

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 21, 1903

Number 1048

IF YOU HAVE MONEY

and would like to have it
EARN MORE MONEY,
write me for an investment
that will be guaranteed to
earn a certain dividend.
Will pay your money back
at end of year if you de-
sire it.

Martin V. Barker
Battle Creek, Michigan

We Buy and Sell
Total Issues
of

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

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

Commercial Credit & Collection Co. Limited
CREDIT ADVICES
COLLECTIONS AND
LITIGATION
WIDDICOMB BLDG. GRAND RAPIDS,
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
AND COLLECT ALL OTHERS

WHY NOT BUY YOUR FALL LINE OF

CLOTHING

where you have an opportunity to make a good
selection from fifteen different lines? We have
everything in the Clothing line for Men, Boys and
Children, from the cheapest to the highest grade.

The William Connor Co.

Wholesale Clothing
28-30 South Ionia Street
Grand Rapids, Mich

Collection Department

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

**Have Invested Over Three Million Dol-
lars For Our Customers in
Three Years**

Twenty-seven companies! We have a
portion of each company's stock pooled in
a trust for the protection of stockholders,
and in case of failure in any company you
are reimbursed from the trust fund of a
successful company. The stocks are all
withdrawn from sale with the exception of
two and we have never lost a dollar for a
customer.

Our plans are worth investigating. Full
information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
1023 Michigan Trust Building,
Grand Rapids, Mich.

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THE TEN HOUR DAY.

A significant sign of the times is
the announcement that manufactur-
ers in many parts of the country are
organizing not only to retain the ten
hour working day, but to restore it
where it has been supplanted by the
nine and eight hour system, experi-
ence having demonstrated that, gen-
erally speaking, industries involving
a heavy outlay in the way of build-
ings, machinery and material can not
be conducted successfully on anything
short of a ten hour work day. Ex-
perience has also demonstrated that
employees must, of necessity, have a
larger income where they work eight
or nine hours than where they work
ten hours, because during the hours
of idleness they are spending money
which they would save if they were
at work instead of idling away their
time.

Furthermore, the experience of the
past half dozen years has demonstrat-
ed the utter fallacy of the claim that
a man can do as much work in nine
hours as he can in ten. As soon as
the reduction in hours was accom-
plished, the walking delegates began
agitating a further reduction to eight
hours, employing the specious argu-
ment that a man can do as much work
in eight hours as he can in nine.
Carried to its legitimate conclusion,
a man can do as much work in one
hour as he can in two and, carried
still farther, he can do as much work
by not working at all as he can do
in an hour. This shows the flimsy
character of the argument advanced
by the walking delegates and sup-
ported by the thoughtless and unin-
telligent workmen who constitute al-
most the entire membership of the
trades unions. It is fortunate that
the employers of labor have made a

careful study of this subject and that
the logic of the payroll and the profit
ledger—which tells the story much
more effectively than the windy
mouthings of the walking delegates,
with their beery breaths, crafty ways
and graft-stained hands—can be in-
troduced as irrefutable evidence to
sustain the claim that the nine hour
work day is a delusion and a sham,
destructive alike to the prosperity of
both employer and employed, be-
cause it dissipates the profit of the
employer and tends to increase the
dissipation of the worker by giving
him more time to indulge his appetite
in those things which impair his
usefulness as a man, a worker and a
member of society.

The action of the State Food De-
partment in causing the arrest of a
reputable Grand Rapids dealer be-
cause he handled Karo, the new mix-
ture now being exploited by the Corn
Products Co., is in keeping with the
hairsplitting policy of the gentleman
who is temporarily in charge of that
branch of the State administration.
The complaint of the Food Commis-
sioner is that the word "glucose"
should be used on the label in place
of the words "corn syrup," although
the law expressly states that a mix-
ture of corn and cane syrups can be
sold in this State under the name
of either corn syrup or glucose. It
is claimed by Assistant Attorney
General Chase that he has discovered
some flaw in the law which will jus-
tify the Supreme Court in declaring
the act unconstitutional, but both the
wholesale and retail trade appear to
be a unit in deploring the action of
both officers, because it tends to un-
settle things generally and works a
hardship to both dealer and con-
sumer. There is no question as to
the wholesomeness of the mixture—
simply a quibble over the use of a
name.

In this country pretty much every
house has a sewing machine, and
some of them have two. Those in
use here are made in the United
States, and the same could be said
of many of those in use in Europe. A
recent report from the Department
of Commerce shows that during the
first seven months of 1903 we ex-
ported \$3,148,297 worth of sewing
machines. This was a considerable
increase over the corresponding
period in 1902, the larger sales being
for the most part in Great Britain
and Germany. It is interesting to
note in this connection that during
the ten years ending with 1900 the
United States exported sewing ma-
chines to the value of \$30,523,000.
The housewives of Europe have cause
to be very grateful to the inventors
and the manufacturers of this coun-
try.

GENERAL TRADE REVIEW.

The results of several efforts of the
"professionals" to bring about de-
moralization in the Wall Street mar-
kets under conditions apparently the
most favorable to a further setback
argue that liquidation is so far com-
pleted that any further serious de-
clines are not to be looked for. The
question of dividends is made a pre-
text for flurries in such industrials as
are most affected by the readjust-
ments in stock values, but in most
cases, as in Amalgamated Copper, it
is found that earnings fully warrant
a continuance of dividends.

The principal reason for conserva-
tism in placing orders is that price
changes have been downward. It
seems to make no difference how high
prices are, people will rush to buy
as long as they are advancing, but
when the change is in the other di-
rection it is human nature to wait to
see if they will not go still lower. But
in a greater degree than ever before,
during a decline in prices in this
country, are there a capacity for buy-
ing and the pressure of long contin-
ued demand. During the actual re-
adjustment there is necessarily hesi-
tation until a new basis is found, but
that the hesitation will be short is
assured from the fact that during the
era of highest prices many enter-
prises have been held in abeyance
that will come to the front under
more reasonable conditions.

Railway earnings are yet in the
lead although there is less complaint
as to lack of facilities. General dis-
tribution is normal in all localities
where weather conditions have not
interfered. Iron and steel prices
have probably gone as low as can be
expected and many pig iron furnaces
have been closed to prevent overpro-
duction. Cotton goods prices are still
unable to meet the cost of the raw
staple and so orders are limited to
immediate needs. Good weather for
crop-gathering gives assurance of
good returns to growers and prices
of staples are well maintained.

Pearls of great price, artistically ar-
ranged, may be viewed at the World's
Fair next year, when the visitor
drops a coin into a slot machine. An
Iowan owns the collection of pearls,
which is said to be the most valu-
able of any in the world. There are
over 100,000 specimens collected from
the rivers of the Mississippi Valley,
and they are of every shade—white,
pink, blue, green, crimson, golden,
bronze and copper-colored.

In Boston there are more widows
than in any other city in the country.
Neither New York nor Chicago has
so many. The reason is not ex-
plained. Can it be that Boston cul-
ture is too much for Boston hus-
bands?

WORTHY OF HIS HIRE.**Percentage of Profit the Merchant Should Realize.**

Written for the Tradesman.

What percentage of profit does the merchant realize, compared with men in other walks of life?

What percentage of profit should he realize?

These two questions are certain to present themselves to every merchant who spends any time in thinking on his condition; and comparison should not be made only with men in mercantile life, because then it is no comparison at all. To attempt to contrast the condition of a grocer with a druggist or the meat dealer with the clothier or the dry goods man with his neighbor, the shoe seller, is simply to compare like and like. If these men are all operating on the same business plan and with the same end in view, they are all of them members of one class.

Indeed, many of them combine the lines to which reference has here been made. In the West you find the grocery and the meat market almost universally combined and it is no unusual thing at all in the smaller towns of Michigan and the country at large to find dry goods, shoes and clothing occupying one store. There are other combinations of stocks which make a comparison between retailers of individual lines of no value and they may be found in any city.

The comparison, to be effective, must not be made with men in other branches of mercantile life, but with men in the professions and even with the common laborer. Nothing better has been said than that the laborer is worthy of his hire and is entitled to a profit upon the expenditure of his energy. While I have no intention of entering into a theological discourse or an attempt to interpret a book which so many others are qualified to interpret so much better, it should be borne in mind that when it was said the laborer is worthy of his hire, it did not mean laborer in a strictly literal sense, but anyone who attempts to turn his energy to profit.

When we take this sentence to include us all who labor, whether in the street or in the lawyer's office, the grocery or in the bank, in the study of the writer or the studio of the artist, we appreciate it in its fullest sense and realize what a stupendous statement it is to say that every one of those who labor is entitled to an actual profit upon his labor. Some might say that this was impossible—that men feed one upon the other and that it is impossible for all to prosper to the extent of acquiring greater wealth as the years progress; but it is not impossible when one considers the great productivity of the earth, its mineral and chemical output, the tremendous wealth created by its agricultural resources, which must include its timber and other resources, from which the earth produces wealth out of itself.

The world is constantly adding to its own wealth and the only question seems to be from the skeptical,

"When will this end?" But why should it end? Such a condition is possible, but not probable. It is impossible to conceive of a condition of affairs on the earth where a part of the race would be compelled to die in order that the rest might survive, yet this would be the exact condition were the end of the earth's constantly increasing productivity to be reached. It is known that the world's population is constantly increasing.

Much of the world's future lies in the grasp of scientific research and some of the optimistic professors go so far as to tell us that, were our own earth exhausted some years hence, by that time the race will have sufficiently advanced and science made such discoveries that we will be within easy communication of other planets richer than our own and unpopulated. If science is to make these wonderful discoveries and advances, however, there seems to be no reason why it should not make some of them upon this earth and we will be able to utilize unknown mineral wealth and put to use things which are now worthless or unreachable.

This line of thought though will lead one almost as far as a trip to Luna, which scientists claim will sometime be a possibility, when we can overcome the qualities of ether and escape the law of gravitation. The earth is so planned that its forces constantly increase themselves. It is a fact that reforestation, if properly practiced and if there were no waste in lumber manufacturing, would supply the world with enough timber for all its purposes indefinitely. A rotation of crops will be similarly sufficient, if properly practiced. Of the things of this earth very few are utterly consumable. The wood consumed by fire leaves an ash which, sprinkled at the roots of a growing tree, increases and assists its life. We simply extract from things of earth certain elements, leaving the real and greatest element behind. Mineral wealth alone exhausts apparently more rapidly than it forms, but man's actual necessities are dependent upon minerals less than upon any other earthly product. They give him directly neither food nor clothing.

You may say, what has this to do with the question of a merchant's profits? It is simply an attempt to compel you to admit that all men who use their energy are entitled to a profit upon it beyond the cost of existence. The laborer does not enjoy 100 per cent. profit upon his labor, as has often been said, because he is compelled to do certain things to maintain his own worth as a laborer. He must keep himself in proper physical and mental condition. If he abuses his constitution by intemperance or other excesses, he is subtracting from his profits, just as the merchant who neglects his business or runs it upon wrong principles.

The world owes every man a living. The man who makes more is not robbing his fellow, but is simply getting his share of the constantly

increasing wealth which the earth is throwing off. The man who is collecting no more than the living which the world owes him is not keeping up with the world's movement. The accumulation of wealth by the mercantile class is, therefore, the working out of the simple laws of nature.

Charles Frederick.

Striking for Lower Wages.

The strike at a boiler shop in Jersey City against the payment to some of the men employed of more than the union scale of wages, says the New York Times, may strike the average reader as an extremely humorous incident, but when analyzed it will be recognized as entirely consistent with the trades union policy. In the shop in which this strike occurred the minimum wage paid was that fixed by the union, \$3 per day. A number of men were employed whose work was so much better than the average, and who could be so fully relied upon, that the concern paid them \$3.75 per day. Representatives of the International Machinists' Union, learning of this discrimination, notified the management that it must establish a uniform rate of \$3 per day and no more, and that if it did not do so a strike would be ordered. Compliance having been refused, the strike was declared, and the \$3.75 men went out with the others, thus making the most formal and emphatic protest of which they were capable against the advantage they had received under the arrangement described. The places of the strikers were filled with non-union men, and now the management has been compelled to call upon the police authorities of Jersey City to protect their men against violence.

The French government is taking active steps to gather details of all the high waterfalls in the country, with a view to the utilization of their force.

Rough on the Widow.

Telephone mistakes may have their serious sides. A man who wanted to communicate with another named Jones looked in the directory and then called up a number. Presently came through the receiver a short feminine "Hello!" and he asked, "Who is that?"

"This is Mrs. Jones."

"Have you any idea where your husband is?"

He couldn't understand why she "rang off" so sharply until he looked in the city directory and discovered he had called up the residence of a widow.

Our Holiday Line

is displayed at 29-31-33 N. Ionia St., where we will be pleased to show any dealer the most complete line of Merchandise for the Holiday Trade ever shown by any house in the state. We extend a kind invitation to all to inspect this line and make our store your headquarters when here. We thank our friends for the liberal patronage extended to us in the past, and hoping for a continuance of same.

Remember we make liberal expense allowance.

Respectfully yours,

Grand Rapids Stationery Co.

Grand Rapids, Mich.

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

Sweet Potatoes, Spanish Onions, Cranberries, Figs, Nuts and Dates.

14-16 Ottawa Street, Grand Rapids, Michigan

Write or phone us what you have to offer in Apples, Onions and Potatoes in car lots or less.

Trading Stamps



If you feel the necessity of adopting trading stamps to meet the competition of the trading stamp companies which may be operating in your town, we can fit you out with a complete outfit of your own for about \$25. You will then be making the 60% profit which goes to the trading stamp companies through the non-appearance of stamps which are never presented for redemption. Samples on application.

Tradesman Company, Grand Rapids, Mich.

Discrimination Necessary in Choosing a Vocation.

Written for the Tradesman.

Men are endowed with certain qualities and it is the use to which they are put that brings results. To make a good start in life it is expedient for us to know, when we start out on the journey, whither we intend to go and how we propose to get there, as well as what we want by the way and on arrival.

One of the most pitiable objects in the world is a human machine, so fearfully and wonderfully made, carefully adapted to do some particular thing and yet doing very imperfectly and unhappily some other thing which the Creator adapted someone else especially to perform. The world does not demand that you be a farmer, merchant, doctor, lawyer or minister, it does not dictate what you shall do, but it does demand that you do something and that you be a master in whatever you undertake. If you are a failure the world turns a cold shoulder to you, shuns you on the street, ostracizes you. If you fail it is because you are out of your element. The world is full of those struggling in obscurity to release themselves from the square holes into which they have been wedged by circumstances, or mistakes of their own or of their parents, who would be successful and happy were they in their proper niches. One may grind out a precarious existence in an occupation for which he has no great adaptability, but there is no enthusiasm, no overplus of that energy which is the secret of great success.

While one man grows rich in a certain line there may not be a cent in it for you. Choose not a profession merely because it seems easy, for if it be too easy it will cause you to degenerate. A parent has done much for his child's future happiness and success if he can discover a bias or tendency and give shape and direction to it. A wise parent will find this problem worthy of his ripest thought. Teachers should be able to judge approximately the qualifications of their pupils. Half the world is out of place and tortured with the consciousness of unfulfilled destiny.

The trouble is that the majority of us are ruled by circumstances, directed into an occupation by the wishes of parents, the situation of relatives who can assist, accidental openings, etc. A few who have no very strong points in any direction can do one thing about as well as another. Nineteen times out of twenty, however, Nature has kindly gifted the boy with a specialty. His taste shows his talent. A boy whose whole life is wrapped up in mechanics and mechanism can not make much headway in the dry goods business. Thirty boys will come to a newspaper office to learn composition and not more than four or five will stay six months.

One thing is certain, i. e., that, since all labor is dignified and honorable, it will not do to praise one occupation above another. That is best for each which he can best perform. Think not you have no ability

and are a failure, simply because you didn't happen to succeed in what you stumbled into, perhaps by accident. Many of the world's greatest men have failed miserably in one or more pursuits before they found their true vocation. Barnum tried fourteen occupations before he discovered that he was a born showman. A. T. Stewart studied for the ministry, and became a teacher, before he drifted into his proper calling as a merchant, through the accident of having lent money to a friend. The latter, with failure imminent, insisted that his creditor take the shop as the only means of securing the money. Wilson, the ornithologist, failed in five different professions before he found his forte. Two of the most eminent surgeons in the United States studied medicine only because they failed in business. As a shoe dealer Dwight L. Moody showed little of the zeal which afterwards made him so famous as an evangelist. Grant the tanner who failed and Grant the soldier would seem like two widely different men if his story were not so well known.

In general, however, Russell Sage does not counsel changing about merely to gratify a spirit of uneasiness, for once a young man is installed in a business to which he is suited he ought to stick to his bush.

A more extensive acquaintance with the practical workings of various kinds of businesses will largely determine your choice even although some temporary advantage may be possessed by some other calling.

Agriculture is one of the foundations of national prosperity as well as one of the noblest pursuits in which man can engage. The farmer invests his capital and labor in the cultivation of the soil. When agriculture declines everything else goes down with it. Most of the products of labor reach the public through transportation and sale. Of course, buying and selling are not necessarily accumulative processes as one may easily do a large (credit) business and yet grow poorer and poorer day by day.

As soon as you have selected your life work, with the aid of the best advice you can get, your study and effort should be to excel in it. The best workmen have always enough to do; their services are always in demand. Love your work, otherwise diligence is impossible. The significance and use of the discipline you have received are dawning upon you. You may wish you had seen it clearer a little earlier, but be brave, brush aside nervous fears and put courage on. A resolute young man may achieve fair success in almost any walk in life. There are generally reasons for failure, causes which could have been foreseen and removed.

Thomas A. Major.

Plenty of Room to Grow Cereals.

Out of the seventy-five million acres in Manitoba and the Northwest territories of Canada, only four million are said to be as yet under cultivation. The acreage tilled, however, is rapidly increasing.

Great Salt Coated Lake.

Probably the most remarkable lake in the world is one with a coating of salt that completely conceals the water. It may be seen at any time during the year, fully exposed, being seen at its best when the sun is shining directly upon it. This wonderful body of water is one of the saltiest of the salt lakes, and is situated near Obdorsk, Siberia. The lake is nine miles wide and seventeen long, and within the memory of man was entirely roofed over by the salt deposit. Originally evaporation played the most prominent part in coating the lake over with salt, but now the salt springs which surround it are adding fast to the thickness of the crust.

In the long ago period evaporation of the lake's waters left great salt crystals on the surface. In course of time these caked together. Thus the waters were finally entirely covered. In 1878 the lake found an underground outlet into the River Obi, which lowered its surface about three feet.

The salt crust was so thick, however, that it retained its old level, and now presents the curious spectacle of a salt roofed lake. The salt coat increases six inches in thickness every year. The many islands with which the lake is studded are said to act as braces and to keep the arched salt crust in position.

Many Pretty Fans Shown.

Of fads in fans there is literally no end, especially now that they are so small as to admit of many fanciful conceits. A smart fan of the season is so constructed that when closed it looks exactly like a bunch of flowers, violets and valley lilies being most liked. If the flowers are scented, the illusion is complete, and it is impossible to tell them from reality at a show hand-painting, or gold or silver-frosted satin and moire, edged deeply with the white or purple blooms. They may be regarded as bouquets and carried in the hand or suspended by a ribbon from the wrist and treated as fans merely.

One pretty design, upon which the ornithologist frowns a little until he learns that it is all artificial, is mainly of white dove wing feathers, with a lower edge next the carved ivory ribs of swansdown. Between the two runs a horizontal strip of soft brown

feathers, terminating on one of the broad end sticks of the fan in a stuffed bird.

One of the daintiest fans this year is all of Battenberg lace, giving a unique and extremely pretty effect. Many have three large, highly ornamented ribs, one in the middle, as well as the usual two at the ends. Moire is immensely popular as a material this season, although satin is a close rival.

Cries Shame on Blackmailed Employers.

The peril of organized labor run mad, says the New York Evening Post, is one which society as a whole has to face, and to put down, in its lawless and demoralizing manifestations, at all hazards. But the tale unfolded in court of meek submission by builders in this city to blackmail by labor leaders is sickening. Is there no manhood left? Are the descendants of the men who went to jail, rather than pay the illegal ship-money, ready to submit to extortion in secret from every labor union that fancies it has them in its power? In our contempt for the venal leaders who levy the blackmail and wax fat upon it, let us not forget the even more contemptible attitude of the men who pay the blackmail. They write themselves down in the act either cowards or criminals—at any rate, participes criminis. Besides allowing themselves to be preyed upon, they obviously stimulate the blackmailer to attack others right and left. We know, in fact, no more pressing and patriotic duty than that of resisting the abhorrent and illegal methods with which labor unionism is so unhappily identifying itself.

If Ananias were living to-day he wouldn't be considered so much.

New Crop Mother's Rice
100 one-pound cotton pockets to bale
Pays you 60 per cent. profit



They Save Time

Trouble

Cash

Get our Latest Prices

High Grade, but Not High Priced

Voigt's Crescent Flour

Best by Test

The most popular and up-to-date flour of the day.

All Leading Grocers Sell It

Voigt Milling Co.

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Saginaw—James A. Noland, proprietor of the Saginaw Rug Co., is dead.

Coloma—The A. H. De Field drug stock has been purchased by Lewis Muth.

Saginaw—Stingel Bros. have leased the Heller meat market on Genesee avenue.

Onaway—The Onaway State Savings Bank has opened its doors for business.

Quincy—The loss on the Clinton Joseph drug stock has been adjusted at \$1,870.

Battle Creek—W. B. Pierce has opened a grocery store at the corner of Greenville and Post avenues.

Adrian—Charles H. Willbee has purchased the building and grocery stock of Geo. Reisig at 59 Broad street.

Saginaw—The hardware and paint business of Wm. Gemmill is continued under the style of Wm. Gemmill & Son.

Ironwood—Chicon & Bartylak, grocers, have dissolved partnership. The business is continued by Casper C. Bartylak.

Hillsdale—Henry Katzenmeyer has removed to this city from Paulding, Ohio, and will engage in the hardware business.

Bronson—G. H. Tucker, of Leonidas, has purchased of M. M. Clark his one-half interest in the hardware business of Clark Bros.

Grand Ledge—Clem Davis, formerly engaged in the drug business at Mulliken, has opened his grocery store on the north side.

Charlotte—John Holden has purchased the grocery stock of L. A. Strickland and placed his son-in-law, Claude Youngs, in charge of the business.

Maple Rapids—Thal & Friedman, dealers in general merchandise, have dissolved partnership, the former retiring. Mr. Friedman will continue the business.

Battle Creek—C. E. Ingersoll has purchased the interest of his partner in the firm of Ingersoll & Rose, proprietors of the New York store, 224 Washington avenue north.

Lansing—C. E. Ingerson, of the firm of Ingerson & Ross, of the New York store, has purchased the interest of his partner and will continue the business in his own name.

Bangor—C. H. King, formerly with E. J. Merrifield, of South Haven, and R. C. Paddock, of Geneva, have purchased the agricultural implement stock of A. W. Pratt and will take possession Nov. 1.

Holland—D. A. Emmett & Co. have sold their stock of groceries in the building at the corner of River and Tenth streets to Frank Gray, of Dowagiac, who will continue the business at the same location.

Holland—Tillison & Gardner, who conduct a bazaar business at Ionia, have leased the store building of C. J. DeRoo and opened a 5 and 10 cent store. One member of the firm will manage the business at this place.

Big Rapids—On account of failing health, Harrison Mitchell has disposed of his furniture stock to J. P. Huling and has purchased the old family home at Ogdensburg, N. Y., where he will make his permanent residence.

Corunna—A. W. Green has purchased a one-quarter interest in the coal, wood and produce business of Albert Todd & Co., at Owosso, but will reside here in order to look after the company's elevator business at this place.

Lake Odessa—Thomas Lowrey has moved his grocery stock into the corner store of his new brick block. The building is two stories and basement, 48 and 110 feet in dimensions, and is a credit to the town, as well as to the owner.

Gridley—O. E. Jennings & Co., dealers in general merchandise, have dissolved partnership. Mr. Jennings has removed to Grand Rapids and purchased the grocery stock of Wm. E. Taylor, at 625 Broadway, where he will continue the business.

Pellston—The store building and drug stock of Geo. W. Priest was burned last week. The fire started in the building adjoining, caused by the explosion of a lamp. His loss is estimated at about \$1,000. Little was saved except counters and show cases.

Saginaw—John S. Dietrich, of this city, and O. L. Hyde and Victor Gurand, of Detroit, will establish a wholesale millinery house at 114 and 116 South Franklin street, and expect to have the building ready for occupancy so as to begin business by Jan. 1.

Hurontown—Sampson Bros., general dealers at this place, will, early next spring, begin the construction of a new store building to cost \$4,000, 50x80 feet in dimensions. The firm lost heavily by fire a short time ago and the work of rebuilding the structure is now under way.

Eau Claire—A new company has engaged in the nursery business at this place under the style of the Callahan Nurseries. The capital stock is \$5,000, held by Jas. P. Callahan, 468 shares; Jas. E. Callahan, 10 shares; Margaret Callahan, 10 shares, and C. L. Callahan, 10 shares.

Albion—George T. Bullen has purchased the Brockway block, now occupied by the bazaar stock of A. F. Andrews and the grocery stock of A. L. & D. C. Youngs. Mr. Bullen will reconstruct the interior of both stores, converting them into one double store, which he will occupy with his stock of dry goods.

Jackson—F. W. Lipe has sold his hay warehouse to the J. E. Bartlett Co. and will return to New York City, where he will resume the commission business. The purchase gives the company two warehouses on the Michigan Central tracks, also warehouses on the Grand Trunk, the Lake Shore and Cincinnati Northern tracks.

Ishpeming—The stock of the Finnish Co-operative Co. has been purchased at auction sale by Richard Quayle for \$1,000. He also assumes the mortgage of \$8,000 held by the

Marquette National Bank. The outstanding accounts amount to \$13,881.47, but only \$2,000 of this sum is considered collectible. By the terms of the sale, the wholesale houses lose about \$3,000.

Manufacturing Matters.

Holland—The Walsh-De Roo Milling and Cereal Co. has begun operating its pure food plant.

Detroit—The style of the Detroit Carriage Manufacturing Co. has been changed to the Detroit Carriage Co.

Otsego—The Eady Shoe Co. has thirty-eight people on the payroll, turning out 360 pairs of shoes per day.

Zeeland—The Wolverine Specialty Co. has about completed negotiations for the purchase of the old mill site of James Cook & Co.

South Haven—The Pierce-Williams Co., manufacturer of fruit baskets and packages, has increased its capital stock from \$35,000 to \$50,000.

Cadillac—A. W. Newark has purchased an interest in the Cadillac Handle Company and will take the active management of the business.

Farwell—The Farwell Cheese & Creamery Co. has been formed with a capital stock of \$4,000, held in equal amounts by Louis L. Kelly, H. M. Roys, Wm. Armstrong, Mrs. L. Clark and E. F. Walker.

Clark Lake—The Clark Lake Creamery Co. has engaged in the manufacture of dairy products. It is capitalized at \$5,000. The stock is held in equal amounts by Wm. V. Roberson, Napoleon; M. L. Carey,

Jackson; A. N. Fuller, Liberty, and N. W. Birdsall, of this place.

Paw Paw—The Malto-Grapo Co. has manufactured this season 75,000 gallons of grape juice, which is about half the capacity of the plant. The grape crop was not large enough to supply the juice factories and the market.

Central Lake—The Brown & Horlacher Cooperage Co. will shortly begin operations. An extension of 90 feet on the dry kiln is being erected, which will double the capacity for drying, and new machinery is being installed.

Delton—The Delton Brick Co. has been organized with an authorized capital stock of \$20,000 to manufacture brick. The stockholders are Wm. H. Chase, Delton, 1,000 shares; E. S. Morehouse, Delton, 400 shares; A. A. Aldrich, Hickory Corners, 300 shares, and Theoran Aldrich, Hickory Corners, 300 shares.

For Gillies' N. Y. tea, all kinds, grades and prices, Visner, both phones

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.

Vege-Meato Sells

People

Like It

Want It

Buy It

The selling qualities of a food preparation is what interests the dealer. If a food sells it pays to handle it.

You can order a supply of Vege-Meato and rest assured that it will be sold promptly at a good profit. Send for samples and introductory prices.

The M. B. Martin Co., Ltd.

Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Tea—The demand is increasing and it begins to look as if stocks of the higher grades would be none too large to last through until the next crop. Prices are unchanged on all lines.

Coffee—Reports of crop damage continue to come from Brazil, and if these had been taken literally by the trade the market would have advanced considerably more than it has. A long experience, however, has taught the trade how unreliable such reports are, and they have accordingly had but moderate effect. Dealers in actual coffee are moving cautiously. Milds are steady and unchanged.

Sugar—As all the beet sugar factories in this State will be in operation by the end of this week, the sugar market is evidently due to be a little easier. Another factor is the decreasing demand, which, while as large as usual for this season, lacks considerable of being as heavy as it was some few weeks ago when the canning season was in full blast. The Louisiana cane crop will commence to move early next month, although it is expected to be a little light. If statistics amount to anything, the market is due to ease off between now and the first of the year. Still another factor pointing to this is the fact that the domestic producers will be anxious to unload as much sugar as possible before the reduction of the Cuban duty, which it is expected the coming session of Congress will provide for, to take place when the Cuban crop starts to move in January. Just at present the market locally shows no signs of weakness, however, and is, if anything, a little firmer than last week.

Canned Goods—Fruits of all kinds are firm and prices on some special brands have been marked up this week to conform with the advance in the California goods noted last week. Salmon and sardines are firm. It is impossible to arrive at a definite estimate of the size of the tomato pack as yet, but the general opinion seems to be that it is about an average crop, taking all parts of the country into consideration. The Eastern States have been having good weather right along for some time and are taking every advantage of it to pack all the tomatoes possible. With the corn pack there is no uncertainty. It is short and decidedly so. Maine and New York, whence come the fancy grades of corn, are very short. Packers in those States are now trying to figure up the proportion to be delivered to each of the customers whose orders are on their books. In the West the canners appear to have fared a little better. A few canneries are making full deliveries and others will come up pretty close to their orders. Iowa corn is said to be very good this year. A feature of the pack of some brands in that State is that they are put up without preservatives, bleaching or sweetening. This is to insure their compliance with any food laws. The

corn does not have quite the same pleasing appearance put up in this way, but is just as palatable, as far as heard from.

Dried Fruits—There is nothing in sight to indicate any important change for the better, but sellers are hoping that real fall weather will make buyers give up and take larger quantities, regardless of the price. Apricots are held firm and there is some interest shown in small lots, but buying, as a whole, is light and dealers are indifferent. Peaches are unchanged and sales of all grades are small. Pears are firm, but business is very limited. Currants are steady under a fair demand for cleaned.

Molasses and Syrups—A fairly good volume of new business has been transacted in grocery grades of molasses during the last few days and there has been a fair call for supplies. Prices continued to be firmly maintained, dealers having only small stocks to market and showing confidence in the future situation. Blackstrap was steady and unchanged. There is a firm tone to the market for sugar syrup.

Pickles—No such enquiry as is now experienced was ever known. Holders continue very firm in their views on prices and refuse to consider any concession, even on large lots.

Fish—Some of the Gloucester fish houses are short of fish and are trying to buy outside to fill orders. Irish mackerel are unchanged as to price. The popular sizes are not coming in. If they were they could probably be sold at an advanced price. Norway mackerel early in the week showed some weakness, but made some reaction later. The receipts are still very small. Sardines are quiet, mainly because the supply is light. Packers are refusing to take orders. The market in Eastport is \$3.25 and in some cases higher. On spot a few lots are obtainable at about \$3.37. Some holders of quarter-oil sardines are putting them away for an advance, in the belief that the market is going higher.

John M. Beatty, the Chippewa Lake bankrupt, made some very interesting disclosures while on the witness stand in the United States Court here the other day. He testified that he put no money of his own into the business and that his original capital was supplied by relatives. Only a few weeks ago he made a statement to the representative of one of the mercantile agencies that he owed nothing to relatives or for borrowed money. These statements are so much at variance that certain creditors are taking steps to institute criminal proceedings against the man and Beatty is so much alarmed over the predicament he finds himself in that he is offering 50 cents on the dollar to his merchandise creditors, whose claims aggregate about \$3,000. The alleged claim of the father-in-law is \$2,426, besides which Beatty uttered a \$300 chattel mortgage to the Citizens' Bank of Big Rapids only a few days before he collapsed.

