supper." But the lodge of Elks had fun over that check many a subsequent session.

It not infrequently happens that a man writing a check enters one sum in figures and another sum is written out in full. This is, of course, mere inadvertence, and if the check reaches the bank on which it is drawn the lesser amount is the one that is paid.

The other day a grocer in Harlem cashed such a check for a customer for \$50, the amount that was written out, and the amount the customer asked for. But the figures were for \$5. The grocer took only a cursory glance at the paper and the next day sent it with other checks to his bank, where it was accepted for \$5. In a like way of carelessness persons forget to date their checks. Usually the bank will supply the date on small checks on current account, but on important sums they will be thrown out.

Paymaster E. N. Whitehouse of the navy attached to the European squadron, drew at Plymouth for £5,000 on J. S. Morgan & Co., London, and presented the draft to the Plymouth branch of the Bank of England.

The money was to be used by the crew of the cruiser Boston, who were to have shore leave at Plymouth. It was indorsed by the commander of the ship and the United States Consul at Plymouth, and the Consul went to the bank with the paymaster for the money. The manager declined to pay the draft until it was accepted by J. S. Morgan & Co., because he did not know the officers. The draft must be drawn in triplicate, he explained, and they should be dated as emanating from the ship, and altogether he was very surly to his visitors. A dispatch from Morgan brought a satisfactory acceptance, and the manager of the Plymouth bank counted forth the money in Bank of England notes, one of which Mr. Whitehouse took up and read aloud: "At sight, the Bank of England will pay to bearer."

"This is a note of hand," he said. "It is not accepted—I will take gold—I don't know anything about this paper. It is not a legal tender."

The bank manager had nothing to do but to get together 5,000 gold sovereigns, which he did with bad grace, and Whitehouse and the Consul left congratulating themselves that they were even with the Plymouth branch of the Bank of England. A few days after that the paymaster received a letter from J. S. Morgan & Co., asking authority to supply the date to the drafts made at Plymouth, which had carried the month on which drawn, but not the day. After all the haggling over them they had gone through undated.

The failure to date exchange resulted in the discovery of the greatest scheme of forgery ever successfully carried out and in the arrest of McDonald, the Bidwell brothers and Ogle, the Bank of England forgers. The forgers had a running account at the west end branch of the Bank of England, in London, and presented their accepted exchange at six months, drawn on Rothschilds in the city. The first bills were good—the second ones fraudulent. In cleaning up this last project they presented forged paper for £100,000, but carelessly left out the date of acceptance. The messenger of the Bank of England branch was instructed to drop into Rothschilds' and have them supply the missing date. He did so, and in a moment was surrounded by the bank officers. In ten minutes the news of the forgery was in every bank in England. The forgers escaped to America, were arrested, extradited and sentenced to life imprisonment. So mistakes of this kind sometimes work for good as well as ill.

A case which partook something of the nature of both good and ill is related of a broker in this city, who found himself pressed for money at a time he had to pay a great many customers a large sum in the aggregate. What he needed was about four days' time to realize on his assets. Without that time he must fail. So he faced settling day with a calm front and coolly sent out checks to all his creditors unsigned. In four days they all were back again. By that time he had made his bank balance good and sent out checks signed this time, with an apology for the oversight.

Living for one's land is greater far than dying for it.

Recent Business Changes in the Buckeye State.

Cincinnati—Jacob Biedenbender & Son, retail dealers in hats and men's furnishings, will be succeeded in business by Wm. Biedenbender.

Columbus — Mr. Greenstein will continue the clothing business formerly conducted by Greenstein & Ratner.

Dayton—Edward C. Glazer is succeeded in the grocery business by C. M. Baker.

Dayton — Wm. Tipton succeeds Graybill & Bowman in the grocery business.

Dayton—The Haas & Maier Tobacco Co. has discontinued business.

Dayton — The grocery business formerly conducted by Snyder & Bish will be continued in the future by C. M. Huff.

East Liverpool—John W. Croxell, proprietor of the Croxell Pottery Co., is dead.

Eaton—W. W. Wolf is succeeded in the grocery business by A. L. Barradaile.

Findlay—M. H. Monheimer will discontinue his dry goods business at this place.

Ostrander—T. B. Hannawalt & Son are succeeded in the general merchandise business by Chas. H. Hannawalt.

Piqua—Cron & Zemer are succeeded in the furniture and undertaking business by Cron & Walker.

Ridgeville Corners—The general merchandise business formerly conducted by Rand & Beckham will be continued under the style of Rand & Limbrink.

Springfield—Nathan Klein is succeeded in the jewelry and pawnbroking business by Klein Bros.

Springfield—G. B. Siegenthaler & Son are succeeded in the boot and shoe business by Chas. Baldwin & Co.

Warfield—Copely & Parsley are succeeded in the general store business by John Dempsey.

Toledo—A receiver for the Toledo Safe & Lock Co. has been applied for.

Geo. E. Opperman, dealer in general merchandise, Anselma, Pa.: I consider the Tradesman the best paper of the kind that I have ever had the pleasure of reading.

No better bid for "luck" than hard work.

Torpedo Granite Ready Roofing

Made of pure asphalt and surfaced with granite. The roof that any one can apply. Simply nail it on. Roofing does not require coating and re-coating to live up to its guarantee. Resists rain, sparks, fire. For dwellings, barns, factories, etc. Torpedo Granite Ready Roofing is put up in rolls 32 inches wide—each roll contains enough to cover 100 square feet—with nails and cement to put it on. Send for free samples and particulars.

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

Established 1868

SERVANT GIRL PROBLEM.**Survey of the Situation by One Who Knows.**

Written for the Tradesman.

Second Paper.

Certain facts and conditions there are, bearing directly upon the servant girl problem, which must be taken into consideration to reach any correct solution.

One of these facts is that the nature of the work can not be changed. It can not be made over into something else which would be more to the liking of the girls who need to earn money. If housework could be tapped off on a typewriter or pounded out on a piano, if it could be worked in a pattern with a fancy braid and a Battenberg stitch, if it could be handed out on the quiet and hooked off from a crochet needle by ladies who like to do some genteel work to piece out inadequate incomes, if it could be done with a brush in water colors or oil, or be burnt out in Indian heads and such like designs on leather or wood—if it could be any of these things it would be sought for so eagerly that there would not be enough of it to go around among the applicants. Manifestly, any such change is impossible.

Two other facts are as stubborn as the one just mentioned and even more troublesome. One of these is that a considerable part of household labor must be done at hours when all employes naturally object to working. The other is that, generally one girl must work alone at housework, as at most there are not more than two or three kept in private families of ordinary means. It is only in large hotels or in the establishments of the very wealthy that any considerable number of servant girls can work together.

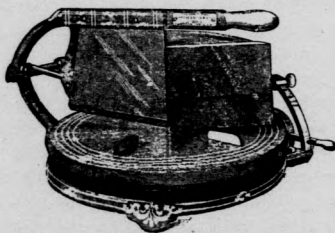
If the household labor for a large number of families could be taken into one huge factory where the number employed would be large enough to make feasible a thorough division of labor and also furnish the social element so much enjoyed by workers of all classes, and if the girls could begin their work at half past seven or at eight in the morning and quit with the sounding of a five or six o'clock gong, and then go to their own homes and "be their own bosses" until time to go on duty next morning, not only could more work per capita be accomplished, but there would not be the incessant friction and dissatisfaction that now exist.

But it would be all but impossible for people generally to change the time at which they take their meals as would be necessary to carry out the plan spoken of as to the hours of working. The plan is further impracticable so long as families, as a rule, live in separate homes. And the separate home is "the unit of our national welfare." No thoughtful observer will deny for a moment that the doing of household work in the small amounts required for the average family involves in the aggregate a vast industrial waste and that much time and great labor are expended with proportionally small results; but

an instinct too strong to be overborne by the reasonings of the economist tells us to maintain the separate household, "regardless of cost." No solution of the servant problem can be satisfactory that tends to an increase in the number of family hotels and boarding houses. Home, sweet home, as sung by the immortal poet, may be a lowly thatched cottage if the cottage contains only one family, but it can in no wise be any sort of a co-operative soup kitchen.

Some one will ask, "Can not the work of the servant be made attractive, can not the hateful features be eliminated by tact and good management, so that girls will no longer shun this occupation?"

Some things can be done and ought to be done to make pleasant and wholesome the life of the working girl. She should have a comfortable, well-furnished sleeping room, a light, well-warmed, well-ventilated, well-equipped kitchen to work in, an amount of work not greater than she has strength to do, a proper arrangement of her work, some time to herself, suitable opportunity for her social life with her friends, and kind and considerate treatment. But these things alone will not cause any great number of girls to flock into the ranks of household workers. And when the employer has done these things, she has done about all that can practically be done to make the situation pleasant. When she tries to free the work from objectionable features she has to cut out the very things for



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.

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

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

A fine tea will bring customers and keep them.

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

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

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

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Mich.

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.

which she keeps help. For instance, evening work, as before referred to, is distasteful to all servants. But with dinner at six o'clock or somewhat later, as now prevails in city homes, when are the services of a girl needed if not in the early evening? If she must eliminate all the features that are distasteful from the girl's point of view, the employer might as well eliminate the girl and do the work herself.

Another factor that goes to make up the difficulties of the problem is this: To do housework neatly, quickly, acceptably, requires a skillful laborer, perhaps we might better say an artist or an adept performer. A girl must have a deft hand, a light foot, an instinctive neatness and a headpiece, also the ability to change easily from one kind of work to another—all these if she is to be proficient in her calling.

With better houses and more elaborate and luxurious modes of living, doing the work for a family has become difficult and complicated. People are more fastidious than formerly. Modern nerves have to be humored. The present-day knowledge of disease germs and sanitation has added serious tasks to the work of the modern housekeeper. So complex has the work become that it would be no more absurd to assume that an untrained Eskimo or Digger Indian could manage a locomotive engine successfully than to expect that the raw, clumsy German, Swede or Irish girl, fresh from her peasant home in the Old Country, can come into our households and do anything but the simplest parts of the work.

The idea is very prevalent among housewives that there ought to be good, reliable servant girls, ready to come into their kitchens at a moment's notice and do their bidding; that there is something wrong somewhere that they can not get hold of them. It would be well for every woman needing to employ help to disabuse her mind entirely of this erroneous idea. Remember that, theoretically, at least, this is a free country, and that it is no girl's duty to be a servant if some other work suits her better. If your own daughters, dear madam, had to work for their living, should you think they ought to go into Mrs. Thus-and-So's kitchen simply because she needs the help? No more is it the duty of the daughter of some other woman to come into your kitchen.

Quillo.

Prosperous Condition at Pure Food City.

Battle Creek, Oct. 31—A new business is to be started in this city, the manufacture of paper baskets such as are used by fruit growers. The paper used in the basket is especially prepared by a secret process, which protects it from water and adds greatly to the strength of the fiber.

The United Steam Pump Co. has resumed work, after a temporary shut-down of one week for the purpose of making several thousand dollars' worth of improvements. The most important improvement is the putting in of a new smoke consum-

ing device that actually consumes smoke. In the machine shop a new sixty-horse-power dynamo has been installed to light the plant and furnish power for the cranes for the foundry. The old dynamo will be converted into a motor to run shop No. 2, heretofore run by steam. Many other minor improvements have been made.

The outlook is now favorable for the location of a firm in this city which will manufacture gasoline motors. It will probably occupy the buildings of the Battle Creek Iron Works.

The Postum Cereal Co. has a souvenir which will be kept in the archives of that concern. It is an order from her imperial highness, the Grand Duchess Sergius, ordering a dozen cases of the company's product sent to her. The order came to the London branch of the company.

The Battle Creek Gas Co. has inaugurated a move that is quite an innovation for corporations. It has fitted up a handsome room in its block and will hold weekly meetings of all persons in its employ, sixty in number. The object of the meetings is to consider all matters pertaining to the manufacture of gas, and to look after the interest of and welfare of the patrons of the company. It is believed that this plan of co-operation between all, from manager to the humblest employe, will be of great advantage, not only to the company, but to the consumers. The employes have been divided into four divisions for the systematic handling of the work. Some have charge of the illumination and the improving of the manufacture of the gas; some the study and discussion of the latest appliances, machinery, etc. Another division will make a study of the office work. The most important division is that for the welfare of the patrons and gas consumers and for the thorough investigation of all complaints from the users of the gas furnished.

Good Report from the Capital City.

Lansing, Oct. 31—During the past few months the Lansing Street Railway Co. has laid a couple of miles of new track in this city and is replacing the lighter rail with heavy steel suitable for heavy traffic. The company has extensive plans for the further improvement of the system, and Lansing is rapidly acquiring a model street railway system.

The New-Way Motor Co. is now located in its new factory on Sheridan street, and is employing an increased force of men turning out its air-cooled motor.

The American Suction Gas Producer Co., in which F. L. Smith and James Seager, of Detroit, are interested, is making good progress with the development of a process that is attracting a great deal of attention both in America and foreign countries. Suction gas has lately been made the subject of an interesting report by the American Consul at Birmingham, Eng., where remarkable results have been achieved.

"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 Car Load Lots

FREE

If It Does Not Please

Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!



3,500 bbls. per day



**Sheffield-King
Milling Co.**

Minneapolis, Minn.

Clark-Jewell-Wells Co.

**Distributors
Grand Rapids, Mich.**



RETAIL STORE EXPENSES.

What It Costs Some Merchants to Sell Goods.

Are you making money? Do you know positively just what it is costing you to do business? No man should be in business who doesn't know what his "expenses" ought to be; how much he can put in the expense account and still make money. A very interesting discussion of this subject appears in the Dry Goods Economist, New York. Here is the question:

Dear Sir—If you sold \$27,000 last year and your expenses were \$4,700, did you make anything? Please tell me through The Economist what your store expenses should be. Would freight, 1 per cent; rent, 2 per cent; clerk hire, 5 per cent; heat, 1 per cent; insurance, 1 per cent; taxes, 1 per cent; bad debts, 1 per cent, and depreciation of stock 5 per cent pay the bills? Any information thankfully received, as I am very anxious to know how you figure it.

The Answer.

If you sold \$27,000 last year and your expenses were \$4,700 your "expenses" were 17 2-5 per cent. on your sales.

Looking at the situation from the distance we can not give you a categorical answer to your first question.

It depends upon how you sold your goods. If you marked and sold them at the usual gross profit obtained by retailers, viz., about 25 to 30 per cent. on the selling price, you probably did make something last year; but how much or how little depends upon the circumstances. Besides, you have not mentioned your own salary or personal expenses; these, too, must be considered in determining real net results. If you could send us the figures showing how much you were worth at the beginning and at the end of last year, of course we could quickly tell you whether you made anything or not.

Let us assume that your average gross profit on sales was only 25 per cent.—it probably was more.

Twenty-five per cent. on \$27,000 is \$6,750. If herefrom we deduct the expenses, \$4,700, we have \$2,050 as a remainder. So you could have had that much left for your year's work.

Now as to your expenses: 17 2-5 per cent. is by no means abnormal.

You include "freight" in your expense list. Freight should be included in the cost of the goods, not in the selling expenses.

You also include 5 per cent. for "depreciation of stock." Not knowing any of the details as to how you buy, handle and sell your goods, or the condition of your stock, we can not accurately determine whether 5 per cent. on your sales (in this case \$1,350) is too much or too little.

It certainly seems more than ample to cover, not only depreciation of stock, but also other incidental expenses that may from time to time arise.

To give you a better idea as to your own "record," let us refer you to what some other retail stores that sell less than \$30,000 a year have done.

One house that sold \$22,000 last year made a clear profit of over 14 per cent. (\$3,200).

According to this, they must have sold their goods at a gross profit of 30 per cent. (on the selling price) for their total expenses were 16 per cent. (\$3,500).

(Their expenses were as follows: Business expenses, 8½ per cent., or \$1,860; personal expenses, 7½ per cent., or \$1,650.

Perhaps your gross profit was as great as theirs; if so it was 30 per cent. on \$27,000, or \$8,100. If from \$8,100 we deduct \$4,700, your expenses, you still have \$3,400 as "net" profit.

Now let us show the figures of a house whose gross profit was only 25 per cent.

They sold \$22,500; hence had a gross profit of \$5,625. Their expenses, but 10 per cent., were \$2,250, leaving a net profit of \$3,375 (15 per cent.)

We do not know how much their personal expenses were, so we can't say how much their real net profit amounted to.

Still another house that made money sold about \$17,000 last year, on which their gross profit was but 22½ per cent. (\$3,770).

They reported business expenses 7½ per cent.; home expenses 6 2-3 per cent.; total expenses \$2,400—about 14 per cent.

Thus their net profit over all expenses was about 8 per cent. on their sales (\$1,370).

Since your regular business expenses, exclusive of freight and depreciation of stock are but 11 per cent., your net results might compare favorably with those we have above shown.

Measures Unseeable Lengths.

The 250th part of an inch is a millimeter. The 2,000,000th part of a millimeter is what Dr. P. E. Shaw, of England, is measuring. The unaided eye can not perceive much less than one-tenth of a millimeter. With the help of a microscope the eye can see as little as 1-5,000 millimeter. The measuring medium used for engineering gauges will detect differences of 1-8,000 millimeter. By using interference bands of light we can perceive movements of 1-100,000 millimeter. In the optical lever a beam of light falls on a pivoted mirror; if a body push the mirror at a point near the axis of the pivot the beam is deflected by a large angle. By this means a movement of the body by 1-400,000 millimeter may be detected. The most modern and sensitive method is by the electric micrometer. Dr. Shaw's invention was first produced in 1900, and has now been improved so that it can measure less than 1-2,000,000. It is not controlled by the hand, but worked with a pulley cord of rubber, which passes from a band around a pulley to the screw. This is done to avoid the comparatively rough touch and the tremor of the hand. Many precautions regarding size, shape, cleanliness must be observed to insure its operation.

The worst sins are the ones we don't do.

Facts About Some of the New Fabrics.

Black and white checks—Black and white checks are popular in dress goods, as are also dark navy blue and white. One fabric, black and white and navy blue and white checks, which is popular, has a construction of 52 cotton warp threads, all two ply, and 52 picks to the inch. The black filling is cotton and the white worsted. The pattern of the check ranges from four black or blue and four white in both warp and filling to eight and eight in both warp and filling. The fabrics are 38 inches wide and retail at 50 cents a yard. The weave is a four-shaft twill, two up and two down, and the twill moves one thread at each pick. The black cotton filling is soft twist, which with the white worsted filling gives the goods the appearance of being all wool. The same colors and size checks are used in the production of a better quality that retails at \$1 a yard. In the better grade the construction is 68 warp and filling threads to the inch. The warp is two-ply plated worsted and the filling is all worsted.

Mercerized Vesting.—A handsome vesting fabric of white mercerized cotton that is attracting the attention of custom tailors for the season of 1906 has a construction of 150 warp threads and 60 picks to the inch. The warp is mercerized and the filling bleached. The ground of the fabric is composed of a double plain weave on which the warp threads form a leaf by floating over a number of picks. The figure runs in a diagonal direction and the complete fabric shows a series of these figures forming diagonal lines in either direction. A repeat of the pattern contains 32 ends and 22 picks. The figure has two stems, the lower one formed by 10 warp threads and seven picks. The stem is a diagonal ridge formed by four warp threads floating over two picks, the movement being two warp threads to the right at each pick. The main part of the figure is diamond shaped and is formed by 12 ends, each end floating over 10 picks, the first float beginning on the left, and with each succeeding pick two ends are raised, until the 12 ends are up, and after the tenth pick the first pair of ends begin to weave plain and at each succeeding pick a pair of ends cease floating so that the point of the figure is formed by the last pick in the repeat of the pattern. The same figure is formed on the reverse side, but to the right of the figure on the face. The bleached filling, over which the warp threads on the back float, forms a spot beside the diagonal diamond and the contrast between the bleached filling and the mercerized warp spot is one of the beauties of the fabric. On the face of the fabric the stem of the reverse figure runs diagonally from the eighth pick of the main figure up and near to the beginning of the stem on the next figure, completing the repeat of the pattern in 32 ends and 22 picks.

Broadcloth—Broadcloths of various weights for dresses are shown in numerous shades of brown, green, blue

and in the latest popular favorite, plum color. The colors are good and the feel of the cloth is all that can be desired. A fabric 52 inches wide that retails at \$2 a yard has a construction of 62 threads to the inch, both ways. The plum colored fabrics promise to be good sellers and retailers are placing orders for various grades that can be sold at retail at from \$1.20 to \$3 a yard.

An Imitation Mixture—A novelty in the line of imitation of fabrics by printing is now on the market. The fabric is intended for men's wear and is an imitation of the popular black and white mixture. The construction is 56 warp threads and 30 picks to the inch. On both sides the fabric is striped, a repeat of the pattern appears to six blacks, then five white and black twist, one black, one coarse white and black twist, one fine white and black twist, two black, one fine white and black twist, three black, one medium white and black twist, three black, one medium white and black twist, one black, one fine white and black, twist, one black, one coarse white and black twist, one black and three fine white and black twist. The white specks to represent the twist are printed and the effect is an exact imitation of the high-grade mixture, even to showing the white thread twisted diagonally around the black. Both sides are alike and at first glance even an expert would think it was a coarse black and white mixture. By closely examining it he would be led to believe that the black and white was a mock twist, but as soon as he pulled it to pieces a black cotton warp would be revealed and shoddy filling with particles of the white printing materials adhering. The fabric is used to make garments for fire and water sales and auctions, where every one is looking for a bargain. While the goods will deceive unless analyzed, the color is not fast and will run, but the inventor will probably say that that will produce a finer mixture.

Also Lacking.

A gentleman and his wife who are both near-sighted, went to Atlantic City not long since. When they came down to breakfast the wife picked up the menu card, but, after a moment's effort, pushed it over to her husband, exclaiming as she did so:

"You will have to choose for both of us, John; I have left my glasses upstairs."

He took the card and began to fumble in his pockets—vainly, it proved, for he had forgotten his also. Turning to the impassive and irreproachable darky behind his chair, he said:

"Will you please read it for us, waiter? We have both forgotten our glasses."

The waiter bowed, and replied with a grin:

"'Deed, Ah'd lak to 'blige yo', suh, but Ah ain't got no educashun neither!"

A dreamy religion never disturbs the devil.

MADE IN "CLOTHES OF QUALITY" BUFFALO

UNION MADE

The Spring of 1906

will prove a most profitable season to the merchant who sells the justly famous

"Clothes of Quality"

"The Best Medium Priced Clothes in the World"

In all the years we have devoted our energies toward building good clothes we never reached such a high standard.

If you make your selections from our Spring line we forecast a season of good profits for you.

Make an early request if you desire to see our spring samples. The time consumed in looking them over will be well spent.

M. WILE & COMPANY
MAKERS

"CLOTHES OF QUALITY"

The left lion holds a sign that reads: "CLOTHES OF QUALITY DENOTE STRENGTH". The right lion holds a sign that reads: "WEARING QUALITIES: STRONG AS A LION."

NEW YORK MARKET

Special Features of the Grocery and Produce Market.

Special Correspondence.

New York, Oct. 28—We have had a more "comfortable" week in coffee, both as to the speculative or "paper" article and the real stuff. While the amount of actual coffee business has been only of a moderate character, there is a stronger tone to the market and prices at the close are well sustained on about the same range of values as prevailed last week. Rio No. 7 is worth 8 5-16@8 3/4c. In store and afloat there are 3,503,000 bags, against 5,769,000 bags at the same time last year. West India coffees have been rather dull and buyers are taking only sufficient supplies to keep assortments intact. Good Cucuta commands 9 5/8c and good average Bogotas fetch 11 1/4c. East Indias are dull as to volume of business, but quotations as recently made are well sustained. Fancy Mochas, 17 3/4@18 1/2c. Regarding the situation of Brazil coffee, Willett & Gray say that instead of a crop of twelve to thirteen million bags, according to misguided estimates last winter, they are inclined to think the result will be less than 10,000,000, and that the outcome can only be to the advantage of holders.

Refined sugars have moved along in the even tenor of their way and very little change has been noted during the week, either in the volume of business or in quotations. The feeling is that the future will see an "easier" situation.

There is not much to report in the tea market. The grocery trade is taking the usual amounts and nothing more. Prices are well held and buyers will gain nothing by shopping around with the hope of picking up some choice job lots.

Buyers of rice are waiting. They take small lots and the market generally is barren of interest. Consumers are said to be "eating potatoes" and rice is feeling the competition. Still, holders are not as those without hope and are certainly not giving stocks away. On the contrary, they are firmly convinced that prices are low enough and will make no further concessions.

In spices, cloves are very well sustained, and the market generally is firm, although very little business is being done in individual cases. It is doubtless a good time to buy and yet it is not wise to overstock, as can be easily done in the way of spices.

There is a good steady volume of business in molasses, but there is no appearance of a "boom." Good to prime centrifugal, 16@26c. There is a better feeling in the market for syrups and some pretty good transactions have taken place during the week. Good to prime, 18@24c.

Aside from a reported increase in interest in canned corn, there is hardly an item of interest to be picked up in the whole range of the canned

goods district. There is a fair average trade being done all the time and there are goods to meet all purses and palates. In corn, especially, is the range wide, and the supply of indifferent to bad is so great that the sale of really desirable stock is hindered. Western of the very, very cheapest seems to have retired, and it is hard to get goods for less than 75c. Tomatoes are steady and nothing desirable can be found in any quantity for less than 95c, the general quotation being 97 1/2c. A fair jobbing demand is reported for fruits and other goods in "tins." Salmon is very quiet and without change in any important particular.

Since the last report there has been a trifling advance in top grades of butter, but the general market shows little change and extra dairy stock has run along in about the same channel for a long time. Extra Western creamery, 23@23 1/2c; seconds to firsts, 18 1/2@22 1/2c; imitation creamery, 18@19c; factory, 16 1/2@17 1/2c; renovated, 16 1/2@20c.

There is a "great revival" of interest in cheese up the State and rates are simply humming. When the wave will reach here is uncertain, but as yet there seems to be just about the same level as previously noted and full cream is moving at 13c for September fancy and 12 3/4c for October.

Two New Plants for Flint.

Flint, Oct. 31—This city saw the dawning of a new era in its industrial advancement the past week in the breaking of ground for the new plants of the Buick Motor Co. and the Weston-Mott Co. in Oak Park subdivision. The contract for the foundation walls for both factories was awarded last Monday to C. A. Moses, of Chicago, and the first spadeful of earth in the preliminary excavations for the buildings was turned the same day. Since then a large force of men and teams have been at work and the foundations are now fairly under way. The contract calls for their completion in six weeks. It is not expected that much further progress in the direction of the erection of the buildings can be made in advance of the advent of winter, and work on the superstructure will in all probability go over until early next spring. In the meantime the plans for the buildings will be completed and contracts awarded for their construction. The fire hose house in the subdivision, which stands on one corner of the site to be occupied by the Weston-Mott plant, is being removed to a new location.

Beet Sugar Factory Is Busy.

Menominee, Oct. 31—Immense quantities of beets are pouring into the sugar factory here, which is now running full blast. The crop in Marinette, Menominee, Oconto, Brown and other counties is enormous and the factory will run probably not less than ninety days this season and possibly longer. The beets so far sliced show an excellent sugar content.

Piety does not turn a man into putty.



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.

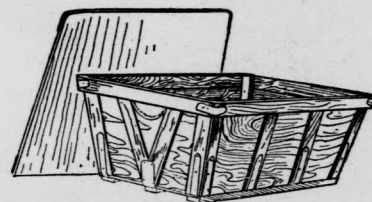
When You Buy Your Mixed Candies

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.

TO PULL PROFITS

You must both make good margins on individual sales and sell goods that bring buyers back for more. Dealers who have handled them for years say that it pays in all ways to sell

Hanselman's Candies

on account of their superior quality and the attractive way in which they are packed. Our salesman will call with a full line of samples if you will say so.

HANSELMAN CANDY CO., Kalamazoo, Mich.

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.

Recent Business Changes in the Hoosier State.

Bedford—L. W. Cosner will continue the business formerly conducted by the Bedford Coal & Mining Co.

Geneva—The flour business formerly conducted by the Geneva Milling Co. has been merged into a stock company under the style of the Geneva Milling & Grain Co.

Indianapolis — The Miller-Parrott Baking Co. has removed to Terre Haute.

Lafayette—The business formerly conducted by the Johnson-Barnes Hardware Co. will be continued under the new style of the Johnson Hardware Co.

Lafayette—The Kern Packing & Cold Storage Co. has changed its style to the Kern Packing Co.

La Porte—W. J. Schultz is succeeded in the grocery business by N. N. Stanton & Co.

Mitchell—The restaurant business formerly conducted by N. B. Davis will be continued in the future by Pugh & Greer.

Rusk—J. C. Freeman will continue the general merchandise business formerly conducted by J. C. & W. Freeman.

Terre Haute—E. R. Wright & Co., grocers, are succeeded in business by Wright & King.

Upland—Donelson & Otto are succeeded in the meat business by Donelson & Broderick.

Williamsburg—H. S. Davis succeeds Edwards & Pearce in the general merchandise business.

Maxwell—L. D. Olvey is succeeded by Burke & Wilson in the general merchandise and implement business.

Accepted Plans for New Factories.

Marshall, Oct. 31—The C. F. Hardy Co. has accepted the plans for its new factories to be built on the new site recently given it by the city. The plans were drawn by O. J. Renegar and include a main factory which is to be 50x100 feet, a power house and two warehouses. The total cost of the buildings will be about \$75,000.

The Page Bros. Buggy Co., one of the leading manufacturing concerns of this city, is doing the largest business in its history. The shops are among the largest in the State and are being worked to their utmost capacity. This company has nearly doubled its orders in the past five years and now it turns out nearly 10,000 carriages every year.

Escape from Fire Made a Joy.

To be carried to the streets on flowery beds of ease from a theater fire is the happy destiny of those who use the new Mausshardt fire escape. He proposes to remove the pit en bloc with the boxes attached to it, as well as the partition walls, into the street by means of rollers underneath the floor, running over a track of rails continued to a suitable length outside the theater, the scheme also allowing for the simultaneous rescue of people in the balconies above by exits through specially constructed window - doors opened automatically all at once, and leading to suspended galleries which are lowered to the street by the same

mechanism actuating the moving pit. The theater is thus emptied from gallery to pit in half a minute, whether the audience numbers five or five thousand. The galleries are suspended on hinges from heavy outriggers, which act as powerful single arm levers and turn round pivots fixed below the first balcony. On being lowered all the outriggers and the suspended galleries move to the side and descend to the street. The gearing is so arranged that at the moment the outrigger galleries touch the street the whole pit has been removed from the theater building.

Failings of Young Engineers.

Charles F. Scott says it is easier to train engineers than men with manhood's quota of courage, backbone, moral strength. "College courses are apt to give 99 per cent. to technical subjects and 1 per cent. to culture studies. When older men talk about the value to an engineering student of a debating society, of familiarity with parliamentary practice, of fluency in composition, of culture studies, of the training in effective co-operation, of education as a means of forming right habits and developing the faculties as well as acquiring technical knowledge, the student in engineering does not seem to know what they mean." An engineer of wide experience says that in selecting young engineers for specific work he found a greater number were lacking in moral qualifications than in technical ability.

Fifty Thousand Population.

Bay City, Oct. 31—Local boomers are delighted with the showing made on population estimates for this city by the new directory, just issued. Using 2.5 as a conservative multiple for the number of names in the directory, the result gives consolidated Bay City a population of 49,800, or a gain of about 2,500 over the estimated population of the two Bay Cities a year ago.

No man climbs to heaven by tall talk.

ESTABLISHED 1888



We face you with facts and clean-cut educated gentlemen who are salesmen of good habits. Experienced in all branches of the profession. Will conduct any kind of sale, but earnestly advise one of our "New Idea" sales, independent of auction to center trade and boom business at a profit, or entire series to get out of business at cost.

G. E. STEVENS & CO.,

324 Dearborn St., Chicago, Suite 460

Will meet any terms offered you. If in rush, telegraph or telephone at our expense. No expense if no deal. Phones, 5271 Harrison, 7252 Douglas.

OPEN
Evening

Also instruction by MAIL. The MCLACHLAN BUSINESS UNIVERSITY has enrolled the largest class for September in the history of the school. All commercial and shorthand subjects taught by a large staff of able instructors. Students may enter any Monday. Day, Night, Mail courses. Send for catalog.
D. McLachlan & Co., 19-25 S. Division St., Grand Rapids

W. F. McLaughlin & Co.

SANTOS
CHICAGO
RIO DE JANEIRO

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

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

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

Send for Samples and Prices

It is
Absolutely Pure
**Yeast
Foam**

You can Guarantee It

We Do
Northwestern Yeast Co.
Chicago

THE HONESTY HABIT.

How It Keeps Mankind from Thievery.

Perhaps no one ever has attempted to define the "honesty habit," but there is such a thing. It is an evolution of the business world, and no one is quicker to acknowledge the material substance of this "honesty habit" than is the risk man in the surety company which goes bond for his honesty. Such a type of man, who may be without ideals of any kind, finds himself in the position of handling large sums of money, and through the handling of such sums acquires that "honest habit" which makes him one of the most desirable of insurance risks.

The bank clerk is one of the best types of the habitually honest man. There is no specific virtue in the bank clerk above the clerk in any other kind of business involving the same amount of responsibility and accountability for money. Therefore it is too much to assume that every clerk in a bank is honest in every fiber, or even that he is honest because honesty is the best policy. But the bank clerk over most other clerks is likely to have the habit of honesty and to get so into the rut of it as to be one of the best surety risks in the business world.

In the beginning of his responsibility for money, this man who becomes habitually honest feels keenly the abstract values of the money passing under his hands. To lose a portion of it is a possibility which staggers him. To overpay a check or draft, or undercount a deposit is one of his nightmare visions. It is an easy process from this to become so concerned in the mere mechanical count and accounting of money as to forget that it has value. A pile of bills or a bag of coin is something to be represented by an aggregate of figures only, the one other exaction of the count being that the bills and the coin shall be genuine. After that the "cash balance" is everything at the end of the day.

This habit system of honesty not only is recognized by the surety companies but by the employers of such men. Ordinarily where a surety company for a fixed sum insures the employing bank or other institution against any loss from peculations, the bank or other house has small care for the innate honesty or dishonesty of the men. But at the same time the man who is honest from long habit in the deposit or paying or collection window of a bank has a position of his own in the establishment.

Some of the bank messengers in Chicago are of this type, going from and to the clearing house and the express offices sometimes with twenty years' salary in their hands; sometimes with more money than they could hope to earn in a lifetime. But there is the least of concern for this type of simple minded man, married, and with children perhaps; whose own parents were plain people of the soil and whose own ambition had scarcely been more than to make a

decent living at "a clean job." This type of man has no extravagances. His habits of life are fixed according to his simple standards. He goes to his work, goes through it with carefulness and precision, then goes home to his family. He has become so habitually honest as to be unable to allow an embezzler opportunity to make a suggestion to his methodical brain.

But from the point of view of the surety company, the one greatest influence that keeps men honest is the fear of consequences if they should become dishonest. The oldest company of the kind in the United States has arrived at this conclusion as the net result of twenty-one years' experience. It is this point of view, also, that makes the business of the surety company. Unless the idea generally were accepted there would be no basis upon which the surety company could stand.

For instance, there is one class of person who handle money in amounts large enough to make a surety bond acceptable to the employer. This is the person who is doing business on a commission basis, collecting his cash and making the distribution of the returns. Should such a man take more than his portion of the proceeds of the work, the law considers that he is a partner in the venture to all intents and purposes, and that, therefore, he may not be prosecuted for taking all the funds. Because of the law's attitude toward the man on the commission basis the surety company will not take him as a risk. There is nothing that the law can do to punish his crookedness; therefore he is an unsafe proposition for the company—there is nothing for him to fear.

Experience of men and things has gone to show that the married man of family may be the best or the worst of risks. He is the best risk when he is happily married, with wife and children; when his salary is adequate to his needs, and out of it he is putting aside a "nest egg," when he is sober, intelligent and making no "splurge" in competition with any possible member of a "set." He may be the worst of risks when with an insufficient salary, and under heavy responsibilities, he is handling money with a considerable freedom from espionage—the money that his family is needing for sufficient food and clothing.

Ordinarily the man who has his own family, whose father and mother are still living, who has brothers and sisters and uncles and aunts and friends—the closer the better—and acquaintances of good repute right and left—this is the man, above all others, who may count upon an easy way to the surety companies' good graces. In a double sense such a man is a good risk.

In the first place the man has his anchorage in respectability. To become an embezzler would mean the sacrifice of all these and the impending punishment of the law. But as a business risk for the surety company, these kinsmen and friends and associates mean far more in the case

of a temptation which should lead to an open theft or misappropriation of funds in any manner.

The position of such a man under such circumstances is that his employer at once repudiates him and washes his hands of all part in the matter. He has notified the employee's sureties of their liability to him and the surety company calls, through its agent, to verify the truth of the theft. The criminal who may have banked upon appealing to the old employer for mercy is told that the employer has no power and no discretion in the matter. On the part of the company its reputation and its commercial safety depend upon its "getting him" one way or another.

In most cases it may be depended upon that the embezzler will have no considerable amount of his peculations left. The surety company is in the position of losing virtually all its bond if the man shall be taken into the criminal court for prosecution. Naturally, as a business institution it desires to save as much from the wreckage as possible. To this end the kinsmen and friends and hail fellows of the criminal are appealed to. Sooner than lose all a scheme of collaborating effort among these to make good the amount of the bond may be considered by the company. Perhaps an arrangement for partial payments through a period of years will be accepted by the company, or, perhaps some influence will give the man another chance with an influential friend, whereby the delinquent may make restitution from his own salary.

But the man who has gone wrong while under the guaranty of a surety company may never hope to have that guaranty renewed. He is blacklisted for all time without hope of a position where one of the qualifications is a surety bond. And the bond in the surety company more and more is becoming a vital qualification for an office of trust. This fact rests upon the spirit of specializing that is in all modern business. Certain proportions of trusted employees will fail in duty. The surety company with its liability tables knows the average proportion. It is equipped with the measures and means for running down these crooked men of business, relieving the employers of the trouble, increased cost and probable criticism in a prosecution.

Just how much this element of criticism is appreciated by the prosecutor in such a case and how much it is shunned is indicated in the fact that certain companies will not bond women in any circumstances. The possibilities in prosecuting a woman thief are beyond even the abstract impersonality of the surety company.

Some aspects of the surety bonding of employees are especially interesting. There is a certain Chicago corporation which is under the necessity of bonding a large number of men who, because of the nature of their work, are not of a good class and who are incapable of becoming "habitually honest." The rate on this class of men is \$7.50 for \$1,000.

A \$1,000 bond is a big sum in the eyes of these men—too big. For this reason only, the bonds are fixed at \$500, although the company pays the same premium as upon \$1,000.

It is out of a situation such as this that the surety company comes in for criticism and censure and for appeals for mercy on the part of ministers and friends of individuals. They ask, "Why blacken the whole life of such a man who may have fallen almost unwittingly through the severest of temptations?"

The surety company can only say that "business is business;" that it is not a school of reform. Also it maintains that it is no part of a sane economy for a surety company to let an offense of the kind pass on the part of such a man when there are scores of better men better qualified for such a place and who would find room if the more or less undeserving defaulters and small thieves could be forced out and be left unable to give bond.

If you know you are not congenitally honest, make an effort and "get into the habit of it."

John Cadwallader.

The Old-Fashioned, Obsolete Way.

I was talking, less than a week ago, to the head of a large wholesale firm, located in a town of nearly half a million inhabitants and doing a business of two million dollars a year, says a writer in System.

He was skeptical about the value of system. "These new fangled methods are too complicated," he said. "I would like to see you find anything simpler than our bookkeeping. When a man buys we enter it in the day book, indicating that it is a credit sale. When he pays we scratch it off. Isn't that about as simple as you can make it?"

I didn't smile; it was too serious—that such a way of doing business should exist. "How can you tell what the condition of your business is, where you are at?" I asked.

"Oh, that's easy; at the end of the year we know what we had on hand the year before and what we had in the bank; we add up the stock we have in the house now and our bank balance, and subtract that from what we had a year ago. My partner takes half of the difference and I take the other half."

This house grew up in a new country—the only one of its kind in the territory. How long, going on this basis, is it going to stand on the small margin which keen competition is forcing everywhere?

Mention Price When Advertising.

An authority on advertising says that advertising that does not mention price possesses only half of its possible value. The reader may believe that the price is withheld because it is high enough to scare away prospective buyers, or because it is the policy of the advertiser to obtain the highest possible price he can regardless of the article's value. Don't advertise the article if you are ashamed of the price. Advertisements should be bright, brief, descriptive and with prices, and then they will draw trade.

Ye Olde Fashion Horehound Candy

"Double A" on Every Piece



Is good for young and good for old,
It stops the cough and cures the cold.

Made only by **Putnam Factory National Candy Co.**
Grand Rapids, Michigan



Hints on Advertising a Clothing Store.

Business nowadays is a sort of a rush cart that is not allowed to tarry long at any one place, but must "move along" like an Italian fruit cart on the streets. This makes small products acceptable, for they are always read and are strikingly attractive when a good and appropriate cut is used to vivify the matter. Small advertisements are reminders in good times and solicitors in bad times. They save money to the advertiser in either case, in the economy of space. They can be large enough for reminders and sufficiently full in their descriptions to give people a good idea of things advertised. The small products can be used in many different ways to help the merchant and save time to the people. Throw life into whatever you aim to do well. A slow-poke way of doing business breeds dry rot. Use sparkling life-like advertising, for your methods of business will be judged by the kind of advertising matter you place before the people. The world moves rapidly, and to keep up with the van you must mount the wagon.

By this time many retailers are busy with their fall trade, and many, in their busy hours, forget the preparing of copy for their articles of publicity. In fact, a few think advertising of minor importance so long as business is brisk with them. To the experienced advertiser such methods are regarded as radically wrong; for it is a well-known principle of interest that a season of much buying brings people to the advertisement. That is, when everybody is wanting something that is a good time to advertise. People in need of fall and winter goods scan the advertisements closely before they do buying, and, as a rule, they will go first to the store whose advertisement impresses them the most favorably. One's trade may be large, but one always desires to make it still larger. No matter how many customers one may have, there is always room for more.

The retailer with an eye to business is always throwing out feeders to his store. We say feeders, for whatever method he employs to get him custom is, in a certain way, a feeder to his business. It nourishes and enlarges his business. That is what he has in view when he resorts to publicity. One should never be too busy for these feeders; or if one can not attend to one's business, and at the same time do justice to one's advertising, an advertising writer should be employed to attend to that part of the business. If one department in a store should take preference, it is the department of advertising. It is also a difficult thing for one man to attend to the wants of all departments.

Good things are indispensable

where strong advertising is desired. If an attempt to make poor goods good in an advertisement is undertaken, rest assured failure will rest upon the head of him who tries the method. There are a few who seem to think they can stock a store with second-rate or inferior goods and then make them good or first-class by advertising them as such. It thus often happens that the advertisement carries a lie upon its face, for it lacks sincerity. If this is not seen in the advertisement at a glance, the public will soon learn it by instituting a comparison between the goods and the claims made for them in the article of publicity. One may deceive the public for a little while, but not long. The first element to success is sincerity, truthfulness; falsehood is short-lived where facts are easily obtained. For these reasons the retailer must have good goods if he wishes his claim in a strong advertisement to carry weight.

Whenever two men meet with the same class of goods to sell, the one must show an advantage over his competitor by way of price, or quality of the goods, or he must be more quick in argument and state his claims with more force than is possible for his competitor to do. The purchaser will be controlled in his decision by what seems to him to be to his advantage. This is what every retailer wishes to accomplish by his articles of publicity. He wants to show the people that it is to their interests to buy his goods; that they will save money by coming to him; that he has a line of goods superior in quality; that he offers better opportunity to his customers for making a good selection; that he carries nothing but fashionable goods. He must study the tactics of his competitor as closely as a general would study the movements of an enemy, that he may learn the weak point in his methods. This weak point having been found, and the attack made, an advantage is at once gained by which he will profit. The attack is not made in a way to bring forward the competition, but through the article of publicity, so as to cover the weak method observed in the competitor's system of meeting competition.—Haberdasher.

Southern Water Power.

The South is ahead in water power, leading the entire country in the number of hydro-electrical plants under construction and in contemplation and totaling not far from 300,000 to 500,000 horse power. Some of the plants rival in magnitude and importance the largest electrical power developments in the United States, with the exception of Niagara.

The largest plant is at Whitney, N. C., which now furnishes 40,000 horse power, and at its completion will aggregate 76,000 horse power. Having been well begun hydro-electrical development promises to be one of the most notable features of Southern progress.

One man's hypocrisy does not excuse another's indolence.

PANTS

Jeans
Cottonades
Worsteds
Serges
Cassimeres
Cheviots
Kerseyes

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

Hermanwile
GUARANTEED CLOTHING



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

FOR SPRING 1906

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

"THE BEST MEDIUM PRICE CLOTHING IN THE UNITED STATES"

Salesmen will be out shortly.

HERMAN WILE & CO.

BUFFALO, N. Y.

NEW YORK
817-819 Broadway

MINNEAPOLIS
512 Boston Block

CHICAGO
Great Northern Hotel

Some Reasons Why Clothing Costs More.

The forthcoming spring season will present many perplexing matters to the retail clothier, and none more important than that of higher prices for clothing. The why and wherefore of the increased cost of clothes should be the concern of everyone connected with the clothing business, and the causes well committed to memory, for it is knowledge that will be found helpful to profitable retailing.

The wool and piece goods reports have plainly set forth the primary market reasons why clothing costs more, and beginning in September presented the facts in a plain and concise manner readily understood by everyone selling clothing. It would be a step in the right direction if merchants and heads of departments gathered their staff about them and instructed them so that they would have a better knowledge of the situation, supplementing it with a talk on the causes for higher prices along the lines presented in this article, that every salesman might become sufficiently well informed to intelligently present the matter to customers, the object being to influence salesmen to sell more better grades. It is the proper way to begin and in the right place to insure the best results through trading up.

There are more things to be reckoned with than the advances in the cost of raw wool and finished cloths in getting at the "why clothing costs more." In addition to the advances the clothing manufacturer pays the mills for cloths there are a number of items to be added before summing up the total. First, cloths are better finished, more carefully shrunk, the loss from shrinkage is greater than formerly, and the "London shrunk" process where used costs more. Then include the cost of the extra amount of cloth necessary to make a suit in the prevailing fashion; the coat being longer and the trousers fuller, at least a quarter of a yard more cloth is consumed to the suit. Next, consider the linings, trimmings, etc., entering into the construction of the interior parts of the garment, i. e., the shoulder pads and sleeve heads, and the front parts of haircloth, linen and felt. The materials being of improved quality cost more, and the labor and time spent upon construction and shaping costs, by a low estimate, from 20 to 25 cents more per coat. On suits from \$8.50 up, the cost of hand-tailoring is greater, there being more hand-felling to collars, sleeves, linings and hand-worked buttonholes, which adds 25 cents to the garment. Now must be estimated the increased cost of labor, wages not only being higher but the reduction in the hours of labor from fifty-four to forty-eight hours a week adding to the labor cost of making for operatives working forty-eight hours a week can not turn out the quantity they could do in fifty-four hours. The more general use of costly and fancy buttons for coats, the taping and piping of seams and edges, the staying of pockets and

front parts to equalize the strain that the shape-retaining qualities of the coat may be preserved during its service, braced as they are from the shoulders that the strongest part of the garment will sustain the weaker—these are all small items, but all are taken into consideration as requiring time and labor and must be estimated in the sum total.

To-day every garment passes through more hands than formerly before it is completed, and every extra hand employed is so much more added to the expense of making. There are more styles in vogue and the fashions change more frequently, so that more labor is expended in designing and cutting patterns, and this brings us to the consideration of an important being in the manufacturing organization to-day—the designer. Never before in the history of clothes making has there been so high and intelligently developed an ability employed in the designing of ready-made clothes, for the salaries paid to these expert creators of fashion run into five figures, and the limit is not yet reached. Equally expert and gifted are the superintending manufacturers, also high-salaried, whose careful supervision and executive direction contribute so much to the perfection of the system that makes the ready-made triumphant.

Although not all, the foregoing are many of the important expense items that have to be considered by the clothing manufacturer before he can fix the prices at which he will sell his product. They explain why clothing costs more, and while the retailer is paying more for clothing he is getting intrinsically greater value than ever before if he is buying good merchandise, and the manufacturer's profit is not yet commensurate with the extra expense of manufacturing and cost of materials.

It is, however, reasonable to expect that paying more the clothier is going to exact more money for his clothing from the consumer. And that the consumer will pay the price, there is not the shadow of a doubt. He is sharing fully in the prosperity of the country, he has money to spend and is possessed with the desire to dress as befits a man who would have his clothes reflect his prosperity. From every quarter of the country comes the good news that clothiers, notwithstanding the season has just begun, have already sold more high-priced clothing, that there is a healthy and growing demand for better qualities, a trade tendency that has been developing stronger and stronger season after season. Everything is, therefore, in the retailer's favor and the opportunity is his to do more business in dollars, without any increase in the cost of selling, by pushing the better qualities to the front. The style, fit, finish and make of good clothing to-day require little or no argument to sell. Not when good clothing is intelligently introduced. Determination and backbone are required, however, to do more business on better merchandise. The people are trading up. Mr. Retailer, now is the time for you to trade up.—Apparel Gazette.

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.

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.

SEEKING WORK.

Experience of a Girl in New York City.

Just what the day's work means to the working girls in the lower grades of employment in a great city is told with startling clearness in "The Long Day," just issued by the Century company. The writer, who is anonymous, is a girl who at 18 years of age became one of the vast army of young women who, without any special education, training, or knowledge, with no money and no influential friends, are making their way in the world as best they can by working in factories and anywhere that the untaught and unskilled female employe is welcome. The experiences undergone while earning her living as one of New York's working girls, described in a simple, unaffected style, with no attempts at "fine writing," make a book that is good, entertaining reading—reading of the kind that grasps the reader's attention at the outset and will not lose its hold until the end of the book has been reached and its heroine seen safely out of the world of the unfortunates and safe and snug in the haven of decent employment.

Her first efforts at securing employment reveal the fact that even if one will work for barely enough to keep body and soul together it is not always possible to get work in a large city. She first sought work in the big cigar factories. She was rebuffed in the first three of these because of her lack of experience. In the others she was offered pay so small that it would have been impossible for her to exist upon it. She went from the tobacco factories to book binderies, stores, and other factories. In one store the proprietor offered to engage her at the princely salary of \$3.50 per week, the hours to be from 7 in the morning until 9 at night, except on Saturdays, when the closing hour was midnight. Her first position was not secured until after long days of "ad chasing" and inquires.

A paper box factory was the place that took her in and her pay was \$3 a week to begin with. Her first half day was full of wonderful experiences. "We worked steadily, and as the hours dragged on I began to grow dead tired. The awful noise and confusion, the terrific heat, the foul smell of the glue, and the agony of breaking ankles and blistered hands seemed almost unendurable. At last the hour hand stood at 12, and suddenly out of the turmoil a strange quiet fell over the great mill. The vibrations that had shaken the structure to its foundations now subsided; the wheels stayed their endless revolutions."

How the factory girl works when a "rush order" comes in to be filled is told graphically. "The whole mill was now charged with an unaccustomed excitement—an excitement which had in it something of solemnity. There was no sign of mirth and hilarity which constitutes the mill's sole attraction. No exchange of stories, no sallies. Each girl bent

to her task with a fierce energy almost maddening in its intensity. Blind and dizzy with fatigue, I peered down the long, dusty aisles of boxes toward the clock above Annie Kinzer's desk. It was only 2. Every effort, both human and mechanical, all over the factory, was now strained almost to the breaking point. How long can this agony last? How long can the rush and roar and the throbbing pain continue until the nameless and unknown something snaps like an overstrained fiddle string and brings relief? The head foreman rushed through the aisles and bawled to us to 'hustle for all we were worth,' as customers were all demanding their goods." And such times are weekly occurrences in factories of this nature.

The "home" of the factory girl who makes her own home is described thus: "The heavily carved woodwork hinted of the fact that it had once been a lady's bed chamber in the days when this was a fashionable section of New York, and its spaciousness and former elegance now served to increase the squalor as well as to accentuate the barrenness of the furnishings. The latter consisted of two boxes, one of which I sat upon, an empty sugar barrel, with a board laid across the top, a broken down bed in an uncurtained alcove, a large substantial looking trunk, iron bound and brass riveted, and last, but not least, a rusty stove. Overhead the ceiling showed great patches of bare lath, where the plaster had fallen away, and the uncarpeted floor was strewn with bread crumbs and marked by a trail of coal siftings from above the stove to a closet door, from which the fire was replenished. The door to the closet was gone, in its recess a pair of trousers hung limply, while Henrietta's scant wardrobe was ranged along the black painted wall outside. All these details I could descry but dimly by the light of the smoking oil lamp."

Driven from this "home" through discovering the true character of the friend who brought her there, the author became the inmate of a "working girls' home." Bad as life was in the single room with the girl of the factory it was worse in the public "home." The first act of welcome here was an attempt on the part of the head matron to cheat the wanderer out of fifteen cents change. A single cot in a room full of similar cots, with no dividing partitions and no privacy, at ten cents per night was the brand of hospitality served at this "girls' home." The regime under which the place was conducted was one of iron in its rigidity and one of oppression with its multiplicity of rules. That such a place should be allowed to flaunt the name of "working girls' home" and a long list of prominent women as patronesses in order that the homeless girls with a dime might be lured to it seems incredible in a city like New York. It was while staying at this home that the author enjoyed the only clean and cheerful employment that fell to her lot while a wage earner in the big city. She

left the paper box factory and got work in a flower maker's establishment.

That all factories and workrooms are not bad is revealed in her description of the flower shop. "The room was long and wide, and golden with April sunshine, and in the April breeze that blew through the half-open windows a million flowers fluttered and danced in the ecstasy of spring. Flowers, flowers everywhere. Here were no harsh sounds, no rasping voices, no shrill laughter, no pounding engines. Everything was just as one would expect to find it in a flower garden—soft voices humming like bees, and gentle merriment that flowed musically as a brook over stones."

In this environment worked the brightest and happiest and best girls that the author met in her adventures in the New York working world. The average pay for the skilled workers here was \$9 a week. The employment was ideal from a working girl's standpoint, save that the annual layoff cut the working year to eight months. The time for this layoff began to approach. "The superintendent and the boss walked through the department every day, and we heard them talk of overproduction. On Friday the atmosphere was tense with anxiety. The girls' faces were grave. Almost without exception there were people at home upon whom this annual layoff fell with tragic force. I had not talked with one of them who did not have to work, and they always had some one at home to care for. A few were widows with small children at home or in the day nursery. One can tell little by their appearance about these secret burdens. Each girl wears a mask."

The picture of the layoff is pathetic. "Miss Higgins passed along the tables, bending over their heads, and speaking to each in a low voice. The tears were running down her cheeks. Those retained concealed their happiness as best they could, and spoke words of encouragement to their less fortunate companions. The warrants were received with a stoicism that was more pathetic than the tears. From the far end of the room I heard an unaccustomed sound, and turning I saw the forewoman, who had dropped into a chair at the forget-me-not table, her face buried in her arms, and sobbing like a child. It was the signal that her cruel duty was done, that the layoff sentence had been pronounced, that the work for the day and for the season was over, and that it was time to say good-by."

The next place was a laundry, a return to conditions even lower and more brutalizing than the first factory. Here is a picture that serves to illustrate one phase of this life: "She replied with a laugh, and, flinging back the sleeve of her kimono, thrust out the stump of a wrist. At my exclamation of horror she grinned. 'Why, that's nothing in this here business,' she said. 'It happens every wunst in awhile, when you was running the mangles and was tired. That's the way it was with me. I

was clean done out one Saturday night, and I jist couldn't see no more; and the first thing I know—wo-oow! and that hand went right straight clean into the rollers. And I was jist tired, that's all. I didn't have nothing to drink all that day excepting pop, but the boss he swore I was drunk, and he made the foreman swear the same thing, so I didn't try to get no damages. They sent me to the hospital, and they offered me my old job back again; but I jist got up my spunk and says if they can't pay me no damages, and goes and swears I was drunk when I didn't have nothing but rotten pop, I says I can up and go some place else where I can get my \$4 a week."

These are only a few of the striking things in the book. In a dozen ways it shows the utter hardship of a working girl's life alone in a large city—the temptations to which she is subjected on every hand and to which she yields in appalling and heart breaking numbers. It is a good book. It would be a noteworthy and intelligent piece of charity for some philanthropically inclined millionaire to purchase it by the thousands and send it into the country, to girls who have listened to the song of "the fine time you can have working in the city."

Jonas Howard.

He Got a Bargain.

I had talked with the farmer in the seat with me for a quarter of an hour about crops and the weather, when he switched off the subject by saying:

"I think I made a rather good bargain uptown to-day."

"In what?"

"My wife wanted a pair of shoes, and I remembered seeing a lot of second-hand ones when I was in town last. So I went up town and for a dollar I got a pair just exactly as good as if I had paid \$2 for a pair at home. It's business to save a dollar whenever you can, ain't it?"

"Of course. Had you any other errand uptown?"

"Nope; I just went for the shoes."

"What's the fare up and back?"

"A dollar ten."

"And you've lost about a day?"

"About a day."

I said nothing further, and after about ten minutes had passed, during which time the farmer seemed to be doing some thinking, he all at once turned and said:

"Say, them shoes cost me 10 cents more than a new pair would right at home!"

"Exactly."