Produce Trade.

Apples—The large amount of winter apples being put on the market in bulk at this time has had a tendency to lower the Chicago market, but it is clearly apparent to well-informed dealers that cold storage stock will find a strong market along about February and March. Michigan and Western New York will have to furnish this class of fruit, as the export trade will consume the Eastern crop, and Missouri—the big apple State of the West—is even now calling on Michigan for a home supply.

Bananas—Good shipping stock, \$1.25@2.25 per bunch. Extra Jumbos, \$2.50 per bunch.

Beets—50c per bu.

Butter—Factory creamery is slightly higher in Elgin, but local dealers have made no change in their quotations, holding at 21c for choice and 22c for fancy. Renovated is meeting with active demand on the basis of 18½@19c. Receipts of dairy grades are increasing very rapidly on account of the shutting down of creameries and cheese factories. Local dealers hold the price at 13c for packing stock, 16c for choice and 18c for fancy.

Cabbage—50@60c per doz.

Carrots—30c per bu.

Cauliflower—\$1@1.25 per doz.

Celery—15c per bunch.

Citron—90c per doz.

Cooperage—The Grand Rapids Stave Co., which advanced the price of barrels from 28c to 40c at the beginning of the season, has marked the price up to 45c, which has had a tendency to discourage apple buyers to some extent. The advance is due to the action of the coopers' union in demanding an increase of 40 per cent.—from 5c to 9c per barrel for the work—also to the scarcity of stock and the use of better timber in the staves. It is claimed that a produce barrel is now as good as a flour barrel.

Cranberries—Cape Cods have advanced to \$8.25@8.50 per bbl.

Eggs—Receipts of fresh are very liberal, but the percentage of held and shrunken eggs is very large. Prices range about as follows: Case count, 18@19c; candled, 20@21c; cold storage, 19@20c.

Egg Plant—\$1.25 per doz. for home grown.

Frogs' Legs—50@75c per doz., according to size.

Grapes—The local crop is nearly all marketed except a few wine (cull) grapes, which bring 75@80c per bu. Malaga grapes command \$4.50@5.50 per keg.

Green Corn—12c per doz.

Green Onions—10c per doz. for silver skins.

Green Peppers—65c per bu.

Honey—Dealers hold dark at 9@10c and white clover at 12@13c.

Lemons—Messinas, \$5@5.50; Californias, \$4.75@5.

Lettuce—Leaf, 50c per bu.; head, 65c per bu.

Mint—50c per doz. bunches.

Onions—The crop is large and the quality fair. Local dealers are laying in large stocks on the basis of

35@40c in anticipation of higher prices later on.

Oranges—California late Valencias, \$4.50@4.75; Jamaicas \$3.50.

Parsley—25c per doz bunches.

Pears—Kiefer's, \$1.10.

Pickling Onions—\$2@3 per bu.

Potatoes—Dealers are handling the staple very carefully until the extent of the disposition to rot is determined. The local price is 40@45c.

Poultry—Local dealers pay as follows for live fowls: Spring chickens, 9@10c; yearling chickens, 7@8c; white spring ducks, 8@9c; young turkeys, 12@13c; old turkeys, 9@11c; nester squabs, \$1.50@2 per doz.; pigeons, 50c per doz. Dressed fowls find an active demand on the following basis: Spring chickens, 12@13c; fowls, 10@11c; young turkeys, 13@14c; ducks, 11@11½c.

Pumpkin—\$1 per doz.

Radishes—China Rose, 12c per doz.; Chartiers, 12c; round, 12c.

Squash—1½c per lb. for Hubbard.

Sweet Potatoes—Have declined to \$2.25 per bbl. for Virginias and \$3.25 per bbl. for Genuine Jerseys.

Tomatoes—60c per bu. for either ripe or green.

Turnips—40c per bu.

Hides, Pelts, Tallow and Wool.

The hide market is unsettled and uncertain. It is sick and still declining in the face of light receipts from country points. The continual hammering by tanners has resulted in lower values at large hide centers, to be followed by lower prices at country points if continued. While many dealers are sold ahead, they can not buy to fill orders quickly. No one is anxious to fill orders except at concessions of price. Calf and kip are scarce and hold to old prices on light demand.

Pelts are in fair supply and good demand, with prices unchanged.

Tallow feels the decline in lard and is lower. Stocks are large in tallow and greases, with light demand.

Wools hold firm at former prices, with fair sales. Manufacturers are busy running full time and are reported as having small supplies of wool on hand, being satisfied to let dealers carry the stock until wanted.

Wm. T. Hess.

T. C. Ferguson and H. S. Hubbard have purchased the interest of C. N. Marcellus in the Ferguson-Marcellus Co., Ltd. Mr. Hubbard will continue to act as Chairmann of the association and Mr. Marcellus will perform the duties of Secretary and Treasurer.

Geo. E. Mills, of Petoskey, spent Sunday in Grand Rapids as the guest of his brother, L. M. Mills, on his way to Saginaw to attend the convention of the I. O. O. F. held at that place.

Lamereau & Martin have purchased the grocery stock of A. D. Vyn & Son at 1161 South Division street.

O. E. Jennings succeeds Wm. E. Taylor in the grocery business at 625 Broadway.

A wise man forgets old grudges.

UNION WEAPONS.

The Boycott, the Bludgeon and the Hired Assassin.

About ten years ago the miners of the Telluride district in Colorado organized a union. For six or seven years everything was harmonious; no suspicion of trouble. In March, 1901, the union elected as President one Vincent St. John, and as Secretary one Oscar Carpenter, both natural born agitators. Neither, and more particularly the first named, had ever been able to hold a position beyond one pay-day, because of incompetency and indolence, and the disposition of both to breed dissatisfaction and discord was notable. No sooner were they placed at the head of the union than rumors were circulated of an impending strike, and on May 1 it was declared in the Smuggler-Union, Telluride's largest and most extensive mining enterprise, owned principally in Boston. The excuse was the contract system. The wages in the district were \$3 per day. The Smuggler contracted with its miners at so much per fathom of ground, enabling hard-working, competent miners to make in many instances double pay, and making it possible for the most ordinary man to earn the average wage.

When the strike was declared the management published in the columns of the Telluride Journal their pay-roll for April, the last month operated, showing that the average for more than 200 miners was \$4.05 per day, while one crew made nearly \$9 per day. During the month of June men who were willing to work—and there were many who were anxious—were gradually and quietly put back, until by the 1st of July about 150 men were employed in the mine. At daylight on the morning of the 3d of May fire was opened on the works by some 300 men scattered about in the hills, armed with the latest-improved and most deadly firearms. Several men were killed and others injured. The Superintendent, a most excellent young man, a recent graduate of an Eastern school of mines, received a shot shattering his right arm, which was saved after months in the hospital and many operations, but it hangs at his side as useless as a stick of wood to-day. The rioters captured the mine, taking everything of any value from the men, forcing them to remove and throw away their boots, marching them two miles up a precipitous, rocky mountain of 14,000 feet elevation, single file, the brutes behind occasionally shooting the unarmed miners from behind and wounding and crippling them. When the top of the range was reached they were started down and warned that if they ever returned their lives would pay the forfeit.

The sheriff made a requisition on the Governor for troops, endorsed by many leading citizens and business men. The local State Senator, a resident mine manager, telegraphed the Governor: "No occasion for troops; mine in peaceful possession of mob;" or, what was substantially the same, he said: "Mine in peaceful possession

of miners"—which meant the mob. The district judge at that time, a man of outspoken anarchistic tendencies, who had strongly endorsed the action of the miners, and Lieut.-Gov. D. C. Coates, also President of the State Federation of Miners, and the editor of a rabid anarchist newspaper and quite as dangerous according to his ability as John Most, and the Denver attorney of the State Federation of Miners were appointed by the Governor a commission to arbitrate and settle the strike. A settlement was effected and an agreement signed, providing among other things, that there should be no discrimination against non-union men. The mine resumed work, the company giving employment to all who came, union or non-union, the latter of course predominating in a large majority. But it was made so unpleasant for them that they gradually dropped out, and if one showed nerve and a determination to stick, he would come downtown some night, start back home and never be seen or heard of again. Two foremen were disposed of in this way, and a reward of \$12,000, offered by the county and the mine managers, was advertised in the papers for a year, but brought no results.

At the time of the riots, F. E. Curry, editor of the Telluride Daily and Weekly Journal, had gone down to a friend's cattle camp to spend the 4th of July, 100 miles from a railroad or any communication with the world, and only heard of them on his way home, after the trouble had been settled and the mine had resumed work. The young man left in charge simply gave the news without a word of comment. Curry talked the matter over with leading citizens and, in view of the fact that the trouble seemed to be over, it was concluded to be better to let it die out and he made no editorial reference to the anarchy, murder, and rapine whatsoever. Later, as men disappeared—murdered, beyond any question, for having exercised the rights guaranteed every American citizen to earn a livelihood—Curry discussed the matter editorially and demanded that the county offer rewards, employ detectives and, if possible, ferret out and punish those responsible for these crimes. Thereupon, he received anonymous letters warning him to let up or he would share a similar fate. In October (this was still in 1901), the Republican and Democratic conventions were held for the nomination of county tickets. The county for many years had been strongly Democratic. The Democrats nominated for sheriff, St. John, the union President, the man responsible, directly and personally, for all these crimes. The Journal pointed out what would be the result of his election and showed what a dangerous man he was. He was defeated by thirty-five votes, and laid it to Curry personally.

The last day of the year a committee of three from the Miners' Union, headed by St. John, waited upon the business manager and main owner of the Journal and notified him that if

Curry was not discharged at once, a boycott would be placed upon the paper the following morning. Curry did not go and the boycott came. Within a week every advertiser but two hardware stores had withdrawn their patronage from the paper and a large circulation that had been built up the summer of the Buffalo Fair at a considerable cost was ruined. Curry got many anonymous letters, giving him weeks and finally days to get out of the camp or be killed. Toward the last of the month the business community, ashamed of their cowardice and the comment it was exciting through the press of the State, held a meeting, organized what they named the San Miguel Business Association and pledged themselves to stand by the paper, and February 1 the Journal had more advertising than ever before. They tried picketing some of the houses that came back to the Journal and the paper got out an injunction. In the meantime the pusillanimous local judge had seen a new light; he became a candidate for Governor. But the most influential men of his own party throughout the State told him that by his course during the strike he had lost the respect of all good men and could never be elected to anything again. He gave up the race for Governor and straightway became as vigorous a supporter of law and order as he had previously been an advocate of anarchy, and he made the injunction permanent.

In the early part of October of last year Arthur L. Collins, manager of the Smuggler-Union, sat in his office about 9 o'clock in the evening playing whist. His back was to a front window, with the curtain undrawn, when he was shot with a charge of buckshot, dying the following day. This so aroused the community that the court, about to sit, was petitioned to charge a special grand jury to investigate this and several other crimes.

There has been no clue to this murderer, but some fifty odd indictments

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20

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When in the market write us for estimates and samples.
Prices reasonable. Prompt service.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

were returned, to be tried at the May term of court. When the list of indicted men was published in the Denver papers, a copy fell into the hands of a desperado now in the Wyoming penitentiary. He wrote Editor Curry, saying that he had seen the list of indicted men, and mentioning one by name, added that if he could be made to talk, he could tell who killed Collins. Curry wrote him and asked him what he meant and for more details. He replied that this particular man some eighteen months before came after him, brought him to Telluride and offered him \$1,000 each to kill five men; that he knew Curry and that he would only recite the details to Curry in person or to a certain Pinkerton detective. Curry found the detective after considerable trouble and sent him with a lawyer to get the man's story. He was brought to Telluride and the plans for the killing were outlined to him. Two of the men he was to kill were pointed out to him; Curry was one and the other was a banker in Telluride by the name of Wrench. The other three were mine managers who were out of town at the time. They showed him the cabin up in the hills where he was to hide while doing the work and introduced him to the men who were to keep him supplied with provisions, news, etc. He would have nothing to do with the plot and left. The first of this year the miners took up the boycott with renewed vigor, picketing some business houses which patronized the Journal; and in a couple of weeks probably a hundred who

had quietly become subscribers again were forced to stop taking the paper. The miners' pickets followed the carriers and took lists of subscribers.

A year ago when their boycott was first instituted the miners got out blue cards which they called "Fair House" cards, giving a list of the firms that did not patronize the Journal and hence were worthy of union patronage. They required those who had these cards, who comprised 75 per cent. of the business houses in Telluride, to keep them on exhibition in the most conspicuous spot in their show windows; in a few instances where merchants, becoming ashamed, sought to relegate the card into the background, "President" St. John disciplined them. But the paper kept right on printing the truth and soon it was winning again. The reason can be well imagined from the following, from the Denver Republican:

"No, sir!" said Henry Tompkins, of Telluride, whose hardware firm is threatened with boycott because it advertises in the Telluride Journal, "I do not think that any such attempt to throttle a free press will succeed in Colorado. The whole size of the matter is that at the last election the President of the Telluride Miners' Union ran for sheriff on the Democratic-Fusion ticket. The Telluride Journal, which is a Republican daily, of course opposed him, and the Republican candidate was elected. The union waited until the last of December and then it declared a boycott upon the paper because it

had not supported St. John. The miners ordered that every advertiser in the city take his advertisement out of the paper, and all of them but four did so. The Tompkins-Hunt Hardware Co., of which I am President, did not take out its advertising. Now, the union has declared a boycott against us, as well as against the other firms which refused to obey the order. The union leaders say that the men will not work with material bought of us, although we supply most of the mines in the vicinity of Telluride. I do not think that the mine owners will submit to this sort of thing. We have not felt any effect from the boycott and I hardly expect to. They threaten now to attack us in the other camps where we have stores—Leadville, Aspen, Creede and Victor. In Victor all our employees are union men, so that if the Western Federation of Miners persists it will be trying to drive union men out of employment. But consistency does not worry them, anyhow, for the Telluride Journal employs only union printers. The Carpenters' Union, of Telluride, has refused to take part in the boycott and there is no question that most of the people of the city sympathize with the paper, but are afraid of the union.

"One of the merchants of Telluride who had been advertising \$60 or \$70 worth every month in the Journal went to them and told them that although he had taken out his advertisement he would pay the usual bill just the same. They told him they did not need his money. It is an old

established paper and a very good one for the size of the town, and the only thing in the world against it was that it supported the candidate of its party."

Stamp the Date of Sale.

A means of getting even with the unreasonable customer who is forever asking the dealer to make good for shoes that "haven't worn well" is to stamp the date of sale in the shoes when the purchase is made. This plan has been tried with success elsewhere, and is reported to have proven an admirable way of checking up the customer who will resort to deception in order to get two pairs of shoes for one price.

How often has such a customer come into your store with a pair of worn-out shoes which he insisted had been in commission but two weeks, when your common sense must have told you that they had seen not less than three months' service. You can not prove that he is in the wrong, however, and if he makes his bluff strong enough he may gain his point.

Now, if by carefully examining the interior of the shoes, you could assure the man or woman who made such representations, or rather misrepresentations to you, of the exact date of the purchase, the tables would be turned on the complainants in most convincing fashion.—Shoe Trade Journal.

The gem can not be polished without friction, nor the man perfected without trials.

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Entered at the Grand Rapids Postoffice

E. A. STOWE, EDITOR.

WEDNESDAY - OCTOBER 21, 1903

THE AMERICAN METHOD.

During a not very recent wave of despondency that was sweeping over the country in regard to a fancied indifference to foreign markets for American products it was asserted with considerable earnestness that for some unaccountable reason the much lauded Yankee pluck and push had reached its ripening and was actually going to seed. The proofs were to be seen without hunting for them. South America's trade went to Europe; Africa, while turning her back upon England, was too busy with Germany to give any attention to the United States and Asia with the, at that time, much talked of four hundred millions of Chinese, was actually going to commercial waste through the laxness and inertia of the American business man. If the machine made here is the acknowledged best; if the goods manufactured here are nowhere surpassed, why do they not find their way through that much talked of "open door" and so make those uncivilized fields of the Celestial empire blossom with the American civilized rose? Hereditary prejudice has shut out from the Chinese market all hope of introducing there our breadstuffs; but while the rice-bar shuts out the American wheat it does not shut out the incoming of other American products. Is the Yankee losing his commercial cunning?

Dropping all other imports into China from this country let the axe be driven into the hardest knot first. It has been conceded that the rice-plant, the staple food of China, effectually bars out of that empire the wheat of our great Northwest, and that while, in time, our manufactured products may go there and yield a magnificent profit to both nations, the rice as a food product will continue to hold its own to our great detriment. With that conceded it is a little less than startling to be informed that not only have the imports with China increased in every direction, but that there is a growing demand for our bread-stuffs in Asiatic markets which gives promise of an increasing trade in this line in the future. If the latest statistics are to be relied upon the exports of bread-stuffs to those markets during the eight months ending with August aggregated in value more than \$11,000,000, against \$4,000,000 for the corresponding period of last year. Two-thirds of this export was in the form

of flour, showing that the people of Asia are rapidly acquiring a taste for wheat bread and showing, too, that the charge of remissness against the American merchant is as false as it is groundless.

As shown by the statistics our flour exports to countries bordering on the Pacific have gained upwards of \$5,000,000 for a period of eight months in the short space of two years, and are something more than three times as great as they were two years ago, a fact which should not be overlooked as affecting the entire wheat-growing interest of the United States. Contrary to all expectation the market for American bread-stuffs is expanding enormously in Asia and Oceania. It is already so large as to consume a large share of the surplus product of the Pacific coast and it will soon consume the entire surplus product of these States; for the amount of the new area which can be put into wheat in the future is not very large. The time is pretty close at hand when none of the wheat produced on the Pacific coast will be marketed in Europe and the withdrawal of this amount of wheat from the European market must of necessity result in a higher price for bread-stuffs in Europe, to the profit of the American farmer. From this point of view it is easy to see that with a growing Asiatic market for our bread-stuffs the outlook for American wheat producers is promising.

It seems, then, that the American tradesman has not been proven guilty of the charges brought against him. He has, on the contrary, been particularly alive to the opportunities which have presented themselves to him; but he has done this after his own methods. He has not talked—the real business man never does—but he has watched and thought and acted. Better than that he has seen that the rice of the Asiatic held sway in China exactly as the black bread of Europe was entrenched there, but that both could be dislodged by the same means—something far better than either—and he at once proceeded to dislodge them. He has found that in every case prejudice can be overcome if intelligently approached, and this last triumph over rice in the Asiatic stronghold must be regarded as his latest achievement in the field of commercial endeavor. The battle is not, indeed, over—it will not be over for years—but it will end as all such contests do, in the survival of the fittest, a contest in which so far the American is sure to win.

A workman who sustained injuries through working a circular saw which he had been repeatedly warned not to touch has recovered compensation at the Wellington County Court, England, the judge holding that the man should have been dismissed for repeated acts of disobedience.

Alaska has lately been hailed as a country of great agricultural possibilities, but hay is now quoted in Dawson at \$130 per ton. Possibilities have evidently not yet been realized.

RUSSIA AND JAPAN.

Ever since the war with China in 1895 it has been evident to all students of the course of events in the Far East that a conflict between Japan and Russia was only a question of time. Both nations have been making vigorous preparations for several years, and there are indications that these preparations have now been practically completed, and both are anxious for the combat to commence, although each hesitates to assume the responsibility of being the aggressor.

Russia has been delaying matters by making pledges to evacuate Manchuria, although she never had the faintest intention of doing anything of the sort. These pledges were accepted by Japan at their true value, but the shrewd little Orientals were willing to seem to accept the assurances made in good faith, as the delay involved gave them the opportunity to perfect their preparations. Now that all is as much in readiness as it can ever be, Japan is ready for the outbreak. On her part Russia has been for months massing troops in Manchuria, and she has strengthened her fleet as much as she dared without entirely stripping her European squadrons.

The causes leading up to the threatening situation date back to the war between China and Japan, in 1895. Russia, aided by France and Germany, took advantage of the prostration of China to act as the pretended friend of the Celestial Empire, and they jointly brought such pressure upon the victorious Japanese that the latter, realizing the impossibility of resisting an alliance of three of the great European powers, were compelled to relinquish Port Arthur and the portion of Manchuria which had been captured, and was to be retained as part of the penalty of China's defeat. Having wrested Port Arthur and Southern Manchuria from Japan, ostensibly for the benefit of China, Russia coolly proceeded to take possession of the surrendered territory for her own benefit, and the balance of Manchuria was taken from China at the first convenient opportunity, furnishing Russia with direct overland access to Port Arthur and Niuchang.

Japan was deeply incensed at the rapacious course of Russia, and, although the affront was borne with patience, it has never been forgiven, and is now the main incentive which is urging Japan on to make war upon Russia. Of course there are other and powerful incentives, such, for instance, as the danger that would result to Japan's protectorate over Korea should Russia be allowed to hold Manchuria and push her military posts to the very banks of the Yalu River. Japan realizes that Russia must be administered a decisive check, and she is determined to make a powerful fight to drive the Russians back from the Yalu.

The Japanese have many wonderful traits of character, and among others is that of consummate patience joined with indomitable purpose. Having realized that Russia had to be

fought eventually, Japan had no sooner got the war with China off her hands, when she proceeded systematically to build a great navy. A comprehensive programme was prepared, and ships were contracted for abroad, and some vessels were also built at home. This new and up-to-date fleet, including five of the most powerful battleships afloat, is now completed and in service. Japan also rearmed and remodeled her army, which is as well equipped as the best of the European armies.

Owing to the fact that Russia dare not bring more than a portion of her fleet so far away from home as the China Sea, Japan has a marked superiority at sea in number and power of ships, as well as in aggregate of sailors. On the other hand, Russia has a marked advantage in the matter of men. A war between these two countries, where both would have equal chances to concentrate and utilize all their resources, would not remain long in doubt, owing to the overwhelmingly large army Russia possesses—more than a million men on a peace footing, and more than 4,000,000 on a war footing. It will not be possible, however, for Russia to utilize all of her available forces by any means, owing to the physical inability of transporting them many thousands of miles overland.

Should there be war certainly this country will not interfere, and it is not probable that Great Britain will do anything. The moral support of both countries, however, will be accorded Japan, and this moral support may amount to a great deal without any open or flagrant breach of neutrality.

Englishmen who are interested in railway and industrial developments in South Africa are coming to the United States for information to be utilized in their projects. They desire particularly to study the power plant at Niagara Falls, as they intend to establish a similar one at the Victoria Falls on the Zambesi River. It is said there is a possibility of developing 9,000,000 horse power at that point. Within a hundred miles of it there are large deposits of coal and iron. Africa was long known as the Dark Continent and comparatively little has yet been learned of its resources. Enough has been ascertained, however, to warrant the prediction that Africa will eventually afford homes for millions of people who will enjoy as great a degree of prosperity as the people of Europe and America now do.

The Rock Island railroad hopes to reduce accidents to the minimum as a result of its new order requiring that employees shall abstain from the use of cigarettes and liquor. Any employee caught using either understands that he will forfeit his position. Clear heads and steady nerves are necessary in those who are entrusted with the operation of trains, and those who engage in railway service should be men whose reliability is not likely to be affected by vicious habits. Cigarette fiends are, if anything, less trustworthy than drinkers.

AMERICAN CHARACTERISTIC.

If the press, foreign as well as domestic, is to be relied upon the United States is still on the invasion rampage. The countries of Europe are still on the anxious seat at sight of the invading American goods everywhere present. England has found the American fruit much to her liking and is depending on our markets for her supply and the only explanation so far furnished for this undesirable condition of things is that it is simply another development of the American invasion. Central America is another victim of this country's unparalleled omnipresence, and now we are informed that South Africa has yielded to the inevitable and has submitted to the latest invasion by the aggressive Northwestern continent.

In all these growlings it is a noticeable fact that the effect is found fault with without the slightest enquiry as to the underlying cause. England is depending on this country for her fruit supply. Is it to be for a moment supposed that affection for this country has brought about this dependence? Blood may be thicker than water, but it is to be observed that blood has not made a record of giving up to any extent when it comes down to business. It seeks and finds the best goods at the lowest price and gets them irrespective of locality. That locality in the present instance is the American orchard, and so long as the selfish, apple-eating Englishman finds the fruit that suits him best in that particular orchard, that is the fruit he is going to have, if the price is what he can afford to pay. It is only the old question of demand and supply, with the question of prompt delivery reduced to a minimum. In common parlance it is a mere matter of business without a thought of invasion, unless invasion is business that has come to stay.

For a number of years Mexico, following the example of Europe, has been imitating the United States. Finding here her realized ideal she has not hesitated to copy after us and to make our habits and customs hers. Naturally enough, when the capital of our sister republic concluded that the time had come for her to have an electric trolley system of her own she came to us, saw what she wanted, concluded it was the best to be had and, as a result, American capitalists are invading the City of Mexico under a franchise to operate the trolley for the Mexican capital and its neighboring suburban towns—"invading," let it be borne in mind, a convincing proof that, unless something is done about it, the aggressive Yankee is determined to make an invasion of the whole world.

The Agricultural Department of the United States Experiment Station connected with South Dakota Agricultural College at Brookings has made a shipment of 200 pounds of macaroni wheat to the Secretary of Agriculture at Salisbury, Rhodesia, South Africa. The wheat was sent by express to New York, where it will be forwarded by ocean express to Capetown, from which point it

will be consigned to the British South Africa Company, which will be instructed to forward it to Salisbury. The grain was shipped in a tin-lined, air-tight case to prevent the seed from being affected by moisture or insects. Before sealing the case the fumes of carbon oil were permitted to settle through the grain, every care being taken to have the export reach its destination in the best possible condition, and so open another door in the foreign market for an American product. There is no doubt as to the result of the venture; but once the wheat has made its way into that far-off continent and becomes a necessity there, it will be American invasion and so receive the condemnation of those whose inferior products it will be sure to displace.

These chance illustrations which the news items of the daily press have furnished are not the only instances to be found; but they all show distinctly the same great truth, that the "invasion" is due to the same American characteristic—the ability to furnish the best article at the least price. The railroad that is robbing Siberia of its terror is in Siberia, and is doing its great work there because the American brain and the American work shop have produced the best rail and the best engine at the smallest price. South America has antedated Asia and Africa in the introduction of our machinery by a number of years and Europe, while finding all manner of fault with us for what she is pleased to call sneeringly "American methods," for the same good reason finds it to her advantage to do the same thing; so that, be it a fault or a virtue, there is an American invasion going on everywhere and, what is much to the purpose, there is every prospect that it will go on as long as the causes of it remain unchanged.

NEW BRAND OF FAKIR.

He is the "church fits man." He strikes a town and locates the best attended church. On Sunday morning he attends church services, and as soon as the pastor pronounces the benediction he falls over in a fit. This enlists the sympathy of the church people. On the inside of his coat is pinned his name and the home of his relatives with the injunction that if he should die in one of the fits the people should have his body shipped home. He finally recovers, and pulls the leg of the congregation for enough money to get back home on. It takes about \$20. He nearly always gets that much each Sunday. Then he pulls out for another town to have another fit the next Sunday.

That there are a lot of careless people in the country is indicated by the report that nearly 10,000,000 pieces of mail were consigned to the dead letter office during the past year. Over 500,000 were misdirected and over 100,000 were held for postage. In these letters were found \$48,000 in cash and about \$1,500,000 in drafts, checks, money orders, etc.

One lash to a good horse; one word to a wise man.

WHAT THE TOURISTS PAY.

It is a pretty well established fact that the American is the greatest traveler extant as well as the most generous. Every summer the people flock by the hundreds of thousands to the seashore, the woods, the rivers and the lakes. Every winter they hurry off to Florida and Southern California. The tourist trade in this country is something immense. Every year tens of thousands of Americans visit the Old World, hunting out the most interesting places in Europe, where they are always welcome guests, because they spend their money so freely. The European hotel keeper and all his employees look upon the American tourist as a financial prince, and they never hesitate to fleece him accordingly. The citizen of the United States, when he goes abroad, as a rule, buys the best, and it can be depended upon that he pays the highest price for his entertainment. The tipping system is a nuisance much railed against, but the American does more to perpetuate it and make it profitable than any other. It is a great source of revenue to those in the Old World, who hold out eager hands for it.

It is interesting in this connection to note some of the figures gathered and published by Herr Freuler, of Zurich, Switzerland. He estimates that the total amount of money paid to hotels and pensions in Switzerland is nearly \$20,000,000 a year, and he calculates that 20 per cent. of it comes from the native population. Of the aggregate \$15,000,000 goes for board and lodging, while \$4,500,000 is paid to railway and steamboat companies and to owners of other vehicles. He puts the outside figure of the cost to caterers, transportation companies, etc., at \$10,000,000, which undoubtedly is too high. Then he deducts half of that sum for depreciation of their property, and that figure, too, is higher than the facts warrant, but even so, it leaves a handsome profit and proves that the tourist is the principal source of income to the Swiss. Herr Freuler's figures show that there are 1,896 hotels, pensions and private lodging houses in Switzerland, containing 104,800 beds. About half of the places for entertainment are open the year around and the balance only during the season. He estimates that 22,000 people are regularly employed in these places, and that at various seasons this number is augmented by about 5,000.

Switzerland is, comparatively speaking, a very small country. It is true that it has some of the finest scenery in Europe and hence attracts the tourists. The American going abroad always tries to include it in his itinerary. Italy, Germany, France, Belgium, Holland, Denmark and the British Isles are all annually visited by hundreds of thousands of sightseers or rest-seekers. If Herr Freuler's figures are correct for Switzerland, it is a matter more of imagination perhaps than of calculation to get at the amount of money spent by the tourist in Europe. Of course all of Switzerland's business does not

come from the United States, but proportionately the best paying part of it does. The figures quoted give more or less basis for discussion as to the amount of money spent in the same way annually in this country. Of necessity the number of Americans going abroad is but a small proportion of those who every year take some trip for recreation. It follows that millions of money must be and are annually invested by the tourist. It is only fair to say that in almost every instance the money is well invested, for surely nothing is more broadening than travel, and nothing more beneficial than rest and recreation.

AN UNGRATEFUL PEOPLE.

About the poorest proposition in a national, or in a manly way, for that matter, is a South American republic or a South American ruler or a South American citizen. A good example is furnished by the attitude of Venezuela. A recent issue of the Havana Post gives some space to telling how thoroughly Venezuela hates the United States and that at best it is second only to the dislike entertained toward the European nations which resorted to drastic measures to collect long standing claims. If there is any country in the world to which Venezuela is indebted, to which it owes gratitude and grateful allegiance, it is the United States. It will be recalled that not so very many years ago Grover Cleveland, when President, startled the world by his message which was directed toward England's attitude in the Venezuelan boundary case.

Still later and only a very short time since the United States helped Venezuela and its people very materially and very substantially when European nations stood ready to crowd it to the wall. If it had not been for the diplomacy and the good courage of Minister Bowen, backed up by the Roosevelt administration, Venezuela would not have been in as good shape as it is to-day. President Castro and those in authority under him were very glad to avail themselves of Mr. Bowen's good offices and their value was almost inestimable. The natural supposition would be that Venezuela and Venezuelans would recognize their indebtedness and at least entertain the kindest feelings toward the people of this country and toward the United States as a nation. Such ingratitude is absolutely unpardonable. It is characteristic, however, of those South American countries and South American people. The performances of Columbia over the Panama Canal matter are characteristic. A great deal that is reformative must be undertaken and accomplished in South American republics before they can hope to stand well in the great family of nations.

There is so much more paper currency than cash that the cheques passed through the London and New York clearing-houses in a month represent a greater value than all the money in the world.

ESCHEW THE LAW.

Not a Good Policy To Buy a Lawsuit.

No man ever quite realizes what a helpless atom he is until he gets tangled up in the machinery of the courts and has been mauled with writs and processes and battered by declarations and demurrers. The business man who has once been lured from the peaceful solitude of his store to engage in such a contest will rarely be anxious to repeat the experiment. Lawsuits which are profitable to any but the legal gentlemen engaged are altogether exceptional. Too often the experience of the contestant is like that of the voracious knickerbocker, who was nearly ruined by one suit wrongfully decided against him, and altogether bankrupted by a second which was decided in his favor.

The legal mills, being commonly of ancient pattern, are heavy and expensive to operate, and whoever takes grist to them must expect to leave liberal toll behind. Viewed in the most favorable light, a contest in the courts is to be entered upon only as a last resort and only when all other methods of arrangement have failed. The easiest method of avoiding the entanglement of litigation is the adoption of such a manner of conducting one's affairs as will leave the least possible room for dispute.

A large amount of litigation is continually growing out of disputed verbal contracts. At the time of contracting, the parties believe their agreement to be of such a simple nature that its terms will be easily remembered, or that between such good friends the formal verbiage of written instruments would be altogether superfluous. Experience shows that such engagements are very fruitful sources of contention, and responsible for the destruction of many friendships and for the severance of many profitable business connections that might have continued indefinitely if they had been formed in a more business-like way.

Every important business enterprise and every undertaking not intended to be brought to an immediate conclusion, should be based upon written instruments. Indeed, it is doubtful if the parties to an agreement will fully understand the terms of their compact until they have attempted to reduce their engagement to writing. Such an attempt will almost invariably suggest matters important to a perfect understanding, which would have been overlooked had the subject been disposed of verbally.

The precise form of a written contract is not of great importance, provided it expresses fully and clearly the intention of the parties. Even if it should fail to provide for all the contingencies which afterwards arise, it will usually be sufficiently explicit to furnish the basis of an amicable settlement without the intervention of courts and juries.

In this connection it is well to remember the adage that the man who is his own lawyer has a fool for his client, and to engage the services of

a reliable attorney when an instrument of importance is to be drafted. The moderate fee charged for this service may save a big retainer later.

In addition to being careful in the formation of contracts, sound business sense will dictate the avoidance of transactions likely to result in litigation. In such matters a milligram of reflection may save a kilogram of repentance. It is never good business policy to buy a lawsuit, even at a big discount. It will not pay to save fifty cents a dozen on an article and then expend several hundred dollars in defending a damage suit for the infringement of somebody's exclusive right to sell the article.

J. H. Beal.

Kalamazoo Celery Crop Valued at \$1,000,000.

Kalamazoo, Oct. 19.—The crop of celery this year produced in the Kalamazoo district will surpass any other crop for the last ten years. It is believed that there will be at least 7,000,000 bunches, and this represents a value of about \$1,000,000.

This crop has had a good summer. Celery will not grow in scorching hot weather; three days of it will sicken it and render it bitter. The chief point of excellence is the tender, brittle character of the plant, and this year this feature prevails to an unusual degree.

Kalamazoo has become known all over the world as a celery producer. It is the peculiarity of the soil that has enabled the locality to distance all other competitors. It is a muck to which there seems to be no bottom that produces such vast quantities of this popular and delicious vegetable. The acreage now exceeds 5,000. It is claimed that the Kalamazoo River formerly overran the district.

Thousands of acres have been reclaimed from swamps and made to produce from \$500 to \$800 an acre. The soil is of a saline character and in places it reaches a depth of from ten to twelve feet. It is free of some of the forms of iron oxides, so that the plant grows clean and white. Iron in the soil causes the plant to rust and renders it valueless.

Celery seed is planted in a hot-house the same as cabbage. As soon as frost is out of the ground the plants are transplanted. The fields have been prepared with stable fertilizer and are cultivated the same as for corn. Animals used in cultivating must be provided with a set of shoes to keep them from sinking in the soft soil. The shoes are made of thick boards ten inches square and are clamped to a horse's hoof. The plants are cared for about the same as a row of cabbages. After they have grown to a fair size dirt is thrown up to make the plants stiff and stalky and to bleach them. In some instances the row is boarded, a board a foot wide being set up on edge on each side of the row. Celery may be bleached when covered to the leaves with dirt in fourteen days.

Some growers raise three crops of celery in a single season. The second crop is planted from four to five

weeks after the first, and it is planted between the rows of the first crop. Then when the first crop is taken out of the ground the ground is immediately prepared for the last, or the third crop, which is allowed to stay in the field until freezing sets in.

Celery keeps a number of important plants going in Kalamazoo, where it is canned, put up in glass jars, making celery pickles, celery mustard and salt.

Ninety per cent. of the celery raisers are Hollanders, and a large per cent. of the celery raised is produced inside the city limits of Kalamazoo. Ground rental runs from \$50 to \$75 an acre. The renter gets from 1,500 to 2,500 dozen per acre, and they bring from 16 to 18 cents per dozen. A crop at the larger figure, reckoning 2,500 dozen, would make the crop of an acre produce \$450.

Thousands of bunches of celery are sold by boys to passengers on the railway trains as they pass through the city. A single commission firm will sell as many as twenty-five tons in a single season, and in a single week this season the output will run as high as 250,000 bunches. It is estimated that within a short time the annual output of this product will be worth \$2,000,000.

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.



and quite incurable. He WILL persist in loafing; large, light, white loaves, and a goodly number of them to the barrel.

His loafing really amounts to a virtue. The loaves he makes possible are unusually large and with that sweet, clean taste of New Century Flour.

Wins the confidence of every good housekeeper as well as the dealer.

Write for our prices, freight paid.

Caledonia Milling Co.
Caledonia, Mich.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.



The cost of painting the house and barn, outbuildings and fences is a heavy burden. Cheap paints soon fade, peel or scale off and white lead and oil costs so much and has to be replaced so often that it is a constant expense to keep the bright, clean appearance so desirable in the cozy cottage-home or the elegant mansion. To meet the needs of the small purse and at the same time give the rich, lasting, protecting effect of a first-class paint caused the manufacture of



Carrara Paint

and it is the best paint for house, barn or fence; for interior or exterior work it has no equal. It is smoother, covers more surface, brightens and preserves colors, is used on wood, iron, tin, brick, stone or tile, and never cracks, peels, blisters or chalks; it does not fade, it outlasts the best white lead or any mixed paint, and it covers so much more surface to the gallon that it is cheaper in the first costs than most cheap paints.

The following are a few of the large users of Carrara Paint: The Waldorf-Astoria, New York City; one of the most magnificent hotels in the world, is painted entirely with the world-famous CARRARA PAINT; Pennsylvania R. R. Co.; Pullman Palace Car Co.; Chicago Telephone Co.; Central Southern; C. & E. I. R. R. Co.; Denver & Rio Grande R. R.; Wellington Hotel, Chicago.

Agents wanted in every town in Western Michigan.

WORDEN GROCER COMPANY
DISTRIBUTORS
GRAND RAPIDS, MICH.

Value of Good Advertising in Stringent Times.

Written for the Tradesman.

There is a great deal said at the present about the progress being made in advertising, and it is true that great advances have been made in the last few years. But for all this it is surprising that greater progress has not been made in retail advertising in general. While many concerns are putting out some extra good reading matter dealing with their goods and prices, when we come to consider how many concerns in any one town are really good advertisers we are surprised. Chicago is considered the greatest city in the world for retail advertising, and yet how many firms have made themselves known to the reading public? Very few. Outside of fifteen or twenty stores the general public, from reading the newspapers, would never know that a retail business is being carried on. It is the same all over the country, and when we come down to "brass tacks," as they say nowadays, we find that the number of good advertisers is very small in comparison with the number of poor ones.

Never in the history of the country has the retail dealer had the opportunity to study advertising in all its phases that is offered him to-day. Every enterprising wholesale firm sends out weekly and monthly reading matter dealing with the advertising question. This reading matter—in the main it is good—costs the merchant nothing. It is scattered everywhere by the wholesale houses in the hope that by a better understanding of advertising the merchant will be able to handle more of their goods. At the same time the leading trade papers discuss the advertising question thoroughly. But for all this a lot of merchants gain nothing from the literature sent broadcast over the country.

I believe the reason more merchants are not good advertisers is because they are what might be called waste basket fiends. Anything not bearing a two-cent stamp has to them a suspicious look and from their point of view is not worth considering and so many a good thing is tossed aside after the first fleeting glance and never considered again. This is a sure sign that a man is not a thorough believer in advertising. This is the class of man who thinks that advertising is good enough for the other fellow but as for himself he can't see anything of virtue in it; and when his business slumps he says it is due to a failure of the crops or something of that sort. He has a horror of National panics.

Speaking of panics calls to mind that many business men closely identified with the industrial situation believe that a reaction from the unprecedented activity of the past few years is about to set in. While I do not believe the cries of the alarmists are to be considered with a great deal of seriousness, still it is possible that business in general may not be so brisk in the immediate future as it has been in the past. Be that as it may, a study of the conditions at

the close of the last panic will serve to illustrate the value of good advertising. While the last industrial slump into which the commercial interests of the country were plunged sent many a commercial organization into a premature grave, it was a noticeable fact that the best advertised concerns weathered the storms without difficulty. When the panic struck they were in a better position to withstand the shock than those of their competitors who had been running their business along old-fashioned lines. In short, the advertisers of the country stayed through it all, and when the clouds broke away and the sun of prosperity shone once more on Mother Earth they were on hand to rake in the money. These firms had behind them enviable records. They had withstood the storms of adversity, had kept their shoulder to the wheel through it all, and when the tide turned they were almost swamped with business.

Should a panic strike the country at this time it would be interesting to watch the progress of events and note the effects on the fellows who have been consigning everything to the waste basket for the many years that have come and gone since they engaged in business. There are schools and schools, but I venture to say that the man who should study the contents of the average business man's waste basket would gain enough valuable knowledge thereby to make of himself as good an advertisement writer as a majority of the so-called experts throughout the country. He will find therein much that will whet his advertising appetite and increase his interest in the work.

The simple reason that advertising does not progress faster than it does at the present time is because a large number of business men have "crop conditions," "weather conditions" and a hundred and one other things of a similar nature on the brain. True, the weather, crops, etc., have a tendency to affect business, but nine times out of ten when a business concern founders on the rocks of adversity it is

due to internal and not external causes. No man can fail to derive benefit from taking a good square look at himself and his business in the glass. It is a good remedy at any time. Let the average man take a square look at his advertising (which he rarely does) and he will learn something. It is a singular thing, perhaps, and yet none the less true, that all good advertisers are good business men. They couldn't be the latter if they were not the former, in this age of progress. The waste basket fiend is of another ilk. If we have another panic some day and he goes to the wall he will say it was the general depression and crop failure that did it; but if he takes a good look in the glass he will realize that he did it himself.

Raymond H. Merrill.

Sailing Around the Cow.

Many a sea captain has sailed around the world since the adventurous voyage of Captain Cook, but few navigators have tried what the Captain of an East Indiaman used to relate as an experience of his own.

He was out on a foggy night, and sounded his foghorn, as every wise captain should. From the starboard side came the sound of a foghorn, apparently from a vessel very close, and showing no lights.

"Port your helm!" shouted the Captain, and the order was obeyed. Then he blew his horn again. Back from the same relative position, although the ship had altered her course three points, came the sound of that foghorn.

"Hard aport!" roared the Captain. That, too, was done, and the signal was tried again. Back from exactly the same position, although his vessel had now changed her course seven points, came the sound of that foghorn.

The Captain, alarmed, was just going to give the order to reverse engines, when one of the officers discovered that the supposed foghorn was only the cow that was carried on the forward deck to supply fresh milk for the passengers.

Moore & Wykes

MERCHANDISE BROKERS

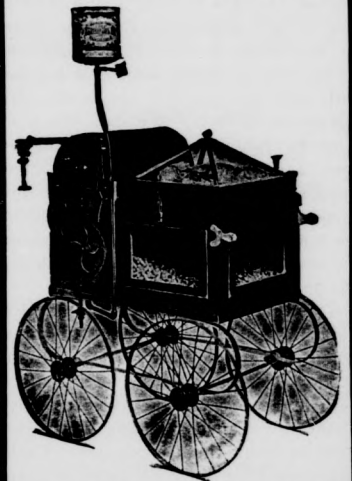
Office and Warehouse, 3 N. Ionia St.
GRAND RAPIDS, MICH.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

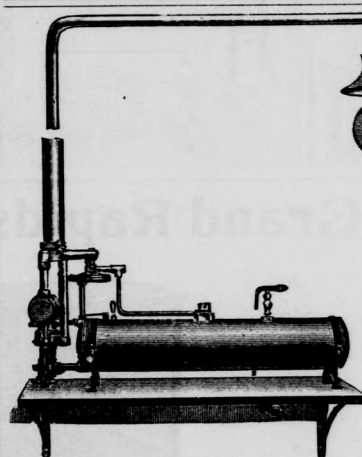
Little Gem Peanut Roaster



A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flak (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers; Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

Kingery Manufacturing Co.,
131 E. Pearl Street,
Cincinnati, Ohio



Two Statements That Mean Something

The factory number on our last September invoice was 20655
The factory number on our last August invoice was . . 19747

Subtract them and you have as a result . . 908

That means that 908 F. P. Lighting Systems were sold during the month of September, 1903. 908 merchants in the United States purchased those 908 F. P. Lighting Systems. This ought to tell you that if you have a poor light or an expensive light you would make no mistake in installing an F. P. Lighting System manufactured by the Incandescent Light & Stove Co., Cincinnati, Ohio. Let us tell you more about it. Better still, let us send one of our agents to show you the best light in the world.

LANG & DIXON, Ft. Wayne, Ind.

State Agents in Indiana and Michigan

THE STRENUOUS LIFE.

Character Within the Reach of Every Person.

The human mind tires of satiety and longs for rest and quiet. The man who engages in strenuous life feels that he is in a paradise when he drops on the ground in some place of solitude far from the madding crowd. There are attractions in great cities where business moves and pleasure-seeking is the motive of thousands, but where is there a mind that has touched the world right that does not feel at rest when the old home in the hills is brought into view by a turn in the roadway, and the memories of boyhood come rushing in? Is this merely sentiment? If it is it is a birthright, for it is a law of the being to tire of the artificial in life and to retain deep love for the hills and valleys, the old home, the simple in nature. We can listen to a great orchestra one evening, maybe two, and then we are satisfied; but who ever tired of the song of the meadow lark? Day after day its gentle notes may be heard and they come as soothing words borne to us by the breezes.

The very rich are to be pitied, not envied. There is no peace of mind when there is nothing left to gain. Money has ceased to be an incentive with many because they already possess more than can in any degree be used to bring them enjoyment. Their fight must be to take care of their possessions, not to acquire except as acquirement becomes necessary for purposes of defense. It does not follow that the strenuous life should be deserted, however. In a world where natural competitive forces are brought into play, there must of necessity be leadership, which is the forerunner of strenuous existence.

We can be strenuous, however, and not get away from the simple life and fortunate are those who keep in mind the primary law that lasting enjoyment is found close to nature; we ask for change only in the degree that we draw away from the hills, the birds, the trees and the places of solitude and seek for enjoyment in glare and glitter.

The woman who walks up and down the foyer simply to show her dress has not solved the principle of true enjoyment. The man who seeks a place in the four hundred will never father a line of intellectual descendants. The reason is that all this is false—it is not built on principles that endure. How fortunate that this country began on Plymouth rock, in the sleet and cold, rather than on the warmer coasts of the Southern States. The pioneers who chopped their way through the forests gave to their children the hardy vigor that was needed to make men, for it takes men to make a country. Look toward the simpler life, then, for the true pleasure; there can be included in it all that is social, all that is helpfully ambitious. The song of the bird is what we need rather than the latest Newport ingenuity.

There is one weakness in the doctrine of the strenuous life—all can not live it. The world is filled with

men and women who are not weaklings in the sense that they lack in the courage that makes for manhood and womanhood, but they are not able for many reasons to lead in the fight. Every army has its general and sub-commanders, but it has also its line of privates—the men who do the work of the army when in action, just as the millions in the ranks do the world's work. It is no disgrace to be a private; it is simply a credit if by force of will we are able to step from the ranks and take a place among those who carry the responsibilities of business.

Contentment is a virtue to cultivate. The man who does as well as he can the work before him and lives honestly with himself and the world need never count his life a failure if he remains a worker. There is much of happiness for all where the heart beats red blood and you can look every man in the face. I was interested in observing a workman who was driving his pick into frozen earth where he was doing his part toward securing a basement excavation. He struck hard, steady blows and the thought was, as his seriousness of purpose was transmitted down his brawny arms, through the pick into the ground: "You are earning your money." When the pay for that work is received in his hand that man will have no apology to offer for the means used to secure it. It was money that had been paid for by work.

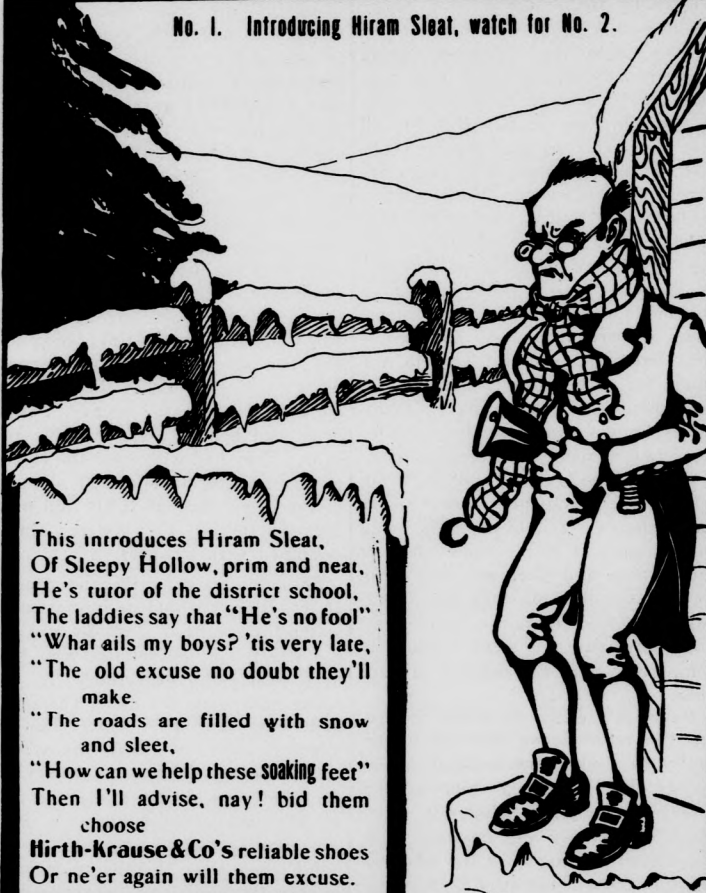
Compare this fellow's honest toil with the dapper little lick-spittle who thinks that he is superior to the common herd. Men rebel instinctively against fraud in a man. It makes no difference how full of sinfulness we may be ourselves, we respect the genuine man and wish deep in our hearts we were like him. The man of true courage counts in this world more than he thinks, sometimes.

Shall we be good, then? No, not sentimentally good. The world has many useless good people in it. But we can be men. The true man is rarely found and yet he exists. We can be men with our weaknesses, providing they do not master us. Christ was tempted, but he did not yield. Here is the test of true character. Christ did not pray that he might be delivered from temptation, because he knew that was impossible. He asked that he might not be led into temptation, but deliverance was to be from evil. It is an interesting distinction that many who have read the prayer of Christ have never taken note of. Character is within the reach of every person, then, whether he leads the strenuous existence or walks in the ranks. In the essentials of life the leader has no advantage.—Deacon in Furniture Journal.

The Shah of Persia has the long tails of his horses dyed crimson for six inches at their tips. No one else in the country is allowed this privilege.

A French scientist declares that glucose or glycerine applied at the roots of plants will stimulate their growth.

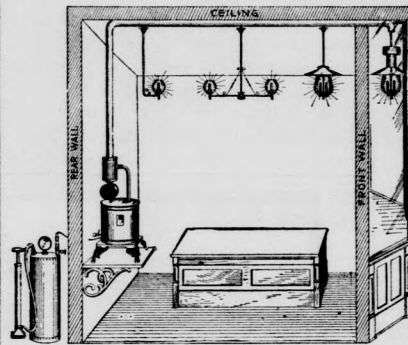
No. 1. Introducing Hiram Sleet, watch for No. 2.



This introduces Hiram Sleet, Of Sleepy Hollow, prim and neat. He's tutor of the district school, The laddies say that "He's no fool" "Whar ails my boys? 'tis very late, "The old excuse no doubt they'll make "The roads are filled with snow and sleet, "How can we help these soaking feet" Then I'll advise, nay! bid them choose Hirth-Krause & Co's reliable shoes Or ne'er again will them excuse.

Do You Want Good Light?

Read what others have to say, and then send us your order.



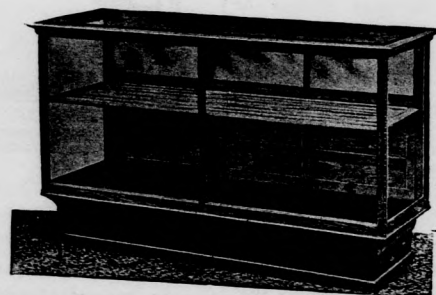
Whiting, Ind., Oct. 3, '03
White Mfg. Co., Chicago.
Gentlemen:—In reply to your favor of the 29th ult. beg to say that we are more than astonished with the results of our Air Light Plant. It is now 14 months since we put it in and discarded electric lights. The actual saving to us on light bills has paid for the plant twice over, and not only that, we are never in want as it is always ready and reliable. You can tell our store from others ½ mile away. Yours truly,
Fischrupp Bros.

We will give 10 days trial to parties with good rating. Send diagram of room you wish to light. Guaranteed for one year.

White Mfg. Co.
186 Michigan St. CHICAGO, ILL.

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

CONGENIAL ATMOSPHERE.

Conditions Under Which Best Work is Done.

Many men and women underestimate the value of expression; they take too many things for granted; they assume that their affection or their gratitude or their sense of obligation is understood without words. Such people are often surrounded by those who are craving some expression of affection, some word of approval, some kind of recognition. The best work is sometimes done with shut teeth and a fixed purpose, in dead silence, so far as the world is concerned, without a murmur of applause or a word of thanks; but this is not the way in which work ought to be done among intelligent men and women and it is not the way in which, as a rule, the best work is evoked from the greatest number of people. The majority of men and women get the best out of themselves when they are in a congenial atmosphere. This is particularly true of those finer kinds of work which express individuality, quality and personal gift. A man may do a piece of mechanical work in arctic coldness; he may do it thoroughly in the face of distinct disapproval; but it is very difficult to do the work into which one puts his heart, and which is the expression of the finest elements in one, unless there is some warmth in the atmosphere, something which summons out of their hiding-places the most delicate and beautiful possibilities of one's nature. It is true a man like Dante can do a sublime piece of work with no other approval than his own conscience, with no other reward than his own consciousness of having done his work with a man's integrity and an artist's thoroughness; but men of Dante's temperament are few; and there are a great many other kinds of work as important as that which Dante did which could not possibly be done under such conditions.

It is the duty of every man, not only to do his work as thoroughly as possible, but to create the atmosphere in which other men and women can do their work thoroughly and well. It is the duty of every man, not only to unfold his own character freely and completely, but to create the atmosphere in which other people are able to develop their best qualities. There are hosts of men and women who depend absolutely on others for their finest growth, who have to be drawn out, whose sweetness and charm never find expression unless they are evoked by warm affection or by generous approval. The world is full of half-starved people whose emotions are denied their legitimate expression; who are hungry for an affection which they often have, but the possession of which they do not realize because it never finds expression; who have latent possibilities of achievement of a very high order, but whose possibilities are undeveloped because nothing in the air about them summons them forth. Such people need a summer atmosphere, and they are often compelled

to live in a winter chill. Many of those who diffuse the chill instead of the cheer are unconscious of the influence for repression which they put forth simply from lack of thought about the delicate adjustments of life. They have never studied themselves, or those about them; and so there are thousands of homes that are without cheer, not because they are without love, but because they are without the expression of love; and there are thousands of offices, workshops, and school-rooms that are without inspiration, not because they are lacking in earnestness or in integrity, but because the habit of recognition has never been formed, and there is none of that spiritual co-operation which not only gives but evokes the best.

There is in life no more pathetic feature than the hunger for a love which exists but never expresses itself, and therefore, so far as comfort, warmth, or inspiration is concerned, is as if it were not. There is a capital of affection and good intention in the world sufficient to warm the whole atmosphere, if it were used; but there are hundreds of capitalists of this kind who leave their means untouched, and who enrich neither themselves nor others because they do not know how to give currency to their wealth. Love is not to be hoarded, but to be spent. It is great in the exact measure in which it is given; it returns in the exact measure in which it is sent away; and society needs nothing to-day so much as the use of this unused capital. If men of integrity and good intentions in the world of business would manifest their real feeling towards their associates and their employees by constant recognition of work well done, by the words spoken almost at random which show that a piece of work is valued and that credit is rendered to the worker, a large percentage of the social unrest would disappear; for love is the only solvent of the social problems.—Outlook.

The Origin of Pumpkin Pie.

Once upon a time—a long while ago, children—there lived a wise old man who was always trying to see what he could discover.

Having made several perpetual-motion machines and one or two airships, he was walking through the fields to avoid his creditors when he came upon a pumpkin.

"This," he said to himself, bending down and feeling of the yellow orb, "is a vegetable growth; but I firmly believe that it acquires its hue from small particles of gold which it extracts from the earth."

So he took the pumpkin on his shoulder and took it home, telling all anxious enquirers that he was going to discover how to extract the gold from it.

At home, in spite of all his wife said, he cut the pumpkin up and put it in a pot and boiled it—only he argued that he was melting it.

When at last it was a pulpy mass he poured it out of the pot and right on top of a pan of dough that his wife had rolled out for the purpose of making a dried apple pie.

Now you know the kind of a wife he had, do you not? A woman who will feed her husband on dried apple pie deserves to be married to two or three inventors, doesn't she?

And so he put the pumpkin and the dough into the oven, asserting that he would harden it with the heat and produce a solid sheet of gold, and be so rich that he could run for office on a reform ticket.

But, bless you, when the pumpkin and the dough came out of the oven it was not a solid sheet of gold at all, but a rich, golden, tantalizing section of goodness.

And the poor inventor was hungry, so he bit into it.

A few moments later several of his creditors broke into the house and came upon him, crying: "Look here! Where is all that gold you were going to get for us?"

And he never even looked up at them, but kept right on eating, saying: "Who cares for gold? (Bite, bite. O-o-o-oh!) Who cares for gold? Men, I have discovered pumpkin pie!"

And the creditors sat down also and ate, and they, too, were happy ever after.

So, now, when you eat pumpkin pie, you should be glad that the poor inventor did not succeed in making gold of the pumpkin. For if he had, the pumpkin might never have gone further than to fill your teeth.—Judge.

Large fowls will not eat small grain.

You have not seen the catalogue of the Michigan Business University, Grand Rapids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship, and Seminars.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

Tradesman Company,
Grand Rapids.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY OILBARREL AND GASOLINE BARRELS

STANDARD OIL CO.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There is but little actual change taking place in the domestic end of the cotton goods market and the demand from all departments for the week has been on a very moderate scale both for home account and export trade. The buyers do not seem at all inclined to operate, awaiting further developments in the market for raw material, on which they base their hopes of lower prices. At the present writing there are many indications pointing to the fact that the price of cotton will not recede as sharply as has been up to this time expected. Lightweight sheetings show no change; the same is true of brown drills. The market for ducks has seen a small amount of business and about the same for osnaburgs, as has been reported for two or three weeks past. Bleached muslins continue in demand on a small scale, for buyers are unwilling to pay full quoted prices. Bleached cambrics also show little business being done, but prices are fairly firm in all grades. Sales of wide sheetings have been limited, although made up sheets and pillow cases have been in somewhat better request. Business in denims has been moderate, although the conditions are such as to limit the possibilities of getting goods within the time usually desired. Ticks are quiet, but fairly situated, and there has been a slight improvement in the demand for plaids, chevots, checks, stripes, etc., as well as for cottonades.

Prints and Ginghams—At present writing this portion of the market is in a very quiet condition, and operations for current demand are conducted in a very small way, yet the tone of the market is very firm. The orders and enquiries which are received daily, however, would seem to indicate that stocks in the hands of jobbers are small. The exporters have demanded enough goods to keep a fair amount of machinery in operation and particularly in blacks, whites and shirting styles. Buying of standard fancies is proceeding in a small way for spring, and certain low prices are reported on certain staple brands, but the situation on fancy styles is generally firm.

Worsted and Wool Goods—Unlike the conditions affecting demand in the men's wear market the spring dress goods demand has afforded opportunity for successful business for both wool and worsted manufacturers. The lightweight sheer fabrics of "drapy" characteristics which have won a position in the market that is second to none, are very largely of a worsted construction, either wholly or in part, and certain of the heavier cloth effects that have moved more or less successfully are of the worsted class. For the manufacturer of wool goods the suiting and skirting field has offered the best opportunities, although there has also been a very fair outlet for the general run of wool goods through jobbers. It may thus be said that the distribution of spring

business between woolen and worsted mills has not been altogether one-sided as in the case of the men's wear mills, and as a consequence the outlook for a generally profitable season is favorable.

Crepes—Crepes give evidence of very fair selling strength and are well represented in all the leading collections. Silk-warp crepes, crepe voiles, crepes de Paris, crepe etamines, etc., have been ordered to a very fair extent.

The business done in fabrics of a diaphanous or semi-diaphanous character forms a considerable percentage of the whole. In addition to veilings in a wide variety of effects and colorings, buyers have also very fair yardages of grenadines, etamines, eoliennes, mistral, twine cloths, canvas weaves, batistes, albatrosses, etc.

Knotted Yarns—The readiness with which knotted yarn effects have been taken up by buyers in veilings and other fabrics for spring and also for current fall consumption is believed by leading dress goods factors, whose business it is to make a close study of conditions and tendencies of demand, to indicate that knotted effects will achieve a good share of popularity not only in veilings but also in other fabrics.

Mohairs—Agents handling mohairs express confidence in their selling qualities; predictions are heard that the spring season's mohair business will run ahead of a year ago. The collections of plain and fancy mohairs are very complete and handsome. They are shown in black, cream, melange, figured, striped, checked, boutonne, jacquard, glace, metallic and other effects. Also a variety of handsome Sicilians. In colors for spring, white and light shades evidence good selling strength. Creams and champagnes are very well considered. Blues and browns and greens also give good promise.

Suitings—The demand for suitings has shown a falling off during the week in common with the rest of the market, but that fact does not impair the confidence of the seller of suitings. In addition to the business already done on plain and fancy suitings, agents talk assuredly of a good reorder business. The evidence certainly points to a good spring season on ready-made suits and garments. Homespuns, tweeds, chevots in plain black, blue and brown, and in fancy effects, and other neat, fancy wool and worsted suitings of a masculine flavor are all well considered.

Underwear—There is little, if any, business being transacted to-day in heavyweight underwear, and there are few goods with which to do business should there be demand. As a matter of fact, there would be business if there were goods to deliver. Buyers realize now that there is little use in hunting for this season's lines, and have settled down to the inevitable. Should there be a cold winter, there would undoubtedly be much scarcity. Deliveries are much behindhand and the delay grows more apparent every day.

Hosiery—There has only been a very small amount of business trans-

sacted in the hosiery end of the market during the past week. Here and there have been spots that showed greater activity, but not enough to brighten the whole section. A number of Southern buyers have been in the market looking for spring goods, and from this source some orders have been secured. These orders, while not large nor from the large buyers, compare very favorably with what the larger Northern concerns have been doing, owing to the restricting amount of business which the latter have placed.

Carpets—The fall carpet manufacturing season is fast going out. About four or five weeks more will find the present season ended and the new spring goods season well under way. In view of the close prox-

imity to the new season, the usual late buyers have come into the market the past week or ten days, but they have been unable to fill their needs completely except in a few instances, and in these only in the in-grain and tapestry lines. All the large mills have practically closed their order books for the present season and will devote their time fully to the getting out of previous contracts before the new season opens. The business on hand in many instances is unusually heavy for this time of the year and it is quite generally stated that some very heavy business will have to lap over into the period for getting out spring goods. It is understood that a number of the mills are now running their machinery day and night in order that they



The Best is none too good

A good merchant buys the best. The "Lowell" wrappers and night robes are the best in style, pattern and fit. Write for samples or call and see us when in town.