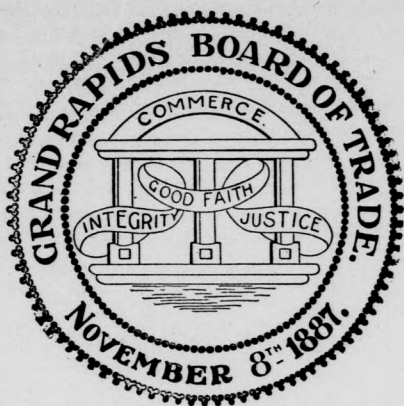
"And you had it figured out ten minutes ago?"

"Yes."

"Waal, stranger, George Washington was a purty big man, from all accounts, but if he had been in your place I don't believe he'd have been ten seconds in callin' me a blamed old fool!"—Cleveland Plain Dealer.

The best way to bury your sorrow is to dig up another's happiness.

It is easy to preach contentment when you have all the cake.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

Amount of Purchases Required

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

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

Automobiles

Adams & Hart
Richmond-Jarvis Co.

Bakers

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

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

Confectioners

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

Clothing and Knit Goods

Clapp Clothing Co.
Wm. Connor Co.
Ideal Clothing Co.
Clothing, Woolens and Trimmings.
Grand Rapids Clothing Co.
Commission—Fruits, Butter, Eggs Etc.

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

Cement, Lime and Coal

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

Cigar Manufacturers

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

Crockery, House Furnishings
H. Leonard & Sons.

Drugs and Drug Sundries
Hazeltine & Perkins Drug Co.

Dry Goods

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

Electrical Supplies

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

Flavoring Extracts and Perfumes

Jennings Manufacturing Co.

Grain, Flour and Feed

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

Grocers

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

Hardware

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

Jewelry

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

Music and Musical Instruments

Julius A. J. Friedrich

Oils

Republic Oil Co.
Standard Oil Co.

Paints, Oils and Glass

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

Pipe, Pumps, Heating and Mill Supplies

Grand Rapids Supply Co.

Saddlery Hardware

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

Plumbing and Heating Supplies

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

Safes

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

Shoes, Rubbers and Findings

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

Show Cases and Store Fixtures

Grand Rapids Fixture Co.

Tinners' and Roofers' Supplies

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

Undertakers' Supplies

Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

Wagon Makers

Belknap Wagon Co.
Harrison Wagon Co.

Wall Finish

Alabastine Co.
Anti-Kalsomine Co.

Wall Paper

Harvey & Seymour Co.
Heystek & Canfield Co.

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

DOES THE WORK.

The Kind of Mail Order Advertising Which Reaches.

The average man and woman does not enjoy parting with his or her money. It comes hard and he does not like to see it go without value received. This fact should be kept in the mind of every advertiser. The liberal advertising of the mail order houses has secured the attention of the public in a remarkable degree. Their firm names have become known all over this country. Even the boys and girls know more or less about the leading mail order houses.

Their catalogues have gone into every town and into almost every home. Let's take off our hats to the enterprise and energy of these fellows. Honest injun, now, don't you rather admire their enterprise and continuous pounding away?

There is absolutely no comparison between the average merchant and the big catalogue houses in the matter of advertising. Merchants have lost trade and are to-day losing trade largely because they have and now are taking things too easy.

They have been in some town in which all the merchants are "sleepy." Ten years ago they were even more "sleepy" than they are to-day. No one merchant exhibited more enterprise than did another. Things were coming their way in a fairly satisfactory manner.

One day there was a flash of something different. An advertisement of a mail order house was brought to their attention. A neighbor of a farmer just happened to tell about an advertisement which the other fellow received.

A few weeks passed and one day this neighbor of the farmer reported again. This time it was that the neighbor had bought some goods from the catalogue house. You know the result. He has continued to buy ever since, increasing his purchases each time until to-day he is buying several hundred dollars' worth of goods a year.

Things are different now. The retail catalogue house is no longer ignored. The merchant is very much aware of the presence of this competitor.

What has made the mail order house so successful, so well known? Methods that are very much different from those of too many merchants.

Look at the enormous amount of advertising spent by the mail order houses. How insignificant is the amount spent by the average merchant alongside of the catalogue house. Indeed, it is so small as to be ineffective.

From all directions merchants are bewailing and bemoaning the fact that they are unable to make their advertising effective. No wonder they can not.

Why should their advertising be any good when they neither spend as much as they should nor in the right manner? The advertising of the average merchant is about as in-

effective as it is possible to conceive in this line. Simply nothing to it.

Pick up any newspaper from a small town and look over the advertisements. How stereotyped they are. Nothing to them. No thought, no planning, no anything except the bill of the newspaper man, which never misses.

It is time for a halt to be made in the listless advertising methods of merchants. First to acknowledge that the present manner of advertising is N. G. and then to make an exhaustive search for something different.

A merchant from down in Illinois came into the office last week to get better acquainted. (We wish more would come to see us or write us.) He was hot on the trail of the mail

order houses. His advertisements sizzled with hot talk.

He was telling the public in his locality a thing or two about this mail order business. And there was no sentiment in his talk. He used the space to talk right from the shoulder.

His first, last and only talk was price. He quoted prices straight. He had prices to talk about and talked about them.

Did he say a word about the mail order houses? Yes, sir, he did. He quoted his own prices and then told the public that he was underselling the catalogue house people.

He told them he was saving the freight on everything bought from him by his trade. And that he could save the freight on all goods quoted by the catalogue house fellows.

The trouble in the past with merchants has been they were afraid to quote prices. They must change this practice. Their customers have been dropping away from them because they got the impression the merchants were out of the fight.

And to an outsider it does certainly look that way. The mail order house has been doing fine work—getting in its work—and nothing doing by the home merchant.

What can the customer do but go over to the enemy? That is the thing to do under the circumstances and that is exactly what they have done. Can you blame them?

Now we propose to get down to business regarding what to do and how to do it. First spend some



BEN-HUR



The Quality of Ben-Hur Cigars is Upheld by Time

Time isn't always "the great leveler." Sterling worth never fails to receive a rich reward from his hand and when 20 years of hard competition still finds Ben-Hur cigars satisfying the most particular smokers it's a pretty good indication that there's a standard worth about them that no other brand has ever been able to duplicate. For a score of years this cigar has been building up trade for dealers all over the land; we wonder if you have been participating. A dime's worth of value to sell for a nickel.

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

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

10¢

QUALITY

PRICE

money. To him that spends shall the increase come.

The great trouble with merchants has been their fear to let go of their money in anything excepting merchandise and absolute expense. They could not understand how \$500 in advertising each year might bring \$5,000 additional business.

In the case of the merchant referred to as being in the office last week, he had this experience: A farmer came in to see him and said, "Do you mean to say that you can meet the prices of the catalogue houses?"

To which the merchant replied: "Yes, sir; and also save you the freight on the goods." "Well," answered the farmer, "I have a bill made out at home; do you want to undertake to meet those prices?"

"Yes," he said, "and give you 10 per cent. discount on those prices." So the farmer brought the order in. The first item was twenty-two pounds of granulated sugar for a dollar.

The farmer feared the merchant could not afford to meet that price. But he weighed out the sugar readily. Why? Because the following items were sundries upon which he made a good profit. One was a case of canned corn quoted by the catalogue house higher than the merchant asked.

The work for merchants to do is to advertise by special prices on certain merchandise. Are you doing a business of \$50,000?

Decide that next year, 1906, you will spend 10 per cent., or \$5,000 in advertising. You can not possibly do it, you say.

Yes, you can, and without any trouble whatever. Not in the newspapers of your town, however. Not in circulars and letters.

It will be difficult for you to do that, and furthermore it is not the advertising needed. The advertising with the proper brand on it is by means of the merchandise in your regular stock.

Decide to spend liberally in special price offerings. Sell goods at cost? Yes, sell goods at less than cost occasionally.

But do not tell the public these are specials. Let the trade find it out themselves. Some merchants quote prices which are leaders and tell the trade so. Does the mail order house follow such a practice? Not on your life. They make the cut price and let the trade discover the cut.

Why do they do this? So the dear public can be kept guessing which is the leader. Part of the time they draw a prize; the remainder they do not.

What's the result? Just enough mixture of leader and regular offerings to keep them coming.

Sell print at 4 cents that costs that. Charge the lost profit to advertising. Run a notion table. Mix in special baits all the time.

Sell some at less than cost. Charge the loss of profit to advertising. You can build up a notion department this way that will be a great surprise to you. Try it.

Pick a shoe or two from the shoe

stock. Sell at cost. Charge profit sacrificed to advertising. Pick a few things from every stock. Make them your baits. Keep something running all the time as baits. Charge what should be a fair profit to advertising.

Even with 10 per cent. for advertising, your entire expense will not be above 20 per cent. total. That is only a necessary expense in this age of retailing. Even 25 per cent. is not out of the question.

You must get in line, merchants, on this subject of advertising. The sooner you do it the larger will be your trade and easier your work, too.—Dry Goods Reporter.

Fall and Winter Lines of Hardware Active.

There is no falling off in the demand for fall and winter lines of hardware, although the buying operations of all classes of dealers have reached extraordinary proportions within the last week. If the present volume of buying continues throughout this month, as is now expected, there is little doubt that the orders booked in October will exceed those taken in September, which was a record-breaking month. Stoves and fixings are naturally the most active articles in the eastern and western markets, and the business in stove boards, pipe and elbows promises to eclipse all previous records.

Retailers are buying freely of lanterns, axes, cross-cut and buck saws, manure forks, husking gloves, corn knives and similar harvesting implements. Hatchets are selling at slight concessions in the West, and the demand for these goods continues moderate although the volume of business in edged tools is not yet up to expectations. It is believed, however, that as soon as the holiday trade begins to show greater activity, the demand for these lines will increase materially.

Jobbers and retailers are booking moderate-sized orders for wire nails and wire products despite the recent advance in prices. There is a good consumptive movement in the market for mechanics' tools and machinists' fine tools are especially active. Black and galvanized sheets are in good request and corrugated material is more active. Business in builders' hardware continues very brisk and the leading manufacturers and dealers in most of the big cities in all parts of the country are now figuring on large estimates for new buildings.

Prescribing by Telephone in Norway.

Regulations have been incorporated in a new medicine tariff that before the prescriber telephones the prescription he must write it out in full, and the pharmacist who receives the message writes it as he hears it, and after it is complete he reads it by telephone to the prescriber, who has expressly to emphasize unusual doses. As a further precaution the prescription as written by the prescriber has to be sent as soon as possible to the pharmacist, who has immediately to compare it with the one written by himself.

Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

Empire Produce Company

Port Huron, Mich.

Better Than a Safe

For a Burglar Cannot Rob It

Is a Computing Scale—a good one.

It helps you to save—so pays for itself. With one on your counter you are giving honest weight to the customer, and getting pay for **all you sell**. They see it. You see it. Can't make mistakes. A boy can operate it. Does not get out of order. Very quick action. Very sensitive.

Every day without one is at least **one dollar lost**. Look at the price,

\$37.50 to \$45

Your wholesale grocer sells them.

Standard Computing Scale Co., Ltd.

Detroit, Mich.

SOLD 10,000 OF THEM—ALL SATISFACTORY

Piles=Fistulae Cured

Without Chloroform, Knife or Pain

In Bed For Three Months Before Coming For Treatment.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I suffered with protruding and bleeding piles between 15 and 20 years. For the last eight years I followed railroad office work and I thought they would not bother me at that kind of work, but I found it made no difference. Every time I would ask a doctor about it all the satisfaction I could get would be that I would have to get them cut out, and as that was a dread to me, I kept letting them go and all the time I got worse. Last October I was taken down with them and could not walk. At last about the first of January I had to go to bed and they kept me there until March seventh. During this time I suffered everything and tried all the patent medicines ever heard of with no relief. On March 7th I went to Grand Rapids and saw Dr. Burleson. Upon examination he found that I had two large ulcers. He treated me without pain and cured me. To say that I was grateful to him is putting it mild. It is a pleasure to go to his office, as his method is painless and he is a gentleman in every respect. His charges are very reasonable and he wants no pay until cured. I have been working on a farm all summer and have not tried to protect myself in the least and can safely say, "I am cured."

To anyone who has the piles, let me urge you to go to Dr. Burleson, as there is no use in wasting time and money on medicines. I am,

Yours truly,
J. E. HARTER,
R. F. D. 4.

Shelby, Mich., Sept. 19, 1904.

On His Way to Have Them Cut Out.

For the benefit of anyone suffering from piles, I would like to recommend Dr. Burleson's New Painless Dissolvent Treatment as being sure, quick, cheap and practically painless. In fact, everything he claims for it.

I had suffered with piles for a number of years, and as my work (that of drayman) was rather hard, they caused me much inconvenience, becoming so painful at last that I started for Ann Arbor to be operated on, but was advised by a friend to stop in Grand Rapids and see Dr. Burleson. I did so and have been thankful a thousand times that I did. I was rather skeptical at first, the thing seemed so simple that I could not believe the cure could be permanent. But it is. I was operated on early in March, the time consumed not being over an hour and the operation being practically painless, and came home and went to work. My work was unusually hard the first few days and I noticed a slight return of the old trouble and went back. (Let me say right here that the doctor had explained to me that I might have to take a second treatment.) The second operation did not occupy more than ten minutes and I have never felt a trace of the old trouble since. As that was six months ago and I have been lifting hard and working in all positions and on a wagon from 12 to 15 hours every working day since, I am now positive the cure is permanent, and can heartily recommend it to anyone suffering from piles. In addition I would like to say that a patient receives most kindly and courteous treatment and that the cost is very little compared with the benefit one receives.

Yours very truly,
MARK CRAW,
254 Washington St.
Traverse City, Mich.

Oct. 1, 1904.

Suffered 14 Years; Cured In 2 Treatments.

Grand Rapids, Mich., Oct. 10, 1904.
Dr. Willard M. Burleson, City:

Dear Doctor:—During the winter of 1890, I was taken with slight hemorrhoids, which were, I believe, only aggravated by the use of the so-called drug store pile cures, at any rate they continued to grow worse until I was in such condition that it was impossible to get a good night's rest. With some degree of suspicion I finally decided as a last resort to try your treatment, and I am now happy to state that after two treatments, I believe my case to be cured. All suffering from hemorrhoids of any form can, I confidently believe, be cured by your method.

Yours truly,
A. GREEN,
Engineer Dep't G. R. & I. Ry.

Family Physician Did Not Want Her to Come.

Vermontville, Mich., Sept. 18, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I am only too glad to do anything I can for you to show my gratitude for the great benefit you have brought me and to bring others suffering as I was to receive the same relief.

I have suffered with piles for about eight years and have at intervals of a week or ten days been unable to leave my bed, and suffered intensely. Without exaggeration I have used at least 50 boxes of "Pyramid Pile Cure," as well as numerous other "cure-alls," without receiving permanent relief. At last there was no relief for me except through an operation. I had often seen your advertisement and in fact had written you and received one of your little books and testimonials, etc., but your claims and cures seemed so impossible that I could hardly credit it. My brother, however, who was away from home and was sent for, being obliged to wait in Grand Rapids for some time, improved the opportunity to call on you, and was very favorably impressed by you and came home with the determination that I go to you for treatment immediately. Therefore, on the first of May, last, against the advice of my physician and all my friends I went to Grand Rapids and took the first of 19 daily treatments. The relief was immediate, as from the first I did not suffer one-half what I had suffered nearly every hour of the three weeks preceding, and from the fifth treatment on I felt more comfortable than I had for the greater part of the time in eight years, and far from being painful, the treatments were actually soothing. I have had no recurrences of the trouble

Bad Case Cured in Two Treatments.

Lonla, Mich., Oct. 20, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

My Dear Sir:—

With reference to your treatment for rectal diseases, will say that a member of my family was afflicted with a very severe case of protruding piles for a number of years and suffered intensely. All kinds of medicine and several doctors were tried, but to no avail. We heard of your good work in curing such cases, and without the administration of anesthetics, and we decided we would try your new painless dissolvent treatment. This was done with some misgivings, but we are now very thankful that we did, for after two of your treatments the piles are all gone and the patient is in better health than before in years.

I never lose an opportunity to speak a good word for you and your treatment, and will gladly answer any inquiry.

Yours very truly,
HERBERT W. EVEREST.

Could Not Walk.

Dr. Willard M. Burleson,
Grand Rapids, Mich.,

Dear Doctor:—

Words cannot express my appreciation of your kindness to me, and your skill in treating me for piles. I had been troubled for 12 years and for the past few years had suffered all the time. I could not work or even walk without my piles coming out. I had driven team for the past few winters and many a day when the weather was below zero I had to lie on my back, face down, in order to keep the piles inside. Although I suffered much from the cold and nearly froze to death many times, I chose it as the lesser of the two evils, for when

Nervous Wreck Cured in One Treatment.

GOODRICH & STANLEY,
Manufacturers of Cement Blocks and Brick.

Traverse City, Mich., Sept. 24, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Sir and Friend:—

I had suffered with bleeding and protruding piles for 20 years and they grew worse all the time, was operated on twice by injecting the tumors, which almost took my life. Used all kinds of ointments and suppositories to no effect. My nerves became so wrecked that I was obliged to go out of business. In some way I saw Dr. Burleson's advertisement and decided to try once more to get relieved. I did not expect to get cured. But I was cured with one treatment and have been able to do any kind of hard work since. I would advise any sufferer from piles to go at once and see Dr. Burleson and not spend your money as I did for salves and on quacks. I will gladly answer any questions of anyone writing me, for I know that Dr. Burleson can cure you.

Yours respectfully,
E. STANLEY,
1119 W. Front St.

Swindled By a Quack.

Rockford, Mich., (R. F. D. 28.) Oct. 10.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

For years I was a sufferer from protruding piles, which caused me no end of suffering and often incapacitated me from doing my work. I tried to find some medicine that would cure me, but failed. Several years ago I was treated by a specialist in your city, but he only took my money and did me no good. It took me some time before I realized that I had run up against a quack, and then I quit. This experience made me suspicious and I was slow to try it again, but I was finally driven to do something and knowing of some cases that you had cured, decided to go to you. You cured me with the greatest ease and I never had a bit of protrusion after the first treatment.

I have recommended you to a number of my friends and you have cured all of them as easily as you cured me. Refer anybody to me, it always gives me pleasure to say a good word for you.

Gratefully,
FRED ZIMMERMAN.

Cured in One Treatment Without Pain.

Pastor's Study, M. E. Church.
Charles Hayward, Pastor.
Beaverton, Mich., Oct. 11, 1904.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

My Dear Dr. Burleson:—

I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really, I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. For years I was afflicted with protruding and bleeding piles, also a prolapse and you cured me in one painless treatment by your New Painless Dissolvent Method. You are welcome to use my name in any capacity in which it will do good.

I am gratefully yours,
REV. CHAS. HAYWARD.

Protruding Piles Cured.

Dr. Willard M. Burleson cured my wife of a very bad case of protruding piles. The treatment was painless and caused her no apparent discomfort.

I hope to be able to convince many sufferers of his great success.

M. JENSEN,
Greenville, Mich.

October 1, 1904.

Bad Ulcer Cured.

Dr. Willard M. Burleson cured me of a very painful Rectal Ulcer, and I am pleased to recommend his treatment to others.

MRS. W. E. PORR,
Oct. 21, 1904.
Albion, Mich.

Fistulae Easily Cured.

Sebawaing, Mich., Sept. 16, 1904.
This is to certify that I was afflicted about one year ago with a fistula (a form of piles) which got to be more and more aggravating, so that last spring I consulted Dr. Burleson and consented to treatment, which has given me very satisfactory results and I gladly recommend him to those persons similarly afflicted.

RICHARD MARTINI.

EVERY CASE CURED

since and from my own experience as well as personal observation of other cases far worse than mine, I am thoroughly convinced that you can do all you claim, while the extreme reasonableness of your terms is sufficient to convince anyone that you are working to relieve the sufferings of humanity and not to become a "Croesus," and no one need hesitate on account of lack of funds.

I would most heartily advise anyone suffering with piles to go to you for treatment immediately and it will be a pleasure to me to give the particulars of my case and answer any inquiries of anyone desiring information. I am,

Yours most sincerely,
MRS. MYRAH C. BENNETT.

Piles 20 Years; Cured In One Treatment.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I cannot thank you enough for what you have done for me. I suffered for twenty years with the protruding and bleeding piles. I was in misery all the time and could hardly work, but I am thankful to say that I am now well and you cured me in one painless treatment. I am always pleased to relate my experience to other sufferers with piles. I had spent hundreds of dollars for medicines and with other doctors, but got no relief. I would not take a thousand dollars and be back in the condition I was before coming to you.

Wishing you success in your good work, I am,

Yours truly,
WM. BERG,
Sept. 10, 1904.
Grand Haven, Mich., R. F. D.

the piles were out they pained me so I could not stand it, and bled so much that it made me very weak. I had not gone home from my work a night in years without blood in my shoes from the infernal piles. No one who has not had these cursed things can realize what I suffered.

When I went to you, you examined me and told me that you could cure my case, and I am glad to say that you had no trouble in keeping your word. I have regained my health and can now do more work than I could before in years. I feel very thankful to you for your kind treatment and gladly recommend you to all sufferers of rectal trouble. I am,

Your friend,
HOMER MILLER,
Sherman City, Mich.

Oct. 1, 1904.

Piles Have No Terrors For Him.

Dr. Willard M. Burleson,
Grand Rapids, Mich.,

Dear Doctor:—

The piles have no more terrors for me. I know where I can get relief if they ever return. I am beginning to feel what it is to be a well man again, thanks to you and your method.

I have had a very pleasant summer. I spent some time in Detroit and St. Louis and now I am teaching in the little village of New Era.

It will be a pleasure to speak a good word for you whenever possible. I have great faith in your method and I know that you are just what you represent yourself to be and that you will do what you say you will do. I am,

Very respectfully yours,
FRED KERR,
Shelby, Mich.

Oct. 7.

Bad Case of Prolapsus Cured.

Chatsworth, Ill., Sept. 19, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
In consideration of the lifelong benefits I have received at your hands, I deem it no more than human gratitude to write thanking you for the services you have rendered me, and trust you may be able to use this letter in a manner that will enable others who are sufferers as I was to secure a lasting cure as you have accomplished in my case.

I suffered for upwards of thirty years with hemorrhoids and prolapsus, and trying suppositories and lotions of all kinds, and being treated by doctors and receiving no permanent benefits, my state of health had become almost unbearable from intense suffering and loss of blood. I was unfitted for business of any kind on account of the nervous condition into which the pain and inconvenience I had suffered had gotten me. Through the kindness of a mutual friend I learned of you and your unparalleled success in the treatment of rectal troubles. On the seventh day of April I managed to get to your office in Grand Rapids. The following day you operated upon me. Ten days later you performed a second operation, and within a month after the time of the first operation I returned to my home in Chatsworth, cured of the terrible trouble which had made the greater part of my life almost a burden to me. I am happy to be able to add that the cure is a permanent one and do not believe that I will ever again be annoyed by the old trouble.

During the time I was under treatment by you, I met and conversed with numerous patients who said they were suffering with complaints of a nature similar to mine, and for whom you effected a cure in much less time than you took to cure me. But after the years of suffering which I endured, I consider the month I spent under your care to be the "best spent" month of my entire life, as I am now enjoying a state of health and freedom from pain and inconvenience formerly unknown to me.

You are at liberty to use this letter in any manner you may desire towards letting others know of the wonderful cure you have accomplished for me, and I will gladly refer any "Doubting Thomases" to innumerable of my personal friends who are familiar with the facts regarding the cure you accomplished for me.

Yours truly,
JAMES A. SMITH.

Piles 10 Years Cured in 60 Minutes.

I was a sufferer for more than 10 years with a very bad case of protruding, bleeding piles. I tried many of the so-called remedies, but received little if any benefit from them. I was told by several physicians that the only way I could get relief was by an operation, and even then they would not guarantee a cure. About two months ago I was obliged to quit work and go to bed, calling in the family physician, who recommended Dr. Burleson. I took his advice and I am well and strong again. Dr. Burleson cured me completely with one treatment, and no one, except he who has suffered in the same way, knows what a relief it is to be free from this painful and aggravating disease.

I gladly recommend Dr. Burleson and will gladly answer any letters of inquiry that may be addressed to me.

S. G. PIERCE,
October 1, 1904. Alma, Mich.

Piles Many Years; Cured in One Treatment.

Toledo, Ohio, Sept. 17, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I was afflicted with protruding piles for many years—so much so that I had great difficulty at times about doing my work. I tried numerous remedies, but nothing helped me permanently until I went to you, more than a year ago. I cheerfully recommend your painless method of treatment. It has done wonders for me. Shall always feel grateful to you for the benefit received. Wishing you success and again thanking you, I am,

Yours very truly,
MRS. C. S. FORD,

432 Western Ave.
(Formerly of Cedar Springs, Mich.)

Just As Young as He Used to Be.

Office of A. J. Bradford, U. S. Pension Attorney, Justice of the Peace and Conveyancer and Dealer in Real Estate, Baldwin, Mich., Dec. 16, 1903.
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:—I suffered with protruding piles for 35 years and spent hundreds of dollars for relief, but in vain, until I tried your absorbent method. At times was confined to my bed and unable to work for weeks, but thanks to you and your new method, the one operation has been perfectly successful, and I am gaining flesh and health every day. It seems almost incredible that your simple remedy should cure so quickly and painlessly, and that I should be able to do just as hard a day's work as when I was a young man. I am now 61 years old, an old soldier of the war of the rebellion, and I feel just as young as I used to do in my younger days. Sixty days ago I left your office and rode home, 75 miles, without any discomfort whatever, and have been steadily gaining ever since. My friends all talk about my wonderful recovery, and I tell them that to Dr. Willard M. Burleson stand all the credit and glory for my present healthful condition.

You can refer any and all persons to me at any time, and I will convince them that this testimonial is from a grateful heart. Very respectfully,

ANDREW J. BRADFORD.

Nine Months' Treatment Did Him No Good.

Rockford, Mich., March 1, 1905.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
It has now been some time since I took your treatment and I am satisfied that I am perfectly cured. I suffered for 12 years with a very bad case of protruding piles, which often confined me to bed for days at a time. I had tried every remedy I could hear of, but the piles still stayed with me. Several years ago I took treatment for about nine months of a man who has posed in your city as a rectal specialist for a number of years, but he did me no good at all, but took my money. I called on you as a sort of forlorn hope, hardly expecting to take treatment, but was so favorably impressed, that I decided to give you a trial, and I have never regretted that I did. From my own experience I am satisfied that you are the only man in Grand Rapids that knows anything about piles. I am,

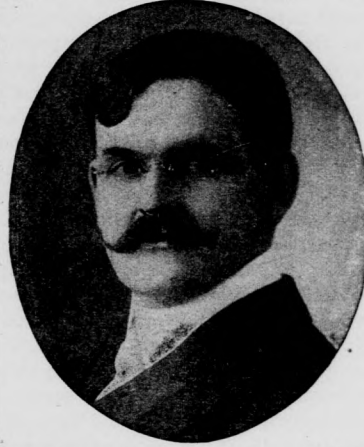
Yours truly,
HENRY HESSLER.

Well-Known Business Man Cured.

Dr. Willard M. Burleson, City.

Dear Doctor:—
I wish to express my appreciation of your treatment. I suffered for about 20 years with a bad case of piles and from my experience with you I know that you can do all you claim, and more, too. I never lose an opportunity to recommend you to my friends. No person with piles can make a mistake by going to you for treatment. I know of many other bad cases which you have cured. I am

Gratefully yours,
OTTO WEBER,
(Otto Weber & Co.)



Willard M. Burleson, M.D.

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared

to pay the entire fee at once will be allowed to make payments as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET, IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial in booklet, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

Guarantee

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

Testimonials and References

I have hundreds of other testimonials of cured patients which I have not room to publish here. I can also refer you to many prominent people who have known me for years.

I would say for the benefit of out-of-town people that I am a permanent resident of Grand Rapids and have practiced medicine in this city for years.

The enormous practice I enjoy is conclusive proof of my success.

No Intelligent Person Can Doubt This Overwhelming Evidence of the Success of the Greatest Discovery Ever Made for the Cure of Piles

Fistulae Easily Cured.

Sebewaing, Mich., Sept. 16, 1904
This is to certify that I was afflicted about one year ago with a fistula (a form of piles) which got to be more and more aggravating, so that last spring I consulted Dr. Burleson and consented to treatment, which has given me very satisfactory results, and I gladly recommend him to those persons similarly afflicted.

RICHARD MARTINI.

The Knife Failed Twice; Easily Cured.

Iretoskey, Mich., Nov. 24, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Sir:—
In answer to your inquiry regarding my condition since receiving your treatment, am pleased to say that it is very satisfactory. After suffering for 15 years and having submitted to two very painful

operations, I had about decided that I could not be cured. Your method of treatment was so effective and painless it seems almost like a miracle. I am

Yours truly,

E. R. SLY,
Vice-President Elk Portland Cement & Lime Co.

A Duty To Recommend the Treatment.

Dear Doctor:—
Having had personal experience with your new painless method of curing piles, I feel it a duty to suffering humanity to spread the news of your great work. I never lose an opportunity to recommend you and it will give me great pleasure to answer any inquiries you may refer to me. I am

Yours truly,
REV. FATHER KRAKOWSKI,
168 Butterworth Ave.

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.

TRADER'S FATE.

Temperament Has Much To Do With Success.

Temperament has as much to do with the success of the small trader as it has to do with the making of a good sales person, a poet, or a politician. One has but to watch the course of trade with those who sell vegetables at back doors or bakery goods in a suburban cross street to be convinced that this is true. The itinerant merchant makes himself a welcome regular visitor or a nuisance almost wholly according to his temperament, and he or she who sets up a newstand will fail or succeed much according to his manner and bearing.

There are two traveling green grocers who tour the alleys of the same section of the city every day who are fair illustrations of this fact. They are antipodal in temperament; success goes with the one, the other's trade is irregular and occasional.

Of these two the successful trader has a freshly painted wagon with a canvas top. Its dashboard has, looming against the bluest of blue skies, the acropolis painted on its face. On the side panels on either side of the seat is a labeled "Hermes," painted in the colors of a photograph. The trappings of the solid, leisurely paced work horse are significant of a double, but not a divided, patriotism. These were draping chains of round red, white and blue links, from which depended half a dozen long mohair tassels in the same colors, but these were much reduced as hot weather came on and replaced by cool branches. This merchant's trade is as regular as that of a big packing house, although there is nothing solicitous about his methods. His ways are comfortable and he is always gentle.

The other vegetable man had his route long before his rival appeared, but he lost whatever trade he had built up by reviling those who bought of him on one day but wanted nothing on the next. His outfit is not attractive or interesting, and might be pitiful but for his cross countenance. His present method is to stay in the next block and send around a puny boy of 7 or 8, who never fails to call daily at a door, although he has never once sold a thing to those who attend it. If it is a battered stock of fruit he is trying to market he will hold out as an invitation a crate with a few boxes of blackberries, much the worse for the wear, and a basket or two of sallow peaches, saying, "Want any raspberries or anything?" If it is a heavy basket of vegetables he is carrying he weaves his little arms around the handles and sidles up the back stairs of four or five storied apartment buildings, pushing forward the weight with one small hip. To watch the meeting of the two when the boy goes back unsuccessful is to be reminded of those cruel old stories of foster fathers and mothers who sent out children to beg and steal and whipped them for failures.

The vicissitudes of trade on cross streets somewhat out from the cen-

ter of the city are far from uninteresting. The air of possession of those merchants who have settled for life is worlds apart from the manner of those who realize that all is as yet a venture.

Little arcade shops on these streets sometimes change hands two or three times in a year, while their nearest neighbors are never vacant and desolate. In case a prosperous stand, outgrowing its quarters, moves on, the place vacated is soon taken by someone more ambitious than wise who expects to build up a flourishing trade in the same line of business as that which has been going on there, although the successful rival is but half a block away. Such an occupant will tell a customer with wistful cadence that all he makes on the ginger ale is the price of the bottle, gently hinting that the same be returned, but its price not be called for. Such attempts at arousing sympathy are likely to be disturbing and to occasion loss of patronage.

Sympathy is at a discount in trade, and even the fact that merchant and customer are of the same church affiliation counts but little in these days as a custom bringer. In fact, business is business.

The failures along these streets are often pathetic and sometimes irritating. The man who fails himself and is adroit enough to sell out at a good price leaves behind him a pathetic trail nine cases out of ten. Some of these people who buy are as sorry figures in trade as Hepzibah Pyncheon of the "House of Seven Gables," and about as likely to make a success of business.

Downtown clerks, it is said, sometimes look forward for years to setting up in business for themselves somewhere in outlying regions. They may do this and succeed if their aims have been and are narrow enough, but some of these ventures have learned, too late, of their incapacity, by choosing something that they were totally unfitted by temperament to do and by going about it in too proud and incautious a manner.

A good shoe clerk of long experience a few years ago thought to realize his idea of independence, and to show how he had been kept from demonstrating his executive ability by starting a business for himself. He was not content with one business, but must needs start in with two about six blocks apart. One was a restaurant over which he presided, the other a millinery store which his wife, who could paint china and weave baskets, had in charge. He, like many another, started in with a flourish, but his staying powers were small. The restaurant soon changed hands, and like many a suburban restaurant still is doing the same thing. The millinery store tried to go out of business at the end of each of several seasons, but it lingered along for a year or two by selling hand painted china and by giving lessons in basket making.

The history of most small delicatessen shops is a story of changes in ownership. Two or three years ago a traveling salesman put his

A Case with a Conscience



VARNISH VARIATIONS are all too common in show case construction. Some cases get an allopathic dose of shellac and a homeopathic dose of varnish.

These cases peel—turn white—scratch easily—are thin skinned. They have what the doctors call "anaemia."

Here's the way we do it:

We use three coats of the best varnish money can buy.

We fill and rub—varnish and rub—varnish and rub—varnish.

Takes us eighteen days to put the finish on one of our cases.

Result: They look good when new and keep on looking that way.

We want to say a word about

Our Hoss-Sense Hat Case

This is just the thing to show hats, either Derbies, Softs or Straws. Shows them up Keeps them clean and handy to get at.

We furnish this with rods or shelves, or rods and shelves.

It's easy to change it over to a ribbon display case if you so desire.

Shelves adjustable. Comes in all sizes.

It's a good 'un.

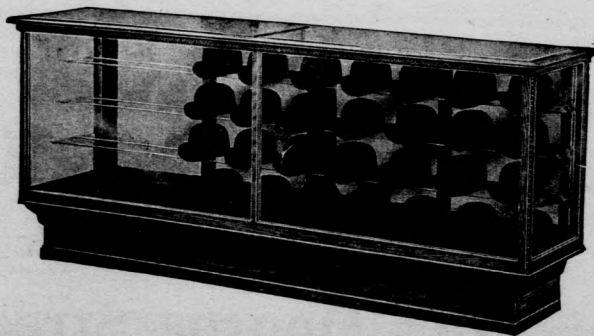
Grand Rapids Fixtures Co.

S. Ionia and Bartlett Sts.

GRAND RAPIDS, MICH.

New York Office:
724 Broadway

Boston Office:
125 Summer St.



young wife in this business. In a month or two he sold out to a French professor, a man who looked as if he were a denizen of the studios. He could cook, and the place lost its crowded, disheveled and frumpy air, but about three months of this life was enough for this man, who dressed like Byron and looked like a bearded Apollo. He sold out to a woman teacher, who bought the place for her sister, for whom she acted as cashier. In a month or two they were out, and a woman who could not afford to experiment took their places, but history in the shop did not cease making.

Temperament not only brings or banishes custom, but it determines ventures into the world of trade. Why three or four persons to the mile should go into trade with nothing to sell but tea and coffee and a few pieces of china with stamps is a mystery to most onlookers. That length of street will apparently support eight or ten grocery stores, if it has on each side of it wide resident districts, but since each of these stores sells tea and coffee common sense would seem to justify the conclusion that the field for teas and coffees was taken, and experience always shows that it is.

Perhaps the person who will be most ready to admit that temperament determines success or failure in trade is the one who has shops to rent. Nearby residents are sometimes not sorry that he should be made painfully aware of this, especially when he has broken up a fine

corner or a half block hitherto virgin prairie by building one story structures which, being new and clean, are a lure to prospective merchants, but are often old and dirty before they have permanent occupants. Caroline S. Maddocks.

Pluck, Not Luck.

"I tell you," observed a drummer recently, "there is nothing like keeping everlastingly at it."

"I don't mean by that," he went on to say, "that a man who is anxious to get on in the world—especially if he has a family—should keep pegging away at one thing if, after due experience, it promises to yield nothing. Let him branch out into something else, only taking care not to dissipate any capital that he may have. He is often likely to strike hard-pan in the end."

The commercial traveler's observation seemed to be entirely unprovoked by the conversation that the two had been carrying on, and the latter asked what occasioned his remark.

"Do you see that man over yonder?" queried the bustling drummer, pointing to a tall, thin, white-haired man of about 65 who was making an entry on the hotel register. "Well, that man is worth a quarter of a million dollars, and ten years ago I don't believe he had \$3,000 to his name. He lives in one of the small cities up the State where, for perhaps a dozen years, he ran a small tin-shop, making pots and pans and doing repairing. After a time he added hardware to his business, and

later on stoves and ranges. At that point, however, he seemed to stick. He managed to keep his head above water, but he made no progress. His business yielded him probably \$1,500 or \$1,800 a year, just a comfortable living, but nothing more.

"The town in which he lives is one of the chief centers for the manufacture of knit goods and other textile fabrics, and it occurred to him a few years ago that the place furnished a field for the wholesaling of the smaller class of mill supplies. The business didn't require much capital, and accordingly he branched out in that direction, still hanging on, of course, to his other business. He met with some success in his new venture when, about ten years ago, at the age of 55, he stumbled across—I don't know just exactly how—some cheap process of making what are called 'pearl' buttons—the kind that are used mostly on underwear—out of a certain species of shells that can be picked up almost anywhere along the shores of big rivers. Well, he at once plunged into the manufacture of these buttons, and the scheme was an instant success. The business grew faster than he could keep up with it, and to-day he has an immense plant employing probably two hundred hands, and he is now living in a choice spot on Easy street. He was somewhat late in life in striking his gait, but when he once struck it, he made up for lost time."

"Some people will say," the commercial traveler concluded, "that this is simply another case of luck. It

does seem as if luck played a large part in the matter, but does it not strike you that pluck played a still larger part? Many men at the age of 55 would have given up hope, but this man at that age was still on the outlook for opportunity, and when it came his way he was shrewd and energetic enough to seize it. There is a lesson in his career, my boy, well worth taking to heart."

Slum Child in Country.

Remarkable instances were narrated of slum children's ignorance of country life—their ideas that milk was an extract of the milkweed, that eggs came from the egg plant, that mush was a product of the mushroom, and so on.

"These instances," said Mrs. Alice Barber Stephens, "are old and well known. But let me tell you of a new one that happened last summer:

"A little slum boy was on his first country excursion. He lay on the grass in a peach orchard, making a chain of daisies and buttercups. Across the blue sky a line of birds darted, and his hostess, a young woman, said:

"Look up. Look up, Tommy. See the pretty birds flying through the air."

"Tommy looked up quickly, and then he said in a compassionate tone:

"Poor little fellers! They ain't got no cages, have they?"

The world will not be saved by stained glass saints.

Lamson Electric Cable Cash Carrier

The Carrier That is Most Used Where Requirements are Most Severe



An artistic installation of Cable Carrier

For stores where there is a considerable volume of business or where much business is condensed in a few hours, no system is more satisfactory in every way than our Electric Cable. Indeed, we are substituting cable for wire systems in stores where it was not thought to be warranted a year or two ago, and the merchants and patrons are more than pleased with the change. With this system every condition of trade can be taken care of, the cash desk can be located anywhere, any amount of business can be handled and the cost of maintenance is but trifling. Investigate this system if you can possibly use it.

You get all the profits when you use a Lamson

Lamson Consolidated Store Service Co.

General Offices: Boston, Mass.

Detroit Office: 220 Woodward Ave.



Don't Marry a Man To Reform Him.

There are few things, if any, more generally over-estimated than the personal influence of women over men. It is by no means to be denied that occasionally, in individual instances, it is great, even astonishing, and that in the aggregate it amounts to much. But usually it is the other way round; the opposite end of the balance dips lower. The influence of men over women is far more powerful than that of women over men. It follows, therefore, that the woman who marries a man—any man—hoping and expecting to mold him according to her own ideal, fondly dreaming that love for herself will transform his character, and that henceforth his one effort in life will be to please her and her only, makes, in 99,999 cases in 100,000, a great and grievous mistake.

When Eden was forfeited because a woman tempted the man who loved her the Lord God said unto the woman: "Thy desire shall be to thy husband, and he shall rule over thee." Since the doom was pronounced, throughout all ages, in all lands, time has brought only the fulfillment of the curse laid upon Eve—a curse inherited in greater or less degree by all her daughters. Excepting for the brief period of courtship, and not always then, it is the woman who exerts herself most to please; who puts forth every effort to attract and charm the man whom she loves; who pours out the treasures of her heart and soul lavishly at his behest, finding it more blessed to give than to receive.

In the close intimacy of married life the husband and wife must necessarily act and react upon one another:

"In the long years still liker must they grow."

No woman is wholly without influence upon the man who loves her, but even so the influence of the man preponderates, and most women are ready to be all things to the men of their choice if so they may gain and retain their affection.

Moreover, it is a mournful fact that the influence of the sweetheart is often—indeed, usually—more persuading than that of the wife. In the natural course of things it is the husband who, so to speak, sets the pace for the married couple. The wife takes her husband's name, his social position becomes hers, providing always that she is able to hold it, and his life literally "gives color and shape" to hers.

Lord Byron has said that "Man's love is of man's life a thing apart; 'tis woman's whole existence." It is easy to say that if this be so it is because the existence is narrow; but who can claim that, as a rule, woman's existence is broad? As daughter, wife and mother her life is usually circumscribed within the limits of her

home, and it may be safely said that it is with women as with countries—they are happiest who have no history. Especially does a happy wife and mother live in and for husband and children; she counts it joy to spend and be spent in their service, and their love is her exceeding great reward. There be few of us who have not some time or other found occasion to marvel at the wonderful self-abnegation of which women are not only capable but appear to delight in, the voluntary deception which they practice upon themselves when those whom they love will be benefited thereby. A woman's love is rarely unable to find a good reason for weakness, an excuse for a fault, to ascribe blame anywhere but to the beloved. It is a hackneyed saying that no man is a hero to his valet; certain it is that if he appear not one to the wife who loves him the failure is of his own making. No imagination of poet has so strong an idealizing faculty as the fond devotion of a loving wife. Her unselfish affection turns all which it touches into gold.

King Solomon tells us that a good wife will do her husband good and not evil all the days of her life. But none the less the fact remains that the reformation of an evil man by even the best of wives is to be classed among the most difficult of human undertakings, a task which John Howard declared "impossible saving by the amazing grace of God."

It is an easy matter to influence a man whither his inclination leads him—as easy as pouring water downhill; but to influence him contrary to his desire, to lead him against his will, even for his own good, is as hard or harder than it is to make that same water flow uphill. Moreover, no man, however loving and lovable he may be, is willing to pose as under petticoat government; he resents any suspicion, still less imputation, that he walks in his wife's way rather than his own. There is no precept which men are more willing to practice than that which declares that a man should rule his own household. Indeed, the description of the ideal wife, as given by old Habington, is as heartily approved by modern men as it was by their forefathers 200 years ago: "She is inquisitive only of new ways to please him, and her will sails by no other compass than that of his direction. She looks upon him as conjurers upon the circle beyond which there is nothing but heaven and hell, and in him she believes paradise circumscribed. His virtues are her wonder and pride, and his errors her credulity thinks no more frailty than makes him descend to the title of man."

It is a deplorable proof of the truth of the doctrine of original sin that the most striking instances of strong influence exerted by wives which most of us can recall probably are those where men's lives have been wrecked by unfortunate marriages; hence not a few will be found to maintain that as the wife is so is the husband; that marriage, in truth, either makes or mars a man. When

a man marries a woman who is unworthy of him the chances are, alas, that, unless he be of stronger fiber than most, she will bring him down to the depth of her own level with fatal facility. It is always difficult for the higher character to escape contamination from the lower when the two are in daily—nay, hourly—contact, and the former is enthralled and blinded by the hypnotizing power of passion, which is unable to see aught but that which is pleasing in the object thereof. Love, like the moonlight, can spread a silver glory over rugged rock as well as over verdant lawn; it invests the plainest features with beauty, and the awkward, clumsy figure with stateliness and dignity. It sets to sweet music, all its own, the commonplace utterances of stammering tongues, and exalts the most ordinary virtues into angelic graces. But not even love's transforming magic can convert the mean and vulgar into generosity and nobility—can change pinchbeck into virgin gold, or the image of clay into Parian marble. Not even love can shut its eyes forever to the speck within the fruit, the narrowness and selfishness of a low nature. The danger is not so great where the inferiority is strongly marked, since the difference must of nature revolt the superior. Nevertheless, the higher must "carry weight" in the race of life. In marriage, where one of the twain who are joined as only one flesh is of mean ambitions, of low desires, of a frivolous or sensual disposition, that one can not fail to exercise a deteriorating influence upon the other. In the old Persian story, the bit of clay had the fragrance of roses because it had lain among them; but we know that the roses next it must have lost something of their sweetness. When a muddy stream mingles with a clear current the united waters thereafter flow with discolored course. One may not touch pitch and not be defiled. Dorothy Dix.

Characters and Counterfeits.

It takes many varieties of man and methods to "make up a world," and some are as curious and queer as they are fascinating. The truths and falsities of life are ever wonderful and marvelous. No man would or should accept a counterfeit with the purpose of using same as an honest money or commodity. The false modes and methods are just as much to be abhorred. Falsity of man has ever been to the detriment of one's self, making "countless thousands mourn," as all were dragged to the depths of embarrassment and humiliation. Truth, associated with honesty of cause and purpose, composes an important part of better manhood and draws as a magnet that higher plane and loftier sphere of business into closer relations. Truth, though, in its various phases, is not always for universal good. Some people are truly bad, some are truly good. Others are regarded as "strictly business," yet are as "cold-blooded as a fish." Still these and other phases exist "to make up a world."

Now, when the various excuses begin to be expounded by some men

on the road, apologizing and explaining for their neglect or failure to join the T. P. A., it is often wondered in what category to place such a traveling man. Is he to be judged a counterfeit? Is his a mode of falsity endeavoring to deceive himself that the rights and just dues of traveling men are of no purpose to him? Is he persuading himself that he possesses some supernatural qualities which place him beyond the pale of injury and suffering? Is his heart a cold counterfeit without sentiment and with no longings for fraternity or association? Does he feel that men can travel, succeed in business, or even in government life, without those ties of sentiment and brotherly love among men? Does he regard his home and loved ones as a combined encumbrance and convenience, giving no thought for their future protection beyond the food and raiment of the day? No, this traveling man so often bright and aggressive can not be such a suppositious character. He has placed his aims high, but the negative side of business and sentiment has controlled him. He has given no thought to those moments beyond to-day, but when drawn out from his narrow life he will revel in the delights of association, awaken to needs of organization and unity to battle for just rights, and take a manly stand for the future protection of home and loved ones, thus giving unto himself a contentment and satisfaction becoming the broad and noble profession to which he has aspired. There will ever be a few counterfeits in all organizations, for the world and nature seem so endowed, but

"The good are better made by ill,
As roses crushed are sweeter still."

Truth of a goodly character will gain the victory. Counterfeits can but reflect frailty's shadow. The truly good will be the truly great. Those of "nature's noblemen" who have selected traveling as a profession should see that no one of like calling is left to deceive himself and the world as a counterfeit of true manhood without endeavoring to elevate and instill within him those grander aims and nobler purposes becoming the American traveling man.

C. V. H.

Politeness Is Best.

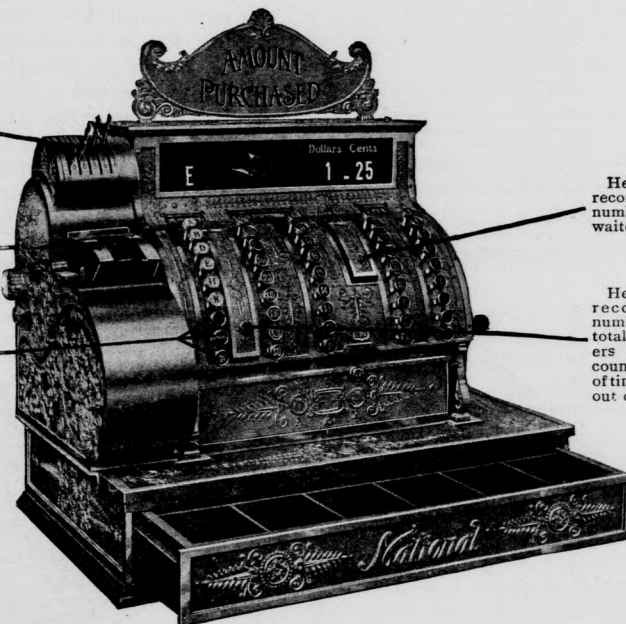
If a man or woman comes into your place of business and inquires for directions to some competitor's store, what do you do? The better plan is to tell it in as pleasant a manner as possible. Go to the door and show the way or make a pencil sketch on one of your own cards, showing the location so it can readily be found. Be just as courteous as you know how and you will be remembered. Don't take the person by the neck and turn on a hot air blast of your own, but give an exhibition of unobtrusive courtesy that will make its impression. Instances are not wanting to show the value of courtesy under all circumstances.

A little friendliness is worth a whole lot of financial assistance.

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

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

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



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

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

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

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

National Cash Register Company Dayton Ohio

I own a _____ store. Please explain to me
what kind of a register is best suited for my business.
This does not obligate me to buy.

Name
Address
No. clerks



Meeting the Retail Catalogue House Competition.

The agitation in the trade papers and the local press at the present time would indicate that the retail catalogue houses in the large cities are causing a feeling of uneasiness to prevail among the merchants as to what the real outcome of this competition will be.

It is plainly evident that a divided patronage will not be a benefit to the local merchant nor to the community in which he lives. It should be unnecessary to state that a growing prosperous village or town adds in value to all the real property in the vicinity of that village or town. In the same proportion will a run-down decaying town detract from the value of its own and surrounding properties. Hence, as an interested, profitable business proposition it becomes the duty of every man to assist according to the opportunities presented in building up, maintaining and advertising the best interests of the community in which his property is located.

Imagine for illustration a good quarter section of land situated a few miles from a thriving town in which all the lines of trade are fully represented by well kept and well filled stores, the streets lined with teams, the store people busy attending the wants of many customers, evidences of thrift, prosperity and permanency everywhere. Take the same farm and place it an equal distance from another village in which the stores have not met a paint brush in years; the weeds are growing over the paths used for sidewalks; church and school buildings resembling deserted saw mills; cobwebs in the lone storekeeper's whiskers.

Do you suppose that the farms would bring the same price from prospective purchasers? By no means. They are not now of equal value because of the surroundings and the difference in the enlightenment and enterprise of the inhabitants. Any community can have whichever one of the conditions that it wishes and it will have the one it deserves and earns.

One condition is given us by the co-operation and great united effort of assistance by consumer and dealer; the other is furnished by wasting our surplus in building up retail catalogue houses in large and distant cities. The desire of consumers to patronize distant business houses is not produced generally by any lack of loyalty to home institutions, but more from the fact that they believe that they are saving money thereby and the incentive of money saved goes far as an inducement to mail the order. If it is true that mail order houses in Chicago furnish merchandise of same value to consumers in Minnesota cheaper than their own local merchants do, then our strongest argument in favor of home buying has lost its force with that class of patrons who have lost sight of every other consideration except to buy where they can buy cheapest.

While the writer will not assume to make a statement covering territory outside his own personal knowledge, he will say this: That merchandise can be purchased and is being purchased in Kellogg, Minnesota, as cheaply and on many items for less money than is charged by mail order houses in this country. Of course quality of material and every other circumstance surrounding an order must be taken into consideration in qualification of this statement.

But the trouble lies in the fact that a great many consumers throughout the state, more numerous in some localities than others, do not believe this to be a true statement of the existing condition. What is the cause of this unbelief on the part of the consumer and how is it to be eradicated? are the burning questions that confront the local merchants to-day. There is hardly any doubt that the unbelief is caused by the deceptive methods of advertising used by retail catalogue houses. A few ordinary staple goods, at the head of which usually stands sugar, are quoted at a price far below their real value, while as we go deeper into the catalogue we find this reduction more than made up by overcharges on the many other items with which the consumer is not so well acquainted.

Nor will the average person take the opportunity presented him by his local merchant to find this out, but, noticing the difference in price quoted on these prominent items and the

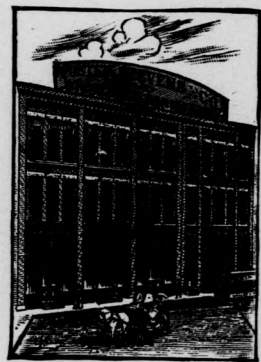
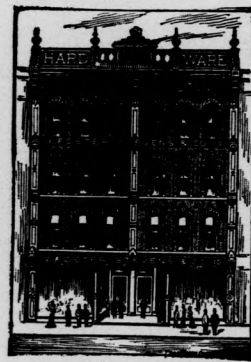
price charged at his home store, suddenly arrives at the conclusion that he is being "held up" by his local dealer all along the line, and as a result the retail catalogue house gets the order.

This is the very object sought to be attained. It is for this very object that the quoted prices are so deceptively arranged. This is the reason that the very best advertising talent in this country is now employed by the mail order houses to continue this deception. And when you consider how vulnerable we are generally to the attacks of the shrewd advertiser whom we never saw it is not strange that the mail order houses succeed so well.

Take, for instance, the mail order bank recently closed by order of the postoffice department. People all

over this nation were apparently willing to trust this strange and unknown institution with hundreds of thousands of dollars and these same people were impressed with the belief that they were being imposed upon or, in other words, robbed by their local banks and merchants. They were simply deluded by deceptive advertising.

Will this system of graft ever, through mercy, let up on the people? Never, so long as the people show such evidence of being easy victims. Now the method by which this universal system of deceptive advertising of which the mail order houses appear to be pastmasters could be destroyed or even reduced is the boon so devoutly wished for. Should the local merchants meet this system of advertising by similar procedure? Not by



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

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

Large assortment of counter tables.

79 South Division St.

Grand Rapids, Mich.

Warehouse on Butterworth Ave.

HAVE YOU EVER CONSIDERED

HOW MANY KINDS OF GLASS THERE ARE

The following are only a few, but enough to illustrate the various uses to which glass is put:

Window Glass—For Houses, Factories, Green Houses, Store Fronts. By the way, window glass is a very scarce article at present.

Plate Glass—Fine Residences, Store Fronts, Shelves, Desk and Table Tops, Door Panels and Signs

Prism Glass—For Utilizing Natural Light. Gives from 30 per cent. to 80 per cent. more light than Window or Plate.

Leaded and Ornamental Glass—Very artistic for the home or store interior. Made for 50 cents per square foot and higher.

Mirror Glass, Bent Glass, Skylight Glass and the various kinds of Figured Glass for office doors and partitions. We handle them all. Write for samples of anything on glass.

GRAND RAPIDS GLASS & BENDING CO., Grand Rapids, Mich.

Most Complete Stock of Glass in Western Michigan

Bent Glass Factory Kent and Newberry Sts.

Office and Warehouse 187 and 189 Canal St.

any means. The general merchants of the Northwest are men noted for their honesty, integrity and high moral standing. They will not accept of any compromise that savors of dishonesty, fraud or deceit. And simple, honest advertising by the individual merchant will never prevail against the system behind which are entrenched the mail order houses.

What are the dealers of the country going to do under this condition of affairs? Certainly not lie down and permit this monster mail order business to apply the slime of its kind before swallowing its victim. Magnificent and effective work is being done in some localities by individual merchants, contesting every foot of ground with this monstrous evil and partially holding their own in their different localities, but this class of merchants are not numerous. Their locations are too far apart; they are completely surrounded by the enemy and every now and then their ramparts are scaled and a victim secured.

This is too heavy a work to be accomplished by individual effort. It must be attacked by battalions of no smaller units than counties. County organizations must take this matter up in a systematic manner and by education and comparison properly show the people wherein the deception lies. The educational part of this program must be to a large extent carried on through the local press, but while the local papers are generally friendly towards the local dealers and the surrounding community we must at the same time remember that the editors of these papers are human beings. They have their household and business expenses to meet and the matter of revenue should naturally engage a considerable portion of their attention and we should not feel aggrieved if on opening our weekly, for which we pay \$2 a year in advance, we find the tactful and misleading advertisement of some retail catalogue house looming up to such an extent as to smother every other item of advertising interest in the paper.

John Costello.

He seldom thinks of the future who walks with the Father.

The virtue of a religion does not depend on its vagaries.

The heart does not have to be palsied to be at peace.

What Loyalty Means To the Merchant.*

Allow me to give you an illustration of loyalty. I live in Holland, Michigan, not Holland, the Netherlands. Well, in Holland the people are loyal—now. They were not loyal fifteen years ago. Fifteen years ago when people heard of Holland they heard of a little village; they heard of a village that was nothing more than a dot on the coast line of Western Michigan; they heard of a town that to their minds was simply a place noted for conservativeness; noted for wooden shoes, if you please.