Lowell Manufacturing Co.

87, 89, 91 Campbell St.
Grand Rapids, Mich.

There Is



a good demand for "dressy" waterproof coats. We are offering one at \$3.50 each that is an exceptional bargain. Try a sample lot. Sizes are 36, 38, 40, 42, 44.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids - Michigan

can make the most of the orders in hand; especially is this true of the small ingrain and tapestry mills which were closed down for over two months by labor disturbances some months ago. In three-quarter goods there will be nothing done of any consequence until the new season opens the middle of next month. Just now productions are a little smaller than the demands call for. In the Brussels and tapestry lines practically everything is sold up, and there will be little, if any, goods of this character in the manufacturers' hands when the new season opens. On the better grades, such as Wiltons and best velvets, the demand has not been so strong as it has been made out to be, yet it has been above the average. There will likely be a little surplus stock on hand next month, but not enough to give cause for alarm. The new season so near at hand has everything in its favor as far as prospects are concerned. With demands in general far beyond the total productions of the mills, there can be no reason why plenty of business should not show itself when the time for initial orders to be placed arrives. As regards future values, we hope that they may be in a position to sustain present rates. There is at present a little storm brewing in reference to values of the raw materials, particularly so in stock for worsted purposes, but there is no occasion for losing hope at this time. Wools and yarns used in ingrains other than for worsteds are likely to remain in the same position as they are to-day, and under these conditions the expectations are that ingrains will show little, if any, change next season. Manufacturers seem satisfied with present rates and are able to make fair profits under normal conditions. Retailers are well under way on their fall business and thus far report satisfactory returns. There is a decided improvement in the finer lines of carpets over previous seasons, especially in the West and South, where prosperity seems to be more in evidence just now than it does in the Eastern portions of the country. There seems to be some difficulty in procuring sufficient stocks of ingrains, and this is, of course, due to the long-prolonged strike in the Philadelphia mills during the summer months. There has been an unusually heavy call for the better lines of rugs, the large carpet size rugs, in particular, retailing from \$35 to \$75 in Brussels and Axminsters and velvets.

Tactfully Telephoning For Trade.

Telephoning for trade is a new and original method of advertising or attracting attention to the merchandise of a store. When, at the inception of a season, a merchant receives a new line of goods which he desires to bring to the personal notice of his best customers, its use may prove effective.

By the old method of advertising it may be difficult to induce the people desired to visit the store. Letters require a physical effort to answer. Personal visits on the part of the merchant, or his representative, to the homes of customers are hard-

ly possible. Sending clerks or errand boys does not often result in returns.

Where a new line is first introduced and it is desired to have the special trade visit the store to inspect the goods there appears to be nothing more effective than the use of the telephone. By this means the merchant can communicate directly with his customer, inform him that the new line of goods just received, whether it be clothing or furnishings, is of an unusually attractive kind, and, believing that Mr. So-and-So would like to inspect them before they are put into the stock, the matter is brought to his attention. In most cases a direct promise can be obtained from the customer to call and look the goods over. He looks upon the matter as directed to him personally, that the merchant seeks to give him first choice of the very newest things, and he feels immensely pleased with having thus been communicated with.

Almost every town has a class of people who think the home stocks are hardly good enough, and when they want their choicest merchandise they get aboard the train and visit the nearest metropolis.

If the telephone is tactfully used by merchants when they receive new lines which will be of interest to their bon ton customers, such personal talks will appeal to this class of people. The time should be propitious to their wants, so as to insure buying when they visit the store, otherwise the effort would be ineffectual.

We have talked with a number of the leading clothing and furnishing goods merchants in New York on this subject. The idea was new to them. They had either sent out circulars or personal representatives to the homes of particular customers, when desiring to bring new lines to their notice, but the telephone and its possibilities had never occurred to them. They thought it a capital scheme, which ought to be productive, and concluded to make use of it forthwith.—Apparel Gazette.

Germany Will Make Matches Without Phosphorus.

By a law of May 10, 1903, Germany forbade the use of white phosphorus in the making of matches. A new material, made of non-poisonous red phosphorus and chloroauric kali, is to be substituted in the Government works for the deleterious and oftentimes more dangerous white phosphorus. A commission of experts appointed by the Government defends itself against the claim that the new material, which lights at a point about 100 degrees (160 degrees to 180 degrees Cel.) Reaumur, is of little more value than the white phosphorus match-making material, which lights at 50 degrees to 80 degrees Cel. In spite of its high igniting point, the new material may be lighted by scratching on almost any material—sandpaper, bricks, boards, soles of shoes, rough clothing, etc. Great gain attaches to the fact that it does not ignite easily, hence removing or minimizing the danger from fire.

How important this is appears when one is reminded of fires caused by the ignition of white phosphorus matches by the sun's rays. In regard to danger to employees, the Commission says explosions are practically impossible with the new material.

The fact that the new material contains only 15 per cent. of lead, while all others contain from 18 to 45 per cent., is in its favor. Matches made of the new material in 1898, when the government first bought the rights thereto, were found to be as good in 1903 as they were when made. The new kind cost \$1.50 per 100,000 matches for the cheapest, and the dearest \$1.93. The prices of the others run between \$1.40 and \$1.23.

No Apologies to Offer.

"Sir," said the caller, pale with anger, "you had an item about me in your paper this morning in which you said I was 'torturing the Western cities with a lecture of political economy.' I shall ask you to apologize and retract. If you don't, you will get into trouble!"

"Sir," replied the editor of the Daily Bread, "I will acknowledge that an explanation is due you. I did not intend to say you were torturing the Western cities with your lecture. I wrote it 'touring,' but since then I have read the lecture, and have decided to stand by the item. There will be no apology and no retraction."

Beckoning for his fighting editor he waited for the trouble to begin.

Riches come better after poverty than poverty after riches.

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

BUY OF YOUR JOBBER

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS BY 2 OZS

"IMPERIAL" COMPUTING SCALE

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB

BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE—30 DIFFERENT KINDS OF SCALES

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2.00
3 Quires, 240 pages.....	2.50
4 Quires, 320 pages.....	3.00
5 Quires, 400 pages.....	3.50
6 Quires, 480 pages.....	4.00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880 invoices.....\$2.00

Tradesman Company
Grand Rapids, Mich.

HOME INDUSTRY

\$12 TO \$20 WEEKLY



EASILY EARNED KNITTING SEAMLESS HOSIERY, Etc., for us to sell the New York market. Machines furnished to trustworthy families on trial; easy payments. Simple to operate; knits pair socks in 30 minutes. Greater and faster than a sewing machine. Write today and start making money; our circular explains all; distance no hindrance. Address

HOME INDUSTRIAL KNITTING MACHINE CO.,
HOME OFFICE, WHITNEY BLDG.,
DETROIT, MICH.
Operating throughout the United States and Canada.

MEN'S FURNISHINGS

We can fit you out from the top of your head to the sole of your foot.

Hats, Caps, Neckties, Collars, Cuffs, Underwear, Socks, Negligee, Jersey and Wool Shirts; Suspenders, Hose Supporters, Collar Buttons, Cuff Buttons, Kersey Pants, Overalls, Denim Jackets, Otis Check Jackets, Mackinaw, Duck and Covert Coats.

Our stock is complete and our prices are right.
Ask our agents to show you their line.

P. Steketee & Sons, Wholesale Dry Goods,
Grand Rapids, Mich.

Clothing

General Review of the Clothing Situation.

Clothing manufacturers are getting some business in the way of duplicate orders, although the volume coming to hand through the mails is not large.

Most of the supplementary orders are from New England, the West, and city and nearby trade. Some are for double-breasted sacks, and principally from retailers who had not previously the confidence in this garment entertained by New Yorkers. Local clothiers are also reordering on this garment, having learned from the business done that the season will run strong on it. Reorders have also been received for three-quarter length fall overcoats in black and Oxford thibet, unfinished worsteds and vicunas. Nearby and distant mails also bring in many reorders for rain coats, which seem to be hard to get. Few of the manufacturers have any stock, and what is ordered has to be made up.

Although business is not quite as brisk as it might be, wholesalers are optimistic as to the outcome of the season. They excuse its present tardiness on the ground that retailers have as yet hardly had a chance to dispose of much of their new merchandise. New York City is looked to for a larger reorder business than other sections, as local buyers have been most conservative, buying light where the rest of the country bought a full season's supply, or nearly so.

In the business daily coming to hand from all sections the manufacturers see that New York retailers are not up to other large cities. That there is some other cause for it than the weather is evident, for merchants declare the weather conditions perfect. Blame is laid to the scarcity of money among the masses of unemployed and others who are affected by the long tie-up in the building trades, due to the protracted strike. Augmenting this is the economy forced upon thousands of people employed in business, who put their savings of years and surplus earnings, as fast as accumulated, into steel stock. We are brought into contact with many such instances in our minglings with the merchants, some of whose employes have been so severely affected by the Wall Street slump

that they are almost in dire need. As a result some merchants have issued orders that any employee desiring to speculate must resign his position. A year ago the strongest savings institutions in the city refused to accept deposits of \$500 or more, stating to the intending depositors that they had all the money they could handle, and more. At present they are willing to take money in any amount, no matter how large, even soliciting deposits, saying that they feel the need of it, as the working people are withdrawing their savings so fast as to indicate they are driven to this extreme. These are significant straws indicating conditions confronting the merchants of Greater New York.

Business among the retail clothiers, however, is not actually bad. Very few report that they made a gain in September over last year. The majority report a falling off in receipts. Yet conditions were different. Last September was warm and retailers were selling summer clothing at a sacrifice most of that month. This September saw them out with heavyweights, on which they have done a fair business. Consequently they have made a profit this September as against a loss, although larger receipts, last year. Double-breasted sack suits are selling so well that clothiers have had to augment their stocks; they had bought too lightly of them in the first place. Some report that their sales of double-breasted is half, others a third, and so on. At any rate, all are now confident that the season will be unprecedented for its run on this style of garment. Many think it equally strong for next spring. Sales are for the most part confined to thibets and staple black suits, or have been up to this writing, as it is the best part of the season for blacks. Fancies are beginning to receive more attention.

The weather has been so favorable to top coats and fall overcoats that almost every retailer tells a story of record sales. The best sellers are the three-quarter lengths, falling to just below the knees, or forty inches, in black and oxford thibet, unfinished worsteds and vicunas. Good merchandise is offered in the wools and worsteds, all silk-lined to the face, at \$15.

Although top coats—the short, boxy garments in covert cloths—are

selling, their number is gradually growing less by reason of the increasing popularity of the rain coat, with its adaptability to almost all occasions.

In New York the trend of fashion raincoatward amounts almost to a craze. It is much like the run on heavy ulsters several years ago, which became so pronounced that the regular overcoat was for a time on the decline. It is predicted that it will be just so now with the rain coat and the top coat.

The limit is rapidly being reached, if it is not already, in the rain coat, when garments are being retailed as low as \$5, \$6.75 and \$7. There must be a change in the garment soon or the introduction of cheap cotton fabrics will run it into the ground. To continue popular the garment must be kept to a higher standard. Just now there is an interesting war of prices on between certain retailers in New York, each of whom is striving to see how cheap he can produce rain coats to be used as bait. Some of

these rain coats have been cravenetted and bear the genuine stamp, while others have been proofed by other processes and carry a misleading stamp. In getting up these cheap garments the department store buyers go to cheap east side clothiers, get them to procure low-grade cottons from the mills, have them cravenetted when they can influence the company to do it, if not, proofed by some other concern, and then they are made up as cheaply as the labor can be had to work. If persisted in these shoddy goods will inflict great injury to rain coats of the genuine sort turned out by legitimate methods, and kill the fashion before it has had a chance to attain the height of its popularity.—Apparel Gazette.

It is usually imagined that the incandescent electric light gives out very little heat. As a matter of fact, only 6 per cent. of its energy goes to make light, while 94 goes into heat.

We aim to keep up the standard of our product that has earned for us the registered title of our label.

"The Clothing that makes Rochester famous."
REGISTERED BY Solomon Bros. & Lempert, 1900.

Detroit Sample Room No. 17 Kanter Building
M. J. Rogan, Representative

William Connor, President.

Wm. Alden Smith, Vice-President.

M. C. Huggett, Secretary and Treasurer.

The William Connor Co.

28 and 30 S. Tonia St., Grand Rapids, Mich.

Wholesale Clothing

Established 1880 by William Connor. Its great growth in recent years induced him to form the above company, with most beneficial advantages to retail merchants, having 15 different lines to select from, and being the only wholesale READY-MADE CLOTHING establishment offering such advantages. The Rochester houses represented by us are the leading ones and made Rochester what it is for fine trade. Our New York, Syracuse, Buffalo, Cleveland, Baltimore and Chicago houses are leaders for medium staples and low priced goods. Visit us and see our FALL AND WINTER LINE. Men's Suits and Overcoats \$3.25 up. Boys' and Children's Suits and Overcoats, \$1.00 and up. Our UNION-MADE LINE requires to be seen to be appreciated, prices being such as to meet all classes alike. Pants of every kind from \$2.00 per doz. pair up. Kerseys \$14 per doz. up. For immediate delivery we carry big line. Mail orders promptly attended to. Hours of business, 7:30 a. m. to 6:00 p. m. except Saturdays, and then to 1:00 p. m.

**PAN-AMERICAN
GUARANTEED CLOTHING**



WILE BROS. & WEILL BUFFALO, N. Y.

Stands the light—it bears critical inspection. It's all wool and well made, good substantial trimmings, haircloth, linen canvas, every seam stayed—and it's guaranteed. "A New Suit for Every Unsatisfactory one." We put the union label on it too—we can sell better finished clothing now for our old prices. Men's Suits and Overcoats \$3.75 to \$13.50. Boys' and Children's Clothing—a full line from lowest to highest grade. Every line with a little extra profit to the dealer.

Detroit office at 19 Kanter Building has samples—salesmen have them, too.

And we're all ready to tell you about our Retailers' Help Department.



Increasing Trade and Holding It.

In these days of wide-awake merchandising and original methods of increasing one's business, and at the same time taking care of old customers, every novel idea, if practical, is worthy of consideration. How to increase trade and hold it interests every progressive man in business. This department is devoted to exploiting the practical and successful methods of live stores.

A novel plan for augmenting sales and holding customers to the store has been in use at Chapman's for some time. This is a small clothing store located in the heart of the business and financial district of New York. Popular and high-grade lines of apparel are carried, ranging in price from about \$12 the suit up, with most of the business done on suits and coats around \$25. The trade is drawn from the business men in that section—men who come to business from uptown, Long Island, New Jersey and other nearby points. They are all good dressers and particular about their apparel.

A customer on purchasing a suit is informed that it will be kept in condition, pressed and repaired, free of charge, as long as the suit lasts. In the basement a series of wardrobes have been built in a space handy to the dressing rooms. The customer is told that it might be a convenience to have two suits of clothes, one of which can be kept at the store, pressed and in condition to put on at any time. The business man, after wearing one suit a while, goes to the store on his way home late in the afternoon and changes his clothes for the suit newly pressed, leaving the worn one for pressing and to be held in reserve for use when needed.

The scheme strikes the customer as one that will render his clothing more serviceable and lasting, and he oftentimes buys two suits where his original intention was to get one.

When clothing purchased is sent home there is a neatly printed card enclosed in the parcel, informing the purchaser that clothing is pressed and repaired, so long as in use, free of charge, and that the wardrobes and dressing rooms of the store are at his disposal.

Chapman's also places clothing of customers in storage from season to season. At the end of the summer customers who have clothes they want carried over until the next summer have them sent for. The store has cedar chests in a cool spot in the basement, where clothing is kept in cold storage and free from moths.

Clothiers have customers who would be immensely pleased with such attentions, and would gladly avail themselves of similar opportunities. It is an accommodation which merchants in large cities and good-sized towns can well afford to extend to their customers. It keeps them in constant touch with the store, places them under an obligation which they will unconsciously feel is only a willing service cordially extended. It will, therefore, seldom be abused. It is surprising how many extra pieces of clothing men find they need when

visiting the store, and from time to time small purchases are made, such as a fancy waistcoat or two, a pair of trousers, etc. And the merchant realizes that there is a constant source of income from the customer's taking advantage of this business hospitality.—Apparel Gazette.

Effects of Wind on Show Windows.

The violent gales that visited the coasts recently created much havoc among the show windows. According to the most conservative estimates of plate glass manufacturers and insurance underwriters, \$35,000 worth of plate glass show windows, over 6 by 10 feet in size, were broken by the recent heavy gales in New York City. This estimate refers only to the business section and does not include windows in smaller stores, hotels, apartment and private houses all over Greater New York, smaller than 6 by 10 feet, which is the average size for a window. They range from that to 12 by 20 feet, the largest show window made, and of which there are only a very few in the country. Strange as it may seem, the larger windows withstand the force of a heavy wind and pelting rain better than smaller panes do. Counting the smaller windows, it is estimated that in the two heaviest storms \$80,000 worth of glass was broken in New York City, about two-thirds of which was covered by insurance. This was a record blow.

Buying a plate glass window is very much like buying a pair of patent leather shoes—largely a question of luck. "The makers will not guarantee them not to crack." This was demonstrated in one of the heavy blows lately experienced. Two 6 by 10 foot windows, made from the same "rolling," cut from the same huge piece, and placed side by side, behaved quite differently in a gale of wind. One snapped like a clay pipe-stem at the first shock of the storm and the other held its own in a terrific beating for three hours. As one manufacturer expressed it, "A plate glass window is as uncertain as a race horse. No one can tell precisely what it is going to do."

Nearly two-thirds of the plate glass used in this country, aside from large shipments abroad, come from foundries within a radius of thirty miles of Pittsburg, Pa. There are also foundries in Indiana and Missouri, but the greatest source of supply is Pittsburg.

The commercial standard for plate glass is one-quarter of an inch. All show windows are of that thickness. For large windows it could not be made thicker than that, because the enormous pots that supply the huge rollers are not large enough to hold the metal. Plate glass is made all the way from one-quarter to one and a quarter inches thick, but nothing thicker than the first is ever used in show windows. The thicker grades are manufactured into what are called "deal" plates for cashiers' and tellers' windows in banks. A 6 by 10 foot window costs at the factory from \$50 to \$75 for a quarter-inch thickness. To double the thickness would be to treble the cost, irrespective of

size. This is another reason why big windows are not made of thick glass.

Never be alarmed when you see a huge plate glass window sway one-eighth or even one-quarter of an inch from the center to the side, heaving like a smooth sea on a still summer day. It is safer that way, manufacturers say, than if it were as rigid as a piece of sheet iron. The chances of its breaking are very much less. A sheet of glass 8 by 12 feet is sure to give one-eighth of an inch at least.

Many New York merchants who have had costly experience with the heavy gales have learned how to protect their windows. During the last big storm they shored the center of their windows with boards, propped up by furniture, desks, safes, boxes, or anything else handy at the time. Others put up an iron arrangement with rubber pads, something like the frames and parallel bars gymnasts use on the stage. These men saved their windows. The center of a large pane is always its weakest part. If it is protected there it can nearly always be saved.

The average plate glass window should not break under the weight of a man weighing 160 pounds if he uses ordinary care. Window cleaners and window dressers constantly mount rubber-padded ladders leaned against the glass and never break it. This pane will stand the shock of a pistol without shattering. The bullet goes through it, leaving a hole as clean as though cut with a diamond. But a gale of wind, squarely directed, will break a glass.

Made on Honor and Sold on Merit Buy Direct from the Maker



We want one dealer as an agent in every town in Michigan to sell the Great Western Fur and Fur Lined Cloth Coats. Catalogue and full particulars on application.

Ellsworth & Thayer Mfg. Co.
MILWAUKEE, WIS.
B. B. DOWNARD, General Salesman

When You Put on a Pair of Gladiator All Wool \$3 Trousers

you are immediately conscious of an indefinable something that distinguishes them from any other kind. The high excellence of their make-up, combined with the beautiful material used, places them in the class of custom work only.

"GLADIATOR" MEANS BEST



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

CARRY IN YOUR STOCK SOME OF OUR WELL-MADE, UP-TO-DATE, GOOD-FITTING SUITS AND OVERCOATS AND INCREASE YOUR CLOTHING BUSINESS. GOOD QUALITIES AND LOW PRICES

Samples Sent on application. Express prepaid

M. I. SCHLOSS

Manufacturer of Men's and Boys' Suits and Overcoats
143 Jefferson Ave., Detroit, Mich.

JOHN GRAHAM

Does Not Propose to be Sidetracked by His Son.

Carlsbad, October 4.

Dear Pierrepont—I'm sorry you ask so many questions that you haven't a right to ask, because you put yourself in the position of the inquisitive bull pup who started out to smell the third rail on the trolley right-of-way—you're going to be full of information in a minute.

In the first place, it looks as if business might be pretty good this fall, and I'm afraid you'll have your hands so full in your place as assistant manager of the lard department that you won't have time to run my job, too.

Then I don't propose to break any quick promotion records with you, just because you happened to be born into a job with the house. A fond father and a fool son hitch up into a bad team, and a good business makes a poor family carryall. Out of business hours I like you better than anyone at the office, but in them there are about twenty men ahead of you in my affections. The way for you to get first place is by racing fair and square, and not by using your old daddy as a spring-board from which to jump over their heads. A man's son is entitled to a chance in his business, but not to a cinch.

It's been my experience that when an office begins to look like a family tree you'll find worms tucked away snug and cheerful in most of the apples. A fellow with an office full of relations is like a sow with a litter of pigs—apt to get a little thin and peaked as the others fat up. A receiver is next of kin to a business man's relatives, and after they are all nicely settled in the office they're not long in finding a job for him there, too. I want you to get this firmly fixed in your mind, because while you haven't many relatives to hire, if you ever get to be the head of the house you'll no doubt marry a few with your wife.

For every man that the Lord makes smart enough to help himself He makes two who have to be helped. When your two come to you for jobs, pay them good salaries to keep out of the office. Blood is thicker than water, I know, but when it's the blood of your wife's second cousin out of a job, it's apt to be thicker than molasses—and stickier than glue when it touches a good thing. After you have found ninety-nine sound reasons for hiring a man, it's all right to let his relationship to you be the hundredth. It'll be the only bad reason in the bunch.

I simply mention this in passing, because, as I have said, you are not likely to be hiring men for a little while yet. But so long as the subject is up I might as well add that when I retire it will be to the cemetery. And I should advise you to anchor me there with a pretty heavy monument, because it wouldn't take more than two such statements of manufacturing cost as I have just received from your department to bring me back from the graveyard to the Stock Yards on the jump. And until I do retire you don't want to play too

far from first base. The man at the bat will always strike himself out quick enough if he has forgotten how to find the pitcher's curves, so you needn't worry about that. But you want to be ready all the time in case he should bat a few hot ones in your direction.

Some men are like oak leaves—they don't know when they're dead, but still hang right on; and there are others who let go before anything has really touched them. Of course, I may be in the first class, but you can be dead sure that I don't propose to get into the second, even although I know a lot of people say I'm an old hog to keep right along working after I've made more money than I know how to spend, and more than I could spend if I knew how. It's a mighty curious thing how many people think that if a man isn't spending his money their way he isn't spending it right, and that if he isn't enjoying himself according to their tastes he can't be having a good time. They believe that money ought to loaf; I believe that it ought to work. They believe that money ought to go to the races and drink champagne; I believe that it ought to go to the office and keep sober.

When a man makes a specialty of knowing how some other fellow ought to spend his money he usually thinks in millions and works for hundreds. There's only one poorer hand at figures than these over-the-left financiers, and he's the fellow who inherits the old man's dollars without his sense. When a fortune comes without calling it's apt to leave without asking. Inheriting money is like being the second husband of a Chicago grass-widow—mighty uncertain business, unless a fellow has had a heap of experience. There's no use explaining when I'm asked why I keep on working, because fellows who could put that question wouldn't understand the answer. You could take these men and soak their heads overnight in a pailful of ideas and they wouldn't absorb anything but the few loose cuss-words that you'd mixed in for flavoring. They think that the old boys have corralled all the chance and have tied up the youngsters where they can't get at them; when the truth is that if we all simply quit work and left them the whole range to graze over, they'd bray to have their fodder brought to them in bales, instead of starting out to hunt the raw material, as we had to. When an ass gets the run of the pasture he finds thistles.

I don't mind owning up to you, though, that I don't hang on because I'm indispensable to the business, but because business is indispensable to me. I don't take much stock in this indispensable man idea, anyway. I've never had one working for me, and, if I had, I'd fire him, because a fellow who's as smart as that ought to be in business for himself; and if he doesn't get a chance to start a new one, he's just naturally going to eat up yours. Any man can feel reasonably well satisfied if he's sure that there's going to be a hole to look at when he's pulled up by the roots.

I started business in a shanty, and



Lot 125 Apron Overall

\$8.00 per doz.

Lot 275 Overall Coat

\$8.00 per doz

Made from 240 woven stripe, double cable, indigo blue cotton cheviot, stitched in white with ring buttons.

Lot 124 Apron Overall

\$5.25 per doz.

Lot 274 Overall Coat

\$5.75 per doz

Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

Lot 128 Apron Overall

\$5.00 per doz.

Lot 288 Overall Coat

\$5.00 per doz

Made from black drill, Hart pattern.

THE
DEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

Retailers

Put the price on your goods. It helps to
SELL THEM.

Merchants' Quick Price and Sign Marker

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34 Canal Street,
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Oleomargarine Stamps a specialty. Get our prices when in need of Rubber or Steel Stamps, Stencils, Seals, Checks, Plates, etc. Write for Catalogue.

Safeguard Your Office and Business!

Investigate the many advantages to be gained by securing the services of our Auditing and Accounting Department.

We open the books of New Companies, install new and modern methods adapted to all classes of business and arrange for the periodical audit of same. Write us today for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.
(Established 1889)

LIGHT



The "Best" Light

Brighter than Electricity or Acetylene and Cheaper than Kerosene

Makes and burns its own gas. It is portable. Requires no pipes, wires or gas machine. A safe, pure white, powerful steady light. 100 candle power costs 2 cents for fifteen hours. Permitted by Fire Insurance Underwriters. No wicks to trim, no smoke or smell. Saving effected by its use quickly pays for it. Over 100 styles for indoor and outdoor use. This is the Pioneer Incandescent Vapor Gas Lamp. It is perfect. Beware of imitations. Agents wanted everywhere. Every lamp warranted. THE BEST LIGHT CO., 82 Fifth Street, Canton, Ohio.

LIGHT

I've expanded it into half a mile of factories; I began with ten men working for me, and I'll quit with ten thousand; I found the American hog in a mud puddle, without a beauty spot on him except the curl in his tail, and I'm leaving him nicely packed in fancy cans and cases, with gold medals hung all over him. But after I've gone some other fellow will come along and add a post graduate course in pork packing, and make what I've done look like a country school just after the teacher's been licked. And I want you to be that fellow. For the present, I shall report to the office as usual, because I don't know any other place where I can get ten hours' fun a day, year in and year out.

After forty years of close acquaintance with it I've found that work is kind to its friends and harsh to its enemies. It pays the fellow who dislikes it his exact wages, and they're generally pretty small; but it gives the man who shines up to it all the money he wants and throws in a neap of fun and satisfaction for good measure.

A broad-gauged merchant is a good deal like our friend, Doc Graver, who'd cut out the washerwoman's appendix for five dollars but charge a thousand for showing me mine—he wants all the money that's coming to him, but he really doesn't give a cuss how much it is, just so he gets the appendix.

I've never taken any special stock in this modern theory that no fellow over forty should be given a job, or no man over sixty allowed to keep one. Of course, there's a dead line in business, just as there is in preaching, and fifty's a good, convenient age at which to draw it; but it's been my experience that there are a lot of dead ones on both sides of it. When a man starts out to be a fool, and keeps on working steady at his trade, he usually isn't going to be any Solomon at sixty. But just because you see a lot of bald-headed sinners lined up in the front row at the show, you don't want to get humorous with every bald-headed man you meet, because the first one you 'ackle may be a deacon. And because a fellow has failed once or twice, or a dozen times, you don't want to set him down as a failure—unless he takes failing too easy. No man's a failure until he's dead, or loses his courage, and that's the same thing. Sometimes a fellow that's been batted all over the ring for nineteen rounds lands on the solar plexus of the proposition he's tackling in the twentieth. But you can have a regiment of good business qualities, and still fail without courage, because he's the colonel, and he won't stand for any weakening at a critical time.

I learned a long time ago not to measure men with a foot rule, and not to hire them because they were young or old, or pretty or homely, although there are certain general rules you want to keep in mind. If you were spending a million a year without making money, and you hired a young man, he'd be apt to turn in and double your expenses to make the business show a profit of five hun-

dred thousand, and he'd be a mighty good man; but if you hired an old man, he'd probably cut your expenses in half and show up the half million saved on the profit side; and he'd be a mighty good man, too. I hire both and then set the young man to spending and the old man to watching expenses.

Of course, the chances are that a man who hasn't got a good start at forty hasn't got it in him, but you can't run a business on the law of averages and have more than an average business. Once an old fellow who's just missed everything he's sprung at gets his hooks in, he's a tiger to stay by the meat course. And I've picked up two or three of these old man-eaters in my time who are drawing pretty large salaries with the house right now.

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Watch the Expense Account.

If a store makes a profit of \$1,500 more this year than it did last there is hearty rejoicing in the minds of the members of the firm; if it makes but \$1,200 when \$1,500 was expected there is a wonderment as to why the profits are \$300 short of careful estimates of what should have been done.

Many retailers do not stop to figure on expenses closely enough to see that an extra dollar a day saved or spent will make a big difference in the balance sheet of a store when the reckoning of the year is made. A single dollar a day split up into quarters or dimes will make a difference of three hundred dollars in the year's profits and three hundred dollars will buy a great big lot of many sorts of stock.

Probably more than two-thirds of the retailers of the country fail to make any regular appropriations for fixed expenses and a small extra allotment for expenses that are liable to appear every week with no provision for their payment. This great body of retailers can make and save for themselves hundreds of thousands of dollars every year by more careful attention to the expenses of their business and the manner in which money goes out of the cash box.

Rents are absolute, so are taxes and clerk hire. Advertising is elastic and necessarily so according to possibilities and probabilities. Fuel and lights can be readily fixed. The cost of openings and unusual displays can be governed. Gifts to charitable causes, churches and philanthropic enterprises can also be closely watched. Small running expenses of all sorts can be closely determined after six months or a year of business. Yet it is entirely safe to assert that two-thirds of the retailers of the country never figure such things.

Much less do these two-thirds consider the items that cost money every day—small matters that little is thought about, but which count dimes and quarters often and too fast. It is a bit from the hardware store, a small amount from the stationer's, a trifle from the drug store and so on.

She Could Help Him Out.

A good story is told of a ne'er-do-well who lived—and, for that matter probably still lives—in a little town not a thousand miles from Grand Rapids. It seems that the gentleman who tells the story was once walking down the main street of the place when he saw this old fellow working on the fence and looking unusually pleased.

"You seem to be happy this morning," I remarked.

"Ya-as," drawled Silas, "I've been a gettin' married this mornin'."

"Married? You? Why, Silas," I exclaimed, "what on earth have you done that for? You can't even support yourself as it is."

"Wall," said Silas, "you see this is the way: I ken purty near support myself, an' I think it's a great pity if she can't help some."

A wise man adapts himself to circumstances, as water shapes itself to the vessel that contains it.

We call special attention to our complete line of

Saddlery Hardware

Quality and prices are right and your orders will be filled the day they arrive.

Special attention given to mail orders.

Brown & Sehler

Grand Rapids, Mich.

We have good values in Fly Nets and Horse Covers.

How About Your Credit System?

Is it perfect or do you have trouble with it?



Wouldn't you like to have a system that gives you at all times an

Itemized Statement of Each Customer's Account?

One that will save you disputes, labor, expense and losses, one that does all the work itself—so simple your errand boy can use it?

SEE THESE CUTS?



They represent our machines for handling credit accounts perfectly. Send for our catalogue No. 2, which explains fully.

THE JEPSON SYSTEMS CO., LTD., Grand Rapids, Michigan



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

G. J. JOHNSON CIGAR CO., M'F'RS, Grand Rapids, Mich

Tents, Awnings, Flags, Seat Shades, Umbrellas And Lawn Swings



Send for Illustrated Catalogue

CHAS. A. COYE, Grand Rapids, Michigan

11 and 9 Pearl Street

Shoes and Rubbers

Bill Smith's Experience as a Shoe Salesman.

While there is to-day a noticeable scarcity of capable traveling shoe salesmen there is no limit to the number of men who believe they could make a success in this capacity, at least so say the managers of sales departments of many shoe manufacturing and jobbing concerns.

The foregoing information brings to mind the experience of a young fellow up in Michigan whom we will call Bill Smith. About eight years ago Bill, who was then twenty-two, decided that it was time for him to get into business and in some manner he convinced his father the idea was good.

Smith, Sr., was the owner of a store building and as the town was not large Smith & Son started business in a fair way with \$1,000 and Bill was given a half interest in the business, although Smith, Sr., put up all the cash. Bill managed the business, as his father held a county office and that required nearly, if not all, of his time.

Business was not very good with the new firm and before the end of the first year Bill was convinced that he was designed for greater things. In some way he obtained a chance to go "on the road" for a wholesale house—on a commission basis—and decided to accept.

A customer was found for the stock and Smith & Son were succeeded by a couple of young German farmers.

After the deal was closed Smith, Sr., gave Bill \$500, which represented his original interest in the business. Bill left within a few days for the wholesale house and a week later he went forth with a trunk full of samples and a heart equally supplied with courage.

Bill lasted just six weeks from the day he started out and during that time he sold goods enough to almost pay his railroad fares.

While traveling nights and when trying to sleep in hard beds in poor hotels Bill found plenty of time to think, and after going over the situation several times he concluded he had been a fool. After turning in his samples at the wholesale house and listening to the regrets of the head of the firm, Bill started for home and arrived there in a few hours, although it seemed to him the end of the journey would never be reached.

Smith, Sr., was glad to see the boy and, remembering that he was once young, believed that his son had learned a good lesson. The father was right, for Bill had lost all desire to become a shining light in the traveling fraternity.

In the meantime the boys who bought the stock had come to believe that farming was far more to their liking than store-keeping and promptly accepted an offer made by Smith, Sr.

Bill was again placed in charge of the business and immediately displayed a degree of interest and energy which denoted that he intended to make a success of it. His efforts were

not without reward, for within two years Bill had received a sufficient amount of money as his share in the profits of the firm to purchase his father's interest.

The next thing Bill did was to get married, and here, too, good judgment was in evidence, for the girl he eventually won and led to the marriage altar was the daughter of a prosperous retired merchant.

Mrs. Bill had a host of relatives, nearly all of them prosperous farmers of the neighboring country and they were soon trading with Bill.

The wife proved a great helpmeet to him in every way and, much to the surprise of the good people of the town, she soon made her appearance at the store on busy days and assisted in waiting on customers. The astonishment which was caused by her unexpected action was soon replaced by a strong sentiment of respect and commendation.

The growth of the business has gone steadily on, and to-day Bill Smith, with the help of his wife, is owner of the building in which is located the largest store of its kind in town. Moreover, there is a nice balance in the bank and a house and two lots down the street which were obtained from the same source.

So much for the story of Bill Smith, who discovered in time that he was not made to achieve honors as a traveling salesman and was content to acquire honor and a competency in a country town.—Shoe Trade Journal.

When Love Waned.

"You admit," said the attorney for the plaintiff in the breach of promise case, "that you were engaged to my client?"

"I do," admitted the defendant.

"And presumably you loved her?"

"I did."

"And yet you broke the engagement. Why was that?"

"Love had waned."

"Oh, love had waned, had it? Do you know why?"


"Yes, sir."

"Do you know when it first began to wane?"

"The first time I saw her adopt the prevailing feminine fashion of riding a horse astride. That smashed a love dream, sir, and smashed it good and plenty."

The lawyer for the plaintiff gave the jurors a quick look and he knew then that the case was lost.

However little they may like to buy our meat or other products it is certain that the Germans have a growing fondness for the American made shoe. It is odd that so few shoes are made in Germany. In 1900 that country's imports of that product amounted to 792 tons, of which American contribution was less than 5 per cent, but in the first six months of 1903 the Americans' share of the trade amounted to 14 per cent. It is generally agreed that the American made shoe is more popular than any other in Germany and that there is a splendid field for our shoemakers in that country.

No matter how much you praise a shoe, unless the shoe itself backs up what you say it's a failure. 

When we say that our Hard Pan Shoes wear like iron, and that they are the greatest wearing shoes that can be put together out of leather, we know that the shoes will back it up. The past record of our Hard Pan line proves all we say for it.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan

When Looking

over our spring line of samples which our men are now carrying

Don't Forget

to ask about our KANGAROO KIP Line for men, and what goes with them as advertising matter. Prices from \$1.20 to \$2.50. Strictly solid. Best on earth at the price.

GEO. H. REEDER & CO., Grand Rapids, Mich.

The Lacy Shoe Co.

Laro, Mich.

Makers of Ladies', Misses', Childs' and Little Gents'

Advertised Shoes

Write us at once or ask our salesmen about our method of advertising.

Jobbers of Men's and Boys' Shoes and Hood Rubbers.

Announcement

WE TAKE great pleasure in announcing that we have moved into our new and commodious business home, 131-135 N. Franklin street, corner Tuscola street, where we will be more than pleased to have you call upon us when in the city. We now have one of the largest and best equipped Wholesale Shoe and Rubber Houses in Michigan, and have much better facilities for handling our rapidly increasing trade than ever before. Thanking you for past consideration, and soliciting a more liberal portion of your future business, which we hope to merit, we beg to remain

Yours very truly,

Waldron, Alderton & Melze,
Saginaw, Mich.

MERIT OF SIMPLICITY.

Never a Time When It Was More Needed

For most of us in these busy days life has become a very complex affair. Competition is severe; we are driven to exert ourselves to the utmost; we work very hard, we play very hard, take little rest, and altogether seem to have little time or inclination for the more quiet life, with its simple, receptive moods. In this strenuous living we think it a good plan to be as wise and as clever as our endowment of brains will permit. We try hard to appear knowing. We disparage not only the simple, homely manner of living, but also the simple, childlike nature, and feel tolerably certain that we must look to experience and prudence to see into the depths of things. We are very much inclined to doubt, nowadays, whether the simple, straightforward, unsophisticated nature is to be prized greatly. Boys and young men look upon it as better to guard themselves against deception or imposition by studying to know the tricks and subterfuges of trade and morals. We are breeding a great many smart people; people who take pride in seeing how much they can underrate things and men. We give this atmosphere to our youth to breathe. We think it far more sagacious, more subtle, to appear knowing, and to intimate our suspicions of something underneath, than to take people and things for the best and open our minds for a frank reception of information. Not only do men lose something by this attitude, but they are often mistaken. All men in this world are not working with some hidden motive beneath the surface. All politics are not petty and personal; all charities are not for mere ostentation. Even bigotry is often honest, no matter how absurd it may be.

Now, the tone of our times is to be wise as the serpent—to look at everything knowingly, as though to say, "It looks well, but we know more than we care to tell." Now, it is certainly true that from him who is constantly meeting people on this guarded basis men turn away and do not give their confidence; and, what is of a good deal more importance, truth herself turns away. Of knowledge it is altogether true that you must go to meet her with open mind, ready to receive; and although often you may be deceived, still you must trust. Most of us have been deceived a good many times, but we can not suspect all men for all that; we must accept the next man who comes and believe in him until he proves his worthlessness. There are some men who are so knowing that they will trust no one, and instead of never being deceived they are deceived all the time.

There is a growing conviction among men that while complexity of life and shrewdness of intellect are necessary goods or evils in the present state of human society, still a little more simplicity of life and thought might be a good thing to have about, if we can have it without losing altogether the other things. It

is felt that the emphasis might be moved a little farther away from complexity and sophistication and brought along a bit toward simplicity, and the world would be the better for it. Such books as Wagner's "Simple Life" and Hilty's "Happiness" and others of like import, that are being sold and read with as much eagerness and delight as the most popular novels, show that there is a consciousness on the part of large numbers of people of a real need which this sort of literature supplies.

A wise man has lately said that simplicity solves more moral and social problems than perhaps any other quality. Even in the house of wisdom simplicity is at home. We think it awkward, most of us, to be with learned men of whose work we know nothing. We turn aside to give ourselves a little private tuition before we come into the presence of wisdom; we prepare ourselves for the new book, the new picture, the great traveler, the warrior, the philosopher. We propose to please them with wisdom; to talk to them of things in which they are supposed to be interested. And then, when Thackeray is very much bored by an essay on Fielding at a friend's house, and mortifies his host by stealing quietly upstairs to wake the children and tell them fairy stories; and when our famous saint and savant turns the conversation from the subject of the church to the best method of grape-raising, we are surprised that wisdom seems to love simplicity. We are surprised to find wisdom constantly turning to unaffectedness and frankness for companionship. But wisdom loves truth, and simplicity is truth. Thackeray fancied, perhaps justly, that the gentleman reading the essay was performing, but he knew the children upstairs were just what they seemed. Cardinal Newman suspected his visitor of talking about the church because he must needs do so, and so he began talking about grapes.

That is the reason many people do not care much for what is called society. We all like people—but it is people, not players, we like. It is an unending pleasure and interest to know how people live, what they think and read, and how they feel about this and that, and what their customs and habits are, and what they really love, and what they genuinely hate, and what their ambitions are, and whom they admire, and to whom they are indifferent—all these are wisdom's very food, the chief interest of mankind being to know mankind. But if one puts on airs for different occasions, if one is forever trying to appear something that one is not; if one conceals one's thoughts, and poverty, and real condition, and tricks one's self out in borrowed thoughts, in borrowed ambitions, in borrowed friends, even—why, then there is nothing but the rattling of dry bones beneath this fancifully arrayed figure.

Let a man investigate any subject, any system, and if he comes to it other than with a simple mind he learns little. What a turmoil there is in intellectual matters continually arising from the fact that men attack

a system, pass judgment on a social scheme, or criticize adversely a philosophy from the standpoint of a man with preconceived opinions about them. It is only here and there a wise man, who stops to lay aside his prejudices, who realizes how little he can know of any subject until he has rid himself of the idea that he already knows a good deal. If we strip the mind of its shams, of its incomplete learning, of its assumptions, of its pride, and clothe it in simplicity, then it is fitted to work for us. But she who knows a little music, and thinks she knows a great deal, never learns. He who is satisfied that he is clever never really becomes so; he who struts about in the uniform of a little learning, and is withal satisfied, never becomes wise.

We are in the midst of an age of such tremendous commercial activity and of social change that there is a temptation to underrate thought, to underrate the study of the theoretical side of questions. Action appeals to us as thought does not. We rush into action against crime and poverty and social degradation, forgetting that action, unless preceded by thought, is but wasted energy. There never was a time when a smattering knowledge of many things was so general, never a time when the sedate and calm study of questions was more necessary, never a time when simplicity needed more to be deified among us.

Frank Stowell.

The error of one moment becomes the sorrow of a whole lifetime.

It Has Been a Wet Fall



As a consequence you have sold more rubbers, particularly storm sandals and rubber boots, than usual at this season of the year.

Better re-order of us now on Bostons. Remember they are always durable, fit better and have more style and snap than ordinary rubbers. And be prepared to meet the large sale that always comes with the first snow storm.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Michigan

A Trade Mark



Worth Money to Shoe Dealers.

The Mayer trade mark is worth money to shoe dealers. It brings trade—NEW TRADE.

Enough money has been put back of it to induce thousands of people to insist upon being supplied with shoes bearing the Mayer trade mark. For further particulars address

F. MAYER BOOT & SHOE CO.
Milwaukee, Wis.



A Cosmopolitan Shoemaking City.

The rapid increase in the demand for help in the shoe factories of Lynn has brought to the city a cosmopolitan population very marked in its distinct elements.

Some years ago the influx began with the coming of the French-Canadians who came by progressive stages through the mill towns of Maine and New Hampshire to Lowell and Lawrence and gradually overflowed into Lynn.

To-day there is a French population of over 1,000 and they constitute a very respectable part of the people, having a church and parochial school and several fraternal societies.

Later have come the Armenians, Greeks and Italians, until now there are hundreds of the dark skinned natives of Southern Europe busily employed in the best shoe factories.

A prominent shoe manufacturer, whose special shoes are sold in foreign countries, recently said that he had found it a most interesting study to watch the development of these Armenians and Italians as they mingled with their fellow workmen of American parentage and gradually acquired the force and activity of the Yankee workmen.

Many of these foreigners come direct to Lynn from the vessel which brought them to this country. They are taken in hand by friends who have preceded them and given instruction in the easier parts of shoemaking, proving to be apt pupils and are very soon able to take a place and earn their own way.

They live cheaply and save their money, being little inclined to go about the bar rooms. They rapidly improve in their workmanship until they are advanced to the best work, and now some of the finest shoes in the city are turned out by Armenian and Italian workmen.

It is noticeable that they are eager to acquire the English language and the evening schools are attended by a large number. Many of them have sent for their women folks and hundreds of happy homes have been the result.

No Need of Custom Shoe Shops.

"It does my heart good," said an old-time foreman to the writer recently, "to see the wonderful improvement which has been made in the product of the shoe factory. Why, there is hardly any need of a custom shoe shop nowadays, so well do the shoes fit that are made in our factories. And, withal, they are handsome and neat as well as good fitting. The fact is, that the shoe manufacturer has been studying all these years how to fit the foot and still make a stylish shoe, and he has done it. Here, look at this object lesson which I have had these forty years." The retired foreman then produced a fine kid hand sewed, side-lace shoe of perfect workmanship. "This," he said, "is my wife's shoe, and is made on virtually the same last as were the first shoes I made for her when I was paying her court and anticipating the day when she would become the queen of my household. Then she was a slim girl of 18, and now she

is of matronly proportions. As she has grown I have added a little here and there to the lasts, principally on the sides and instep, but the shoe is just about the same as when the lasts were made. The result has been that she has never had corns, bunions or any other trouble with her feet, and she walks as easily to-day as when we sauntered down Lover's Lane. This is just what the progressive shoe manufacturer has done. He took the old square block of wood tapering toward the toe, and he added a little here and took off a piece there to conform with the shape of the human foot, as he had studied it. He summoned to his aid men of mathematical skill and as the last developed so did the patterns for the upper. The whims and foibles of women and men had to be overcome by the retailer many times, but he has done it, and thus all working have brought the shoe which allows the foot to tread as it should. The wonderful improvements in machinery have brought forth better materials and better workmanship, and the result is that to-day a woman can get as good, if not a better, pair of shoes for \$3.50 than she could have bought for twice that sum ten years ago. Look at this upper leather, too, as pliable and even as a piece of cloth. One can crumple it in any way desired and it is not damaged. When I was running a shop and bought the skins we used to draw our thumb along under the skin to find its evenness, and when we turned it over the fold could not be bent together for it would break. Now you can fold a skin like a piece of writing paper and run your thumb and finger along the fold and no hurt results. Then there is the Goodyear sewing machine, which has brought machine shoes very near, if not quite, to the comfort of hand sewed, and it is not necessary to 'break in' a shoe before wearing. Altogether the modern shoe is a delight to the eye and a pleasure to the foot, and I only wish I was in the game to help make it as I used to be."—Shoe Retailer.

The Fountain of Youth.

Like pretty much everything else, this matter of having children has two sides to it. As a great many children are failures and as children are the joint product of heredity and environment, both elements preponderantly under parental control, it would seem more sensible to say that there were too many people undertaking parental responsibility instead of too few. And, further, parenthood has many cares and sorrows and exasperations. Still, when all is said, how many persons who found themselves childless at forty-five have been able honestly to congratulate themselves?

Children have a use as an assurance against destitution and loneliness in old age. They are satisfactory to the vanity for family immortality. But more than these and all other advantages is the advantage of prolonging one's life. Growing children will keep any proper man or woman young in spirit and in mind, will retard the development of that sour yet

complacent cynicism which curses old age both for one's self and for those about one.

The man or the woman—again, the right sort of man or woman—who has children drinks every day a deep draught at the fountain of eternal youth.

A negro rushed almost breathlessly into a drug store and handed the clerk a slip of paper, on which was written: "One vaccine point, ten cents." On receiving it, the colored man turned the little package over and over, and failing to see any directions, said, "Say, boss, does yer take it in watah?"

If the roots be left bare the grass will grow again.

RUGS FROM OLD CARPETS THE SANITARY KIND

We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.

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This Elegant Display Case, filled with 2½ dozen 10 cent packages, \$2.40

One dozen packages for refilling case cost only 90 cents. Order a trial assortment—it pays well. Free Advertising Matter, etc., on request.

J. W. MEYER,

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Manufacturer of
Red Seal Brand Saratoga Potato Chips



CRISP CURRENCY.**Process by Which It Becomes Soft and Velvety.**

If experiments now in progress in Washington, under the auspices of officers of the Treasury Department, fulfill the promise of their present stage, the reign of the "crisp ten-dollar bill," or any other "crisp" bill so dear to the heart of the police reporter, has almost reached its end. Money turned out by the Bureau of Engraving and Printing will be of a soft and velvety texture. As these experiments are nearly complete, the predictions concerning the outcome of the applications of the new method of treating paper are all optimistic in the extreme, and they point to a revolution in the manufacture of paper money.

E. H. Fowler, chief draftsman of the Coast and Geodetic Survey, and D. N. Hoover, chief printer of the same bureau, are the men to whom the discovery of the new process is to be credited. By utilizing the chemical compound upon which they have been at work for five years it will be possible to have a bank note ready for circulation in sixty days less time than was required under the old method. This is regarded as very important in these days of great commercial activity, when, oftentimes, the demand for new money is urgent. Heretofore, in order to meet such demands, most careful planning has been necessary.

Besides rendering paper soft and velvety, the new process also makes it nonshrinkable, an accomplishment which has heretofore baffled the ingenuity of the paper manufacturer, and which, when applied to the printing of postage stamps alone, will make a saving of 20 per cent. in stock and work. Because paper shrinks after it has received the impression of the head of George Washington on the one side, in the manufacture of postage stamps, and the coating of mucilage on the other, and because no two sheets shrink alike, one-fifth are ruined in the process of perforation. Experiments just made under the new process eliminate all of this loss.

When Mr. Fowler took charge of the drafting division five years ago he was told by the chief printer that it was impossible to print the maps prepared in the drafting division, because there was no paper to be had which would not shrink and thus render the maps inaccurate as to scale, and consequently of no scientific value. All such maps, therefore, had to be copied by hand on hand-made linen paper manufactured especially for that purpose.

Mr. Fowler had taken a great interest in chemistry, and he at once began the series of experiments which two years ago resulted in the chemical solution which, when applied to paper, materially changes its quality. Paper so treated is declared to be "mellowed and unshrinkable." The process is not expensive.

It has been patented, both in the United States and foreign countries, and, although no publicity has heretofore been given to the discovery of

Messrs. Fowler and Hoover, the large paper manufacturers of this country have heard of the results accomplished and are making flattering offers to the inventors for royalty rights. The Japanese government has also bid for the process, and, as Japan has for centuries been considered the magician of the world in the art of papermaking, the offer from the Orient is regarded as a marked acknowledgment of merit.

The United States Government, however, is to have the first advantages of the discovery, and should the officials now investigating the process decide that its value is too great to be kept under restraint of patent laws, the Government may buy the patent and make the process known to the world.

By the application of the chemical mixture to a Japanese napkin that article becomes as soft and pliable as a tissue of silk. The chemical preparation acts as an antiseptic and a preservative. When applied to old documents it seems to knit the fiber together and prevent further decay.

Under the present process of printing paper money the paper has to be thoroughly soaked in water. While it is in this soaked condition one side of the bill is printed. The sheet is then placed in a steam room and kept under a high temperature for thirty days, the time necessary for the ink to dry. The sheet is again soaked as in the first instance, and the reverse side of the bill printed. The thirty-day process then has to be repeated. In cases where a third impression on the bill is necessary, which is required when the printing is done in two colors, the wetting and drying process has to be repeated a third time, and another month is thus consumed in its production.

In printing bills on paper which has been treated by the new process no wetting is necessary. The ink loses none of its luster when applied to the paper, as under the old process, and is thoroughly dry within forty-eight hours after the printing is done. Not only is the appearance of the bill much handsomer than under the old method, but its wearing qualities are believed to be greater.

Manners in Diplomatic Life.

The ability constantly to say and do the right thing is the surest test of fitness in the new diplomacy. It often seems but petty business, the gentle art of saying nothing prettily, but little things counted in the old diplomacy as well as in the new. A good dinner or a graceful speech has often won the day against the most convincing heavy and honest argument.

As is well known, the late Queen of Denmark was, through family connections, very powerful in international affairs. As she grew older her hearing became bad and conversation with her very difficult. One day there was presented to her a young diplomat who had been sent to Copenhagen on a special mission. He was very anxious to win her favor. After a pleasant greeting came the usual flow of enquiries which is so

necessarily the major part of royal conversation. One of the first was, "How long have you been in Denmark?" "Three months, your majesty." Then a few sentences more from the Queen as if she had understood. But she returned to the query: "How long did you say?" "Three months, your majesty." But he saw that she had not heard; and, very frightened, he was wholly at a loss what to do. He could not shout at her in the presence of the assembled court and his voice was one of those which are too soft to carry well. So, as an extreme measure, he held up three fingers. This was a fatal mistake. Her majesty turned her back and the young man was soon called home.

Will Can Rabbits.

The American Hare and Cold Storage Co., of Echo, Oregon, will commence operations this fall. Mr. Rogers, one of the directors of the company, has contracted with the company to furnish 10,000 rabbits or hares at \$1 per dozen. In regard to finding a market for the output of canned rabbits Mr. Rogers says there will be no difficulty experienced on that score, as they have already secured a market for all they will be able to can, to be shipped to the German government for the use of the soldiery. Furthermore, they have found a market for all the pelts and also the feet.

A vacant mind is open to all suggestions, as the hollow mountain returns (echoes) all sounds.



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The Astute Dealer

seeks, not only to retain this year's customers, but to attract new trade next year. The formula is simple—

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A. T. Knowlson

Sales Agent, The Welsbach Company

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FRATERNAL INSURANCE.

The Outlook For Its Solvency and Persistence.

Nearly a third of a century ago, a kindly gentleman—a clergyman, we believe—who was in later years known as "Father" Upchurch, conceived the idea of organizing a society of which each member should pay \$1 upon the death of a fellow-member, to be paid to the widow or such other beneficiary as the deceased member might have designated upon joining the society. It was provided that however large the society might become no beneficiary certificate should be issued for more than \$2,000. That was the beginning of the system of fraternal life insurance in the United States, under which some hundreds of millions of dollars have been paid to the beneficiaries named in the certificates issued and between three and four billions will be paid if all certificates outstanding are continued in force and are honored as they become payable. The question which is disturbing many of the two million or more persons in the United States who are insured in these societies is whether this system of insurance is to endure or whether the societies are to one after another become insolvent and dissolve. The active discussion now in progress was precipitated by the enforced action of the Supreme Lodge of the Ancient Order of United Workmen—the parent society, founded by "Father" Upchurch—in greatly raising the monthly premiums to be paid by the older members.

The system proposed by Father Upchurch was purely fraternal. He knew nothing about the science of life insurance and probably cared nothing. His proposal was the very simple one that when a brother of the order died his survivors should each pay a dollar to his family. It seemed kindly. It seemed reasonable. The movement spread like wild-fire. It was not realized that so many would die. Now there is no question of the power of fraternal union. The springs of human sympathy are strong and perennial. Nobody with a dollar at command would hesitate in giving it to the needy family of one who had been his friend and lodge mate. But to give it to the family of an entire stranger is different. Fraternal feeling within the lodge is very strong. Fraternal feeling within the order is pretty weak. When in course of time it came to be seen that perhaps ninety-nine out of every hundred of the families one helped to relieve were families of utter strangers never heard of before the business aspects of the case began to overpower the fraternal feeling. This became more marked as these fraternal insurance orders began to multiply. There are, or have been, a great many of them. They were presumably all, after the first, started and worked up by men hoping to secure permanent salaried positions in the general management. There was no other reason for their existence. The original order of United Workmen could have done all the business, done it more economically

and been far more powerful fraternally. After a confirmed "joiner" has pledged his sacred honor in each of a dozen lodges to favor the members of that particular order above any other set of persons his fraternal relations become terribly mixed. The power of fraternity becomes frittered away among so many claimants upon it. He begins to regard life insurance as a purely business proposition.

Considered as a business proposition, the theory of life insurance is very simple, although the mathematical processes as to the amount to be paid each year by the insured are very complex. The number of persons in a group of 100,000 of the same age who will die in a given year is very well known. If no interest were earned, and no expense incurred, the premiums paid by the total 100,000 of the same age insured should exactly equal the amount required to pay the death claims of the number who will die during the year. At the age of 10, for example, according to one table, 676 persons in each 100,000 of that age will die. If they are insured for \$1,000 each \$676,000 will be required to pay the claims and each one of the 100,000 must pay \$6.76, which is the "cost" of insurance at that age. But this "cost" increases with each year of life, very slowly at first, very rapidly later. According to a table prepared by the celebrated actuary, Elizur Wright, the cost of \$1,000 insurance in the thirty-second year of life is but \$8.33. According to the experience of the Ancient Order of United Workmen, the cost at 54 is \$18 per \$1,000 of insurance, and at 60 \$29, after which the rise is still more rapid. Quoting from a rate list of one of the life insurance companies, a man insured at the age of 25 may obtain \$1,000 insurance by paying \$16.46 per annum as long as he lives. This is considerably more than the cost of insurance at that age, but considerably less than the cost in the later years of his "expectation." This premium of \$16.46 consists of three elements: First, a sum for payment of expenses of the company, including commissions to solicitors. This element, upon the average, will be about what a member of a fraternal order pays for "lodge dues," although probably less than the dues usually paid in city lodges. The second element is the cost of the insurance, and the third the "reserve" or excess of premium above expense and cost of insurance for that year. For some years the premium paid will exceed cost and expense, but in time there is a change and the premium is less than cost and expense. The company is able to promise \$1,000 at death because it expects to receive compound interest at $3\frac{1}{2}$ per cent. on the total premiums, less expense, until the claim matures. But it could not pay the claim at maturity unless it collected full cost each year, upon which it expected no interest, or a gradually increasing amount which, at compound interest, would produce that cost at probable date of maturity, or—which is the actual practice—a sum in the earlier years in excess of cost of the insurance of those years,

which, at compound interest to the date of maturity, would make good the deficiency in the premium in later life.

We are now prepared to understand the difficulty which the fraternal insurance companies are trying to meet. At first, as we have seen, no regard was paid to age. Old and young paid alike, on the theory that the average age would not increase because young men coming in would take the places of old men going out. Experience showed that average age did increase, and assessments with them, so that young men were soon paying more for their insurance than it would cost in "old-line" companies. The old men were getting it for much less than it would cost in companies, and less than its actual cost. The young men dropped out, largely into newly organized fraternities which made a strong bid for the young men; only, if they stayed long enough, to have a renewal of the same experience. The average age of the members regularly increases with the age of the society, largely by reason of young men dropping out to seek cheaper insurance, while the old stay in. It therefore long ago became evident that fraternal insurance could not endure upon the basis of a uniform rate paid by all members, for the reason that the young men would not stay in and pay assessments largely above the cost of their own insurance in order to make good the deficiency in the payments of the old men. The societies which had the level rate were therefore compelled

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249-251 S. Division St.,
Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

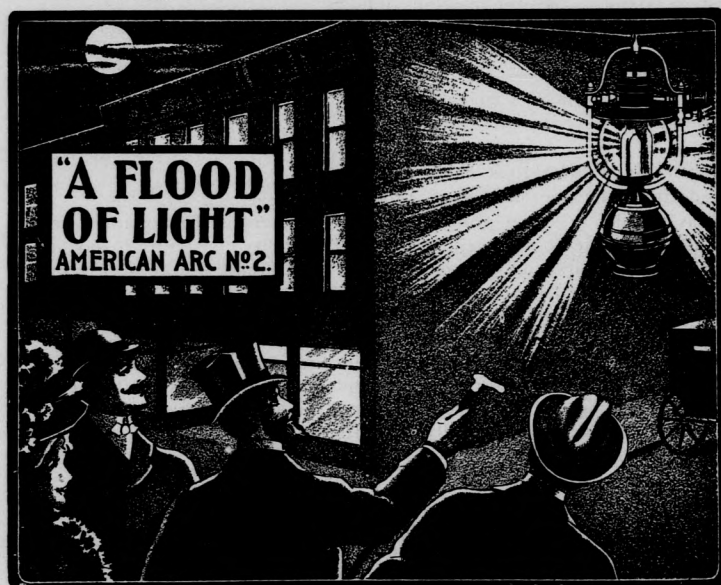
We ship bread within a radius
of 150 miles of Grand Rapids.

A. B. Wilmink

Sent on 5 Days' Trial!

A Modern Wonder

Included in the list of approved lamps of the Examining Engineers of the National Board of Fire Underwriters; can therefore be used in any insured building without additional cost of insurance.



The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store. Two ample for room 25x100 feet. No smoke, no odor. Very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. 800 candle power light at cost of 5 cents for 10 hours. Ask for catalogue.

R. J. WHITE CO., Chicago Ridge, Ill.

to change their plan. To require the old men to pay the full cost of their insurance would be to drive them out of the order, and drive their successors out as fast as they reached the age of high assessments. For the most part, as in the case of the United Workmen, a compromise was adopted whereby the assessments were made to increase yearly or by groups of years until about the age of 55, those below that age being assessed at more than the cost of their assurance, but not so much as under the level rate, in order to make good the deficits in the higher ages. It was represented to the young men not only that fraternity demanded the sacrifice on their part in aid of their elder brothers, but that in time they would themselves grow old and receive the same benefit which they are now extending. Experience, however, has shown that young men would not stand even, for that, and another readjustment has been made by the United Workmen whereby members entering the order below the age of 25 begin by paying, upon the basis of an assessment each month, \$15.60 per annum for an insurance of \$2,000 and gradually increasing until at 55 they pay \$100.80 per year, continuing at that rate during life, the deficit being, as before, made good by excess payments of the younger men. This extra assessment on the young is certainly as light as it can be made, and the tax on the old men, although it will not pay their death claims, can certainly be made no heavier, for they can not stand it. As it is, a great many will certainly be compelled to give up their insurance. The Supreme Lodge has been much criticised for this action, but it was imperative. The rates fixed will pay all claims upon the present basis of membership and continue to pay them if the young men stay by. If they will not, fraternal insurance orders must go out of existence or do business precisely as it is done by the "old-line" companies. But the orders are not organized for the investment of great reserves and could not be safely trusted with them. They would be very unlikely to keep the reserves intact and make them earn the theoretical interest. They must apparently stand or fall on the fraternal principle by which the young bear part of the burden of the old. It has been demonstrated that they will refuse to bear any great part of it, and as a consequence those insured in fraternal orders, who are mostly men of small means, must expect the annual payments to increase with age, while the ability to earn must steadily decrease. Experience only can determine the result. It is certain that the supreme lodges are doing everything for the old men which, in their judgment, the young men will support them in. They can do no more.

How About Henry?

Maud—You can't make me believe an opal is an unlucky stone. I was wearing one when I first met Henry. Irene—It certainly brought good luck—to you. What was Henry wearing?

GET A PLENTY.

Good Advice To Those Going After Business.

You remember in "The Hoosier Schoolmaster," "Git a plenty while you're gittin'?"

If you are going after business, go after a lot of it. Don't make a trip to the mill for a bushel of corn and come home with just a few kernels in your trouser pockets. Don't be half-hearted in your efforts and don't sit down and rest just as the sun of success appears above the horizon, simply because it has appeared. Success has been known to do peculiar things in the way of disappearing from view just as it was apparently about to burst into fullest effulgence.

What I want to tell you principally is that in getting business you want to get new business.