But a few years ago a change came. The people of Holland awakened to the fact that loyalty meant progress; that it meant advancement in commerce, in business; in everything that goes to make a successful city. When the people of Holland found out what loyalty meant, what did they do? They took a long pull, a strong pull and an all together pull, and then something happened. Instead of working at cross purposes all worked for the common good. A bonus fund was raised; industries were induced to move to Holland from other cities; all the merchants and all the business men; all the doctors and all the lawyers; all the teachers and all the ministers; all the laboring men and all the capitalists; all of the software men, and all of the hardware men joined together and worked for the common cause, and as a result the Holland of to-day is far different from the Holland of fifteen years ago. Holland is on the map now and we want everyone to know it.

As it is with Holland as a city, so it is with hardware as a business. We must be loyal; we must practice loyalty.

Loyalty applies to us all. It applies to the retail trade as well as to the wholesale trade. In the retail trade we may not think that our competitor is all right; in truth we may know that he is not all right. We may know that he is selfish; that he is afraid to remain in the same room with himself for fear that he may be held up; so selfish that he groans with envy when his competitor sells a \$50 stove for \$25; but if we are loyal, if we believe in loyalty as a

Address delivered by E. B. Standart, at the recent meeting of the Michigan Retail Hardware Association.

watchword, we will overlook the fact that he is not all right; overlook his treachery in selling a stove at half price and be loyal enough to the rest of the trade to sell at a fair, an honest and a businesslike price.

The idea I wish to bring out is this, that we should be so loyal to the great mass of the trade that we will not make fools of ourselves just because our competing neighbor makes of himself a subject for the fool killer. We should be loyal to our neighbor by being square, loyal to our competitor by being fair and loyal to the wholesaler by being square and fair.

Loyalty means honesty; means fair dealing; means true business principles. If we practice loyalty, we are in a position to give our customers

treatment that will induce them to come again; for a customer knows fair, square and honest dealing when he gets it. If we practice loyalty, we can ease the burdens on the shoulders of the retailers. If we practice loyalty we can banish sleepless nights from the lives of the wholesalers. In other words, loyalty means being true and honest and fair and sincere and broad with all with whom we come in contact in our business life.

"Did you see my picture in this morning's paper?" asked the public man.

"No," said the wit, shrieking with laughter. "What were you cured of? Ha, ha!"

"Of vanity, after I saw the picture," answered the other sadly.

Welsbach Mantles

The Mantles That Sell

A New Feature This Season

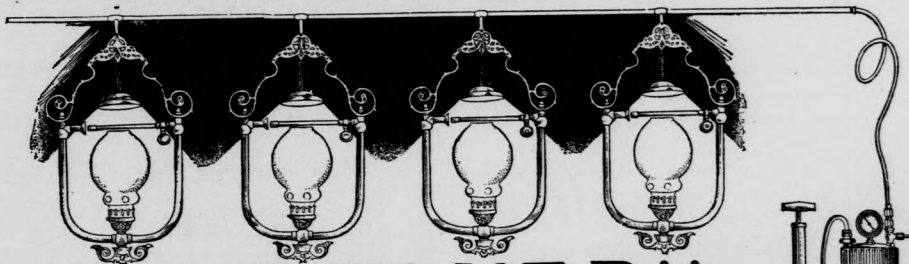
The Welsbach No. 3 Mantle is placed on the market to meet a demand for a low-priced Cap Mantle, and to fill that demand with an excellent article for the price. It bears the well-known name Welsbach, and the shield of quality is on the label. Priced to retail at 15 cents. Send for catalog to

A. T. KNOWLSON

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

Detroit, Michigan

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



Price Situation Analyzed from an Unbiased Standpoint.

Shoes are higher than they have been for years, and they are going higher. There is no use holding a post-mortem examination on the situation to determine the whys and wherefores; it is a fact that can not be gainsaid, and the thing for you—the retailer—to do, is to know how to meet the existing conditions intelligently and in a way that will rebound to your best advantage.

A prominent manufacturer says, "The demand for leather at the present time is greatly in excess of the supply, which is causing much higher prices for all kinds of this class of merchandise. Particularly is this true in harness and saddle leathers. These advances will average from 12½ to 20 per cent., and in some instances as much as 33 1-3 per cent. Packers claim there is a great shortage of hides, and they have advanced the prices to such a point that the hide of a large, heavy steer will bring from \$12 to \$15, while the hide of an ordinary milk cow sells at \$7 or \$8."

A comparison of the cost of leather between now and 1894 makes interesting reading:

Oak saddle, or skirting leather, which cost 18 cents then, now costs 37 cents per pound; harness leather that cost 16 cents can not now be bought for less than 32 cents; collar leather that cost 7 cents per foot then is now worth 14 cents.

Sole leather and all other leathers have doubled in price in the same time.

Hides were worth in 1894 from 3 to 6 cents per pound; to-day they are worth from 10 to 15 cents.

In the face of such conditions it is no wonder that the prices of shoes are higher, and from present indications there will be further advances.

A local jobber received a letter last week from an Eastern manufacturer which contained this statement: "I am sure you do not realize the situation; everything is very firm, and a good many of the manufacturers are refusing to take any orders at all. They do not know where they are at. It is a condition that was never known in the East before."

Some prominent manufacturers' opinions, boiled down, amount to practically this:

Hides which are going into vats to-day are higher than they have been for thirty-five years; shoes that are being sold to-day are made of leather that was bought several months ago, and shoes that will be made from leather bought at the present market value must necessarily be sold at a big advance over present prices. In other words, shoes are bound to be higher than they are at present.

Every manufacturer is selling shoes on a closer margin than he can af-

ford, and if there is not some let-up from present conditions, the short capital manufacturer will be obliged to quit the game. The advance in prices of shoes has not been commensurate with the advance in labor and materials.

The manufacturer is making it just as easy as he possibly can for the retailer—the retailer is dividing profits with the consumer, and the farmer who is fortunate enough to have any hides for sale is getting the better of the deal.

Now what are you—the retailer—going to do? Are you going to cut down your margin of profit? Are you going to continue selling that shoe for \$2 which cost \$1.50 a year ago, but which costs \$1.65 now?

Have you nerve enough to mark \$2.25 on it, in plain figures, and stick to it?

You will either have to raise your price or quit business. If you have had the reputation of selling dependable shoes and commence to substitute inferior qualities, you will lose out, and if you try to sell at the old price, after paying the advance, you will meet with disaster, therefore, the only safe way to protect yourself is to raise your prices.

Such conditions naturally encourage a spirit of speculation, and that is the very thing a shoe retailer should avoid. No matter if you know prices are to go sky high, buy only what you need. It is more profitable to have twenty pairs of shoes on hand that are every-day sellers than to have forty pairs that are out-of-date.

What if you buy the forty pairs at a bargain? If they are not selling, they are a bad investment.

One manufacturer said to our representative: "Go to every shoe house on Washington avenue, and you will not find any of them complaining about poor business; we are all receiving all the orders we can fill. The retailer, I fear, is buying heavier than he can afford, and when the reaction sets in, he will be up against it. Next spring, when his trade demands summer styles, he will find that he has all his money tied up in winter goods. We would much rather they would buy as their needs require; it would be better for all concerned."

Another manufacturer said: "The country is in a very prosperous condition, and I do not think the retailer is over-buying, as a rule. In all branches of business, however, will be found some who take a plunge, but my impression is that retail shoe dealers are too wise to overload, just because the market has an upper tendency."

It is our candid opinion, however, that retail shoe dealers should not delay placing their spring orders for such quantities as they know they will need. If, as one manufacturer said, and which is the very truth, "hides now going into the vats are higher than they have been for thirty-five years," shoes that will be made from those hides are bound to be higher than the present prices.

Shoes that have been affected most



Means That One Good Turn Deserves Another

The more

Hard Pan Shoes

You sell the more you appreciate us.

Then we do more business.

This mutual interest extends to the wearer—the person on whom we both depend.

For an example of Reciprocity try a case of Hard Pans.

The limit in value: Hard Pan Shoes are made only by the Herold-Bertsch Shoe Co. See that **our name** is on the strap of every pair.

Did you get a bunch of "Chips of the old block?"

THE HEROLD-BERTSCH SHOE CO.

Makers of Shoes

GRAND RAPIDS, MICH.

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.

by the high prices of hides are the ones which contain the greatest amount of leather, and which have required the least amount of labor, such as creoles, creedmores, etc., commonly known as "work shoes."

In view of the staple nature of these goods, and the inevitable advances they will suffer, many merchants may feel justified in "loading up," in order to be prepared for the advancing market. If a retailer has some surplus cash on hand and is seeking investment for it, he may profitably invest it in working shoes, but if he has no more capital than he needs for the safe operation of his business he better continue to buy the goods as he needs them and pay the advance.

In the better grades of dress shoes we would caution any merchant against over-buying, notwithstanding the upward tendency of the market.

But do not be afraid of asking a fair profit. Continue to carry good shoes, mark them in plain figures, and "stand pat." If your competitor sees fit to sell at old prices or lower the quality of his goods you will be in the game long after he is forgotten. —Drygoodsman.

Laziest Men in World Neither Toil Nor Spin.

In these days of push and energy it sounds strange to talk of people as being lazy, and still the Todas, a hill tribe of India, are the laziest people in the world.

The Todas are not ashamed of their reputation and are free to confess that they know of nothing so foolish and stupid as work. Their one and only pursuit is the raising of buffaloes; they are far too indolent to follow the chase. An ax is their only weapon, although they know how to make others. They use this for waging war and for felling trees. They will not till the land, considering this unnecessary labor. To make housekeeping easier, all their natural products are held in common; the idea of property is only restricted to the hut, its contents and live stock.

The buffaloes, which they own in large quantities, furnish them with skins for clothing and the hut, and the meat is used as food. But milk is their principal diet. They do not even realize the idea of milking their cattle; the head milkers are the only ones that are to be persuaded to do this labor. These men are chosen from the class of "peiki" or "sons of God." They are the priests and practice celibacy. Although the priests tend to the cattle, each householder owns his cattle.

Much as these men dislike the caring for their cattle they find farming a less dignified calling. Some years ago they went to war with their neighbors, the Badaga and Kotas, so they might be able to levy a tax of one-eighth on their grain products. When their grain grows scarce they live on roots and berries. They will sell their land or give it away, but they will not cultivate it any price.

The building of bamboo huts does not interest them any more than the cultivating of the soil, and they make

this task easy by making the boys cut the bamboo and their wives build the huts. It is not unusual for three families to share one abode. The men are often so lazy they can not afford one wife alone, but even this does not worry them; two or three brothers manage to support one wife. Indolent and slothful, they sit listless for hours, unconcerned about all things. What they know they know well; they are intelligent within certain narrow limits, but they are too lazy to increase their store of knowledge. Whatever has to be done must be cared for by the women and children.

Strangely, their appearance does not disclose this most marked characteristic. They are tall and well proportioned. They look like Roman senators, as they walk, wrapped in skins resembling the ancient toga. Their appearance is not only prepossessing but bold and self-reliant.

Many an amusing story is told of this small hill tribe, numbering about 400 men. An American missionary was working among them, when one day he saw some women and boys building a hut of bamboo. He enquired why the men were not performing this labor, and one woman explained: "Husband mine don't work; me and boys build house."

The missionary made no further comment, but when the hut was built he told the husband that he must build another hut, as he could not live in a home made by women and children. But the surprised Toda answered: "No, no, me no work; man has boys and wife to work."

The Toda meant what he said. Although the missionary argued, and finally horse-whipped the native, he could not get him to build a hut.

An equally amusing story is told by an English officer. He was so taken by the handsome appearance of one of the natives he wanted to take him to England and place him in his own regiment. The officer gave the native skins and silks until the Toda promised to become an English soldier. He was delighted with the officer's bright, gay uniform. He did not feel bad about leaving his country, his wife and children, but when he was told that soldiers work he said:

"Me no be an English soldier; me be Toda. Me no work; me no like work."

When the English officer tried to persuade him he made answer: "Take wife and boys; they be English soldiers—like work. Me stay home and rest; me be Toda." Delia Austrian.

People may be willing to drink impure water, but they are not willing to offer it to their locomotives. Purified water results in sure economy and excellent business returns from the view point of the locomotive operations, and also relieves the shops and roundhouses of a vast amount of work, which increases with the weight of locomotives and the increased demand upon them. Although the first cost is large, returns are so prompt and so liberal that to do without water purification is pronounced folly.

Buck Sheep

with wool on



6 in. Lace	-	-	\$6.00 per dozen.
8 in. Lace	-	-	8.00 per dozen.
15 in. Boot	-	-	13.50 per dozen.

We carry a full assortment of warm goods, Leggings and footwear.

Hirth, Krause & Co.
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.

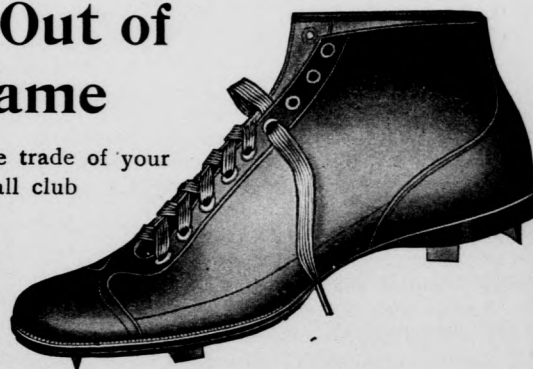
SAGINAW, MICH.

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 222

STORY OF BROWN.

His Career from Office Boy To Millionaire.

Three years ago Brown, the millionaire, was mentioned as a possible candidate for mayor of the city wherein he resides. Then for the first time his official biography was written.

The story it told was the conventional story of the successful man. "One of the first things," it read, "that strikes the observer is the absolute independence and integrity that are expressed in the character of Mr. Brown. It is apparent from the moment one sets eyes on his square jaw, his resolute mouth, and his honest blue eye that here is a man who has won his way from the bottom by his own personal power and by solid worth and merit. Furthermore, one sees from the beginning that his climb upward has not been any easy one; he has not been one of the favored children of fortune, winning his way through circumstances that he himself did nothing to create. That he has won his way from the bottom by hard work is evident in every line of his face; that he is scrupulously honorable is still more readily seen, and his life's story bears all this out.

Mr. Brown began life as an office boy with the firm of which he is now the head. He began with absolutely nothing to recommend him to the favor of his employers except his own efforts. He was a poor boy and his success amply illustrates what the poor boy can do in this country. In his climb to the presidency of the firm Mr. Brown did not miss one of the many steps that are between the office boy's position and that of the president. He was an office boy for two years, until his aptness at learning and devotion to the firm attracted the notice of his superiors and he was given a clerical position. The same hard work, and energy, and determination to succeed followed with him after he received his first advancement, and it was not long before he had convinced those above him that he was worthy of something better than a clerk's work.

"He was given charge of a few men in a minor department and here his rise to the top really began. Here he was thrown into direct contact with the then head of the firm, a man who was ever ready to appreciate and help the young man whose work and behavior indicated that he was really anxious to win success. The result was that Mr. Brown was soon taken into the private office as Secretary to his head employer. It was this position that eventually gave Mr. Brown control of the firm of Blank & Brown. He remained as private Secretary to the President for ten years, and in this time made himself so invaluable to him that he was trusted with the most important of the firm's business and its secrets. He was his employer's right hand, and he eventually developed into a stronger hand than his employer was.

"His first promotion after this came after a display of business sagacity on his part which won for him the

position of junior partner in the firm. Then he began to advance more rapidly. His ability as a business man and an organizer were exercised to such advantage that ten years later he was at the head of the business, the old President having retired to give preference to Mr. Brown. In business Mr. Brown has made his motto, 'Hard work and honesty.' He is a great believer in the young man of the day, and is never too busy with the details of his enormous interests to stop and offer a young man a piece of advice as to what he has found the best method of winning success. A year ago, in an interview with a newspaper representative who had asked him whether he honestly thought that the young man of today had the same chances for winning success as he had in his day, Mr. Brown, after having replied that he did, said: 'The chances of the young man to-day are more numerous, more diversified and along broader lines than prevailed when I started in to win place. It is nonsense to talk about being crowded out in this day and age. But to win success the young man must remember that he must have different qualities than are found in the average young man of to-day. In the first place, there must be a serious ambition, an ambition that will prompt a man to forego many things in order that success may be achieved. Secondly, there must be the disposition to work hard; and, thirdly, there must be a character that is firmly built on the foundations of integrity and honesty. And of these three the last is the most important, for the success that is won on any other principle is sure to turn to ashes in the mouth of the winner so soon as it is won. But, again, it is to be said that success can scarcely be won save by the man who is honest.'

This is not all that might be brought to prove that Millionaire Brown's position in the world is one of great respect and power. He is a much revered member of his church, his credit and his bank account are unquestionable, and generally he is looked upon as the personification of all that a young man should try to be. He is the Successful Man. Therefore, it is interesting to know the real story of his life, his climb from the bottom as it really was, and not as it is written and told. Writing pleasantly about the life of the man who has made a million dollars and pleasantly holding him up as one of the idols of the day is a form of lying that the country has of late pleasantly given itself over to. Hence the following:

In the beginning Brown was just as the pleasant little biographies have him, an office boy, and poor, and filled with an overwhelming ambition to win his way in the world. He went to work when he was 16 years of age, and he had been then educated in the common schools, where he had been something of a failure as a scholar. Furthermore, he had there the reputation of being the meanest boy at school, but this is previous. The school career of Brown is a



There is Danger in Delay

We are now offering in our Spring line exceptional shoe-values at prices that are profitable to you. Both in jobbing lines and in our own make.

If you know our goods you know that wear quality is a strong point with us.

If you are not our customer and want the trade-pulling advantage of a strong line you will do well to look over our samples as soon as we can get to you.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

Later Will Be Too Late



If you don't write us now about the proposition we have to make to one dealer in each town in regard to

Skreemer Shoes

the most popular medium priced shoes made, some one else may write and then it will be too late. Thousands of merchants are rejoicing because they were the first. Be glad with them.

MICHIGAN SHOE CO., Distributors
DETROIT, MICHIGAN

thing apart from his career as a business man.

In telling the story of his business career the truth loving biographer must begin to differ with the pleasant biographers just as soon, so he states that Brown began life as an office boy. It is true that he soon attracted the attention of his employers through his activities as a boy, but his activities were not all along the line of his duty. Now Brown was never particularly honest, despite his talk concerning honesty as the basis of character. Even as a boy he had evidenced a trait for not loving honesty any too much. But when he began work as an office boy and saw the other office boys were in the habit of taking to themselves and their homes pens, pencils, erasers, blank paper and pins, and in stealing the firm's time by playing or pitching pennies, and in other ways violating the spirit of the thou shalt not commandment the integrity and honesty of Brown were aroused to a startling degree. He had the interest of his employers at heart. He could not stand by and see the other boys steal pencils, although it must be written that once or twice he had borrowed such little conveniences himself.

But that is only incident. The main fact in the matter is that Brown brought the thefts to the notice of his employer. Not to some small official did Brown take his discovery that the office boys were stealing pencils. The small official might have squelched him without letting the head office know. But right into the head office went young Mr. Brown with his tale of an outraged sense of right and wrong. The head listened to him as he told his tale. Brown was long and thin for his age and his face was serious and thoughtful. He had an air of the Sunday school about him, and he made a good impression. "Why do you tell on these boys?" asked the head, severely. "Because I always have been taught that it is wrong to steal," said the boy wonder. The head eyed him for a minute. "How old are you?" he demanded, suddenly. "Seventeen, sir." And next week three office boys went out into the world where pencils and pens were not lying about to be picked up, and Brown went into the bill department at an increased salary. Along with him went the word to the head to "Give Brown a chance to see things!" And Brown saw many things and learned much.

At the end of the next two years Brown was still in the bill department, at a slightly increased salary. Then he made another master stroke. He was then just 19 years old. In the meantime he had further ingratiated himself into the good will of the head by discovering certain little irregularities and remedying them, always seeing that the head knew of his action. His master stroke was to go to the head and ask that he be given work in some other department. His excuse for making the request was a novel one. The men in the department were not of the kind he wished to be employed among. He

was not particularly squeamish, but he didn't want to grow up among, well, among the kind of men who were in the bill department. If there was no other way out of the difficulty he would have to resign, for he had stood it long enough as it was. Followed then, reluctantly, the worst about the other men. The result was a wholesale overhauling of the invoice department, for all that Brown told was true and was proved upon investigation, and the promotion of Brown to assistant superintendent of the department.

But he had attracted the attention of the head and he was soon after made confidential clerk. In the meantime he had turned several more Brown tricks, all of them of the kind that won the approval of the head. But when he came into the private office Brown turned the worst trick of a tricky career. He changed his personality. Hitherto he had been of the brusque and forcible personality. He saw that the head wanted as his clerk a man whom he could browbeat, a man who would be servile and humble before him. Brown promptly became servile. For ten years, when he served as private Secretary, he put up the best exhibition of business sycophancy that ever has been recorded.

In the office they called him the "head's dog." He certainly was the doer of the things that were too dirty for the head to do himself. He fawned and bowed before the tread of the head, and he brought to him regularly stories of wrongdoing or delinquency on the part of other employees. There are a dozen of these stories that might be told, and, strange enough, the writers of his circulated biographies have neglected to delve deep enough to find any one of them. He was the most hated and most despised employe in the office for these ten years; he was the most distrusted; he was the office "dog," this Brown who is held up as a model for boys to copy, and, while he knew fully what the popular opinion of him was, it troubled him not in the least, nor served to change his character.

And in the end it was the head, the man who had made him, from bottom up, that he bled in order to get his junior partnership. The head had a horrible skeleton in his family and business closet, and Brown discovered it. He didn't blackmail his employer; there never was anything coarse about Brown when he set out to climb another rung up the ladder. But what he did served to get him into the firm, and, still more important, it made the head afraid of him. The rest of the story is inevitable. Brown gradually overthrew his benefactor. He broke his nerve by continually keeping the skeleton dancing before his eyes, he superseded him in active management of the firm, because the head was glad to get out and retire with the good name that he held still intact.

And so Brown came into the first place in the house where he began as an office boy, and the last chapter in the story of a Successful Man is told.

O. H. Oyen.



Mayer's
HONORBILT
Shoes for Men

Here is your opportunity. Add **Honorbilt** shoes to your line and profit by the liberal advertising policy of this house. They are swell shoes, **built on honor**—designed to meet the demand of particular trade. Fifteen million people are now reading about **Honorbilt** shoes in their favorite family paper. Let us send you the particulars, or better still, ask us to send you a salesman.

F. Mayer Boot & Shoe Co.
Milwaukee, Wis.



QUICK RETURNS

in heat are always yours when you use
Genuine Gas Coke. It must mean something to get one-third more heat for the money than you get from hard coal.

Pearl and Ottawa Sts.

GAS COMPANY



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.

MILK-FED POULTRY.**Poor Feeding Causes Poor Quality and Unfavorable Criticism.**

A few years ago experiments were made in fattening poultry with milk. The method proved successful and the system has been introduced to a more or less extent in nearly all poultry producing sections, thousands and thousands of dollars having been expended in remodeling plants and building new ones. At nearly every plant the feeding has varied, and while some operators have been successful and able to produce a very fine poultry, so many others are still in the experimental stage that a large amount of poor stock has been received and worked into consumption, causing much complaint and dissatisfaction. This has led to unfavorable newspaper criticism, not only against the poor milk-fed poultry, but often against the entire system.

In an effort to ascertain just what grounds there were for this unfavorable comment, a reporter interviewed most of the receivers on this market and also many buyers and some shippers. The receivers nearly all agreed that the system was all right and that the fault was with the feeding. Some marks were said to be very fine and giving excellent satisfaction, while others were causing trouble and dissatisfaction in whatever channels they were placed, these poor marks seeming to lack keeping properties and spoiling before they could be worked into consumption. One commission house spoke of a mark of milk-fed which was so soft that it would sink down in the barrel 25 per cent. over night, the "oil" or "fat" seeming to ooze right out of it. Another spoke of a mark "spoiling right in the ice," and of the disagreeable odor, etc. Others could not speak too highly of it, and it was evident that the poor marks which were not giving satisfaction came from shippers who were not properly feeding—either fattening on milk in an unfavorable state or experimenting with their feed.

Harry Dowie, Secretary and Treasurer of De Winter & Co., probably the largest poultry house in New York and large receivers of milk-fattened poultry, when questioned regarding his opinion on milk-fattened poultry, said:

"Firstly, it is an industry established and one of great benefit. The pioneers spent much money experimenting at great expense, both in the loss of the birds while feeding, and also from the condition of the stock when it arrived at seaboard. Much complaint was made that while the birds had fine appearance, and to the eye were in perfect condition, yet when

opened they had a sour smell—also that they would not keep any length of time. This has been overcome, no doubt, by the manner of feeding and feed used. From many shipping points where fed stock is shipped the poultry now arrives in fine condition—meat solid and sweet—and it is growing in favor fast. Sections of the country where the natural conditions caused the poultry to be always poor are now shipping stock which, because of improved feeding, arrives in fine condition, and commands 4@5c premium over former prices. I still anticipate improvement and think that the Far West, West and Southwest will yet be competitors with our Philadelphia stock."

J. M. Klein is receiving several marks of milk-fed and when questioned said: "Yes, I am getting lots of milk-fed poultry and the quality is very fine, but it must be used quickly. Considerable complaint is received, especially from butchers who are not in position to handle it quick enough, and some trade has discontinued using it. But where one buyer stops two commence handling it, and I am not getting enough for my trade. I think the complaints natural, as the fowls are very high bred, the meat being soft, and where a hard, long-keeping fowl is wanted, the milk-fattened will not suit, just as a finely bred, carefully fed horse would be too soft to do heavy trucking. The cold weather will probably improve this class of poultry, as it averages five or six days on the road, and if we could only get it more quickly it would compare favorably with the nearby milk-fed stock, which is the best I receive. It is certainly all right for freezing, and you may rest assured the milk-fed chicken has come to stay."

Another prominent receiver said: "There are only few exceptions where milk-fed poultry will come forward from the West in good condition when packed in ice. It will not stand up after re-icing and unless a buyer is an expert and knows just how to take care of it, it melts away, and butchers are just commencing to realize it is not suitable for them. The most favorable results are obtained later when it is frozen West and then shipped here."

Other expressions on the subject include the following:

Bridgeport, Conn., Oct. 16—I have not handled any of this stock since early last spring. I did handle it during the winter last year, and was very much pleased with it. I expect to handle it again as soon as the weather gets cool. The stock that I was handling was giving universal satisfaction and the trade was greatly pleased with same. F. C. Gernert.

Keokuk, Iowa, Oct. 9—Answering

Does This Interest YOU?

Will pay 21c per dozen for eggs f. o. b. Grand Rapids. This offer is good for shipments to Saturday, Nov. 4.

C. D. CRITTENDEN

3 North Ionia St.

Both Phones 1300

GRAND RAPIDS, MICH.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Fruit Packages

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

The Vinkemulder Company

14 and 16 Ottawa St.

Grand Rapids, Mich.

Your orders for

Clover and Timothy Seeds

Will have prompt attention.

Wanted—Apples, Onions, Potatoes, Beans, Peas

Write or telephone us what you can offer

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse Second Avenue and Hilton Street
Telephones, Citizens or Bell, 1217

We Buy All Kinds of Beans, Clover, Field Peas, Etc.

If any to offer write us.

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

WE WANT YOUR Veal, Hogs, Poultry, Eggs, Butter and Cheese

We pay highest market prices.

Check goes back day after goods arrive. Write us.

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.
Either Phone 1254
71 Canal St.

Butter, Eggs, Poultry

Shipments Solicited.

Prompt Returns. Phone or Wire for Prices Our Expense.

SHILLER & KOFFMAN

Bell Phone Main 3241

360 High Street E., DETROIT

Established 1883

WYKES-SCHROEDER CO.

MILLERS AND SHIPPERS OF

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

your letter in regard to unfavorable criticism of milk-fed poultry, will simply say the party who furnished this information is woefully ignorant of the vast improvement in the quality of poultry which is handled through an up-to-date feeding station of to-day.

One has only to stop and consider the amount of filth and offal a chicken or fowl will consume to find that there is some improvement when it is placed on a scientific and hygienic diet of the very best food that money can buy, and in stations in charge of those who have made a life study to obtain the best possible results. The food in the feeding station is all pure, sweet and wholesome.

There is as much difference to the consumer in eating a milk-fed chicken and the average chicken that comes off the farm as there is between choice steer meat and cow meat.

It is simply absurd to us that one who pretends to have any knowledge whatsoever of the poultry business should undertake to criticise one of the greatest improvements of the poultry business.

S. P. Pond Company.

Morrison, Ill., Oct. 10—We positively know there is no better flavored poultry, tenderer or more juicy, put up on the markets than the milk-fed or machine-fed poultry, where the usual cereals and milk are used. If anything is wrong, it comes from some other cause. We have had five years' experience and our poultry is giving the best of satisfaction.

Morrison Produce Company.

Grand Junction, Iowa, Oct. 9—Regarding the criticism on fattened poultry, we would say, that in our opinion the criticisms are to a great extent unjust to the fattened poultry in general, and are made upon the improperly fed poultry, and when made are not confined to such, but cover the whole line of fattened poultry.