Don't concoct elaborate advertising schemes to get the same old business you have had all the while. Don't offer prizes and premiums that simply mean giving a bonus with goods that you would have sold just the same anyway. When you go after business, go after new business. If you are going to pay people to be your customers they should be people who are not already your customers.

All this means that an advertising campaign of any sort should be conducted with a view to getting the advertising before the people who are the other fellow's customers. With all due respect to your own patrons, it must be admitted that you need to keep up a good lively interest in those of your competitor.

Never fail of courtesy toward the people who are giving you their steady patronage. Stand by them through thick and thin, but see that when a stranger drops into your place he is made to feel your advantages. Make your strong points manifest.

The other fellow's customers all come to your store occasionally for some thing they didn't find at their own dealer's; and right there is one of your best and surest ways of getting new business. Your competitors are short some very essential goods that belong in the line. You must have those goods and see to it that you are not short on things that can be found in their stores.

Watch for new people in town. Get them on your mailing list as soon as possible.

If you live in a small town—yes, or a large town, or a city—make the personal element prominent in your business getting. When new people arrive, get on speaking terms with them as soon as you can. Make them feel that their coming to your town is a good thing all around.

Get them to feel that they know the people in your store, so that they will feel at home there. It is unpleasant at the best to have new acquaintances with new stores for all wants, after trading a long while with the people one knows. New families in town should be your especial care. They are the easiest new business to get.

The folks who are your competitors' steady customers are the hard-

est to get. To those you have to present your most powerful inducements. You must make them feel dissatisfied by showing them that they might have done better with you, at your store, than they have been doing elsewhere.

With them, too, the personal acquaintance may often be made an opening wedge. Don't fail to use that wedge whenever practical—but never misuse it.

Whatever you plan, whatever you execute, never let up on the advertising. You won't get all the business this year, nor next, nor any other year. There will always be more worlds for you to conquer. Stop advertising only when you are ready to retire.

Frank Farrington.

Perhaps the least criticised combination of American millionaires is that of the members of the New York Yacht Club, formed to defend the international yachting trophy known as the America's cup. Perhaps, too, it is the least appreciated. There is nothing in it for the men who pay the bills, and these are by no means small. There is not a cent of profit derived from the contests except by the owners of excursion steamers. These events are of world-wide interest, and as Americans continue to win, American prestige is increased. It should be confessed that our American millionaires are not without good uses.

Don't depend too much upon your friends for business; if you do you are apt to be without both.

SAVE THE LEAKS

Autographic Standard Cash Register
Does what no other register will
It gives you a complete statement of your day's business
IT Makes Clerks Careful
Detects Carelessness
What more do you want? Prices moderate
Address

Standard Cash Register Co.
No. 4 Factory St., Wabash, Ind.

THE OLDS MOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

More Oldsmobiles are being made and sold every day than any other two makes of autos in the world. More Oldsmobiles are owned in Grand Rapids than any other two makes of autos—steam or gasoline. One Oldsmobile sold in Grand Rapids last year has a record of over 8,000 miles traveled at less than \$20 expense for repairs. If you have not read the Oldsmobile catalogue we shall be glad to send you one.

We also handle the Winton gasoline touring car, the Knox waterless gasoline car and a large line of Waverly electric vehicles. We also have a few good bargains in secondhand steam and gasoline machines. We want a few more good agents, and if you think of buying an automobile, or know of any one who is talking of buying, we will be glad to hear from you.

ADAMS & HART
12 West Bridge Street, Grand Rapids, Mich.

Grocers

A loan of \$25 will secure a \$50 share of the fully-paid and non-assessable Treasury Stock of the Plymouth Food Co., Ltd., of Detroit, Mich.

This is no longer a venture. We have a good trade established and the money from this sale will be used to increase output.

To get you interested in selling our goods we will issue to you one, and not to exceed four shares of this stock upon payment to us therefor at the rate of \$25 per share, and with each share we will GIVE you one case of Plymouth Wheat Flakes

The Purest of Pure Foods The Healthiest of Health Foods

together with an agreement to rebate to you fifty-four cents per case on all of these Flakes bought by you thereafter, until such rebate amounts to the sum paid by you for the stock. Rebate paid July and January, 1, each year.

Our puzzle scheme is selling our good. Have you seen it?

There is only a limited amount of this stock for sale and it is GOING. Write at once.

Plymouth Food Co., Limited

Detroit, Michigan

ADVERTISEMENT WRITING. No Better Occupation for the Business Man.

Advertising has become, in these latter days, a science, and a science that has received each year increasing attention. Men are in business for business and advertising brings it; so everybody is advertising and naturally everybody is studying the subject of advertising.

The great importance which the subject has assumed has given rise to a new profession—the preparation of advertising; and there is now quite a large body of men—one growing larger every hour—who call themselves “expert” advertising writers.

Now a good many of these men are just what they claim to be. They have made the science of advertising a constant study for many years. They have gone into all its details—the best methods, the best mediums, the best means of obtaining the largest results with the smallest outlay. Most of these men you never hear anything about, for the simple reason that they are not advertising themselves, they are too busy advertising somebody else. They are most of them with large concerns to which they give all or the greater part of their time, and which in turn give them a very comfortable competence.

And then there are “experts” of another color, who have no more idea about advertising than—but comparisons are not always agreeable; men who might confidently be relied on, I should think, to ruin any reputable business they might get hold of. I get this unhappy impression of their abilities from the matter which they send out advertising themselves, choice samples of which kind friends have sent me, knowing my interest in the literature of advertising. Circulars that start off with seven or eight vile and murderous puns, or that have a whole page of words beginning with one letter—a moss-grown and drivelling device which seems to appeal with great force to minds whose growth was arrested at an early and feeble age, and sundry other tawdry attempts at smartness. These “experts” are usually people who have had no experience whatever in any sort of advertising, who have been attracted to this calling by the statements, widely circulated in the press, that Wanamaker's man gets \$9,000 a year, the Siegel & Cooper man \$10,000 a year, and that the New York advertising writers get \$100 a day.

Now the true advertising specialist can be of very great value to any advertiser; but the man whose idea of advertising consists of tricks, puzzles, verbal jugglery and disordered English is a good man to take around and introduce to your worst competitor.

But the advertising specialist of the better sort is so valuable an adjunct to a concern doing any considerable business that no big concern can really afford to be without him. Any concern that goes into advertising in a large way, especially into booklets, show-cards, folders and the like, is largely at the mercy of our

friends, the printers and lithographers, most excellent gentlemen, but, like ourselves, all after the large and effulgent dollar, unless there is somebody who knows what all these things ought to cost and just how much he should get for the money. An advertising man who is up in his business not only knows how to get up good advertising, but knows how to get it up at the smallest cost.

But of course the retailer in a small town can hardly afford the additional salary of an advertising man. The amount of advertising he does will not warrant it. He must be his own advertising man.

That's not so difficult a task if it's gone at the right way. Any man with a good average endowment of intelligence ought to be able to get up, if not the best advertisements in the world, at least thoroughly creditable advertisements, if he will give a little time and attention to the matter. Some of the experts charge \$25 an hour, I believe, for advice and instruction. Possibly you wouldn't care to pay that—especially as they add in all their expenses, and you may be so unfortunate as to live a thousand miles from the great expert's office.

Well, here's another plan that will give you lots of suggestion and instruction and cost you all told thirty or forty cents. Buy two or three magazines—they are almost giving magazines away these days—and two or three of the big city dailies and take these home and study the advertisements. The magazine advertisers, some of them, pay enormous prices for having their advertisements written and the constant advertisers of the big city dailies have professional advertisement writers whose services are believed to warrant very sizable salaries; so you see for a few cents you can get the very highest priced models of advertising.

It will pay you to look them over. Most of this work is really fine. Some of it, however, between ourselves, even although men are paid \$30 a day for writing it, will never set the north pole afire; but on the whole it will pay you very well to study the advertising done by big concerns in big publications.

And then there is a great lot being written these days on advertising. There are almost dozens of publications, weekly and monthly, devoted to the subject; and while you can't believe all that you see in advertising papers, any more than you can in any other paper, the bulk of the matter is good, and if you read with discrimination you get a great many ideas at a very small cost. Most of these papers have sample ready-made advertisements and you will often find one that you can turn to good account.

Advertising is so important a part of your business that you will find it well worth your while to devote some time to it and study the matter up. You can't put some of your evenings to any better use than getting a pad of paper, a good comfortable arm-chair and putting in some practice on advertisement writing. It's not



A Peep into the Future

We cannot tell your fortune,
but we can help you make it.

Our plan is very simple. You will be surprised at what a change a Dayton Moneyweight Scale, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us: “It pays the hire of my best clerk.” Another says, “I had no idea of the loss.”

We believe this system will do as much for you.

Now here's what we want you to do: Spend one cent for a post card, address it to us, and ask for our 1903 catalog. Not much, is it? This book will help you

Save three Pennies. Do it today.

Ask Department “K” for Catalog.

THE COMPUTING SCALE COMPANY

MAKERS

DAYTON, OHIO

THE MONEYWEIGHT SCALE COMPANY

DISTRIBUTORS

CHICAGO, ILL.



Moneyweight



such a wonderfully mysterious science, this matter of getting up advertising; practice and horse sense, that's about all you need. Truth brevity and freshness, they are the three essentials of an advertisement. Don't say very much, have it new each week and always have it true; and try to make your space look entirely different from your neighbors' space. You'll find this matter of getting up advertisements very interesting after you've tried it awhile.

If you think that advertisement writing on your own hook is hopeless, there are plenty of people who are only too glad to help you. I have just been looking over the latest copy of an advertising paper and I notice that you can get advertisements written for \$75 a piece, or five for \$2. So you see you have considerable choice. But my advice to you is try it yourself. You know your own town best, your local paper best and your stock best—three very decided advantages.

Now here's the final tip. After you've mulled over this matter, read the magazine advertising, gone through the daily newspapers, and after some practice have evolved an advertisement, show it to your wife. She can tell you whether it's good, because she can tell you whether women will read it; and retail advertising has got to hit the women or it has missed the mark.

John P. Lyons.

Safeguards the Merchant May Use to Advantage.

The emphasis of the average retailer's attention is placed upon the producing end of his business, while the accounting end is neglected to a degree that invariably cripples and often results in complete disaster. In the average retail house there is little effort made toward an accounting system that is even fairly adequate in the modern sense of that term. Especially is this true in the shops of the smaller class.

Ask the retailer why he does not keep as complete a set of accounts for his business as the wholesale house does for its trade and he replies: "The size of my store will not warrant a regular accounting department and I'm too busy myself to give that part of the business my attention." This is a fair statement of the general attitude of the retailer. He utterly fails to recognize the fact that there is the part of his business which must be properly conducted, or he will have losses instead of profits.

Very often the only books kept by the country storekeeper are a memorandum book—which he probably dignifies by the title of "day-book"—and a ledger. Upon these two records he depends for all the data necessary to the operations of his business.

And what is the result? Once a year, after the annual stock invoice, he is able to make a rough guess at his total profits or losses. But for three hundred and sixty-four days of the year he is "running wild," so far as a real knowledge of his condition is concerned.

If the city jobber or wholesaler

were to make a tour of his country customers he would be astonished at the number of them having no definite knowledge of their specific profit on any particular stock of goods. Such an investigation would cause him to wonder that the percentage of retailers compelled to file deeds of assignment is not greatly increased. And this observation applies to retail establishments of very considerable size, as well as to smaller shops.

Not long since I examined a retail concern that claimed a profit of \$5,000 upon a certain commodity. This was evidently a matter of some little pride on the part of the proprietor, who said that he was obliged to buy a large amount of these goods in order to obtain the maximum discount that swelled his profits to so satisfactory a figure. He had charged against this stock a reasonable percentage for expenses. But investigation developed the fact that he had failed to charge against this stock any interest upon the investment necessary to carry it. When this was done, his profit of \$5,000 was turned into an actual loss.

In order that the small retailer may know at any time just where he stands, and what stocks and lines of goods are bringing him a profit, it does not necessarily follow that he shall employ a corps of accountants or install as elaborate an accounting system as that used by the wholesale house from which he buys his goods. One book-keeper, working on an intelligently devised and economical system, can easily secure this result in the average small retail store.

No great amount of shrewdness is required to see that the storekeeper who knows just where his profits and his losses are being made, and who is therefore able to eliminate unprofitable stocks, has a great advantage

over his competitors who employ less intelligent methods.

Every retailer is ready to enter into any plan that promises to promote the selling end of his business, but his indifference to the care of his business after he has secured it is almost beyond the understanding of the thorough business man. The latter understands that a merchant without reference to trustworthy accounts can no more navigate the sea of trade with an assurance of safety than a pilot can cruise the seas without a compass.

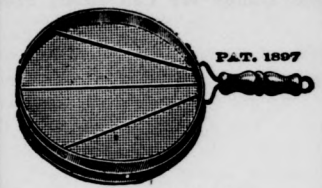
James Cameron.

Sugar From Shirts.

That sugar, at least grape sugar, has been made from wood is due to the action of sulphuric acid on cellulose or woody fiber, found both in wood and linen; theoretically, therefore, either an old house or an old suit of clothes might be turned into sugar. As long ago as 1819 a French chemist surprised the French academy by an exhibition of sugar made from old linen—commonly believed to have been his own shirt. But nobody believes, or at least very few, that such a process will ever be anything but a curiosity. Other sources, however, such as the melons of the South, or corn grown under certain conditions, are believed to contain actual commercial probabilities, especially when one considers the difficulties that were overcome before the beet entered the ordinary table sugar market as a real competitor with the longer established sugar cane.

Uncle Sam smiles serenely as he sees the bright future in store for his people—a great, strong nation of frugal husbandmen, bright Yankee manufacturers that beat the world, shrewd business men who advertise and capitalists who are ready to spend their money to liven up trade.

A GOOD SELLER



THE FAIRGRIEVE PATENT.

Gas Toaster 25c

* This may be a new article to you, and it deserves your attention.

It Saves time by toasting evenly and quickly on gas, gasoline or blue flame oil stoves, directly over flame, and is ready for use as soon as placed on the flame.

It Saves fuel by confining the heat in such a manner that all heat developed is used. The only toaster for use over flames that leaves toast free from taste or odor. Made of best materials, riveted joints, no solder, lasts for years.

ASK YOUR JOBBER

Fairgrieve Toaster Mfg. Co.

A. C. Sisman, Gen'l Mgr.

287 Jefferson Avenue DETROIT, MICH.

The Banking Business

of Merchants, Salesmen and Individuals solicited.

3½ Per Cent. Interest

Paid on Savings Certificates of Deposit.

The Kent County Savings Bank

Grand Rapids, Mich.

Deposits Exceed 2½ Million Dollars

IF A CUSTOMER

asks for

HAND SAPOLIO

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

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

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

Woman's World

Some Things We Can Learn From the Stage.

One of the secrets of success in life is readiness in taking a tip. The people who get there are those who can catch a hint on the fly, and who do not have to be knocked down by a suggestion before they see it.

It seems particularly worth while to call attention to this fact at the beginning of the theatrical season, when the annual object lesson of the stage is about to be thrown away on men and women who go to witness plays night after night, yet who are so dull they never see that they have any personal application for them. To the average audience a play is merely a laugh or a sigh or a tear, and nothing more. If, in addition to an hour's amusement, they took home with them a practical idea or two, they would feel that they had robbed the manager. Yet apart from its moral—which is frequently immoral—the stage is a great teacher. It is always passing cues to us across the footlights, and nothing shows our obtuseness more than the persistence with which we shut our eyes to the hints thus given us.

Long ago Shakespeare declared that all the world was a stage and the men and women merely players. That is still true, and being true, there is no manner of doubt that we should enact our roles on the little private stage on which we are billed for daily performances, a great deal better if

we adopt the gratuitous advice so kindly given us by professional player folk.

To begin with, then, is the important question of getting properly cast for our parts in life. An intelligent stage manager pays the greatest attention to this. He does not dream of setting a little thin-chested, anaemic fellow, with spindle legs, to play the part of a Roman gladiator. Still less would he pick out a feminine heavyweight to be a kittenish ingenue. Yet these plain and self-evident rules of propriety are violated every day in real life.

It is inconceivable that people who have this nice distinction of looking the part, as well as being able to play it, held up continually on the stage, never take a hint that they should regulate their conduct by their appearance, but they never do. In every parlor audience you see some big woman trying to act cute, and looking like a performing elephant in consequence; some elderly and sour-visaged spinster attempting the girly-girly and gushing; some dumpy little woman smothered in clothes intended for a feminine six-footer; some pompous little man swelling around and not looking like a conquering hero, as he supposes, but like a ruffled bantam rooster; some waxed-mustache masher, who is such a misfit in the borrowed role of a gentleman, it is a sheer waste of time trying to look the part.

The importance of studying your own role and playing it, instead of something for which nature never in-

tended to cast you, cannot be too strongly impressed upon women. It is a queer manifestation of feminine vanity that women believe themselves able to play any part. They think they are always charming. This is a mistake. There is no such thing as a universal fascinator, just as there is no actor that can run the whole gamut of the stage. The touch that is airy and delicate enough for dainty comedy lacks the somber force for tragedy. The buffoon that makes you laugh in farce-comedy can not touch the springs of your tears when he essays melodrama. Even the genius of the Mansfield cannot compass with equal skill a Beau Brummel and a Brutus, and any peroxide chorus girl could give Sara Bernhardt pointers about how to do a sextette movement.

So with the woman in real life. She can never hope to be universally charming in every role, but every woman can be charming in some role and the trick is for her to find it out. Then to get in her role and stay in it.

One of the things that it is hard for any woman to realize is that there are certain things that one woman may do and another may not. One may say risky things that merely sound deliciously audacious, while another, who repeats the identical remarks, seems vulgar. One woman may drink cocktails in public with perfect impunity, while another looks improper imbibing soda water; one woman is merely vivacious; another who does the self-same things is

loud. The explanation of this phenomenon is that nature cast one woman for dashing and daring parts in life, and the other for sweet and quiet roles, and as soon as they got out of character they jarred unconsciously on our nerves.

Women seldom appreciate this, and with foolish ambition they are forever understudying some other woman's part. They see some vivacious woman admired, and they begin giggling and wriggling without considering that they lack the spontaneous gayety—the lightness of heart and the mercurial temperament that alone make vivacity charming. They hear some woman's wit praised and they laboriously memorize the hoary jokes in the comic papers, which they retail to afflicted callers. They hear someone rave over the picture a fairy-like maiden made in a hammock, and forthwith they take to hammocks, where they sag down like a ton of bricks, or worse, and, most common error of all, they pose as being literary without having one single just claim to enter the Sappho class.

All of this makes the audiences very tired, and it is positively pathetic when you think how delightful the quiet, dignified woman would have been in her own sweet role in which nature put her—how restful and tender the woman whom nature never designed for a clown, if only she hadn't disgusted us trying to be funny; how statuesque the big woman who doesn't attempt monkey tricks, and what a merciful change



The Sins of the Money-Till

Briefly stated, a National Cash Register simplifies business, makes clerks more careful, traces errors to a certainty, and stimulates employees to increase their sales.

A. E. WRIGHT, Buena Vista, Colo.

Could Mr. Wright have obtained such assistance from a money-till operated by three fingers and a thumb?

Take a look at the relic of antiquity under your own counter. Is there anything about it that will make your clerks anxious to increase their sales?

Will it tell whether two or twenty mistakes in change were made yesterday?

Will it draw trade to your store?

Suppose you go away for a day or a month, will that money-till compel your clerks to make a record of every transaction—a record that will be absolutely correct; a record that will show you, a thousand miles away, how many times the drawer was opened and how much money was received and paid out each time; a record that would show you the amount of money received on account, who paid it and who received it; a record that would show you how many credit customers were served, who they were, what amount of goods they bought, and who waited on them?

Is this the way your hard-earned money is protected and cared for by that ancient makeshift under your counter?

It's the way the National system cares for it.

Mail the corner coupon and we will tell you how.

National Cash Register Co., Dayton, Ohio

I am interested in knowing how a National Cash Register will save money and increase my sales. Please send me a copy of your book as per ad in MICHIGAN TRADESMAN.

Name _____

Address _____

"Nationals" earn their monthly payments. Prices from \$25 up. Fully guaranteed second-hand registers at low prices.

to converse with the woman who doesn't ask you if you have read the last hundred new books! It takes many parts to make up a good play, and there are many roles worth filling in life.

The stage emphasizes for women the necessity of dressing their parts, and conveys a delicate intimation that you can emphasize a charm by your clothes.

On the stage a black frock indicates heart-break; a white muslin, innocence and artless ignorance; gray, irreproachable virtue; a pink brocade, very low in the neck, an adventuress; scarlet and spangles are downright deviltry. Now, observe the effect. Put your young girl in the scarlet gown and the adventuress in white muslin, and you will have weakened the situation beyond the power of the playwright to rescue it. So in actual society. The meek little woman who tries to wear a mannish tailor-made suit is simply snuffed out by it. She has not the dash to carry it off. The tall Gibson girl can be equally extinguished by a little dowdy hat. She needs something daring to strike the high note in her beauty.

Nor is this all the lesson the stage has for women. Every time an actress enters she shows how to come into a room; when she shakes hands, or pours a cup of tea, or sits down, it is an object lesson to every awkward female who sprawls around in her chair, and falls over her feet when she tries to get up.

If the art of coquetry had been lost to the world, Julia Marlowe could teach it again. Maude Adams is an encyclopedia of information in how to be fascinating although ugly. Mr. Drew is equal to a correspondent's column on correct deportment. Mr. Sothern offers a heart-to-heart talk on how to be a gentleman, while any young man who aspires to find favor with the fair sex may well study the art of Charles Richman and Mr. Edeson.

But do these living illustrations of things worth knowing in life suggest anything to the audiences that behold them? Apparently not. The flirtatious matinee girl, in spite of having been repeatedly shown how to make goo-goo eyes poetically, romantically, effectively, still goes on in the vulgar old way, while the old girl still tries to play ingenue roles; the stiff Puritan essays soubrette parts, and the homely sister is as far off as ever from realizing that in clever hands the "character woman" often eclipses the star.

It is also incredible, but true, that after witnessing years of love-making on the stage, the average man never gets a single pointer on how to conduct a courtship. He spends his money taking his best girl to the theater to see how it ought to be done. He educates her taste in love-making up to the champagne point, so to speak, and then gives her a glass of flat beer.

How delicately, how poetically, does the stage lover propose! With what grace does he gently and ten-

derly encircle the heroine with his arm and draw her to his manly bosom! In real life, alas! how great the difference. The man blurts out any old thing in the way of a proposal. He seizes the girl's hand as if it were a pump handle, and gives her a catch-as-catch-can kiss, that is liable to land on her nose or her back hair as her lips. It is a blow to romance from which she never fully recovers, and it leaves her wondering if one of the lessons of the stage is not the proper way to propose.

But that is for men.

Dorothy Dix.

Surgery by Machinery.

We recently gave a description of a penny-in-the-slot doctor that was acquiring a good practice and worldwide notoriety. The times are still advancing and now we hear of machines that perform operations and do stunts that heretofore were only attempted by the most accomplished surgeons. An inventor has recently patented an ingenious little machine, consisting of a small box, in which is a self-registering thermometer, connected electrically with a tiny bell. This register is put under the armpit of a person suffering from fever, and when his temperature rises the bell rings, and the doctor or nurse is summoned.

Dr. Laborde, of the French Academy of Medicine, has recently constructed a wonderful little electric machine for restoring persons unconscious from drowning, suffocation or similar causes. It is called the electric tongue-tractor, and has a padded forceps, which is attached to the patient's tongue, and pulls this member out to its full length at regular intervals. It has restored life to an apparently drowned person after friction, a mustard-bath, and artificial injection of air into the lungs had all failed.

A wound-stitching machine is the invention of another doctor named Michel. It works very much more rapidly than the old method of stitching by hand, is painless, and effective. It consists of a case, or sheath, holding a number of nickel hooks, or bands, like those used for the corners of cardboard boxes. They are put in position with a pair of forceps, and can be adjusted at the rate of twenty-five a minute. Their rounded points do not penetrate the lower layer of the skin, but only the epidermis, and therefore the pain caused by them is very slight. They have the additional advantage of being very easily disinfected.

A most curious invention is that of Dr. Coakley for stimulating a weak heart. It consists of a hollow needle some eight inches long, made of an alloy of gold, and driven by a little electric motor. It is so shaped that it can be used to actually pierce the heart and inject into it a solution of salt and warm water, which will stimulate the organ, and so prolong and save life.

Somewhat similar is the device of Dr. Cordier which is for the cure of neuralgia and similar pains. It is a sort of gigantic hypodermic syringe,

by the aid of which not medicine, but air can be injected beneath the skin of the sufferer. A sort of bubble of air is formed under the skin, and this, being kneaded along the painful part, gives instantaneous relief in severe cases of sciatica, lumbago, and other neuralgic afflictions.

Workmen often get bits of metal, usually shavings of iron and steel, in their eyes. Dr. Frank Parker has patented a machine for extracting such. It is an immense electro-magnet, capable of lifting 250 pounds, but is pointed at the end. It will at once draw a metal splinter from the eye, however deeply bedded, and has been used for taking a nail out of a child's throat.

The photographers of Great Britain and the continent of Europe are up in arms against the illustrated post card, which is charged with ruining the traffic in photographic views, from which they formerly derived large revenues. The post card fad has now grown to such a degree in England that a newspaper exclusively devoted to the subject is published there.

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Hardware

How To Select and Use Oil Stones.

It is generally conceded that one of the most important articles in a mechanic's kit of tools is a thoroughly reliable oil stone, for it is well known that in order to do good work a mechanic must have keen edged tools and must keep them in that condition. It is not every mechanic, however, who fully understands how to select the best stone for the purpose, or, after securing one, how to employ it in a way to produce the most satisfactory results. Bearing upon these points are some very timely suggestions contained in a little pamphlet some time ago issued by the Pike Manufacturing Co., of Pike, N. H. It contains so much of value along the line indicated that we reproduce herewith their comments on the question of selecting oil stones and also what they have to say in regard to the proper method of using them:

The first point to be considered in selecting an oil stone is the purpose for which it is required. Many mechanics make the common mistake of expecting one oil stone to answer all purposes. It would be just as reasonable for a carpenter to use a coarse tooth saw on fine cabinet work as to expect a coarse grained, fast cutting oil stone to impart a fine razor edge.

The kind of an edge imparted by a stone depends upon the size of its grains of grit, or crystals. In a coarse grit stone these grains are large, and cut deep, far apart furrows in the tool, leaving a coarse, rough edge. Such stones cut away steel faster than a fine grained stone (as a coarse tooth saw cuts faster than a fine tooth). The coarse edge left by such a stone is all right for working pine or soft woods in which the cells are large, but for working hard wood, or for any kind of fine work, the tool should be finished on a finer grained stone.

It is therefore safe to lay down the rule that a good mechanic should have at least two oil stones, one for grinding down dull tools or imparting a coarse edge and another for finishing. There are some stones of medium grit which answer well for many purposes, but they can not cut as rapidly as the coarse stone nor impart so smooth an edge as the fine. A carefully selected Washita stone is the best general purpose oil stone for all around use.

The hardness of an oil stone is also an important factor in determining its cutting qualities. For sharpening ordinary tools with broad blades or edges a medium soft, fast wearing stone should be chosen. For sharpening narrow chisels, engravers' tools or pointed instruments, however, it is necessary to use a very hard stone, as otherwise the stone will soon be cut full of grooves or furrows.

Regarding the proper use of oil stones, the pamphlet contains the following:

In the first place, it should be borne in mind that a good oil stone can be

ruined by improper usage or lack of care. Many stones are condemned when the fault lies either in not having selected the right stone for the work or in not having taken proper care of it. The mechanic who expects one oil stone to grind down his dull nicked tools and at the same time impart a keen razor edge, using any kind of oil that happens to be at hand, leaving the dirty oil on the stone to dry in, leaving his stone around in the dust and dirt of the shop, will never have a good oil stone and does not deserve one.

No sensible carpenter will think of using other tools in this way, yet many of them treat their oil stones in just this manner. Many times have we seen oil stones returned to dealers with the complaint that they would not "cut," when, as a matter of fact, they were completely coated or varnished with dried, dirty oil and steel dust, in such a manner that the tool could not possibly come in contact with the grit or "teeth" of the stone.

There are three objects to be attained in using and caring for an oil stone: First, to retain the original life and sharpness of its grit; second, to keep its surface flat and even; third, to prevent its glazing.

To retain the original freshness of a stone, it should be kept clean and moist. To let an oil stone remain dry a long time or expose it to the air tends to harden it. A new stone should be soaked in oil for several days before using, and if kept in a dry place (most of them are) it should be kept in a box with closed cover and a few drops of fresh clean oil left on it.

To keep the surface of an oil stone flat and even simply requires care in using. Tools should be sharpened on the edge of the stone, as well as in the middle, to prevent wearing a trough shaped depression. It is impossible to prevent a stone becoming slightly hollowed from long usage, but this can be remedied by grinding the stone on the side of a grindstone, or rubbing it down with sandstone or an emery brick.

To prevent an oil stone glazing the user must first understand what causes a stone to glaze. This can best be explained by showing why oil and water are used on sharpening stones and how they should be used.

The words "oil stone" have come to be applied to all stones used for sharpening mechanics' tools, from the fact that it is necessary to use oil on most of them for two purposes: First, to prevent the stone from heating the tool, which draws its temper and ruins the best tool instantly; second, to keep the particles of steel ground off the tool from entering the pores of the stone, which would soon fill them up and cause a glazed surface.

Most coarse grained and all soft stones can be used successfully with water, although they may be generally termed oil stones. On such stones water should be used plentifully to carry off the powder rubbed up by the tool. Most water stones are quick cutting and leave a coarse edge, but



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a much finer edge can be procured on the same stone by using just enough water and oil to rub up a paste. This paste when kept on the stone will give a finishing edge, but should be thoroughly cleaned off before putting the stone away.

Fine grained, hard stones, like the Washita, Arkansas, Turkey, should always be used with oil, as water is not thick enough to keep the steel out of the pores. The dirty oil should always be wiped off the stone thoroughly as soon as possible after using it. This is very important, for if left on the stone the oil dries in, carrying the steel dust with it, and thus soon causes the stone to glaze. Cotton waste is one of the best things to clean a stone with and is nearly always to be found in a shop. Some carpenters use shavings, but they are very apt to leave the stone full of dust. A common clean rag would be better.

Hardware Specialties As a Leader.

The retail dealer, as a rule, is slow in keeping his eyes open for profitable lines in which he can make the most profit. What if your competitor in business does sell a dozen kegs of nails or a ton of barbed wire at ten cents a hundred pounds profit? If you can sell a single hand saw, hatchet, hammer or any one of a dozen other articles that are of standard manufacture in the same time that it takes him to sell the nails or wire you will have made as much profit in dollars and cents as he has, and with far less expense on your part in handling the goods that you do. To be sure your sales may not be so large, but your profits will show up to better advantage and that is what counts. You can make a wonderful difference in your business by pushing profitable goods such as are not found in the catalogue houses all over the country. Let the goods that barely pay a sufficient profit to cover the cost sell themselves and put your energy into selling specialties, which admit of a better margin and do not cost so much to handle. You may have to do a little more talking to get them introduced among your trade, but that costs you nothing when you consider the profit you are making out of them. Then when you consider that the article you are selling is of the best offered on the market and will give the most satisfaction to your customers and, on account of the push and energy you have put forth in selling an article, you have succeeded in developing and building up a trade on that particular article that will stay by you, you have the satisfaction of seeing your labor highly rewarded. You profit largely in taking a brand of goods that your competitor refuses to take hold of, because it has not been on the market quite as long as some other brand that requires no talk to sell.

It is essential to the dealer that the brand of goods he sells, whether saw, hammer, or chisel, shall be of a high quality, with a guarantee from the manufacturer, and in this progressive age the dealer only profits himself when he sells that brand of goods that is liberally advertised by the

manufacturer. His trade once established, he is sought after and he finds himself advertised among the consumers as the man carrying the best brand of goods the market affords. G. W. Gladding.

The History of Babbitt Metal.