It is generally conceded by the most distinguished epicures that meat produced from properly fattened stock is of much finer grain and of a more delicate flavor than that coming from a fowl or animal fattened slowly and on a poor quality of food.

We see no reason why chickens fattened on good, clean, wholesome food should not be as much more desirable than the barnyard chicken as the corn-fattened steer is to the creature fed on scant rations of the refuse from the hay loft and corn crib.

We are of the opinion there are a great many poorly fattened chickens going onto the market under the name of "milk-fed" chickens. We have no doubt but these chickens are milk-fed, but milk-feeding, however, is not all there is to fattening chickens, for the quality of this stock is sufficient evidence of improper feeding.

In conclusion, we believe the fattened chicken has come to stay, and that the time is not far distant when there will be very few chickens placed upon the market except those which have gone through the feed-

ing station and are properly fattened.

G. W. Nicholson Company.

Delmar, Iowa, Oct. 12—We think investigation will show to you in the end that this "calamity howling" is coming from those who are not feeding the poultry with good results, or those who are unable to get hold of a line of them to sell that are properly fattened or to get hold of any at all, for we are feeding here and have been for some time with good results we think, and do know that those who are getting them are calling for more all the time, and at prices that warrant putting them up. The writer (Millikan) has them on table every Sunday, and nicer chickens were never used, and I think all who are using them will say the same thing; but like everything else, they have to be handled right for good results in flavor and otherwise.

It is as natural for a chicken to feed on milk and sour milk as it is for them to eat corn or any other food they have, and it is certainly healthy food for them. As far as the flavor is concerned, it is as much better, or more so, than the capon is better than the ordinary chicken, or the fatted steer is better than an old cow.

These are my views frankly expressed, and I think they can be corroborated by many who are using these methods with good results, and who understand the business.

E. S. Millikan Produce Company.

Wyoming, Ill., Oct. 16—I consider the system of milk-fed poultry all right when properly done. You will no doubt find that the unfavorable criticism comes from poultry that has been improperly fed. A. J. Wrigley.

—N. Y. Produce Review.

The only man who has an angel for a wife is the widower.

W. C. Rea

A. J. Witz

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known Everywhere

No Talk Required to Sell It

Good Grease

Makes Trade

Cheap Grease

Kills Trade



FRAZER Axle Grease

FRAZER Axle Oil

FRAZER Harness Soap

FRAZER Harness Oil

FRAZER Hoof Oil

FRAZER Stock Food

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.

YOU ARE ALWAYS SURE of a sale
and a profit if you stock **SAPOLIO**.

You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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.

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Fabrics—The display of what may be classed as staple dress fabrics is large and embraces all the popular colors in different weaves and at a range of prices that will allow the most economical to purchase. A handsome prune-colored fabric with a rib weave has a construction of 80 worsted warp threads to the inch and 36 picks of merino filling. The fabric appears like all worsted and sells as such for \$1 per yard at retail. It is 44 inches wide. Another fabric of the same width, but with a construction of 90 warp threads and 72 picks to the inch, retails for \$1.25 a yard. The color is a forest green and the weave is a steep twill. A cotton fabric, 27 inches wide, to retail at 20 cents a yard, has a construction of 24 threads each way. The warp is composed of two-ply twist, some fabrics being in black and white twist, others in red and white or brown and white. In each case the filling is a twist corresponding in color with the warp yarn. The twist in both warp and filling yarn is the same and ranges from 14 turns to the inch to 21 turns to the inch in the same thread. This variation in the twist is due to the unevenness in the threads. The threads are unequally drawn. In the warp threads the variation amounts to about three times the ordinary diameter of the thread. That is, the thicker parts, which are about an inch and a half long, are three times as thick as the body of the thread. The thick parts of the filling threads are regular slugs, producing a nub effect in the cloth. The weave is a regular two-shaft, but owing to the open construction of the cloth the filling does not lie in perfectly parallel lines, as the nub portions resist the beating up and a wavy or irregular effect is produced. Some of the fabrics are woven with a check, it being formed by having every 25th thread in both filling and warp of a different color and twice as thick as the remainder of the yarn.

Domestics—Heavy sheetings and drills are in reduced supply, and domestic buyers are having no easy time in obtaining spot stocks large enough to render their position safe even for the present. On lighter weight sheetings, too, the situation is much the same, owing to inability to secure prompt deliveries, and jobbers are the gainers by the hand-to-mouth methods of buying which are now so greatly in evidence, prices, of course, being high in every case, as is always the rule when the seller is able to place himself in the position of dictator. Print cloth yarn goods continue to give evidence of great firmness as regards both narrow and wide lines. Buyers are taking less interest in the situation for the time being, it is true, but opera-

tors do not appear to be greatly concerned. Sales of bleached goods have not been particularly heavy during the past week, but considerable interest is being shown in spots and the market is consequently firm.

Cotton Linings—The business in cotton linings has, within the past fortnight, given evidence of considerable irregularity, although in the aggregate it has reached very fair proportions. In certain directions the demand has shown signs of increasing, while in others the reverse has been the case. Just why this unevenness has appeared at this time is something of a mystery, unless it denotes a general evening up process which will result in more general activity in the future. The clothing trade has been more of a factor in the linings market since the recent holidays. A scarcity of gray goods is possibly the most prominent feature in connection with staple cotton linings just at this time.

Underwear—That there is a shortage in knit underwear at the present time no one will deny and that it will continue for a considerable length of time is the opinion of all operators. This condition at the present time is hard upon many retailers who have been slow in discovering their needs and consequently slow in placing their orders in the primary market. Orders of substantial size continue to be offered and it is said that many buyers are in such a position that they would willingly pay an advanced price to insure their receipt of the

You Can Make Gas

100 Candle Power
Strong at

15c a Month

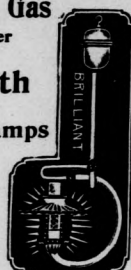
by using our

Brilliant Gas Lamps

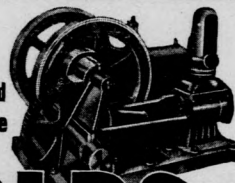
We guarantee every lamp

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

Brilliant Gas Lamp Co.
42 State St., Chicago



The
Wizard
Engine



With
Pump

OLDS ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS.
Lansing, Mich.

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

BONDS

For Investment

Heald-Stevens Co.

HENRY T. HEALD President
CLAUDE HAMILTON Vice-President

FORRIS D. STEVENS
Secy. & Treas.

Directors:

CLAUDE HAMILTON
HENRY T. HEALD
CLAY H. HOLLISTER
CHARLES F. ROOD
FORRIS D. STEVENS
DUDLEY E. WATERS
GEORGE T. KENDAL

We Invite Correspondence

OFFICES:

101 MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGAN

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

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

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.

goods wanted. That manufacturers could take advantage of this condition is not denied; that they are doing it is unlikely, although buyers in some cases state that they are being slighted and that later orders are being filled in preference to their own. At the present time little activity is expected in this market, for the regular between-seasons inactivity is usually expected. To give interest, however, to the market there are those buyers looking for deliveries delayed and also the prospect for next season is demanding much consideration.

Hosiery—Sample lines for 1906 delivery are now ready in the hosiery market and there are rumors that some buying has already been transacted. That if this is true the operations of buyers have been confined to very narrow limits is undoubted. It is the general consensus of opinion that it will be much later than the present date before buyers are generally ready to place orders for a new season's goods. The scarcity of the orders already placed is a sufficient guarantee of this. The course of the market for the first few weeks after its opening will, it is thought, depend a great deal upon the price question. The lines of wool goods already offered are at prices which in dollars and cents are not radically different from those of last year, but it is not only the price per dozen, etc., that is of interest to buyers, but the intrinsic value will receive more consideration than ever before. The decreasing quality of the goods following price advances has been a condition that has bothered the buyers in the past not a little and this manipulation has in the past been the cause of much dissatisfaction.

Rugs—Made-up rugs, especially in high-grade velvet and Brussels, are in good demand. Smyrna rugs, in all sizes, are very active and there is hardly a manufacturer who is not well supplied with orders. Distributors report an excellent demand for high-class foreign rugs, as well as for domestic.

Carpets—From the manufacturer's standpoint the carpet situation seems to improve each week. Brussels continue to be in good demand and manufacturers are satisfied with the orders received. Axminster are being produced in the usual yardage. Wiltons are not as active as many manufacturers would like to have them, but on the whole their condition is considered fairly satisfactory. High and medium grade tapestries are in good demand and manufacturers are busy. The ingrain situation has not changed from the conditions existing a week ago. The same spirit of hopefulness pervades, based on a determination to improve the quality of the goods. Cotton ingrains are very quiet. Distributors report the demand good for high and medium grade goods, with but a limited demand for low-grade carpets.

Gradual Growth at Cadillac.

Cadillac, Oct. 31—During the past week the Cadillac Handle Co. has begun improvements on its broom handle and lumber manufacturing plant

in this city which, when completed, will have cost about \$19,000. A new brick boiler and engine room 40x70, nearly double the size of the old one, containing two new boilers and a new Bates-Corliss engine with a 10-foot drive wheel and 250 horse-power, is one of the improvements. The steam dry kiln is to be torn down and the broom handles will hereafter be dried and polished at the same time in ten large boiler plate rotary rat-tlers.

When all the improvements are completed, which will be in about five weeks, the daily output of broom handles will be 30,000 and lumber 20,000 feet, a 10 per cent. increase, and the number of employes will be the same, or possibly a few less. The plant will be one of the largest and most modern in the United States.

Small industrial improvements about the city are many, including a 40-foot addition to the steam laundry, necessitated by the addition of new machinery and a greatly increased business. Charles Guest is building a \$4,000 hotel at the outskirts of the city, near the iron plant, and I. N. Elliott has just finished the building of another potato warehouse which has a capacity of 30,000 bushels.

Only a few more weeks of weather in which outdoor work can be done remains, and judging from the present outlook snow will cover the ground before all the work now in progress is completed.

Outside Industries Seeking Factory Room.

Pontiac, Oct. 31—Osmun & Graley have purchased the old macaroni mill and begun the work of remodeling it into a factory building with modern appointments. Fifty thousand feet of floor space will be given, and already many applications for space have been received from outside industries desiring to locate here. Among them is a Detroit concern which desires to greatly extend its business, and incidentally secure a location where labor and expenses are cheaper than in that city.

Business in the local vehicle plants is steadily increasing, as it will probably continue to until the height of the season is reached. J. S. Stockwell, of the Dunlap Vehicle Co., has returned from a trip to Chicago, St. Paul and Minneapolis and brought back a number of large orders. The first of the week one order received called for the shipment of 500 jobs.

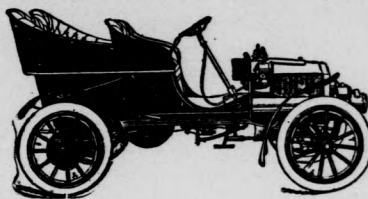
The C. V. Taylor Co. and the Pontiac Buggy Co. both show big gains in business. Several factories have been obliged to resort to the overtime schedule in order to keep up with the orders.

The manufacture of automobile seats is proving a valuable addition to the line of wood work turned out by O. J. Beaudette & Co. Many heavy shipments have already been made, and more orders are on file.

The way to be always respected is to be always in earnest.

The best way of effacing a failure is to obtain a success.

New Oldsmobile



Touring Car \$950.

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

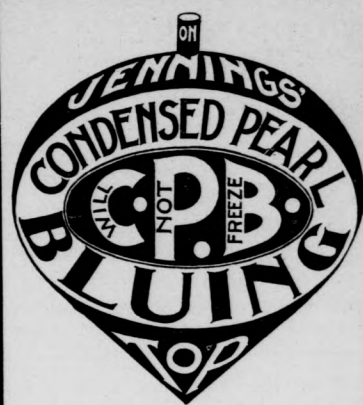
Adams & Hart

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

Belding Sanitarium and Retreat



For the cure of all forms of nervous diseases, paralysis, epilepsy, St. Vitus dance and dementia, also first-class surgical hospital.
ANDREW B. SPINNEY, Prop., Belding, Mich.



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.

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.

Lumberman's Supplies

MACKINAW

DUCK COATS

COVERT COATS

LEATHER COATS

FUR LINED COATS

BLANKETS

KERSEY PANTS

OVERALLS

DENIM JACKETS

A complete line of all numbers. Ask our agents to show you their line, or we will gladly submit samples.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



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

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

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

Treating the Salesman with Scant Courtesy.

Many shoe dealers make a serious mistake of treating traveling shoe and rubber salesmen with scant courtesy. They never realize that such conduct is of danger to their own interests. Like a first class trade journal, the army of traveling salesmen is not only of benefit as a business boomer, but is an educational force of great value.

Salesmen as a class are quick to perceive and notice and slow to forget. They meet their comrades constantly, and they are on good terms with dealers and manufacturers, high and low, in every part of the country. They possess a vast fund of information, and are usually well posted as to every feature or innovation in the business.

The circumstances attending a dealer's vocation are apt to keep from him a knowledge of what is going on in his own trade. The more carefully he sticks to his store, the less he sees of other stores and other cities. Most dealers try to make up for this by the careful reading of their own trade papers, and thus keep in touch with the business world. But no publication can bring its readers in so close a contact with some phases of the trade as is done by the men on the road who move steadily from Maine to California and Minnesota to Texas.

Of course there are salesmen and salesmen. Some see nothing and know nothing outside of their sample cases, but these, let it be said to the credit of the calling, are few and far between. The great body of the guild are intelligent and broad minded. The shoe salesman can talk wisely and well on the various makes and lines of footwear. The rubber salesman is sometimes very well informed on the future of the rubber business. Many dealers have made a nice little sum in taking "a friendly tip" from the rubber salesman.

They are the great human cyclopedia of the footwear industry, and no shoe dealer is so mentally affluent that he can gain nothing of value from their transient talks and discussions of trade affairs.

If you are busy when the salesman comes around, tell him so pleasantly, or at least courteously. If you are not busy, hear what he has to say.

He wants to show you his line, and he not only hopes but expects to sell you something.

He may be behind his schedule and his house is probably writing him hurry-up letters, but he does not tell you of it, nor does he ask you to fall

over yourself in getting ready to look through his samples.

He is steeped in patience and battered by rebuffs. He is never certain and never feels safe.

He hopes continually, but he never knows.

Yet, withal, when he enters your presence there is not a sign of a ruffle in his manner and no trace of impatience or fear.

He puts confidence into your soul by the way he fairly breathes confidence about the goods he wants to show you. He can inspire you and your salesmen, even though you feel compelled to pass him along.

You are usually glad to see him, whether you want to admit it or not.

No obligation holds you toward buying from him, but the obligation of one man toward another should induce you to treat him with every consideration that can be of assistance to him. Common decency demands that you do not hold him all day and then send him away without looking through his trunks, or buying a cent's worth of goods, when you knew in the morning you could not place an order with him. Tell him frankly the situation, and, if you cannot immediately accommodate him, let him stay on his own responsibility, if he will, but do not mislead him by partially covered promises.

Put yourself in his place and do the best you can by and with him. Apply the golden rule. He is sensible and reciprocative. If he happens to be otherwise, you may be assured that he will not trouble you many times, for his career will be cut short, as first class houses do not long retain the services of second class salesmen.—Shoe Trade Journal.

Do Not Be Kept Down.

The principal was in a discursive mood and expressed himself on various subjects to which his attention had recently been called.

For the benefit of the accounting department he related an experience while visiting a large automobile manufacturing establishment in which he had a financial interest. On the book-keeper's desk he found a number of trade magazines and technical works on manufacturing processes. On picking up one of these books to look it over the book-keeper remarked that he found a perusal of works of this kind of great assistance to him in his work, because the better informed he was about the practical end of the business the more intelligently he could perform his own duty, and opportunities frequently presented themselves for performing services of value that otherwise would never arise.

The principal intimated that a book-keeper seeking technical education was, in his opinion, a jewel of exceeding value, and that, given two men of equal ability, the man who made preparation to avail himself of opportunity when it came would always forge ahead of the other who made no attempt to get out of the beaten track. As the one forged ahead, the other, struggling in the rear, would probably complain of his

luck and of being unjustly kept down.

Young men, moralized the principal, should not deceive themselves; nothing can keep down the employee who displays a talent for economizing in detail, promoting business and storing practical knowledge for use when that knowledge happens to be required.

A certain great man in talking of his success in life said:

"Many a time when opportunity has knocked at my door I have been asleep and she has passed on, but some friend of mine has always caught her by the ear, brought her back and awakened me."

Not many people have friends of that sort, and, generally, safety lies only in constant watchfulness.

The humiliation of being found out gives conscience cards and spades.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequaled 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.

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

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.

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.

New York & St. Louis Consolidated Salvage Co.

INCORPORATED

Home Office: Contracting and Advertising Dept., Century Bldg., St. Louis, U. S. A.

ADAM GOLDMAN, Pres. and Genl. Mgr.

Gripsack Brigade.

Allegan Record: Milan Stark has been promoted in his work as salesman for the Henderson-Ames Co., of Kalamazoo, and has been assigned the Gulf States as his territory, south of the Ohio and east of the Mississippi, with headquarters at Nashville, Tenn. His Allegan friends will be pleased at his good fortune.

Ralph D. Howell, who has been selling tea for some months past, has engaged to cover Northern Michigan for Edwin J. Kruce & Co., cracker bakers of Detroit. His territory will include the G. R. & I., P. M. and Michigan Central north of the D. & M. branch of the Grand Trunk Railway and also the available towns on the D. & M. Railway.

Lansing Republican: Charles M. Barber, who has been the instructor in history and economics at the high school for nearly a year, has resigned to take a position with the Reo Motor Co. as general salesman in the republic of Mexico. Mr. Barber lived in Mexico for two years and speaks Spanish. He was in Mexico this summer as a special agent and met with good success.

Battle Creek Moon: A representative of the Arbuckle Coffee Co., is in the city to investigate the whereabouts of one Harry E. Mann, one of the company's traveling salesmen. Mann came to this city on October 5, registered at the Clifton House, stayed four days and paid his bill after breakfast on October 9th, and then ordered his trunk sent to the Michigan Central depot. In paying his bill, the hotel clerk cashed a \$50 check sent to Mann by the house. That was the last that has been seen of him, except that four days later he is known to have hired a livery rig here in the city to take a lady riding, which rig he duly returned. The trunk had not been called for when the Arbuckle representative arrived to look him up. The absentee had only \$60 of the company's money and it is thought by them, from his previous record, that something foul has befallen him. The police, however, have no theories, but are investigating.

One Concession from Rigid C. P. A. Book.

It naturally affords the Tradesman much pleasure to be able to announce that the new C. P. A. mileage book, which was stated to be iron-clad and subject to no amendment in any particular, will be materially amended within a few days by the adoption of a condition providing for the issuing of tickets and the checking of baggage beyond junction points. This has been one of the greatest drawbacks connected with the new book, and the concession is largely due to the long-headedness and fair-mindedness of Mr. C. F. Daly, Passenger Traffic Manager of the New York Central Lines, who is located in Chicago. Mr. Daly readily saw that the book in its present condition worked a hardship on those traveling men who carried trunks and he immediately issued an order to the general passenger agents of the Michigan Central and Lake Shore

roads to enter into negotiations with the passenger agents of other lines connecting with those roads to bring about this result. In view of the commanding position occupied by Mr. Daly, it is hardly necessary to remark that this arrangement will be carried into execution and that the other roads who do business in Michigan will naturally follow in the path blazed by the able and distinguished representative of the New York Central Lines. The most important objection to the book, however, remains to be remedied, and that is the substitution of the exchange feature on the trains for the very cumbersome, annoying and time-losing provision of the new book.

This matter will be threshed over very fully at a meeting of the shipping and commercial interests of the State with the railroad managers and passenger agents, which will be held at Detroit on Saturday. This meeting is called by Governor Warner, who is rendering the business interests of the State yeoman service by insisting that the Michigan roads re-install the Northern book. Grand Rapids will be represented at this meeting by Mr. Wm. Judson, who is very much in earnest on the subject and who is prepared to present to the railroad officials valid reasons why the Northern book should be re-established. Mr. Judson goes to Detroit at the urgent request of the Board of Trade as the representative of that body, disregarding personal interests of an important character in order to contribute his time and experience to the general good.

In this emergency it behooves every traveling man to center his effort and thought and energy on one thing only, and that is the re-establishment of the Northern book. Any talk or speculation or agitation in the interest of a flat \$20 book or a flat 2 cent rate or a 5,000 mile book for \$100 not only is a waste of time but is a stumbling block in the path of Governor Warner, who is bending every energy to bring about a return to the ideal condition which existed during the four years the Northern book was in use in this State.

What Detroit Is Losing by Her Shortsightedness.

A representative gathering of Michigan business men assembled at Detroit yesterday for the purpose of considering the telephone situation. The meeting was called as the result of a recent action of the directors of the Board of Commerce of Detroit—evidently inspired by would-be Senator McMillan—deprecating the installation of a duplicate telephone system in the city of Detroit. The matter was discussed from all possible standpoints and the following statement was prepared, setting forth the objects of the meeting and, incidentally, the advantage it would be to Detroit to have a telephone exchange which can connect with the large number of independent telephone subscribers throughout the State:

We are deeply interested as citizens of the State, not only in the prosperity of the State's metropolis, but in the maintaining of such social and commercial relations with it as will add pros-

perity alike to the city of Detroit and the communities we represent.

We, as business men interested in the commercial advantages which Detroit should afford us, are desirous of the most convenient and serviceable means of communication between Detroit and the outlying portions of the State.

In our observation no absolute monopoly under private control has ever well served a community, or made its interests matters of primary concern, and we believe that in this instance a single corporation, possessing the entire means of telephonic communication, would inevitably possess power which would be dangerous to the commercial advancement of the State.

We find that more than \$6,000,000 have been invested by more than 8,000 citizens of our State in a successful effort through independent exchanges to secure good telephone service at reasonable rates, which they could not otherwise have enjoyed.

We believe that this sum, in comparison with less than \$200,000 of the stock of the Bell company, owned by eighty individuals, in Michigan, as shown by its last report to the State, imposes upon every citizen the duty of an honest effort to conserve the interest thus created by the many; discrimination against it would mean the injury of our own citizens for the benefit of outside capital, and would, if exercised by the citizens of the State's metropolis, tend to destroy the unity of interest and purpose which should characterize and citizenship of the commonwealth.

We believe the 76,000 independent telephones existing in the Southern Peninsula of Michigan to be more valuable to the commercial interests of the city of Detroit than the less than 40,000 Bell telephones in said territory outside of said city.

We regret that the Board of Commerce took formal action regarding telephone matters without knowledge of the conditions existing in the State at large.

The independent interests have been uniformly successful in the State and the movement has resulted in the securing of good service at reasonable rates and the obtaining by a very large number of citizens the advantages of modern service, which otherwise they could not have enjoyed.

Toledo has more than 9,500 independent telephones, with which our business men have direct connection. The Toledo & Ann Arbor Railway, the Pere Marquette Railway and the Lake Shore Railway each give direct train service from Grand Rapids, Cadillac, Alma and Saginaw and intervening territory to Toledo and its traveling men constantly make this territory, thus securing to Toledo, by reason of facilities offered, business which might come to Detroit.

Our merchants naturally prefer to deal with Detroit jobbers and wholesalers and are anxious that proper facilities be offered to so do, by the establishing of a good independent telephone exchange.

We therefore request the citizens of Detroit to withhold their final judgment regarding the advisability of a dual telephone system until further information and data are presented for consideration by the independent interests of the State.

We request the State Association of Independent Telephone companies to promptly take steps to present to the citizens of Detroit, as well as the business interests outside of the city, a full statement of the conditions attending telephone service in the State at present and the mutual advantage of proper service between the city of Detroit and the remainder of the State.

While we believe that there is abundant capital in the city of Detroit to construct and maintain an independent service, we urge, if such capital is not now available, that outside capital ready for such service be not given a hostile reception and that obstacles thrown in the way of its activity are injurious to the public welfare and particularly to the commercial interests of the city of Detroit.

C. W. Wagner, Merchant tailor, Ann Arbor.

Orton Hill, Banker, Lowell.

Jacob Stahl, Hardware, Lansing.

A. A. Nichols, Carriage manufacturer, Lansing.

Tod Kincaid, Coal business, Owosso.

Dr. J. H. Kimble, Physician and Druggist, Plymouth.

L. A. Babbett, Banker, Northville.

C. H. Rauch, Dry Goods, Plymouth.

E. C. Hough, Sec. Daisy Mfg. Co., Plymouth.

C. B. King, Exchange manager, Ann Arbor.

F. M. Howard, Valley Telephone Co., Flint.

H. A. Price, Valley Telephone Co., Bay City.

Dr. George S. Root, Dentist, Hart.

J. H. Whitney, Hardware, Merrill.

R. C. Yerkes, Globe Furniture Co., Northville.

W. A. Ely, Hotel, Northville.

M. A. Porter, Furniture dealer, Northville.

T. E. Barkworth, Attorney, Jackson.

Dr. M. G. Millman, Physician, South Lyon.

J. H. Fildew, Union Telephone Co., Alma.

O. J. Parker, Druggist, Howell.

Smith G. Young, Hay and cold storage, Lansing.

R. F. McPherson, Banker, Howell.

A. G. Raub, Washtenaw Telephone Co., Wilkes-Barre, Pa.

N. F. Wing, Farmer Telephone Co., Grass Lake.

C. W. Gale, Banker, Owosso.

C. F. Herrmann, Merchant tailor, Lansing.

J. C. Shattuck, Music dealer, Owosso.

E. B. Fisher, Citizens Telephone Co., Grand Rapids.

J. B. Ware, Sec'y. State Association, Grand Rapids.

T. G. Richardson, Creamery, Northville.

Wm. Phillips, Manufacturer, Northville.

Unfortunate Action by Flint Traveling Men.

A Flint correspondent, under date of October 13, writes as follows:

"At a meeting of the local council of the United Commercial Travelers a resolution was adopted calling upon the traveling public to unite with the various traveling men's organizations in Michigan to secure the enactment of a law by the Legislature fixing the maximum rate of fare on all railroads in the Lower Peninsula at two cents a mile. This action was taken in retaliation for the recent withdrawal by the railroads of the old form of interchangeable mileage book in use in this State."

This is, in the opinion of the Tradesman, the worst possible action the traveling men of Michigan could take on this subject, especially in view of the admirable leadership of Governor Warner and the opportunity the traveling men now have of securing the restoration of the Northern mileage book by concert of action and harmonious effort. What the traveling men of Michigan want is better service and not a low rate for Tom, Dick and Harry. In the light of what Governor Warner is undertaking to do and in the light of the concession already secured—which, by the way, is published to the world for the first time in this week's Tradesman—the action of the Flint traveling men is not only unfortunate but so short-sighted as to bring ridicule and contempt upon the fraternity.

Tickets and Checks Through Junction Points.

Chicago, Oct. 31—Responding to the enquiry advanced by your favor of the 30th instant, I beg to advise you that the railway lines operating in the State of Michigan recently adopting the Central Passenger Association mileage exchange order are arranging, as rapidly as possible, to issue interline train passage tickets and baggage checks through connecting junctional points. No order of the Central Passenger Association is necessary with respect to such accommodations.

It is the purpose and practice of the lines identified with the mileage exchange order to afford equal interline facilities in connection with the interchangeable ticket as are provided on any and all other forms of transportation. This, of course, can not be accomplished in a day or a week. If you will kindly counsel your friends of the traveling fraternity to exercise a little patience, we may promise that there will in due course be nothing lacking in this relation which it may be practical to provide.

F. C. Donald,
Commissioner C. P. A.

The greedy eye always misses more than the generous one.



Michigan Board of Pharmacy.
 President—Harry Helm, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid. A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Next meeting—At Grand Rapids, Nov. 21, 22 and 23.
 Meetings during 1906—Third Tuesday of January, March, June, August and November.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlatterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 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.

Disguising the Taste of Quinine.

Both chocolate and cocoa have been recommended for disguising or masking the taste of quinine. For the purpose the following syrup of chocolate may be used: Soak 1 ounce of French gelatin in cold water until it has ceased to swell; place it, together with ½ pound of bitter chocolate and 8 fluid ounces of glycerin, in a large evaporating dish, and heat on a steam bath. As soon as the chocolate has melted, stir well, and add, slowly at first and under constant stirring, sufficient hot simple syrup to make one gallon of finished product. Vanilla flavoring may be added if desired, about 2 fluid drams of vanilla tincture being sufficient for 1 pint of syrup.