An erroneous idea appears to prevail in regard to the invention of Babbitt metal. Although Isaac Babbitt was the inventor of the method of using soft metals in journal boxes, his patent specification makes no claim on the alloy itself, but simply on the method of holding the soft metal in place.

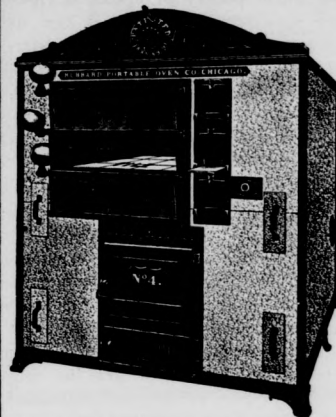
Isaac Babbitt was born in Taunton, Mass., on July 26, 1779. He learned the trade of goldsmith, and in 1824, in his native town, made the first britannia ware produced in the United States, but this enterprise proved unsuccessful. He then removed to Boston and entered the South Boston Iron Works, and in 1839, while an employe of this establishment, he produced the invention which has perpetuated his name. For this invention he was given a gold medal from the Massachusetts Charitable Mechanics' Association, and afterward Congress granted him the sum of \$20,000 as a reward. In 1844 the invention was patented in England and in 1847 in Russia. After devoting some time to the production of metals he engaged in the manufacture of soap, so that his name has become almost a household word. He died insane at the McLean Asylum, Somerville, Mass., on May 26, 1862.

The fact that in the patent specification no claim is made for the alloy is sufficient to dispel the ordinary belief in this direction. Britannia metal, pewter or an alloy of tin, 50 parts; antimony, 5 parts, and copper, 1 part are recommended. The latter alloy is somewhat softer than that now known as "genuine Babbitt," which is commonly composed of tin, 96 parts; antimony, 8 parts, and copper, 4 parts. The original idea in the use of a soft metal was practically the same as it is now—i. e., to make a bearing which would conform to the surface of the axle. It is natural, then, that the alloys used to-day are somewhat harder than the original material employed. It is also natural that the same Isaac Babbitt should have been handed down to posterity as the inventor of the alloy, although, of course, quite erroneously.

Alcohol in Europe.

Alcohol is made in France cheaper than ever before. Germany has been producing alcohol from potatoes at less than 20 cents a gallon, but in France they are working on a process which gives the spirit from chemicals at half that price. Alcohol is used in Germany, industrially, as a heat producer, and when it gets down to 10 cents a gallon, there is no telling what will happen. In the meantime we poor patient Americans, with natural facilities for producing alcohol not equaled anywhere, go on paying a tax which makes its general use in the arts, or for heating, out of the question.

BAKERS' OVENS

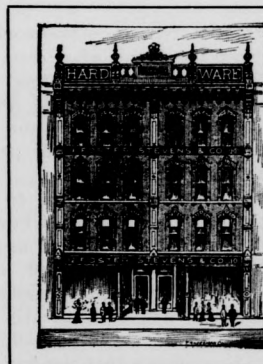


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Fruits and Produce

Apples Keep Best in Small Packages.

There has been much discussion lately among apple packers as to whether it is profitable to use a smaller package than barrels in which to pack apples. Both sides of the question have their advocates, but there can be no question that there is an increasing sentiment in favor of packing fancy apples, at least, in boxes holding about a bushel.

The points made against the use of the box are:

The smaller package can receive rougher handling in shipping, as the three-bushel barrel can not be pitched around.

Three boxes holding the same quantity of fruit as a barrel will cost more than the latter package.

The packages will be placed closer together in storage, preventing as free circulation of air.

The points in favor of the boxes are summed up:

The box timber can be bought in the flat, and no expert mechanic will be required to make up the package, whereas high-priced, skilled labor is needed to make up the barrels.

Boxes can be exported more cheaply, owing to the fact that space in storage apartments of steamers is sold by the cubic foot, and the boxes can be placed more compactly.

When the fruit is placed in storage the fruit in the middle of the package will be more readily reached by the cold air, and the entire package will reach the lower temperature much sooner with the smaller package.

In using the smaller package there will be no temptation to put inferior fruit in the middle of the package, as there often is when packing a barrel of apples.

The chief argument in favor of the box is that the fruit would reach the consumer in better condition, and the consumption would be greatly increased.

There can be no question that the last point is one of the strongest in favor of the use of the box. If the consumer knows he is getting just what he wants, he will be willing to buy a bushel of fruit, where now he buys perhaps a dozen apples. There will unquestionably be greater care exercised in packing a bushel box than in packing a three-bushel barrel.

The fruit will be better and will have the confidence of consumers. Under the present method of packing apples in barrels, few city people are able to buy the fruit in the original packages. In the first place, the barrel is an unwieldy package, and is hard to handle. It must be delivered by an express wagon, whereas a small box of apples can be taken home on the street car, if need be.

Again, few families can take a barrel of apples from cold storage and use the entire three bushels, without considerable loss, even although the contents of the barrel are first-class when taken from the storage. It is

well known that when fruit is taken from storage in midwinter and kept in a warm pantry or cellar, it ripens very rapidly. Few families can use the contents of a three-bushel barrel before some of the fruit has decayed. In the case of the box, however, the bushel can be used up before there is any loss, and there will be a demand for more.

Before the late meeting of the American Pomological Society at Boston, J. H. Hale, the greatest grower of Connecticut and Georgia, touched on this question, and made a strong plea for smaller packages for fancy apples.

"The largest possible package which can be used to get the fruit from the grower to the consumer, without the package ever having been opened, is the ideal package," said he. "The bushel box, therefore, would seem about the extreme limit in size, and I really believe the time will come when fancy apples will be packed in small baskets, similar to the eight-pound grape basket. And when that time comes the consumption of apples will be multiplied many times. Get the consumer to trust the brand of a certain grower and packer, and let him know the package he buys is the original one in which the fruit left the farm, and he will not hesitate to pay a good price for the fruit."

Attention was called to a certain propaganda in favor of buying soda crackers in the original package, and the question was asked if anyone doubted that the consumption of crackers had been greatly increased since this package was adopted.

As evidence that the box as an apple package is growing in favor, it may be said that the apple growers of Oregon, Colorado and Washington pack all their fancy fruit in boxes, and receive large prices for same. This season, for instance, it is said that the growers of Hood River, Oregon, have refused \$1.50 per box for their apples, while in the East the growers are being paid about \$2 per three-bushel barrel.

The size of box most generally used is 11½ by 12 by 18½ inches, inside measurement. This holds approximately a bushel of fruit.

How Casein is Made.

Casein is made from skimmed milk. The manufacture is simple, but varies somewhat in details. The skimmed milk is heated to 120 degrees in the vat and commercial sulphuric acid is added till the curd is coagulated; 3 to 5 pounds of 60 degrees B. acid are required for each 1,000 pounds of milk. Enough must be added to coagulate all the casein; if too much is added, part of the casein will be dissolved. The contents of the vat are run up to about 150 degrees and the whey run off, and the curd is then washed in hot water. It is then of a gelatinous consistency and is made up by hand into round balls of 6 to 10 pounds' weight. These are drained and dried for two or three days, till dry enough to grind, and after grinding are further kiln dried till all the water is driven off. Usually the semi-dried balls of curd are sent from

several factories to one central kiln for final drying. Somewhat more than two pounds of the dry casein may be made from 100 pounds of skimmed milk, and this nets the producer from 10 to 15 cents, according to the market. This is just about what the skimmed milk is worth for feed. Casein is used for a variety of purposes, but the product is controlled by the Casein Company of America, who hold various patents covering its use.

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Right Way to Pick and Store Apples.

At this season of the year, when the apple crop is about ready to harvest, there is need to call the attention of growers to the importance of getting the fruit into cold storage as soon as possible after it is removed from the trees. It used to be the practice—and it is followed even yet by some growers—to pile the fruit on the ground under the trees and allow it to "sweat." Often the fruit was barreled and the barrels left in the orchard to allow this same process to take place. It was thought the fruit would keep better after this "sweating" process.

As cold storage of apples came into general use, however, the question of how to handle the fruit to best advantage was more carefully studied. Cold storage of fruit does not make a good apple out of a bad one. It will not make sound an apple which has begun to decay. The cold temperature simply arrests the process of decay, and naturally apples which are over-ripe when placed in storage will not keep so well as those which are placed there at the proper time.

It follows, therefore, that apples, to keep well, should be left on the trees until just the proper stage of ripeness has been reached and then hurried to storage to prevent further progress. Ripening of fruit, as is well known, is simply a process of decay, and storage is to arrest this decay.

If apples have to be shipped to storage houses it will be well to use refrigerator cars. It has been found by experience that the fruit can ripen very rapidly when shipped in ordinary freight cars, and it frequently happens that when the fruit is received at the storage house it is so ripe that even the low temperature will fail to preserve it.

Another thing which needs to be impressed upon most growers is that apples must be watched carefully, so that they can be picked just the moment they reach the proper stage. Not all varieties can be picked at the same time, and it frequently happens that not all the fruit of even the same variety ripens at the same time. Indeed, there are careful growers who remove part of the fruit from their trees when just ripe, leaving the uncolored and immature fruit to ripen later. Relieved of part of its burden, the trees will furnish a great deal of plant food to the remaining apples, and they will attain a good size and take on a high color.

There can be no question that much money is lost every year by allowing fruit to become over-ripe on the trees. A grower will have an orchard of, say, half Jonathan and half Ben Davis trees. The Jonathans will be ready to pick, but the owner will notice that it will be several weeks before the Ben Davis are ready.

"Well, I will wait a week before picking the Jonathans," he reasons, "and then by the time I have finished them the other varieties will be ready, and the same picking gang will do all the work."

But it will happen that by the time the Jonathans are picked they will have hung on the trees too long, the fruit will be mellowing and the

apples will go into storage in too ripe condition. As a result there will be a great loss when barrels are opened, and the fault will be charged to storage. Apples must be picked when just ripe and stored immediately.

Russia Not Likely To Produce Much Cheese.

The wonderful increase in the butter industry of Russia the past few years and the prices ruling for the article in Great Britain made me naturally wonder why she did not produce cheese as well as butter, as the ruling prices for cheese in England have been such during the period mentioned, that it would naturally appear more profitable to make more cheese and less butter, or cheese entirely.

I wrote one of my English correspondents regarding the matter, knowing they were very large dealers in cheese as well as Russian butter. They sent my letter to their representative in Russia for him to answer my enquiry, and by a recent mail they sent me his reply, which is as follows:

"I beg to inform you that there is not any cheese made in Siberia up to the present, with the exception of the Tomsk district, where some small dairy owners are said to make some cheese which they sell in the Siberian towns. But most of the cheese consumed in Siberia is imported and I think there are not any prospects for the next years that Siberia should become a cheese producing country, at least no export trade in cheese is to be expected from Siberia.

"Cheese is made especially in Finland, in the East Sea Provinces and in the Volga district. They make a product similar to the Swiss cheese which they call Russian Swiss cheese; another kind of cheese they call Tilsit cheese, similar to the product made in Tilsit (Prussia). Even if Siberia would take up the production of cheese she would surely not export it to the West, but send it to the East, up to Vladivostock, because much higher prices are obtainable in the East. Also the export of butter to the East is developing more and more and the railway has now arranged that special butter wagons will also run from West Siberia to the East, the freight being fixed at 1.25 roubles a pood from Ob to Vladivostock, and 1.50 roubles from Kurgan to Vladivostock. (A pood is 40 lbs. Russian weight and the equivalent to 36 of our pounds. A rouble is equal to 51.46c in American money.) This is not much higher than the rates to Britain, and there is no doubt that in the future a good deal of the Siberian production will be sent to the East."

I think this will be of interest to those engaged in the cheese industry on this side of the water, as it now appears quite unlikely America or Canada will have to meet any competition from that quarter of the globe for some time. My correspondents inform me that their representative is very largely engaged in the Russian butter business and is perfectly reliable.—Geo. A. Cochran, Produce Review.

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A Bargain That Was a Bargain.

Written for the Tradesman.

Mrs. Windways had been a bride beautiful, accomplished and happy, but that was something over a quarter of a century ago. Time, however, had dealt very gently with her and she had brought with her from the land of the honeymoon a good many of the qualities which had made her one of the most attractive of her sex and now she was one of the most dignified, beautiful, accomplished and influential women of her day and generation. Still the gray was aggressively making its presence known among the brown and as she stood before her bureau that morning, noting the changes that fifty-five necessarily brings, it found her irritable and so fault finding and human-like she found a temporary relief in fixing the cause of her irritation to external things.

Naturally enough the looking-glass, that relentless story teller that like the camera is determined to tell the truth at all hazards, became the object of her sudden aversion. No wonder she looked like a fright in a mirror that for thirty-five years had distorted everything it had reflected during that period of time. The wonder was that she had endured it so long, and for thirty-five years had been contented to see herself so disfigured by a glass, known from the first to be defective. What a looking thing the bureau was and the whole set for that matter! She would change it, though, and before another month rolled over her head there would be another glass and another chamber set more in harmony with the requirements of the new century.

"If she will she will, you may depend on't," and Mrs. Windways' wedded life of thirty-five years was full of acts which confirmed the statement that the accomplishment of her determination would be through numberless tumults of toils and tears. In other words, John Windways was a man with a will of his own and closer than a bark to a tree. He prided himself on looking after details and never was known to hesitate even when this well-known characteristic led him into that kingdom over which his wife was supposed to hold undisputed sway. When, therefore, the new chamber set was determined upon, like the skillful strategist she was, knowing the generalship she had to deal with, she entered at once upon the liveliest campaign of her wedded life.

"I've made up my mind, John," she said that very day at dinner, "that that chamber set of ours is unworthy of us. I'm going to have a new one. I never liked it to start with, and when you broke the looking-glass you got a cheap one in its place, and for fifteen years I've put up with a glass that makes me out a fright. It was one of my wedding presents, so that I feel as if it was my own and that I can do with it what I want to. I'm going to; so some day, when you find yourself in modern surroundings, just congratulate yourself on the desirable change and govern yourself accordingly."

"I suppose you know what that

means. You'll begin with a chamber set and you'll end with pulling the house all to pieces and refurnishing it from top to bottom. If the glass is what troubles, why not get a new one and let it go at that? What if we have had it thirty-five years? Every year, for that very reason, should enhance its value. I like old things and I like that set. It was one of the few sensible wedding presents you had and I should think you'd want to keep it on that very account.

"Then, too, what do we care now for looks? Our beauty-period left us some years ago, and you'll find that any glass will have its story to tell of wrinkles and gray hair. For my part, I like this glass, for I can console myself that a good part of the ugliness is due to the defective glass and not to any change in me. You know what the poet says about old books, old friends, old wood to burn and we can add old chamber sets. I don't believe I could learn to sleep on any other bed but that and I know I don't want to try.

"Another matter you want to keep in mind is the cost. What you'll do is to go in Milmine & Joy's and pick out the best set there is there and that house is noted for its high prices from one end of the country to the other. We can't afford it. I guess on my way down town I'll step into Haywood & Packard's and have the glass changed and we'd better let it go at that."

"We'll do nothing of the sort. It's my affair from beginning to end and I can take care of it without troubling anybody. I've already made up my mind upon the set, so if you come home some day and find things changed you may know what the matter is and rejoice that it's no worse. 'Forewarned is forearmed,' you know, and you needn't worry over the cost part of it, for I'm going to pay every cent of it myself."

That last was a clincher and during the whole of the long thirty-five years it had been brought forward "many a time and oft," but always as a forerunner of the inevitable. This time it awakened in the man's mind the idea of circumventing and so thwarting the extravagant design of his wife. Why couldn't he get in ahead and, if there had got to be a change, have one, but one in accordance with his own ideas of things? He'd do it and he'd do it that very day.

With that thought he left the house and it got such firm hold of him that he left the car the minute it reached the business portion of the city and sauntered down into the furniture neighborhood. Then a brilliant thought struck him and hit him hard. He'd go along by the second-hand stores and ten to one he'd find something so near like the condemned one that it would answer every purpose. He'd get it and his wife couldn't help herself. The idea of wasting a small fortune on a chamber set just because a woman couldn't bear to contemplate her own faded beauty in a defective looking-glass! This decision was reached as he was approaching a second-hand furniture

house and for an hour he rummaged the establishment to no purpose. He found almost what he wanted; but at first-hand prices, a thought not for a moment to be entertained.

Provoked at the avariciousness of men he left the store in disgust, to find, a few doors on, a dray backed up in front of the door and on it the very object of his search. "Is that set going out or in?" he asked of the driver. "In," was the answer. "Then hold on a minute; I want it;" and going into the store he was not long in concluding what he was willing to believe was the bargain of his life. Coming out he mounted the seat with the driver and was soon on the way to "219 Washington avenue," a direction which brought a look of surprise to the driver's face, who, however, like the wise men of his class, silently minded his own business.

While the drayman was backing up to the curbstone Windways, jumping out and rejoicing over his commercial coup d'etat, was soon in the front hall calling to "Liza" to come and look at what he had got for her.

With a "what under the sun!" that comely woman looked at her husband, then at the contents of the dray and then nshe sat down on the lowest stair and laughed until the house fairly shook with her mirth. When she at last restrained herself, she gasped, "John, what did you pay for it?"

"Fifteen dollars; and a mighty good bargain it is."

"And just five dollars more than I sold it for two hours ago! Didn't you know your own chamber set that

you've lived with and slept on for ten years more than a quarter of a century? What a precious old stupid you are, John! Now come up and see what I've bought."

The man was in no condition to look at the genuine elegance that awaited him in his chamber. Somehow in his present frame of mind he dwelt continually on a certain fifteen dollars that he had just thrown away and he gloomily wanted to know what he'd better do with his purchase. It added to his agony to be told that it was good and dry, an excellent quality for kindling wood; but how in his present frame of mind he would not and did not. Some weeks later it cheered a humbler home; but its absence was the cause of heartache for a long while after. At fifty-five opinions are expressed without any circumlocution and without stating who had the last word it is only necessary to say what it was:

"Now, John Windways, listen. You have only yourself to thank for your foolishness; and another time when I tell you what I'm going to do, have the good sense to let me do it. It'll cost you more than fifteen dollars the next time and don't you forget it;" and he never did.

Richard Malcolm Strong.

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One certificate packed with each carton, ten of which entitle the dealer to One Full Sized Box Free when returned to jobber or to us properly endorsed.

PUTNAM FACTORY National Candy Co.,
Grand Rapids, Mich.

Some Observations on Supposed Literary Attainments.

Written for the Tradesman.

What an era this is for literature. I like good literature myself. Even at an early age my literary talents began to come to the surface. I used to construct romances in my little brain concerning Sunday school and fishing and good marks at school. I would relate these bits of fiction to my parents at night; but my ability in this direction was not always appreciated.

I remember upon one occasion I related to my father a story of a little boy who came home late from school with his necktie awry and moisture in his curly golden locks. I drew with the pencil of a genius a touching picture in words of a little lad on his way home from school being compelled by his companions to go to an adjacent pond and swim.

As I told this pitiful tale to my father his face contracted with emotion and, firmly clutching my collar, he escorted me to the woodshed where he also related a tale which was also very touching—although during the excitement of the action of the story the touches were rather stronger than those which my artist nature admired. When he was through my body was convulsed with sobs and tears were coursing down my cheeks.

This incident determined my career. One who was the child of a parent possessed of the literary talent that mine was could not but have the spark of genius in his soul! I therefore commenced at once the manufacture of "pearly teeth," "strong bearded men," "courts" and "stone benches," "subtle starlight," silvery moonbeams and other things necessary for a collection of a quantity of words, to be bound with deckle edges and, with a preface as an excuse, sold to an overworked but patient public for one seventy-five per.

To the laymen an author seems to have about the largest sinicure going. The "gentle reader" conjures up a picture of a den luxurious with Eastern rugs and Oriental hangings, low divans and a beautiful inlaid desk that the Pasha of Somthingorother had given the author while he, the author, was on a trip in the Orient in search of local color. And before this desk is the exalted being who gets out the "costly jewels," "alabaster brows" and "forked lightning." This person is dressed in a rich velvet smoking jacket and before him on the desk is a litter of papers and cigarette ends. There he sits with the light of inspiration on his classic brow and writes of love and war and blighted lives and has a perfectly lovely time.

This is the picture the romantic maiden sees. She sits by the fire after she has finished "Arline, or A tale of Love and Passion," and wishes that a knight in shining mail might come riding up on his coal-black charger and bear her away. She hears hoofbeats outside! She runs to window, her heart all a-flutter. Hist! It is only the butcher and her mother

tells her to go peel the potatoes for dinner.

All this time the real thing in the way of authors is probably sitting at the kitchen table with his elbow in the lard. He is smoking "Working Man's Dream" in a corncob pipe, while his youngest is having a tussle with the colic and his wife is telling him to go and get a job wheeling sand instead of wasting his time writing yarns.

Sooner or later he "makes a hit," as the American expresses it, and all his friends say, "I told you so," and come around to borrow a V. And yet this man's heroes are just as strong and African Abe shoots just as straight and the drawbridge falls with just as loud a clang as if he were sitting with his feet tangled up in a velvet rug. And his old pipe is just as much a solace as any combination of rags and camel hair that was ever wrapped up in arsenic-bleached paper and brought over from Egypt.

But the people like the other fellow better. His velvet coat looks more elegant than the 98 cent percale shirt which graces the form of The Real Thing. As there are just as many fleecy clouds floating in the azure sky it makes no difference.

Glenn A. Sovacool.

Recent Business Changes Among Indiana Merchants.

Bloomfield—Lehman & Faucett continue the grocery business formerly conducted under the style of Lehman & Kidd.

Jasonville—J. H. Price has purchased the interest of his partner in the meat market of Strong & Price.

Lafayette—Simon King has purchased the clothing stock of Nathan Amberg.

Linton—Daniel F. Frakes, grocer, has sold his stock to J. S. Page.

Linton—J. E. Puckett has embarked in the grocery business, having purchased the stock of Henry Squire.

Milford—Cook & Hall, who conduct a grocery store at this place and at Warsaw, have dissolved partnership, Mr. Hall succeeding to the business at this place, while J. M. Cook will continue the business at Warsaw.

Columbia City—The Columbia City Heel Manufacturing Co. has taken advantage of the bankruptcy laws.

Indianapolis—Liebling Nash & Co., manufacturers of shirt waists, have filed a petition in bankruptcy.

Wabash—The clothing establishment of E. B. Thomas & Co. has gone into bankruptcy.

Toilet Soap Men Will Work Together.

The National Toilet Soap Manufacturers' Association will hold a meeting in Chicago on Friday of this week. As has been stated, and as it will do no harm to state again, the objects of the reorganized association are to be, chiefly:

To promote mutual respect, good will and harmony.

To prevent unmercantile and unbusinesslike methods.

To create more confidence in each other, which often prevents ruinous competition.

To promote legislation that will be beneficial and prevent legislation likely to be injurious.

To use proper efforts to prevent extortion on freight rates and classification.

Memory is a good thing in business, but there is nothing like complete records of our business in every department.

The gods can not help a man who loses opportunities.

The BRILLIANT Gas Lamp

should be in every Village Store, Home and Farm House in America. They don't cost much to start with, are better and can be run for one-quarter the expense of kerosene, electric lights or gas. Gives 10 Candle Power Gas Light at Less than 15 cents a month. Safe as a candle; can be used anywhere by anyone. Over 100,000 in daily use during the last five years and all are good. Write for Catalogue. Brilliant Gas Lamp Co. 42 State St., Chicago, Ill.



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For Generous Nourishment there's no Food made that equals

Nutro-Crisp
The Ready Cooked Granular Wheat Food
A Delightful Cereal Surprise

There's Vim, Vigor, Endurance in every grain of it. Best food for athletes on account of quick assimilation and great "staying" power. Speedily builds up the weak. Ready cooked—always crisp and sweet. Buy a package today and look for "benefit" coupon.

Proprietors' and clerks' premium books mailed on application.
NUTRO-CRISP FOOD CO., Ltd.,
St. Joseph, Mich.

TRADE IN FURS.

America Leads the World as a Producer.

It will be news to most people that so large a proportion of our furs is obtained from aquatic animals, but formerly it was much greater, the diminished number of beavers, fur seal and otter having greatly reduced the relative supply of marine and fresh water pelts. To-day the most important fur-bearing creature seems to be the muskrat, which contributes over 5,000,000 of its skins annually. Muskrat pelts cost only ten to twenty cents apiece, but they are utilized on a great scale in the imitation of more valuable furs.

From the middle ages up to 1600 Russia was the great source of furs for the world, but the discovery of the resources of North America changed the current of the trade, and this continent soon became the important fur territory. Much of the prominence in this regard formerly possessed by the Czar's dominions was lost by the sale of Alaska to the United States.

For the production of aquatic furs this country is especially notable, and in 1902 it yielded 80 per cent. of the muskrat, 70 per cent. of the mink, 35 per cent. of the otter, 30 per cent. of the fur seal, and 12 per cent. of the beaver marketed. Canada comes next after us, but with less than half the output.

Mr. Stevenson says that, if all of the muskrat skins taken last year were sewn together so as to make one piece, the latter would equal in area all other kinds of fur put together. Another very important fur-bearing animal is the nutria, or "coypu"—a small beaver-like creature found in large numbers in South America, where about 2,000,000 are killed annually.

The most valuable aquatic fur is that of the sea otter, which sells as high as \$1,200 a skin, but the species has been so far reduced in numbers that not more than 600 are captured in a twelve-month. As regards the total value of the product, the beaver was formerly by far the most important contributor to the trade. Later, and up to 1890, the fur seal outranked all others; but to-day the mink is ahead.

New York City is the great fur center of this country, not only for the accumulation of raw goods, but for dressing, dyeing and manufacturing. Indeed, that metropolis leads the world as a consumer of furs, more money being spent on them than in any other city on the globe.

The supply comes almost entirely from hunters and trappers, and the skins "in the rough" are far from attractive in appearance. They are greasy and dirty, and the first thing required in their manipulation is a thorough cleaning. Then the skin must be made soft and pliable, and in the case of some kinds of pelts, such as the fur-seal, the over-hair has to be plucked out or otherwise removed, so as to reveal the beautiful under coat.

The pelts are soaked in salt water to soften them, and then are scraped

with a dull knife on a piece of hard wood, to break up the texture of the skin and make it pliable. Then, if the skin is very thick, it is shaved to thinness and the under side is rubbed with fat to soften it further.

Next comes the process of "tubbing." The skins, with some sawdust, are put into half-hogsheads, in which they are trodden by workmen, for a long time with the bare feet, to render them still more pliable. A machine is sometimes used for doing this part of the work, but with less satisfactory results. Finally, the pelts are put into a revolving drum, with sawdust, to remove the grease from them, and after they have been beaten out to get rid of the sawdust the fur is combed with a steel comb, which completes the process.

A very important part of the business of preparing furs for market consists in dyeing. Fashion demands certain shades—such, for example, as a lustrous blackish brown for seal-skin, which is a color unknown in nature. Beaver and otter are "silvered" by passing lightly over them a solution of sulphuric acid. A golden yellow tint is produced by the use of peroxide of hydrogen.

Dyed furs, as a rule, are of inferior durability, and soon fade, but expert chemists are doing their best to improve the processes. There are only a few successful fur dyers in the world, and the recipes for the dyes they use are kept secret.

Last year this country produced 4,000,000 muskrat skins. The fur of this little animal is dense and soft, somewhat like that of a beaver, but shorter and less fine. It is concealed by long brown overhair on the back and sides, and is generally drab blue; but in Alaska there is a kind of muskrat with fur of a light silver color, and in the Chesapeake and Delaware regions are found so-called "black muskrats," the pelts of which are highly valued.

Under the skill of the fur dresser and dyer muskrat pelts are made to imitate with wonderful accuracy beaver, otter and fur seal, according to treatment. Black muskrat skins go mostly to Russia, where they are used for coat linings. Mr. Stevenson says that the muskrat pelts produced by the United States and Canada during the nineteenth century numbered about 250,000,000—enough to make a blanket covering nearly 4,000 acres.

Thirty years ago mink fur was very fashionable and correspondingly high in price. Attempts were made to rear the animals in confinement, but they resulted in failure, owing chiefly to the fact that the females fought each other and frequently killed their young. Few furs surpass that of the mink in richness of coloring, quality and durability; yet, owing to the capriciousness of fashion, the pelt of the mink sells to-day at one-sixth of the price it brought in 1860.

During the seventeenth and eighteenth centuries the principal use of aquatic furs in Europe was in the making of the fashionable "beaver" hats—so called because beaver fur was the cheap material employed. Some beaver fur is still utilized by

hat makers in the manufacture of very light soft hats, which sell at wholesale for \$80 to \$90 a dozen. There is still a small demand for the old-style beaver-napped hats, shaped like the silk hat, as headgear for guards on drags and coaches. The muskrat and nutria are largely used for high-grade hats.

Fish leathers are now being largely manufactured. The skins of some sharks are studded with horny protuberances which are so hard as to take a polish like stone. They are waterproof, and are used for covering jewel boxes and card cases, as well as for a great variety of ornamental articles.

The hide of the "diamond shark" is employed for covering the sword grips of German officers. A Paris manufacturer has made a reputation by tanning the skin of a species of Malabar shark into morocco, and the green leather called "shagreen," made from the skin of the angel shark of the Mediterranean, has long been a familiar article of commerce.

Good leathers can be made from the skins of cod and salmon, and the hide of the wolf fish is being largely used for card cases and shopping bags. In Egypt fish skins from the Red Sea are utilized for shoe soles, and eel skins are extensively employed in Europe for binding books, while in Tartary dried and oiled fish skins serve as a substitute for glass in windows.

Sturgeon skin affords a handsome ornamental leather, and the hide of the armored gar fish is much valued, being covered with horny plates which may be polished to an ivory-like finish. Along the Yukon River in Alaska the skins of salmon and cod are utilized as clothing, the material resembling kid in appearance and softness, while almost as tough as parchment. Even the skins of frogs and toads are being employed to some extent, two or three factories in France paying much attention to tanning them for card cases and fancy articles.

Faith and Obedience.

The Prince of Wales, now King Edward VII., while a student at Edinburgh University was standing one day with one of his professors near a cauldron containing lead which was boiling at white heat. "Has your Royal Highness any faith in science?" asked the professor. "Certainly," replied the Prince. The professor then carefully washed the Prince's hand with ammonia to get rid of any grease that might be on it. "Will you now place your hand in this boiling metal, and ladle out a portion of it?" he said to his distinguished pupil. "Do you tell me to do this?" asked the Prince. "I do," replied the professor. The Prince instantly put his hand into the cauldron and ladled out some of the boiling lead without sustaining the slightest injury.

Suspected persons, as they stand at the paying teller's window in the bank of France, are instantaneously photographed. A camera is always in position, and is operated upon a signal from the teller.

THE RULING PASSION.

Sentiment in Business Back of Every Success.

The successful credit man is a living daily proof of the inaccuracy of the saying: "There is no sentiment in business." One of the cleverest observers in American literature, Oliver Wendell Holmes, has said: "Religion and law and the whole social order of civilized society are so founded on sentiment that they would all go to pieces without it."

Of course, Mr. Holmes was not speaking of mere sentimentality, that mawkish, weak, emotional yielding to momentary feeling. There is the widest difference between such a disposition and that which is influenced by those deep, modest feelings which take their origin in a recognition of the claims that are laid upon us by our relations with our fellows.

The sentiment of gratitude, filial affection, conjugal and parental love, of esteem and trust in our business associations, and of patriotism and civic pride, all have a legitimate plan in determining our business actions. That man whose business is conducted in disregard of these things is exchanging the peach with its aroma, its bloom and its luscious taste for an apple of Sodom that will crumble to ashes in his grasp.

We have all known of boys whose success in business has come from a fixed purpose to provide every possible comfort for the declining years of the mother and father whose care and labor provided for the childhood of that boy and gave him an education and that best of all blessings, a happy home. We have all seen young men, careless, taking life easy, manifesting no especial interest or aptitude in business, who have suddenly become earnest, attentive, ambitious and capable.