For disguising the taste of quinine sulphate there is nothing better than fluid extract of yerba santa, but there is something of a trick to use it and obtain good results. The majority of syrups of yerba santa prepared for the purpose are a sufficient disguise only when the dose of the quinine is small; but when the dose is three or five grains it is a difficult problem to mask the bitterness. In a paper contributed some time ago George A. Matthews, of Buffalo, gave the following formula, which he says is most serviceable for quinine mixtures:

Fluid extract yerba santa..	4	ozs.
Solution potassa	1	oz.
Oil wintergreen	2	drs.
Oil cinnamon	½	dr.
Fullers' earth	2	ozs.
Caramel	4	drs.
White sugar	28	ozs.
Distilled water, to make ..	2	pts.

Mix the fluid extract, solution of potassa, the oils of wintergreen and cinnamon and Fullers' earth with 1 pint of distilled water in a quart bottle and shake well. Allow to stand twenty-four hours with occasional agitation. Filter through a double filter, returning the filtrate until it runs clear, and finally add enough distilled water for 1 pint. Place the sugar in a percolator and pour upon it the filtrate, returning the first four or six ounces to the percolator until the syrup becomes clear. Lastly add

enough distilled water to make 2 pints.—Era.

The Druggist as an Emergency Physician.

In a recent address Dr. Wiley, the celebrated pure food expert, spoke as follows:

The pharmacist is in many cases an emergency physician. In his studies he must learn the principles of therapeutics and to a certain extent their practice. He must be appealed to from time to time in cases of emergency and accident for immediate help, and, therefore, in his relations to the public he must be so much of a physician as to extend at least the first aid in the way of drugs and remedies and other help. The pharmacist, finally, in his relations to the public must not allow himself to keep a saloon. There are many of so-called proprietary remedies to which I have alluded in which the principal ingredient is alcohol. God only knows the sources of this alcohol, but at least it is a stimulant and an intoxicant. No pharmacist who regards rightly the principles of ethics towards the consumer will sell or keep on sale such beverages. If he does he should at least obey the laws and take out a license therefor. If by the rules of his profession or by the laws of the country the pharmacist is not allowed to sell the genuine alcoholic beverages, such as beer, wine, whisky and brandy, he certainly should not be allowed to deal in any kind of misbranded and perhaps injurious compounds containing practically the same active principles under fanciful, misleading and deceptive names.

Petrolatum Cold Creams.

In view of the articles discussing cold creams made with paraffin or petrolatum I should like to give my experience with formulas of this nature. I have found the following proportions to answer best:

Colorless petrolatum oil	3	pts.
White wax	15	ozs.
Water	1	pt.
Borax	4	drs.
Oil of neroli	2	drs.
Oil of rose geranium	½	dr.

Melt the wax, slowly add the oil and continue heating. Dissolve the borax in the water, and heat to boiling. Both liquids are then mixed by pouring the aqueous one into the oils, stirring briskly a few moments and permitting to cool.

Here comes the queer part of the process: I noticed that sometimes the cream would have a beautiful enamel, shining appearance, not only upon the surface, but throughout the mass, and would also be very light and creamy. At other times the result would be a product of very dull appearance, and heavy as well, although the same process was used in both cases. At last I hit upon the cause, which I found to be in the temperature of the two liquids before mixing. I found that by adding the borax solution at boiling point to the oily solution at almost the same temperature, I obtained uniformly the beautiful result before mentioned. Care must be taken, however, to use

a large-sized vessel, as occasionally the oil will be overheated, which results in an effervescence when the mixing is done, although this will not affect the result. I do not agree that using an egg beater is necessary, as I stir the mixture very little after the liquids become thoroughly mingled. Several of the published formulas give a temperature much lower for the liquids, which I think accounts for the difficulty.

It seems to me that more interest should be paid to creams of this class, for they are truly elegant preparations, and in practice give splendid results. I have sold this petrolatum cream to many very critical lady customers with the guarantee that if not perfectly satisfactory to return what was left, but have yet to hear of one dissatisfied purchaser. Not only that, but these creams are the cheapest to make and yield the largest profits. If the ingredients are bought in the right way petrolatum cold cream can be made for 30 to 35 cents a pound.—J. C. A. St. James in Bulletin Pharmacy.

The War Against Dangerous Proprieties.

Collier's Weekly has been conducting an active campaign against what it terms the criminal newspaper alliances with fraud and poison. The fight is against the obviously fraudulent so-called patent medicines and the blame for the injury to the public is placed where it properly belongs—on the press. The retail druggist comes in for some criticism, but on the whole Collier's is fair to the drug trade. In one article they state that "on the retail druggists is little blame. Several of them write to us that the patent business is a poor one, which they would gladly abandon did the newspaper advertisements not create a demand by which they are coerced." The blame is placed on the newspapers, the law-makers and the men who make and push the goods, and Collier's urges that the States ought to pass more stringent laws to control the sale of such products.

Adulteration of Powdered Cloves.

Prof. Haupt says that recent poor crops of cloves in the chief centers of production have caused a rise in price, and have led to an increased adulteration of the powdered cloves, so that about 20 per cent. of this article sold in the market is adulterated at present. While in former years powdered allspice was adulterated by the addition of clove powder, the reverse is now the case. The fact that both cloves (*eugenia aromatica*) and pimenta (*pimenta officinalis*) belong to the same order (*myrtaceae*) favors the success of the adulteration. Pimenta costs at present about half of what cloves cost. Another adulteration now frequently practiced in clove powder is the addition of the stems to the material to be ground, or the use of cloves mixed with the stems, as they come when imported. This adulteration, however, can be detected with the microscope, as the powdered stems show characteristic cells.—Pharmaz. Zentral.

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Advanced—
Declined—

Liquor Arsen et		Rubia Tinctorum	12@	14	Vanilla	9	00@
Hydrarg Iod ..	@ 25	Saccharum La's.	22@	25	Zinci Sulph	7@	8
Liq Potass Arsnit	10@ 12	Salacin	4	50@ 4	Oils		
Magnesia, Sulph.	2@ 3	Sanguis Drac's..	40@	50			
Magnesia, Sulph bbl	@ 1%	Sapo, W	12@	14	Whale, winter ..	7@	70
Mannia, S F	45@ 50	Sapo, M	10@ 12	15	Lard, extra	70@	80
Menthol	3 40@ 3	Sapo, G	@ 12	15	Lard, No. 1	60@	65
Morphia, S P & W2	35@ 2	Seidlitz Mixture	20@ 22	26	Linseed, pure raw	37@	42
Morphia, S N Y Q2	3@ 2	Sinapis	@ 18	18	Linseed, boiled ..	38@	43
Morphia, Mal. ..	2 35@ 2	Sinapis, opt ..	@ 30	30	Neat's-foot, w str	65@	70
Moschus Canton.	@ 40	Snuff, Maccaboy,			Spts. Turpentine ..	Market	
Myristica, No. 1 ..	25@ 30	DeVoes	@ 51	51	Paints		
Nux Vomica po 15	@ 10	Snuff, S'h DeVo's	@ 51	51	Red Venetian ..1%	2 @3	
Os Sepia	25@ 28	Soda, Boras	9@ 11	11	Ochre, yel Mars 1%	2 @3	
Pepsin Saac, H &		Soda, Boras, po.	9@ 11	11	Ocre, yel Ber ..1%	2 @3	
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28	28	Putty, comm'r'l 2 1/2	2 1/2@ 3	
Picis Liq N N 1/4		Soda, Carb	1 1/2@ 2	2	Putty, strictly pr 2 1/2	2 1/2@ 3	
gal doz	@ 2 00	Soda, Bi-Carb ..	3@ 5	5	Vermillion, Prime		
Picis Liq qts	@ 1 00	Soda, Ash	3 1/2@ 4	4	American	13@ 15	
Picis Liq. plnts.	@ 60	Soda, Sulphas ..	@ 2	2	Vermillion, Eng. 75	80@	
Pil Hydrarg po 80	@ 50	Spts, Cologne ..	@ 2 60	60	Green, Paris	14@ 18	
Piper Nigra po 22	@ 18	Spts, Ether Co.	50@ 55	55	Green, Peninsular 13	@ 16	
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00	00	Lead, red	63% @ 7	
Pix Burgum	@ 7	Spts, Vinl Rect bbl	@		Lead, white	63% @ 7	
Plumbi Acet	12@ 15	Spts, V'l Rect 1/4 b	@		Whiting, white S'n	@ 90	
Pulvis Ip'c et Opil	1 30@ 1 50	Spts, V'l R't 10 gl	@		Whiting, Gilders' ..	@ 95	
Pyrethrum, bxs H		Spts, V'l R't 5 gal	@		White, Paris Am'r	@ 25	
P D Co. doz	@ 75	Strychnia, Cryst'l	1 05@ 1 25	25	Whit'g Paris Eng		
Pyrethrum, pv ..	20@ 25	Sulphur Subl	@ 2 3%	4	cliff	@ 1 40	
Quassiae	8@ 10	Sulphur, Roll	2 1/2@ 3 1/2	1/2	Universal Prep'd 1	10@ 1 20	
Quina, S P & W ..	22@ 32	Tamarinds	8@ 10	10	Varnishes		
Quina, S Ger.	22@ 32	Terebenth Venice	28@ 30	30	No. 1 Turp Coachl	10@ 1 20	
Quina, N. Y.	22@ 32	Theobromae	45@ 50	50	Extra Turp	1 60@ 1 70	

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

1		2	
AXLE GREASE		Plums	
Fraser's		Pineapple	
1lb. wood boxes, 4 dz. 3 00		Sliced	
1lb. tin boxes, 3 doz. 2 35		Pumpkin	
3 1/2 lb. tin boxes, 2 dz. 4 25		Good	
10lb. pails, per doz. 6 00		Fancy	
15lb. pails, per doz. 7 20		Gallon	
25lb. pails, per doz. 12 00		Raspberries	
BAKED BEANS		Standard	
Columbia Brand		Russian Caviar	
1lb. can, per doz. 97		1/4 lb. cans	
2lb. can, per doz. 1 40		1/2 lb. cans	
5lb. can, per doz. 1 80		1lb. cans	
BATH BRICK		Salmon	
American		Col'a River, tails	
English		Col'a River, flats	
BROOMS		Red Alaska	
No. 1 Carpet		Pink Alaska	
No. 2 Carpet		Sardines	
No. 3 Carpet		Domestic, 1/4s	
No. 4 Carpet		Domestic, 1/2s	
Common Gem		Domestic, Must'd	
Common Whisk		California, 1/4s	
Fancy Whisk		California, 1/2s	
Warehouse		French, 1/4s	
BRUSHES		French, 1/2s	
Scrub		Standard	
Solid Back, 3 in		Fair	
Solid Back, 11 in		Good	
Pointed ends		Fancy	
Stove		Strawberries	
No. 3		Standard	
No. 2		Fancy	
No. 1		Tomatoes	
Shoe		Fair	
No. 8		Good	
No. 7		Fancy	
No. 6		Gallons	
No. 4		CARBON OILS	
No. 3		Perfection	
BUTTER COLOR		Water White	
W. R. & Co's, 15c size		D. S. Gasoline	
W. R. & Co's, 25c size		Deodor'd Nap'a	
CAN LIDS		Cylinder	
Electric Light, 1/8s		Engine	
Paraffine, 1/8s		Black, winter	
Paraffine, 1/2s		CEREALS	
Wicking		Breakfast Foods	
CANNED GOODS		Bordeau Flakes	
Apples		Cream of Wheat	
3 lb. Standards		Crescent Flakes	
Gals. Standards		Egg-O-See, 36 pkgs	
Black-berries		Excella Flakes	
Standards		Excella, large pkgs	
Beans		Force, 36 2 lb.	
Baked		Grape Nuts, 2 doz.	
Red Kidney		Malta Ceres, 24 1 lb.	
String		Malta Vita, 36 1 lb.	
Wax		Mapl-Flake, 36 1 lb.	
Blueberries		Pillsbury's Vitos, 3 doz	
Standard		Ralston, 36 2 lb.	
Brook Trout		Sunlight Flakes	
Gallon		Sunlight Flakes, 20 lge	
2lb. cans, 2 1/2 doz		Vigor, 36 pkgs	
Clams		Zest, 20 2 lb.	
Little Neck, 1lb. 1 00		Zest, 36 small pkgs	
Little Neck, 2lb.		Original Holland Rusk	
Clam Bouillon		Cases, 5 doz.	
Burnham's 1/4 pt		12 rusks in carton	
Burnham's, pts		Roll'd Oats	
Burnham's, qts		Rolled Avenna, bbls.	
Cherries		Steel Cut, 100 lb sacks	
Red Standards		Monarch, bbl	
White		Monarch, 100 lb sack	
Corn		Quaker, cases	
Fair		Cracked Wheat	
Good		Bulk	
Fancy		24 2 lb. packages	
French Peas		CATSUP	
Sur Extra Fine		Columbia, 25 pts.	
Extra Fine		Columbia, 25 1/2 pts.	
Fine		Snider's quarts	
Moyen		Snider's pints	
Gooseberries		Snider's 1/2 pints	
Standard		CHEESE	
Hominy		Acme	
Lobster		Carson City	
Star, 1/4 lb.		Peerless	
Star, 1lb.		Elsie	
Picnic Tails		Emblem	
Mackerel		Gem	
Mustard, 1lb.		Jersey	
Mustard, 2lb.		Ideal	
Soused, 1/2.		Riverside	
Soused, 2lb.		Warner's	
Tomato 1lb.		Brick	
Tomato, 2lb.		Edam	
Mushrooms		Lelden	
Hotels		Limburg	
Buttons		Pineapple	
Oysters		Sap Sago	
Cove, 1lb.		Swiss, domestic	
Cove, 2lb.		Swiss, imported	
Cove, 1lb. Oval		CHEWING GUM	
Peaches		American Flag Spruce	
Pie		Beeman's Peppin	
Yellow			
Pears			
Standard			
Fancy			
Peas			
Marrowfat			
Early June			
Early June Sifted			

3		4		5	
Black Jack	65	Lemonade	11	Domestic, 10lb box	60
Largest Gum Made	55	Lemon Gems	10	Imported, 25lb box	2 50
Sen Sen	55	Lemon Biscuit Sq.	8	Pearl Barley	
Sen Sen Breath Perf.	1	Lemon Wafer	16	Common	2 15
Sugar Loaf	55	Lemon Cookie	8	Chester	2 25
Yucatan	55	Malaga	11	Empire	2 25
CHICORY		Mary Ann	8	Peas	
Bulk	5	Marshmallow Walnuts	16	Green, Wisconsin, bu.	1 40
Red	7	Marshmallow Creams	16	Green, Scotch, bu.	1 45
Eagle	4	Muskegon Branch, Ice	11	Split, lb.	1
Frank's	7	Moss Jelly Bar	12	Sago	
Schener's	6	Molasses Cakes	9	East India	3 1/2
CHOCOLATE		Mixed Picnic	11 1/2	German, sacks	3 1/2
Walter Baker & Co.'s		Mich. Frosted Honey	12	German, broken pkg.	4
German Sweet	22	Mich. Coconut Fstd.		Tapoca	
Premium	28	Honey	12	Flake, 110lb. sacks	3 1/2
Vanilla	28	Newton	12	Pearl, 130lb. sacks	3 1/2
Caracas	35	Nu Sugar	8	Pearl, 24 1lb. pkgs	5
Eagle	28	Nic Nacs	8 1/2	FLAVORING EXTRACTS	
COCOA		Oatmeal Crackers	8	Foots & Jenks	
Baker's	35	Orange Slices	16	Coleman's	Van. Lem.
Cleveland	41	Orange Gems	8	2 oz. Panel	1 20
Colonial, 1/4s	35	Penny Cakes, Asst.	8	3 oz. Taper	2 00
Colonial, 1/2s	33	Pineapple Honey	15	No. 4 Rich. Flake	2 00
Epps	42	Pretzels, Hade Md.	8 1/2	Jennings	
Huyler	45	Pretzellettes, Hand Md.	8 1/2	Terpeneless Lemon	
Van Houten, 1/4s	12	Pretzellettes, Mac Md.	7 1/2	No. 2 Panel D.C.	1 75
Van Houten, 1/2s	20	Raisin Cookies	8	No. 4 Panel D.C.	1 50
Van Houten, 1s	40	Revere, Assorted	14	No. 6 Panel D.C.	2 00
Webb	28	Richwood	8 1/2	Taper Panel D.C.	1 50
Wilbur, 1/4s	41	Rube Sears	9	1 oz. Full Meas. D.C.	65
Wilbur, 1/2s	42	Scotch Cookies	10	2 oz. Full Meas. D.C.	1 20
COCOANUT		Snowdrop	16	4 oz. Full Meas. D.C.	2 25
Dunham's 1/4s	26	Spiced Gingers	9	Mexican Vanilla	
Dunham's 1/2s & 1/4s	26 1/2	Spiced Gingers, Iced	10	No. 2 Panel D.C.	1 20
Dunham's 1/4s	27	Spiced Sugar Tops	9	No. 4 Panel D.C.	2 00
Dunham's 1/2s	28	Sultana Fruit	15	No. 6 Panel D.C.	3 00
Bulk	13	Sugar Cakes	8	Taper Panel D.C.	2 00
COCOA SHELLS		Sugar Squares	9	1 oz. Full Meas. D.C.	85
20lb. bags	2 1/2	Superba	8	2 oz. Full Meas. D.C.	1 60
Less quantity	3	Sponge Lady Fingers	25	4 oz. Full Meas. D.C.	1 00
Pound packages	4	Urchins	11	No. 2 Assorted Flavors	75
COFFEE		Vanilla Wafers	16	GRAIN BAGS	
Rio		Vienna Crimp	8	Amoskeag, 100 in bale	19
Common	13	Whitehall	10	Amoskeag, less than 19 1/2	19 1/2
Fair	14	Waverly	8	GRAINS AND FLOUR	
Choice	16 1/2	Water Crackers (Bent	16	Wheat	
Fancy	20	& Co.)	16	Old Wheat	
Santos		Zanzibar	9	No. 1 White	77
Common	13	In-er Seal Goods.		No. 2 Red	79
Fair	14 1/2	Almond Bon Bon	15 50	Winter Wheat Flour	
Choice	16 1/2	Albert Biscuit	1 00	Local Brands	
Fancy	19	Animals	1 00	Patents	4 75
Peaberry		Bremner's But. Wafers	1 00	Second Patents	4 50
Maracaibo		Butter Thin Biscuit	1 00	Straight	4 30
Fair	15	Cheese Sandwich	1 50	Second Straight	4 10
Choice	18	Cocoanut Macaroons	2 50	Clear	3 50
Choice	16 1/2	Cracker Meal	75	Graham	3 90
Fancy	19	Faust Oyster	1 00	Buckwheat	4 75
Guatemala		Five O'clock Tea	1 00	Rye	3 75
Choice	15	Frosted Coffee Cake	1 00	Subject to usual cash dis-	
Java		Frotana	1 00	count.	
African	12	Ginger Snaps, N. B. C.	1 00	Flour in barrels, 25c per	
Fancy African	17	Graham Crackers	1 00	barrel additional.	
O. G.	26	Lemon Snaps	50	Worden Grocer Co.'s Brand	
P. G.	31	Marshmallow Dainties	1 00	Quaker, paper	4 30
Mocha		Oatmeal Crackers	1 00	Quaker, cloth	4 50
Arabian	31	Oysterettes	50	Spring Wheat Flour	
Package		Pretzellettes, H. M.	1 00	Roy Baker's Brand	
New York Basis		Royal Toast	1 00	Golden Horn, family	5 00
Arbuckle	14 50	Saltine	1 00	Golden Horn, bakers	4 90
Dillworth	14 00	Sarasota Flake	1 50	Calumet	4 75
Jersey	14 50	Seymour Butter	1 00	Dearborn	4 65
Lion	14 50	Social Tea	1 00	Pure Rye, dark	3 90
McLaughlin's XXXX		Soda, N. B. C.	1 00	Clark-Jewell-Wells Co.'s	
McLaughlin's XXXX sold		Soda, Select	1 00	Delivered	
to retailers only. Mail all		Sponge Lady Fingers	1 00	Gold Mine, 1/4s cloth	5 50
orders direct to W. F.		Sultana Fruit Biscuit	1 50	Gold Mine, 1/4s cloth	5 40
McLaughlin & Co., Chic-		Uneda Biscuit	50	Gold Mine, 1/4s cloth	5 30
ago.		Uneda Jinjer Wayfer	1 00	Gold Mine, 1/4s paper	5 30
Extract		Uneda Milk Biscuit	50	Gold Mine, 1/4s paper	5 30
Holland, 1/4 gro boxes	95	Vanilla Wafers	1 00	Judson Grocer Co.'s Brand	
Felix, 1/4 gross	1 15	Water Thin	1 00	Ceresota, 1/4s	5 50
Hummel's foil, 1/4 gro.	85	Zu Zu Ginger Snaps	50	Ceresota, 1/4s	5 40
Hummel's tin, 1/4 gro.	1 43	Zwieback	1 00	Ceresota, 1/4s	5 30
CRACKERS		CREAM TARTAR		Lemon & Wheeler's Brand	
Butter		Barrels or drums	29	Wingold, 1/4s	5 30
Seymour, Round	6	Boxes	30	Wingold, 1/2s	5 20
New York, Square	6	Square cans	32	Wingold, 1/4s	5 10
Family	6	Fancy candle	35	Pillsbury's Brand	
Salted, Hexagon	6	DRIED FRUITS		Best, 1/4s cloth	6 45
Soda		Apples		Best, 1/4s cloth	6 25
N. B. C. Soda	6	Sundried	@ 5 1/2	Best, 1/4s cloth	6 30
Select Soda	8	Evaporated		Best, 1/4s paper	6 30
Sarasota Flakes	13	California Prunes		Best, 1/4s paper	6 45
Sephirettes	13	100-125 25lb boxes		Best, 1/4s wood	6 45
Oyster		90-100 25lb boxes	@ 4 1/2	Worden Grocer Co.'s Brand	
N. B. C. Round	6	80-90 25lb boxes	@ 4 1/2	Laurel, 1/4s cloth	5 50
N. B. C. Square, Salted	6	70-60 25lb boxes	@ 5 1/2	Laurel, 1/4s cloth	5 40
Faust, Shell	7 1/2	60-70 25lb boxes	@ 5 1/2	Sleepy Eye, 1/4s cloth	5 30
Sweet Goods		50-60 25lb boxes	@ 5 1/2	Laurel, 1/4s & 1/4s paper	5 30
Animals	10	40-40 25lb boxes	@ 7 1/2	Laurel, 1/4s	5 30
Atlantic, Assorted	10	30-40 25lb boxes	@ 7 1/2	Sleepy Eye, 1/4s paper	5 00
Bagley Gems	9	30-40 25lb boxes	@ 7 1/2	Wykes-Schroeder Co.	
Belle Isle Picnic	11	less in 50lb cases.		Sleepy Eye, 1/4s cloth	5 20
Brittle	11	Corsien	@ 13 1/2	Sleepy Eye, 1/4s cloth	5 10
Cartwheels, S & M.	8	Currents	@ 7 1/2	Sleepy Eye, 1/4s paper	5 00
Currant Fruit	10	Imp'd 1lb. pkg	@ 7 1/2	Meal	
Cracknels	16	Imported bulk	@ 7 1/2	Bolted	2 70
Coffee Cake, N. B. C.	10	Peel		Golden Grunulated	2 80
Cocoanut Taffy	12	Lemon American	12	St. Car Feed screened	22 50
Cocoa Bar	12	Orange American	12	No. 1 Corn and Oats	22 50
Chocolate Drops	17	Raisins		Corn, Cracked	22 50
Cocoa Drops	12	London Layers, 3 cr	1 50	Corn Meal, coarse	22 50
Cocoanut Macaroons	18	London Layers 4 cr	1 95	Oil Meal, new proc	27 00
Pixie Cookie	9	Cluster 5 crown	2 40	Oil Meal, old proc	30 00
Fruit Honey Squares	12 1/2	Loose Muscatels, 2 cr.	5 1/2	Winter Wheat Bran	16 50
Frosted Cream	8	Loose Muscatels, 3 cr.	6 1/2	Winter Wheat mid'ng	18 00
Futed Cocoanut	11	Loose Muscatels, 4 cr.	7	Cow Feed	17 50
Fig Sticks	12	L. M. Seeded, 1 lb	9 1/2 @ 10	Oats	
Ginger Gems	9	L. M. Seeded, 1/2 lb	@ 8	Car lots	32
Graham Crackers	8	Sultanas, bulk	7 1/2 @ 8	Corn	
Ginger Snaps, N. E. C.	7 1/2	Sultanas, package	@ 8	Corn, new	59 1/2
Macelut	11	FARINACEOUS GOODS		HAY	
Money Cake N. B. C.	12	Beans		No. 1 timothy car lots	10 50
Money Fingers As. Ice	12	Dried Lima	5	No. 1 timothy ton lots	12 50
Money Jumbles	12	Med. Hd. Pk'd	1 75 @ 1 85	HERBS	
Household Cookies, As.	8	Brown Holland	2 25	Sage	15
House Honey Crumpets	10	Farina		Hops	15
Imperial	8	24 1lb. packages	1 75	Laurel Leaves	15
Jersey Lunch	8	Bulk, per 100 lbs.	3 00	Senna Leaves	25
Jamaica Gingers	10	Hominy			
Cream Klips	20	Flake, 50lb sack	1 00		
ady Fingers	12	Pearl, 200lb. sack	3 70		
em Yen	11	Pearl, 100lb. sack	1 85		
		Maccaroni and Vermicelli			

6	7	8	9	10	11
JELLY 5 lb. pails, per doz. 1 70 15 lb. pails, per pail. 35 30 lb. pails, per pail. 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 LYE Condensed, 2 doz. 1 60 Condensed, 4 doz. 3 00 MEAT EXTRACTS Armour's, 4 oz. 4 45 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINE MEAT Columbia, per case. 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs. 1 00 Bulk, 2 gal. kegs. 95 Bulk, 5 gal. kegs. 90 Manzanilla, 8 oz. 90 Queen, pints. 2 35 Queen, 19 oz. 2 35 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 4 75 Half bbls., 600 count. 2 88 Small Barrels, 2,400 count. 7 00 Half bbls., 1,200 count. 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted. 1 20 No. 20, Rover enameled. 1 60 No. 572, Special. 1 75 No. 98 Golf, satin finish. 2 00 No. 808 Bicycle. 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s. 3 00 PROVISIONS Barreled Pork Mess Fat Black 16 00 Short Cut 15 50 Bean 13 00 Pig 22 00 Brisket, Clear 15 00 Clear Family 13 50 Dry Salt Meats S P Bellies 11 Bellies 10 1/2 Extra Shorts 8 1/2 Smoked Meats Hams, 12 lb. average. 11 Hams, 14 lb. average. 11 Hams, 16 lb. average. 11 Hams, 18 lb. average. 10 1/2 Skinned Hams 11 1/2 Ham, dried beef sets. 13 Shoulders, (N. Y. cut) 11 1/2 Bacon, clear 11 1/2 California Hams 7 1/2 Picnic Boiled Ham. 12 Boiled Ham 16 1/2 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 5 1/2 Pure 8 1/4 80 lb. tugs. advance 1 1/2 60 lb. tubs. advance 1 1/2 20 lb. tins. advance 1 1/2 10 lb. pails. advance 7 5 lb. pails. advance 1 3 lb. pails. advance 1 Sausages Bologna 5 Liver 6 1/2 Frankfurt 7 Pork 6 1/2 Veal 8 Tongue 9 1/2 Headcheese 6 1/2 Beef Extra Mess 9 50 Boneless 10 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 3/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid, dairy 10 Rolls, dairy 10 1/2 @ 11 1/2	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/2 45 Potted ham, 1/2 45 Deviled ham, 1/2 45 Deviled ham, 1/2 45 Potted tongue, 1/2 45 RICE Screenings 3 1/4 Fair Japan 4 1/2 Choice Japan 4 1/2 Imported Japan 4 1/2 Fair La. hd. 5 1/2 Choice La. hd. 6 Fancy La. hd. 6 1/2 Carolina, ex. fancy 6 1/2 @ 7 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 4 50 Durkee's Small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer. 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 Wyandotte, 100 1/2 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100lb cases. 75 Lump, bbls. 95 Lump, 145lb kegs. 95 SALT Common Grades 100 3lb sacks 1 95 60 5lb sacks 1 85 28 10 1/2 sacks 1 75 56 lb. sacks 30 28 lb sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks. 20 Common Granulated, fine 80 Medium fine. 85 SALT FISH Cod Large whole 6 1/2 Small whole 5 1/2 Strips or bricks. 7 1/2 @ 10 Pollock 3 1/2 Halibut Strips. 14 Chunks. 14 1/2 Herring Holland White Hoop, bbls. 11 50 White Hoop, 1/2 bbls. 6 00 White Hoop, keg. 7 75 White Hoop mchs. 8 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 14 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40 lbs. 5 90 Mess, 10lbs. 1 85 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 1 65 No. 1, 1 lbs. 1 15 Whitefish No. 1 No. 2 Fam 100lb. 9 50 3 50 50lb. 5 00 1 95 10lb. 1 10 52 8lb. 90 44 SEEDS Anise 15 Canary, Smyrna. 6 Caraway 8 Cardamom, Malabar. 1 00 Celery 15 Hemp, Russian. 4 Mixed Bird 4 Mustard, white. 8 Poppy 8 Rape 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large. 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappie in jars. 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family. 4 05 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 2 85 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naptha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marselles White soap. 4 00 Snow Boy Wash P'w'r. 4 00	Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 8 10 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna. 22 Cloves, Zanzibar 15 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 50 1lb packages. 4 1/2 3lb. packages. 4 1/2 6lb packages. 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Common Corn 20lb packages 5 40lb packages 4 1/2 @ 7 SYRUPS Corn Barrels 23 Half Barrels 25 20lb cans 1/4 dz in case 1 70 10lb cans 1/2 dz in case 1 65 5lb cans 2 dz in case 1 50 2 1/2 lb cans 2 dz in case 1 80 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Regular, medium 24 Regular, choice 32 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb pails 54 Hiawatha, 10lb pails 54	Telegram Pay Car 33 Prairie Rose 39 Protection 40 Sweet Burley 40 Tiger 44 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 37 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz. 47 Spear Head 14 1/2 oz. 44 Nobby Twist 35 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Hedsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 1 X L, 5lb 27 1 X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 44 Myrtle Navy 43 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 40 Cream Cake, 2 1/2 oz. 25 Cream Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 33 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz, 8oz 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40gr 8 1/2 Malt White Wine, 80gr 12 Pure Cider, B & B 12 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver. 13 WICKING No. 6 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, 1 10 Bushels, wide band 1 60 Market 35 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow, Clothes, large 7 00 Willow, Clothes, med. 6 00 Willow, Clothes, small 5 50 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Deal No. 7 Pails 2-heop Standard 1 60 3-heop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 35 Paper, Bureka 3 25 Fibre 3 70	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1.7 00 18-in., Standard, No. 2.6 00 16-in., Standard, No. 3.5 00 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Jumbo Whitefish 12 1/2 No. 1 Whitefish 10 1/2 @ 11 Trout 9 1/2 @ 10 Halibut 10 Ciscos or Herring 5 Bluefish 10 1/2 @ 11 Live Lobster 25 Boiled Lobster 25 Cod 10 Haddock 8 Pickercel 10 @ 10 Pike 7 Perc'h dressed 8 Smoked White 12 1/2 Red Snapper 6 Col. River Salmon 13 Mackerel 15 @ 16 OYSTERS Cans Extra Selects 28 F. H. Counts 35 F. J. D. Selects 33 Perfection Standards 25 Anchors 22 Standards 20 Bulk Oysters F. H. Counts 1 75 Extra Selects 1 75 Selects 1 50 Perfection Standards 1 25 Standards 1 15 Shell Goods Clams 1 25 Oysters 1 25 HIDES AND PELTS Hides Green No. 1 11 @ 11 1/2 Green No. 2 10 @ 10 1/2 Cured No. 1 13 1/2 Cured No. 2 12 1/2 Calfskins, green No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 14 Calfskins, cured No. 2 12 1/2 Steer Hides, 60lb over 13 1/2 Pelts Old Wool 60 @ 1 25 Lambs 60 @ 1 25 Shearlings 40 @ 1 00 Tallow No. 1 4 1/2 No. 2 4 3/4 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 8 Standard Twist 8 Jumbo, 32 lb. 7 1/2 Extra H H 9 Boston Cream 10 Old Time Sugar stick 30 lb. case 13	Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 8 Cut Loaf 8 1/2 Leader 9 1/2 Kindergarten 9 Bon Ton Cream 10 French Cream 10 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 1/2 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 20lb pails 12 Molasses Chews, 15lb. cases 12 Molasses Kisses, 10 lb. box 12 Golden Waffles 12 Old Fashioned Molasses Kisses, 10 lb. box. 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 8 1/2 H. M. Choc. Lt. and 9 1/2 Dark No. 12 12 1/2 @ 1 00 Bitter Sweets, ass'd 1 20 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperials 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr'ms. 80 @ 9 1/2 Cream Buttons, Pep. and Wintergreen. 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 25 1b. case 2 75 Buster Brown Goodies 30lb. case 3 50 Up-to-Date Assmt. 32 1b. case 3 75 Ten Strike Assortment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike No. 3 8 00 Ten Strike, Summer assortment. 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Malze 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Smack, 24s 55 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack, 200s 80 Pop Corn Bails, 200s 1 20 Cicero Corn Cakes 50 per box 60 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Avica 16 Almonds, California sft shell 15 @ 16 Brazils 12 @ 13 Filberts 13 Cal. No. 1 16 Walnuts, soft shelled. 13 1/2 Walnuts, French 13 1/2 Table nuts, fancy 12 Pecans, Med 13 Pecans, ex. larg. 13 Pecans, Jumbos 14 Hickory Nuts pr bu Ohio new Cocomnuts Chestnuts, New York State, per bu Shelled Spanish Peanuts 8 @ 8 1/2 Pecan Halves 50 Walnut Halves 28 @ 32 Filbert Meats 25 Allicante Almonds 25 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 6 Fancy, H. P. Suns. 7 Roasted 7 Choice, H. P. Jbo. 7 1/2 bo, Roasted 8 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

100 size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
1 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00

Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



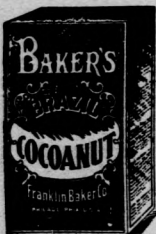
G. J. Johnson Cigar Co.'s 'hd
Less than 500. 33
500 or more 32
1,000 or more 31

Worden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritinos 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
35 1/2 lb pkg. per case 2 60
33 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
Loins 7 @ 16
Ribs 7 @ 14
Rounds 5 1/2 @ 7
Chucks 4 @ 5
Plates 9 @ 8

Pork

Loins @ 11
Dressed @ 7
Boston Butts @ 10
Shoulders @ 8
Leaf Lard @ 8 1/2

Mutton

Carcass @ 7 1/2
Lambs 10 @ 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
72ft. 6 thread, extra.. 1 50

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 25
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Saginaw;
Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case

Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 3 in 11
2 in 15
3 in 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

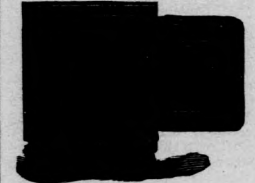
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz . 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place

your
business
on

a
cash
basis
by
using
Tradesman
Coupons

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.



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

**Original
Holland Rusk**

Write for samples today.

Holland Rusk Co.
Holland, Mich.

See price list on page 44.

Leading the World, as Usual

**LIPTON'S
CEYLON TEAS.**

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., 1/2-lb., 1/4-lb. air-tight cans.



**A Bakery Business
in Connection**

with your grocery will prove a paying investment.

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

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

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

Respectfully yours,

STANLEY H. OKE,

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

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company
60-62 W. Van Buren St., Chicago, Ill.

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.

Wanted—To buy for cash, stock shoes, clothing, dry goods, at once. Address Lock Box 182, Merrill, Wis. 104

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fireproof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street, Grand Rapids. Both phones. 926

Sorghum—Choice new goods, guaranteed absolutely pure; in fine oak cooperage; price 30c per gallon. Address P. Clements' Sons, Cannelton, Ind. 102

For Sale—One Rambler model E, wheel steer, Dos C Dos seat, circulating a gear pump. Everything fine shape. A bargain. Geo. H. Thoma, Three Rivers, Mich. 101

Wanted—To buy stock of general merchandise, \$3,000 to \$5,000 in small town southern Michigan. Address O. R. W., care Tradesman. 99

Store For Sale or For Rent. A large up-to-date new store size 35x100, 2 floors, 2 big show windows 12x8 feet, electric lights, located in the heart of the city, good for furniture, clothing, shoes, etc. Opposite a new bank. Rich farming community. For further particulars write or call on M. E. Vanden Bosch, Zeeland, Mich. 95

Fixtures For Sale—Two 10 foot floor showcases, one 8 foot floor showcase, three celluloid front hat cases, one 8 foot glass front hat case, one Triplecote mirror, one floor stand mirror, one umbrella case, five big clothing tables six feet wide and eight feet long, eight small clothing tables three feet wide and eight feet long. One fur coat rack. Twelve show window suit stands, one big show window display stand. For prices and further particulars call or write M. E. Vanden Bosch, Zeeland, Mich. 96

For Sale—Wholesale and retail harness business, located in a town of 50,000; doing a large business and showing good profits; long established; owner wishes to retire; for terms and particulars write Wm. Happ, South Bend, Ind. 100

For Sale—Drug store in northern Indiana, city of 20,000 population. Only nine drug stores in the city; no cutting. This is a splendid opportunity and a chance seldom offered in the drug field. It will require about \$2,800. Address No. 105, care Michigan Tradesman. 105

We have for sale at invoice, grocery stock, invoicing about \$600. Doing good business on four corners. Reason for selling, poor health. Address No. 103, care Michigan Tradesman. 103

For Sale—A good undertaking and furniture business. Stock is reduced to \$600 or \$700. Address Knapp & Burgess, Edmore, Mich. 109

For Sale—A stock of groceries, glassware, crockery and bazaar goods, also two-story building. Stock and building worth about \$3,500. Will sell or trade for good farm. J. S. Burgess, Edmore, Mich. 110

For Sale—A party with \$10,000 cash can nearly double his money by purchasing one of the best drug stores in western New York. No cutting in prices. For particulars address Sampson, care Michigan Tradesman. 106

For Sale—The only drug and bazaar store in a live village of 600 population. Store 22x50 with addition for living rooms, also rooms over store. Good barn. \$1,500 for property. Stock and fixtures at invoice price about \$1,500. A snap for cash or will take half cash and time on balance to right party. Running and living expenses very low. Good water works. Good 12 graded school. Town has bright prospects. Address H. M. care A. H. Lyman Co., Manistee, Mich. 108

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

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

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—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

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

Ferrets For Sale—Write for prices. Lewis De Kleine, Jamestown, Mich. 58

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—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 w.i. 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—For Hardware or general store; best building in Michigan. Rich town. Address Wm. Ewig, Milwaukee, Wis. 80

Exchange—Good farm for stock merchandise. Address Box 284, Mapleton, Minn. 76

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

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—Shingle mill and tract of pine shingle timber in Alger county, Michigan. Address enquiry to Robert King, Lapeer, Mich. 93

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—300 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

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. 718

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

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

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.

POSITIONS WANTED

Wanted—Position as bookkeeper or cashier, accurate and reliable. Six years' experience, retail store work preferred. Best of references. Charlotte Lake, Hastings, Mich. 107

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—Salesman visiting the regular trade, an unusual opportunity is presented to make money. Address The G. S. O. Co., Lancaster, Pa. 83

Salesman Wanted—To cover every state with "a fixture of great merit" for clothing and furnishing stores as a side line. Easily sold from photograph. Address Wood Manufacturing Co., Orange, Mass. 98

Capable salesman to cover unoccupied territory with staple line. High commissions with \$100 monthly advance. Permanent position to right man. Jess H. Smith Co., Detroit, Mich. 57

Compositors Wanted—\$19.50 per week. Catalogue, job and stone men; non union. For permanent positions in largest job printing office in the United States, strike on; splendid opportunity; open shop; only sober, competent men with references and looking for steady positions wanted. Write or call R. R. Donnelly & Sons Co., Chicago, Ill. 40

AUCTIONEERS AND TRADERS:

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

MISCELLANEOUS.

Joseph U. Smith Detective Bureau—All legitimate detective work promptly and satisfactorily done, highest references furnished. Both telephones. Bell, Main 42. Citizens, 6189. 71-72 Powers Theater Bldg. Grand Rapids, Mich. 915

Want Ads. continued on next page.



WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACRORIE
AUCTION CO.,
Davenport, Ia.

AUCTIONEERING

Not How Cheap

But how to get you the High Dollar for your stock, is my plan.

Expert merchandise auctioneering.

You only pay me for results.

A. W. THOMAS
324 Dearborn St. Chicago, Ill.

MAKE US PROVE IT



I. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

Manufacturing Matters.

Port Huron—A corporation has been formed at this place to do a manufacturing business under the style of the United Fence Co. The company has an authorized capital stock of \$15,000, of which \$8,000 is subscribed and \$7,010 paid in in property.

Munising—The Munising Paper Co., Ltd., is running its pulp and paper mill to its full capacity both night and day, consuming about 50,000 feet of hemlock a day. This winter the company will enter upon a term of the most extensive logging in its history.

Bay City—The Kneeland-Bigelow Co., which conducts a lumber mill, has merged its business into a stock company under the style of the Kneeland, Buell & Bigelow Co., with an authorized capital stock of \$100,000, all of which is subscribed and paid in in cash.

Muskegon—The Rodgers Iron Manufacturing Co. has merged its business into a stock company under the style of the Rodgers Boiler & Burner Co. The authorized capital stock of the new company is \$10,000, of which \$7,010 is subscribed and paid in in cash.

Au Train—The Standard Tie Co. has completed its cut in this district, selling this year's shipments of white cedar poles to the Pittsburg & Lake Superior Iron Co., of Escanaba, and the entire cut of shingles was purchased and manufactured by the Superior Cedar & Lumber Co.

Munising—The C. H. Worcester Co. has closed its shingle and tie mill here after a very successful season's cut, manufacturing about 25,000,000 shingles and about 25,000 cedar ties. Logging has been carried on very extensively in cedar; this season's output is expected to be the banner one.

Houghton—W. S. Cleaves has returned from Salt Lake City, Utah, where he secured an order for 200,000 pounds of castings to be made at the Portage Lake Foundry & Machinery Co.'s plant at Ripley. The order is one of the largest ever brought from the West to this section of the country. It includes two rock crushers for the largest mining company in the State of Utah.

Munising—The Superior Cedar & Lumber Co. has conducted its shingle and tie mill work at a very brisk rate, expecting to run to the full capacity of the mill until the bay shall freeze. The cut will range in the neighborhood of 30,000,000 shingles and 35,000 cedar ties. Woods operations have been carried forward briskly, with the outlook for a full output of all kinds of cedar products.

Owosso—The stockholders of the Laverock Screen Door & Window Co. held a stormy meeting Tuesday, with the result that a majority of the stockholders, having possession of sufficient proxies, were enabled to do as they pleased and voted to dismantle and sell the plant. Harry Way, of Burlington, Vt., who controls the majority of the stock, worked through a resolution setting a date for the sale of the property. Beyond

all question, the factory will never run again.

Detroit—When the lease of the Superior Pin Co. of the old Stearns laboratory on Twenty-second street runs out it is the plan of the company to build a mammoth plant in the eighteenth ward, when the Superior Pin Co., besides making tin tags and tickets, will become the largest plant in the world. The company bucked the trust and broke it, and now the pin companies are independent, each standing upon its own foundation. The company now has 100 machines, which turn out 300 pins a minute each.

St. Louis—F. H. Hubbard, who has acted as secretary of the St. Louis Sugar Co. for the past two or three years has tendered his resignation to accept a more lucrative position as general manager of the sugar factory at Charlevoix. The Charlevoix factory has been under construction three or four years and has met with several setbacks in the lack of capital. Through Mr. Hubbard's personal efforts capitalists have been interested and enough money guaranteed to assure its success and as soon as Mr. Hubbard takes active management the work of improvements will be begun and \$50,000 will be used for this purpose.

Kalamazoo—The Cooley Harness Co., which lost about \$7,000 in the Woodbury fire a few weeks ago, has dissolved and the entire stock has been sold to Matthew Gunton, who expects to continue the business in another location in this city. After the fire it was found that most of the stock of the company, which amounted to about \$16,000, was more or less damaged and would have to be disposed of at a low figure. In view of the fact they decided not to resume business at a meeting of the directors a few nights ago. The company will dissolve as soon as the stock is taken possession of by Mr. Gunton. The company has settled with the insurance companies and recovered its losses.

The Drug Market.

Opium—Is firm at unchanged price.

Morphine—Is steady.

Quinine—Is weak at the price quoted.

Bay Rum—Has advanced on account of small stocks.

Nitrate of Silver—Has again advanced on account of higher price for bullion.

Spermacetti—Is very firm and advancing.

Wahoo Bark of the Root—Has doubled in price on account of scarcity.

Juniper Berries—It is said that the crop is very small and berries are steadily advancing.

Cubeb Berries—Are very firm abroad and are advancing here.

Oil Peppermint—It is said that the crop is not large enough for the year. Very high prices are looked for later on.

Oils Cassia and Anise—Are both tending higher.

Gum Camphor—Is very firm at the last advance of 5c, and it is tending higher on account of scarcity of

crude and higher price for Japanese refined.

Buchu Leaves—Are higher in the foreign market and likely to advance here.

Goldenseal Root—Is steadily advancing, and is in very active demand.

Ipecac Root—Is very firm and tending higher.

Linseed Oil—Is dull and weak.

Cloves—On account of unfavorable crop prospects, have advanced.

The Boys Behind the Counter.

Nashville—O. M. McLaughlin has induced Ed Shaw to move back to this place from Charlotte to take charge of his hardware store recently purchased of Glenn Youngs.

Calumet—E. T. Daume has been elected manager of the Tamarack Co-operative store. Mr. Daume is a thoroughly well posted business man. For a number of years he was manager of the dry goods department of Vivian's store, Laurium. Later he took the management of the Trimountain store. Leaving there, he returned to this place and has been here ever since in the employ of Vertin Bros.

Kalamazoo—Chas. W. Carpenter, manager for Gilmore Bros., and Mrs. Annie Glover-Anderson, of Portsmouth, Ohio, were married Sunday afternoon at the Hotel Victoria, Chicago, and will make their home in this city in the future. The bride and groom knew each other years ago in a Kentucky town, and were then sweethearts. Mrs. Anderson has a son 20 years of age. Her first husband died four years ago.

Bellaire—O. E. Close is packing up his stock of drugs for storage, and leaves soon to take a position as pharmacist at Centerville.

Considering a Public Market.

Kalamazoo, Oct. 31—The regular meeting of the Kalamazoo Retail Grocers' Association, after being in session for a short time, formed itself into a debating society and some red hot arguments were the result. The subject under discussion was the tax on incoming interurban roads and for some time the grocers had it hot and heavy in an informal way. A motion to adjourn, it is stated, saved the members from serious difficulty.

A series of helpful talks is being arranged by the merchants, among them to be one on a city market. There appear to be a number of the grocymen who favor the establishment of such a market, and a committee is now at work on the matter. Similar markets have been investigated in Grand Rapids and Detroit by members of the local committee and it is hoped such a thing can be established by next summer.

Stockings Made of Human Hair.

They were black stockings, thick, stiff, lustrous and the price-mark on them was \$15. "From China," said the dealer. "From Northern China. Every family has a few pairs of human hair stockings there. They are worn over the cotton stockings—they are too prickly to be worn next to the skin—and, properly treated, they last a life-time. The Chinese

exporter who sold me these stockings said that when a child's hair is shaved in Northern China the hair is preserved in a special hair box of lacquer. As soon as the box is full enough the hair is taken from it and a pair of stockings is woven. Such stockings have a sentimental, almost a religious, value, and are rarely parted with. It would be safe to bet that there are not six pairs of hair stockings on sale in America."—St. Louis Globe-Democrat.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Nov. 1—Creamery, 21@23c; dairy, fresh, 17@20c; poor, 16@17c.

Eggs—Fresh, candled, 26@28c; storage, 21c.

Live Poultry—Fowls, 9@10c; chickens, 9@10½c; ducks, 13@14c; geese, 12@12½c.

Dressed Poultry—Chickens, @12½c; fowls, 11@12c.

Beans—Hand picked marrowfat, new, \$2.80; mediums, \$2; pea, \$1 @1.80; red kidney, \$2.50@2.75; white kidney, \$2.90@3.

Potatoes—70@80c per bushel.

Rea & Witz

A talent for silence is the greatest gift Heaven can bestow on a woman.

It's never safe to judge a woman's thoughts by what she says.

Business-Man**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. Located in a lively country village miles from nearest store. Business at a profit of \$1,500 to \$2,000, annually, at 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.

For Sale—First-class general store, \$6,000. Good business. 15 miles from county seat. Live town 500, cent. Michigan. Good farming country. Roads, 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.

For Sale—Stock groceries, bakery and restaurant, centrally located in lively town in Northern Michigan. A bargain for the right party. Address J. F. Farnchild, Agent, Boyne City, Mich.

For Sale—An opportunity of a lifetime, to purchase an old-established paying business, sporting goods, and hardware department. Best of location in state. Owner wishes to retire. Address 418 Genesee Ave., Saginaw, Mich.

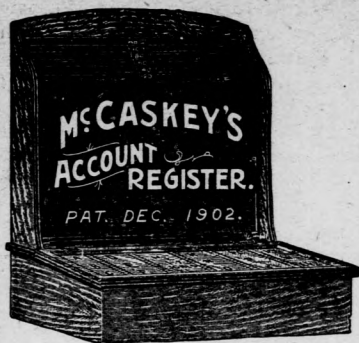
For Sale—Stock of hardware and implements, involving about \$2,000. Live town surrounded by rich farming country. No trades. Going West. Address No. 70, care Michigan Tradesman.

Drug stock for sale, in good town of 1,000 inhabitants. Stock is clean and doing a paying business. Invoiced \$2,200 in July. Will give good discount if sold soon. Good reasons for selling. Address C. G. Putnam, Coleman, Mich.

For Sale—Small, new clean stock of drugs in small R. R. town. Reason, ill health. Excellent chance for physician pharmacist. Bargain. Address "Sick" care Tradesman.

For Sale or Exchange—\$10,000 stock dry goods, clothing, boots and shoes, groceries, etc., with store and dwelling in small country town. Old-established and profitable. Will sell cheap on easy terms, or will take clear improved real estate for part. Address No. 113, care Michigan Tradesman.

Wanted—Experienced man for general store in small town, also opening for an experienced dry goods clerk in city store. Address with reference and salary expected, No. 114, care Michigan Tradesman.



Your
Accounts
Kept as
Accurately
As the Bankers'

When you **know** that your **accounts** are **correct**, you are satisfied.
When your **customers know** their accounts are **right**, they are satisfied.

Satisfied customers is one of the **best** assets a merchant has in stock.
Disputed accounts make dissatisfied customers. The loss of **ten** dissatisfied customers is the loss of a good many dollars per year from profits.

The **McCaskey Account Register** keeps your accounts **correctly**, **compels** your clerks to be as careful as the **banker**. The accounts are taken care of with only **one writing** and can be handled as **quickly** as cash sale.

Don't you want to know how it's done?

Drop us a postal. We will send you our catalog with full explanation.

THE McCASKEY ACCOUNT REGISTER CO.
Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating Counter Pads and Sales Slips; also Single Carbon and Folding Pads.

Simple Account File



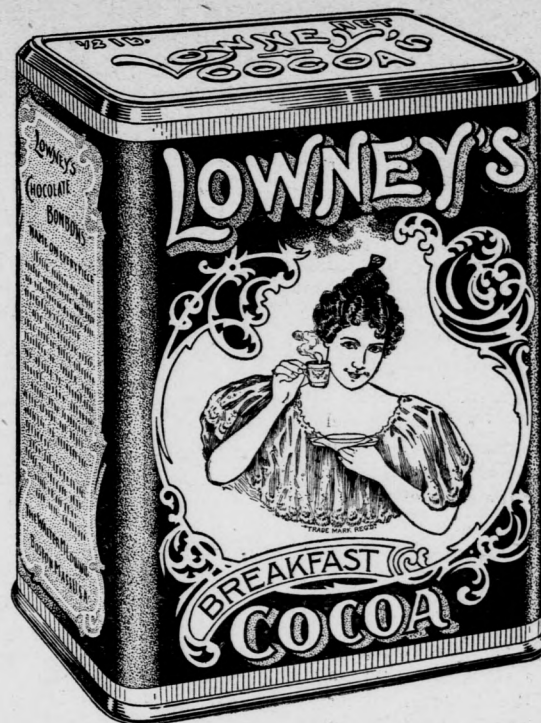
A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



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Highest Award

GOLD MEDAL

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Exposition

The full flavor, the delicious quality, the absolute **PURITY** of **LOWNEY'S COCOA** distinguish it from all others. It is a **NATURAL** product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the **CHOICEST** Cocoa Beans. A quick seller and a **PROFIT** maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

To Florida and To California for The Winter Months

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Grand Rapids, Mich.

Only Seven Weeks to Christmas

Buy now while our lines are still complete—don't delay. Come in person if you can or select from our catalog No. 187.

Leonard's Big Bargains in Toys and Dolls

The best and largest lines in the country and every article priced below the regular value.

35c Dressed Dolls - - at per dozen \$1.75



No. 1251 B Dressed Dolls—Six assorted styles in box. Beautifully featured bisque heads with long flowing hair, glass eyes and open mouth, exposing teeth; patent arms; soft body and limbs, 6 assorted styles and colors of fancy lace and ribbon trimmed dresses and hats to match; underwear, stockings and slippers with metal buckles. Full length about 14 inches. An extremely large doll for the money. One-half dozen assorted in box.
Per dozen.....\$1 75

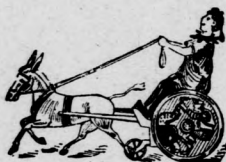
25c CHILD'S CHAIRS
at per dozen \$1.80



No. 2363 B—Bent bow shaped back; painted bright vermilion red and varnished. Height 19 inches. Size of seat 9x9 inches.

Special price per dozen \$1 80
Complete lines on page 69, catalog 187.

Mechanical Balking Mule and Clown
Retail Price 50c
Per Dozen \$3.10



No. 1647 B—Most popular mechanical toy on the market and a rapid 50c seller. Too well known to need any description. See our line of mechanical toys on pages 92 to 94 of catalog 187.

Leonard's Big Bargains in Imported Decorated China

If you have not seen our line for this season you have missed a rare thing. Our prices are away down.

Toy Tea Sets

We show a complete line in all the popular prices. Don't forget to include some in your orders.



No. 478 B, 16 Pieces—Good size and dainty colored flower decorations. Regular \$2 value.

Per dozen \$1 75

No. 483 B—23 Pieces. Finely decorated with flowers and gold. Worth \$4.25.

Per dozen \$3.75

No. 485 B—23 Pieces. Extra large and beautifully decorated with flowers and gold. Worth \$7.

Per dozen \$5 75

50c China Cake Plate

Special price
per dozen **\$2.25**



No. 1183 B—Very fine quality translucent china, scalloped edge, gilt open handles, paneled flange with "Rose Sprays" and gilt ornaments all around. Diameter 10½ inches.

25c China Coffees

Special price
per dozen **\$1.50**



No. 29½ B—Large size, Saxon shape, cup and saucer decorated with scattered floral designs. "Roses and Violets," in Dresden effect. Heavy gold stippled borders and handle. Size of cup 3x3½ inches; saucer 6 inches. ½ dozen in package.

Leonard's Big Bargains in Brooms

The Broom Factory increased its product in October 25 per cent. on any previous month, showing an unusual and gratifying demand for our well-known and quick selling line of brooms.



The Best
25c, 35c and 50c

brooms that are made or offered in this market are made in our factory.

The Winner Brooms

stand absolutely alone. They have in their construction that **superfine quality**, the result of the most careful hand selection of each and every wisp from the highest grade of Illinois corn.

This fineness—evenness—carefulness in selection is what gives **lasting qualities** to these brooms. They are 35 cents everywhere. With every shipment we send a package of **fancy advertising cards** showing the selling points for your customers. If your jobber does not carry our brooms send to us for descriptive price list (15 varieties.) Freight prepaid on five dozen lots or over. **Write To-day.**

25c
Men's Mitts
\$2.00



No. 1177
Men's padded, Mule Skin Faced Mitts—Satin tick, fancy striped, padded and lined with white cotton flannel, faced palm and thumb, with yellow mule skin. Warm and durable.
Per doz. \$2 00

Wire Hair
Brushes

Specially Priced



No. 37—Black enameled back, nickel bound, 7-rows wide, 25 rows long. 1 dozen in box.
Dozen.. \$0 60

No. 39—As above, but 8 rows wide and 28 rows long. 1 dozen in box.
Dozen.. \$0 72

Leonard's Big Bargains in the Notion Department
\$20,000 worth of staple Notions, Druggists', Grocers' and Stationers' Sundries at extraordinary bargain prices.



No. 5, Our 25c Specialty Assortment—This beautiful assortment of pocket books is by far the best in the market. All full sizes, made of Morocco and seal grain stock, with coin purse and pockets for bills, cards, etc. One-half the assortment is trimmed with gilt and silver finished metal corners. Comes one dozen assorted on easel back card. Per card of 1 doz. **\$1.50**



No. 7609 Coin Purse—Three ball nickel frame, black kid, double pocket, size 2½x2½ in. The best purse on the market for the money. Per doz. **30c**

No. 7824, Fine Genuine Calf Purse—Size 3x2½ inches. Has 3 ball fancy nickel frame. Comes in assorted brown colors. A fine 10 center. One dozen in box. Dozen **42c**

H. LEONARD & SONS, Grand Rapids, Mich.

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