What has made the change? The sentiment of pure love for a pure girl has been born. The little blind god has shot an arrow and out of the opening it has made in that young man's heart has grown the purpose to provide worthily for her who has trusted her life to his keeping. And when, in the goodness of God, little children are born and the young father looks into their large trustful eyes and sees through them in the years that are to come the development of baby boys and girls into youth and manhood and womanhood, it is the sentiment of parental pride and hope that clears his brain and steadies his nerve and strengthens his purpose so that he makes a larger success of his life in order that he may give his boys and girls every possible advantage.

And these primary sentiments that all right-thinking men feel and are inspired by are not the only ones that exert a powerful and legitimate influence in business. Devotion to an idea, clearly conceived and steadfastly wrought into material, practical reality, is the sediment that has been at the back and bottom of almost every one of the marvelous successes of the modern world of business.

Mergenthaler, with his linotype,

which has so entirely changed and so greatly enlarged the scope of the daily newspaper; Swift, with his refrigerator cars and ships that carry around the world the prairie-fed meat of our Far West and lay it sweet and wholesome on the tables of every nation; Field, with his tireless patience and calm, yet intense persistence, accomplishing the successful operation of the first sub-marine cable, are conspicuous few of the multitude of men whose success in business has come from an idea; from the sentiment, the belief that old methods were susceptible of improvement, that better ways were possible, and who set themselves to find those better ways.

I like to think of that man who invented the first rude sewing machine. He was a hard-working mechanic whose wife had to sew at night to keep the children decently clad. And because he loved his wife and his children, he contrived a crude device to make her labor lighter, and out of that first flower of sentiment has grown the enormous sewing machine business of to-day.

Yes, there is a lot of sentiment in business. Why, every O. K. that is placed on an invoice for a shipment of goods is an expression of the sentiment of trust or confidence in our fellow men. We may slightly alter Dr. Holmes' statement and say that the whole modern credit system is founded on this sentiment of trust in one another's integrity and that without that sentiment business could not be transacted. John H. Stone.

How Pat Got Even.

"Speaking of dogs," said Pesky, who had quietly seated himself in the group, "here is a story of actual occurrence.

"It happened one day that a street car was overcrowded. An Irishman stood on the rear platform, and, looking in, saw an over-dressed man, accompanied by a toy dog, the dog occupying a seat.

"Turning to the conductor, the Irishman remarked in a very rich brogue: 'What kind of roights has that dawg to a man's sate, and Oi hev paid foive cents en' stand?' Stepping into the car, the conductor abruptly requested the removal of the dog, and the Irishman took the seat, remarking to the owner: 'That's a foine dawg ye have.' No response.

"He made the second attempt to mollify the ruffled feelings of the dog man by saying: 'Phat kind of a brade of dawg is that?'

"It's a cross between an Irishman and an ape."

"Oh, is that sae?" came the quick rejoinder. 'Sure, then, it's related to both av us.'"

The most curious paper weight in the world belongs to the Prince of Wales. It is the mummified hand of one of the daughters of Pharaoh.

The best thing is to be respected and the next is to be loved; it is bad to be hated, but worse still to be despised.

Borrowed money makes time short; working for others makes it long.

Hardware Price Current

Ammunition				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Kly's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 40			
No. 2 Winchester, boxes 250, per m.	1 40			
Gun Wads				
Black edge, Nos. 11 and 12 U. M. C.	70			
Black edge, Nos. 9 and 10, per m.	80			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
125	4 1/4	1 1/4	5	10
154	4 1/4	1 1/4	4	10
200	3	1	10	12
208	3 1/4	1	8	12
236	3 1/4	1 1/4	5	12
265	3 1/4	1 1/4	4	12
264	3 1/4	1 1/4	4	12
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 80			
1/4 kegs, 12 1/2 lbs., per 1/4 keg.	1 30			
1/2 kegs, 6 1/4 lbs., per 1/2 keg.	2 60			
Shot				
In sacks containing 25 lbs.	1 75			
Drop, all sizes smaller than B.				
Augurs and Bits				
Snell's.	60			
Jennings genuine.	25			
Jennings' imitation.	50			
Axes				
First Quality, S. B. Bronze.	6 50			
First Quality, D. B. Bronze.	5 00			
First Quality, S. B. S. Steel.	7 00			
First Quality, D. B. S. Steel.	10 50			
Barrows				
Railroad.	18 00			
Garden.	29 00			
Bolts				
Carriage, new list.	60			
Plow.	50			
Buckets				
Well, plain.	34 00			
Butts, Cast				
Cast Loose Pin, figured.	70			
Wrought Narrow.	60			
Chain				
Com.	7 c.	6 c.	5 c.	4 c.
BB.	8 1/2	7 1/2	6 1/2	5 1/2
BBB.	8 1/2	7 1/2	6 1/2	5 1/2
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Sinks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable.	40 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30.	25			
Files—New List				
New American.	70 10			
Nicholson's.	70			
Heller's Horse Raps.	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28			
Discount, 70	17			
Gauges				
Stanley Rule and Level Co.'s.	60 10			
Glass				
Single Strength, by box.	90			
Double Strength, by box.	90			
By the Light.	90			
Hammers				
Maydole & Co.'s, new list.	33 1/2			
Yerkes & Plumb's.	40 10			
Mason's Solid Cast Steel.	70			
Hinges				
Gate, Clark's 1, 2, 3.	60 10			
Hollow Ware				
Pots.	50 10			
Kettles.	50 10			
Spiders.	50 10			
Horse Nails				
An Sable.	40 10			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanned Tinware.	20 10			
Iron				
Bar Iron.	3 25			
Light Band.	3 00			
Knobs—New List				
Door, mineral, jap. trimmings.	75			
Door, porcelain, jap. trimmings.	85			
Lanterns				
Regular 8 Tubular, Des.	5 00			
Warren, Galvanized Found.	5 00			

Levels		
Stanley Rule and Level Co.'s.	dis	70
Mattocks		
Adze Eye.	\$17 00 dis	60
Metals—Zinc		
600 pound casks.	7 1/4	
Per pound.	8	
Miscellaneous		
Bird Cages.	40	
Pumps, Clifton.	75	
Screws, New List.	85	
Casters, Bed and Plate.	50 10 10 10	
Dampers, American.	50	
Molasses Gates		
Stebbins' Pattern.	60 10	
Enterprise, self-measuring.	30	
Pans		
Fry, Acme.	60 10 10 10	
Common, polished.	70 10	
Patent Planished Iron		
"A" Wood's patent planished, Nos. 24 to 27.	10 80	
"B" Wood's patent planished, Nos. 25 to 27.	9 80	
Broken packages 1/4 c per pound extra.		
Planes		
Ohio Tool Co.'s, fancy.	40	
Sciota Bench.	50	
Sandusky Tool Co.'s, fancy.	40	
Bench, first quality.	45	
Nails		
Advance over base, on both Steel and Wire.		
Steel nails, base.	2 75	
Wire nails, base.	2 35	
20 to 60 advance.	Base	
8 advance.	18	
6 advance.	20	
4 advance.	28	
3 advance.	45	
2 advance.	70	
Fine 3 advance.	50	
Casing 10 advance.	15	
Casing 8 advance.	25	
Casing 6 advance.	35	
Finish 10 advance.	25	
Finish 8 advance.	35	
Finish 6 advance.	45	
Barrel 1/2 advance.	85	
Rivets		
Iron and Tinned.	50	
Copper Rivets and Burs.	45	
Roofing Plates		
14x20 IC, Charcoal, Dean.	7 50	
14x20 IX, Charcoal, Dean.	9 00	
20x28 IC, Charcoal, Dean.	15 00	
14x20 IC, Charcoal, Alloway Grade.	7 50	
14x20 IX, Charcoal, Alloway Grade.	9 00	
20x28 IC, Charcoal, Alloway Grade.	15 00	
20x28 IX, Charcoal, Alloway Grade.	18 00	
Ropes		
Sisal, 1/4 inch and larger.	2 1/2	
Manila.	13	
Sand Paper		
List acct. 19, '86.	dis	50
Sash Weights		
Solid Eyes, per ton.	36 00	
Sheet Iron		
Com. smooth.	com.	
Nos. 18 to 14.	\$3 00	
Nos. 15 to 17.	3 75	
Nos. 18 to 21.	3 90	
Nos. 22 to 24.	4 10	
Nos. 25 to 26.	4 20	
No. 27.	4 30	
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10	
Shovels and Spades		
First Grade, Doz.	6 00	
Second Grade, Doz.	5 50	
Soldier		
1/4 0/0.	19	
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.		
Squares		
Steel and Iron.	60—10—5	
Tin—Melyn Grade		
10x14 IC, Charcoal.	\$10 50	
14x20 IC, Charcoal.	10 50	
20x14 IX, Charcoal.	12 00	
Each additional X on this grade, \$1.25.		
Tin—Alloway Grade		
10x14 IC, Charcoal.	9 00	
14x20 IC, Charcoal.	9 00	
10x14 IX, Charcoal.	10 50	
14x20 IX, Charcoal.	10 50	
Each additional X on this grade, \$1.50.		
Boiler Size Tin Plate		
14x26 IX, for No. 3 Boilers, } per pound..	13	
14x26 IX, for No. 9 Boilers, }		
Traps		
Steel, Game.	75	
Oneda Community, Newhouse's.	40 10	
Oneda Community, Hawley & Norton's.	65	
Mouse, choker, per doz.	15	
Mouse, delusion, per doz.	1 25	
Wire		
Bright Market.	60	
Annealed Market.	60	
Coppered Market.	50 10	
Tinned Market.	50 10	
Coppered Spring Steel.	40	
Barbed Fence, Galvanized.	3 00	
Barbed Fence, Painted.	2 75	
Wire Goods		
Bright.	10—20	
Barbed Eyes.	10—20	
Hooks.	10—20	
Gate Hooks and Eyes.	10—20	
Wrenches		
Baxter's Adjustable, Nickel.	20	
Oce's Genuine.	20	
Oce's Patent Agricultural, Wrought.	20 10	

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal., per doz.	48
1 to 6 gal., per gal.	6
8 gal. each.	52
10 gal. each.	66
12 gal. each.	78
15 gal. meat-tubs, each.	1 25
20 gal. meat-tubs, each.	1 60
25 gal. meat-tubs, each.	2 25
30 gal. meat-tubs, each.	2 70
Churns	
2 to 6 gal., per gal.	6 1/2
Turn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each.	6
Fine Glazed Milk-pans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each.	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	35
No. 2 Sun.	45
No. 3 Sun.	50
Tubular.	50
Nutmeg.	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints.	4 25 per gross
Quarts.	4 50 per gross
1/2 Gallon.	6 10 per gross
Fruit Jars packed 1 dozen in box	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 68
No. 1 Sun.	1 78
No. 2 Sun.	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.	1 80
No. 1 Crimp.	1 90
No. 2 Crimp.	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 5
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & lab.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled.	4 80
No. 2 Sun, wrapped and labeled.	5 80
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 09
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (85c doz)	3 50
No. 2 Lime (75c doz)	4 00
No. 2 Flint (80c doz)	4 60
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 30
2 gal. galv. iron with spout, per doz.	1 50
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	5 00
5 gal. Tilting cans.	7 00
5 gal. galv. iron Noctua.	9 00
LANTERNS	
No. 0 Tubular, slide lift.	4 75
No. 1 B Tubular.	7 25
No. 15 Tubular, glass.	7 25
No. 1 Tubular, glass.	7 50
No. 12 Tubular, slide lamp.	13 50
No. 3 Street lamp, each.	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 40
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 1, 1/2-inch wide, per gross or roll.	11 25
No. 0, 1-inch wide, per gross or roll.	7 25
No. 2, 1-inch wide, per gross or roll.	7 25
No. 3, 1 1/2-inch wide, per gross or roll.	5 00
COUPON BOOKS	
50 books, any denomination.	1 50
100 books, any denomination.	2 25
500 books, any denomination.	11 25
1,000 books, any denomination.	20 00
Above quotations are for either Trademark Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.	1 50
100 books.	2 25
500 books.	11 25
1,000 books.	20 00
Credit Checks	
500, any one denomination.	2 25
1,000, any one denomination.	4 50
2,000, any one denomination.	9 00
Steel punch.	

New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 17.—The coffee market has gone off. For two or three weeks we have had reports of gradually accumulating strength, but within a day or so receipts at primary points in Brazil have been largely increased, and this has had the effect of sending the market back about where it was a month ago. The jobbing trade during the week has been fairly active and at the close prices are fairly steady. Offerings of lower grades have been moderate and, while it is said Rio No. 7 was selling at the old figure of 5½¢, the principal dealers thought about 1-16¢ more would be the right thing. In store and afloat there are 2,545,055 bags, against 2,801,338 bags at the same time last year. Crop receipts at Rio and Santos from July 1 to Oct. 14 aggregate 5,539,000 bags, against 5,262,000 bags a year ago. The amount is still over a million bags behind 1901. Little has been done in mild sorts and Good Cucuta is worth 8¢. East India coffees are steady and unchanged.

A little new business has sprung up in the sugar market. All the refiners are accepting new orders for time contracts and guarantee prices. On outstanding contracts there has been a pretty good trade all the week—for the season of year. Jobbers generally are pretty well stocked.

There has been a fair, although not large, call for teas and this is especially true of the high grades, which have sold right along in a most satisfactory manner. Buyers are not disposed to shop after bargain lots, for they can not find them. Holders are firm and make no concessions.

Every prospect pleases in the rice market. Offerings are free, but the supply seems to be none too large for the demand and full prices are asked and obtained. Sales are not large in any one case, but they are numerous and in the aggregate amount to a good total. Choice to head, 5½¢ & 6¢.

Everything in the spice line is well held and Singapore is firm at 12½¢ in round lots. Cloves have shown some advance and are firmly sustained at 13¼¢ & 13½¢ for Zanzibar in round lots. Pimento is firm and the whole list seems to be in the seller's favor.

We are having better weather for molasses and the situation shows material improvement. Jobbers are taking fair supplies, but stocks on hand are limited at best. Quotations are about unchanged, but are firm and some advance will occasion no surprise. Good to prime centrifugal begins at about 17¢ and ranges through almost every fraction up to 27¢. Foreign grades are well sustained. Syrups are in moderate supply and are firmly held at about former prices. Round lots, fair to good, 16¢ @ 21¢, and from this the range is up to 22¢ @ 30¢, the latter for fancy stock. Glucose is selling fairly well. Mixed molasses is steady at about 25¢ for fair stock.

So far as canned goods go the two

articles of most interest are corn and tomatoes. Corn is practically "out of sight," so far as Maine goods are concerned, and about 25 per cent. of a pack is all that is hoped for. New York State is almost as badly off and the market depends on Maryland and the West. Western stock, \$1 @ 1.05 f. o. b. factory, net. Maine is worth \$1.50 easily and can not be had for any price save in isolated lots. Tomatoes have come in at a lively rate, as they often do at the end of a season, and a good Maryland article is quoted at 65¢ f. o. b. factory. Salmon seems to be in slow demand and working out at about \$1.22½ @ 1.30 f. o. b. coast. California fruits have done well and quotations are strongly held.

A dull trade is reported in dried fruits, although no one seems to know exactly why it is so. Choice grades of some articles sell fairly well, but there is room for improvement. Prunes are lower and very quiet and the same is true with raisins.

Buyers of butter have been rather reluctant to purchase ahead of current wants and the week has been rather quiet. Supplies, however, are not very large and there is a quite general belief that within a week we shall have prices a little higher. At the close fancy Western creamery is quotable at 21¢ @ 21¼¢; seconds to firsts, 17¢ @ 20½¢; imitation creamery, 15¢ @ 18¢; factory, 15¢ @ 16¢, the latter for held stock; renovated, 15¢ @ 17¢; packing stock, 14¢ @ 15½¢, latter for June make.

Little is being done in the cheese market. Supplies are fairly ample in small sizes, but large is pretty well cleaned up. Small full cream fancy is worth 11½¢ and large sizes ¼¢ less. Skims, 8¼¢ @ 9¼¢.

There is, as usual, a good call for high-grade eggs and prices range from 25¢ @ 30¢ for nearby selected stock; extra fresh-gathered Western, 25¢; seconds to firsts, 20¢ @ 24¢; candled, 17¢ @ 17½¢; refrigerator, 18¢ @ 21¢. The general situation rather stronger than last week.

Clever Western Grocer's Scheme.

The proprietor of a grocery store in Topeka, Kan., will have a telephone installed in the house of any of his patrons with the sole provision that the purchase of provisions shall not be less than \$25 monthly. If the bill should be less than that amount he allows a 5 per cent. discount on the amount, to help to defray the expenses of the instrument, and the customer makes up the remainder. Thus on a \$25 bill the grocer pays \$1 and the patron 50 cents. The merchant has not been able to figure out accurately just where he stands in this transaction, but he thinks that it is a profitable one. He says it is certainly bringing new customers and increased sales.

With plenty of ambition and hustle any man is equipped for wonder-working.

He who dives to the bottom of pleasure brings up more gravel than pearls.

Dig a well before you are thirsty.

"BEST OF ALL"

Is what thousands of people are finding out and saying of

DR. PRICE'S TRYABITA FOOD

The Only Wheat Flake Celery Food



Ready to eat, wholesome, crisp, appetizing, delicious.

The profit is large—it will pay you to be prepared to fill orders for Dr. Price's Tryabita Food.

Price Cereal Food Co., Battle Creek, Mich.

A Quartet of Sweetness

Choice—Violetta Chocolates (*Bitter Sweet*)

Palatable—Bermuda Chocolates

Toothsome—Favorite Chocolate Chips

Delicious—Full Cream Caramels

ORDER EARLY FOR HOLIDAY TRADE

STRAUB BROS. & AMIOTTE

TRAVERSE CITY, MICH.

Opportunities!

Did you ever stop to think that every piece of advertising matter you send out, whether it be a Catalogue, Booklet, Circular, Letter Head or Business Card, is an opportunity to advertise your business? Are you advertising your business rightly? Are you getting the best returns possible for the amount it is costing you?

If your printing isn't THE BEST you can get, then you are losing opportunities. Your printing is generally considered as an index to your business. If it's right—high grade, the best—it establishes a feeling of confidence. But if it is poorly executed the feeling is given that your business methods, and goods manufactured, are apt to be in line with your printing.

Is YOUR printing right? Let us see if we cannot improve it.

TRADESMAN COMPANY

25-27-29-31 North Ionia Street, Grand Rapids, Mich.

HOTEL GUESTS.

Side Lights on Several Different Varieties.

Written for the Tradesman.

Pursuant to the law in such case made and provided, and—I may as well go on and quote the rest—contrary to the peace and dignity of the people of the State of Michigan, but pursuant particularly to my promise made to my friend and fellow-conspirator, the hotel clerk, I take my typewriter in lap to write a few words concerning the hotel guest, at the same time issuing a challenge to any welterweight or heavyweight grammarian in Michigan to "diagram" the opening sentence of this article. The sentence aforesaid is the nearest to Gen. Charles King's style that I have ever been able to approach. Generally—no pun intended—I get all out of breath before even getting a sight of the General's coat-tails when I go into one of these long-distance English composition events with the General. General King is the champion long distance, six-day novelist of the country. He is the only man in America who can write a novel in three sentences.

The first hotel guest to whom I shall refer, however, is not a really truly hotel guest at all. When it comes to speeding the parting guest, here is a guest that the clerk will speed with the greatest willingness. He is often sorely tempted to accelerate his speed, if there is any accelerate handy. He is the man who boards at an obscure pie foundry on a back street and comes into the \$3 a day house to write his letters or to pick his gilded molars. The clerk sometimes attempts to checkmate this individual by keeping the hotel writing room pretty well denuded of writing material, although the artificial guest gives him a good deal of valuable assistance in this regard. You may have observed this scarcity of note-heads and envelopes in the writing room and blamed the parsimonious landlord. Don't do it. Blame the unregistered hotel guest. It may annoy you; but it doesn't bother him any. He applies at the desk for more, and he gets it, because the clerk and the hotel can not afford to take any chances. It can not even afford to have one of these uncanned lobsters roaming around the State and knocking the institution.

The other day, while I was leaning over a Muskegon hotel desk, one of these fellows percolated through the revolving door, set his grip down, asked for some paper and envelopes, got them, picked up his grip and walked out to find a boarding house.

"He will get a five-by-eight room somewhere on a back street," said the clerk, "and will sit on the floor and use the end of his trunk for a writing desk. Ten to one he will write to somebody and tell what a bum hotel this is, so much poorer than those to which he has been accustomed."

You girls who get letters written on hotel stationery, think this over. If the stationery is from a \$3 a day house and the fellow looks to be making about twelve per, draw your own conclusions and don't spend much

on postage stamps. Mind you, I don't blame the man who is trying to economize; but I do mind the four-flusher who is economizing under false pretenses. I admire a man who economizes. We ought always to admire others who can do things that we can't do ourselves.

The hotel landlord has other sorrows that I do not need to mention here because they are seldom supplied by the commercial traveler, not the real traveling man. There is the fellow who is called out of town so suddenly that he does not have time to return and pay his bill and claim the trunk upstairs with the bricks in it. There are hotel men of my acquaintance who have collected quite a little building material this way, enough to lay the foundation of a new hotel and of a valuable experience. One does not object to having a gold brick worked off on him occasionally, because one is never gold-bricked unless the gold bricker has the idea one has money; and to be considered a man of means is the honor for which ninety-five men out of a hundred are striving. But to have some ordinary three dollar clay Zeeland brick worked off on one is dispiriting.

Then there is the ground and lofty guest, who rides up in the 'bus and rides out via the fire escape. He is the most strenuous hotel guest of whom history has any knowledge. His shins have been barked by waterspouts all the way from San Francisco to New York and back to South Bend, Ind. Of course, there are a few men who get out of a hotel that way to save their lives. There are hotels so bad that perfectly honest men sometimes feel impelled to take chances. It is a case of gimme liberty or gimme death.

Speaking of board bills and those who jump them reminds me of a case with which I was somewhat acquainted. Of course, you know that here in Michigan, as in most states, we have a law which makes jumping a board bill a criminal offense and if a guest departs via the fire escape and the dark and stormy night the sheriff can be sent to bring him back, at the customary fees. It is the only criminal legislation on the statute books where the machinery of the criminal law may be properly put into motion to punish by incarceration for failure to pay a debt; and it is permitted in this case because jumping a board bill, in the very nature of the case, shows an intention to defraud.

The man of whom I speak loped out, leaving behind him an unpaid board bill of \$27.30 and three shirts. The three shirts were not enough to assuage the grief of the Grand Rapids landlord from whom he eloped, so the sheriff was called into the case. He brought the man back from Kalamazoo and he was arraigned in justice court. He demanded an immediate trial and it did not take any longer to pick up a jury than it would over in Wisconsin.

Strange to say the jury was what the lawyers call an "acquittal" jury. There are juries that are known as "convicting" juries, that wouldn't

acquit a man if he proved that when the crime was committed he was in jail. Then there are juries that wouldn't convict a man if he asked it as a favor. This board bill jumper was lucky enough to draw that kind of a jury. He had a little money left with which he hired a lawyer.

The People put in their case and it was to be seen that the jury did not take much stock in the landlord's story. The jury may have been acquainted with him. The three shirts were introduced in evidence, but they produced no sensation, although they were plenty loud enough to do so. It looked like the jury would acquit without leaving their seats when the man who had eloped with two weeks' Grand Rapids board had told his story. He wound up by saying that he had no intention to defraud the landlord—that he just ran down to Kalamazoo to transact some business and intended to return to the hotel.

The jury retired and in three minutes and twenty-seven seconds returned a verdict of "guilty as charged."

It was something of a surprise and, prompted by curiosity, the attorney for the defense at the earliest opportunity quizzed one of the jury, asking him by what rule of reasoning the jury had arrived at such an unanticipated result.

"Well," said the jurymen, "we was inclined all along to let your man go. We thought it didn't make much difference how he got away from that hotel, whether by the ele-

vator or the waterspout, so long as he got out alive. But we convicted him on general principles because we knew he was a liar when he said he intended to return."

Douglas Malloch.

Misfit clerks are more often than not the result of the poor and hasty judgment of proprietors when making a selection. This is a matter concerning which the owner of an establishment can not be too careful. The worth and adaptability of an assistant are in the long run of much more consequence than the dollar or two difference a week there may be to pay between the promising and the unpromising applicant. If every store-keeper selected, in the first place, a clerk who had the proper stuff in him, remembered he was a human being with inalienable rights and gave him proper opportunities for development there would be no misfit clerks.

A sense of humor is a most valuable possession. It not only keeps one in better health, but it saves from many foolish and illogical notions. It discloses half-baked schemes and preserves one from extremes of thought or action. And it is enjoyable, too, particularly if not carried to the point of levity. A little fun is in order most of the time, so long as it is not overdone. Even the sick and anxious can appreciate it, and it is the best of tonics. If you have a sense of humor, cultivate it, but don't let it run away with you.

CELERY NERVE GUM



PROMOTES THAT GOOD FEELING. Order from your jobber or send \$2.50 for five box carton. The most healthful antiseptic chewing gum on the market. It is made from the highest grade material and compounded by the best gum makers in the United States. Five thousand boxes sold in Grand Rapids in the last two weeks, which proves it a winner.

CELERY GUM CO., LTD., 35-37-39 North Division Street, Grand Rapids, Michigan

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

Commercial Travelers

Michigan Knights of the Grip
President, B. D. PALMER, St. Johns; Sec-
retary, M. S. BROWN, Saginaw; Treasurer,
H. E. BRADNER, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, J. C. EMERY, Grand Rapids;
Grand Secretary, W. F. TRACY, Flint.

Grand Rapids Council No. 131, U. O. T.
Senior Counselor, W. B. HOLDEN; Secretary,
Treasurer, E. P. Andrew.

Eloquent Tribute to the Tireless Traveler.

A genius of American production, scarcely half a century old, but mighty in point of numbers and influence.

No longer than the early seventies he was rarely seen. To-day if there was a railroad passenger train in this broad land that was not lighted up by his cheerful countenance and made jolly by his jokes and smiles, the conductor would conclude that some evil spirit had taken possession of his train and the Pullman porter would send in his resignation at the end of his run.

No sooner does the irrepressible march of Civilization's conquering hosts force back the savage into deeper and wilder jungles of nature's forests than the irrepressible "Knight" looms up, not as an Unknown but as a remarkably well-known quantity. He is the most cosmopolitan of earth's millions. Go not only to every city, town and hamlet throughout Uncle Sam's domains, but go if you please to Europe, Asia and the Islands of the Sea and you will find him working as industriously to sell ice machines and ice cream freezers in the frozen plains of Siberia as he is in selling well boring machines and wind-mill pumps in the Desert of Sahara. He cares nothing for the partition of China, so long as he is allowed the privilege of "working" the territory that is being partitioned. He cares nothing as to Russia closing the "open door" of Manchuria so long as he is permitted to enter at the back door.

His adaptability makes him at home wherever he chances to hang his hat and his versatility makes him a welcome visitor throughout the globe. He is the embodiment of energy, the master of patience, the destroyer of provincialism, the advance guard of civilization. He can discuss the question of election, foreordination or predestination with the church deacon with as much earnestness as he discusses the probable chances of the next Presidential candidate of his party's choice. He can inform you of the extent of havoc which will be wrought upon this season's cotton crop by reason of boll worm, boll weevil or caterpillar as accurately as he can point out the team who will win the pennant in the big league, or the "also rans" in the coming races.

He soon learns that integrity and conscience are the essential ingredients of a successful career and that the present business world has no room for the dishonest or the untruthful. Love of home and family is with him stronger than with any other class of men. The old aphor-

ism "Absence makes the heart grow fonder" finds its fullest exemplification in his ranks.

To the jobber and manufacturer I would say: He is your pillar of cloud by day—your pillar of fire by night. He rejoices when you rejoice—he weeps when you weep. Your success is his success and your failure is his ruin. Therefore, take him into your confidence and give him the best you have to offer and remember if he sometimes gives the extra to one whom you have not authorized, he gives it to one who deserves it—to your customer and his friend.

To the retailer I would say: Give him a patient hearing. Don't be too much absorbed to listen to what he has to say. If you are not interested to-day he will tell you something which will be of value as the days go by. Don't put him off until you have attended to every other duty and expect him to see you at 5 o'clock p. m. He has engagements with three of your neighbors at that hour already. His time is valuable—he has a wife and family at the end of the road and he is laboring strenuously to reach there by Saturday night. Besides his best bargains are always given to the first customer.

Lastly, give him all the orders you can, place yourself in his hands and your leaf will not wither, but whatever you doeth will prosper.

W. P. Smith.

Episode of the Drummer and the Conductor.

"I won't give you six cents," said the drummer, and the train rolled into the Worcester depot.

The conductor spitefully pulled open the car-door and shouted, "Where's Johnson?"

Johnson was a long, good-natured looking policeman and he stepped forward.

"Here's a man who refuses to pay his fare," bellowed the conductor, and the people about the depot closed in on the trio.

The drummer promptly testified to the untruthfulness of the railroad man's assertion in three short plain words, familiar to everyone upon like occasions, and then explained the law to the policeman, and showing him the B. & M. ticket demanded the conductor to take coupons for his ride.

"Arrest that man," foamed the conductor.

"Not on your salary," said Policeman Johnson; "you can arrest him and give him to me for safe keeping, but the city of Worcester is not in this."

"Arrest at your peril," the drummer murmured.

The conductor was a bit set back, but feeling in his pocket the telegram from headquarters he bravely placed the drummer under arrest and turned him over to the careful Johnson. Not a sign of weakening on the part of the drummer, and in company with a friend who volunteered to go to the station-house with him, away they went.

The drummer seemed to know what he was about, for he stepped along to the desk and, through a hole

in the wall where common drunks throw up their good names and valuables, he drew from his pocket a copy of the Laws and Resolves of the State of Massachusetts, and opening it lay it before the eyes of the officer in charge, remarking, "I am a citizen of this Commonwealth and I want the protection that law grants me."

The officer read and rubbed his gray side-locks, called another officer and they both read; then handed back the book, remarking to his fellow officer, "I won't lock him up."

"I won't take any responsibility," said the other officer.

"Well, understand me most emphatically, he's no prisoner of mine," remarked Officer Johnson.

Meanwhile, the drummer quietly "sawed wood."

"What's to be done with him?" said one of the officers.

"D—if I know," said the other. "Here, Johnson, take him up to the chief," and upstairs to the chief went Johnson and the drummer.

"Mr. Officer, you let this man go about his business," commanded the marshal, and the way Officer Johnson opened the wicket and ejected the drummer was speed to its most superlative altitude.

The drummer had vindicated his rights, but did it "pay for the powder?" Perhaps not and perhaps yes, for that conductor will probably never again arrest any drummer until he knows what law he is acting under.

Joseph Kiggins.

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The EAGLE Messengers

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The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

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WE WANT YOU

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Forest City Mixed Paints

are made of strictly pure lead, zinc and linseed oil. Guaranteed not to crack, flake or chalk off. FULL U. S. STANDARD GALLON. Our paints are now in demand. Write and secure agency for your town. Liberal supply of advertising matter furnished.



The FOREST CITY PAINT & VARNISH CO.

Established 1865

C. EVELAND, OHIO

Gripsack Brigade.

Wm. D. Van Loo succeeds Simon Hellenthal as traveling representative for the Zeeland Milling Co.

On account of the retirement from business of Heavenrich Bros. on Nov. 1, Will L. Atkins, who has represented the house for the past nineteen years, in both the Upper and Lower Peninsulas of Michigan, has engaged to cover the same territory for L. Loewenstein & Co., clothing manufacturers of Chicago. Mr. Atkins has established a splendid record for himself and is very popular with his trade. His word is as good as his bond and both are above par.

A traveling man in Unionville presented one of the new \$20 bills in payment for a purchase at one of the stores. The merchant didn't like the looks of the bill and took it to the local bank, where it was pronounced a counterfeit. They were going to put the owner of it in jail and notify the federal authorities when another traveling man who happened to be in town found out what it was all about and told them the bill was Uncle Sam's latest and as good as gold. Now the other towns in the vicinity are giving Unionville the laugh and advising persons intending to visit there to get their money changed into nickels and dimes to avoid trouble with the people who are not familiar with anything larger.

A Henderson correspondent writes as follows: A year ago A. P. Baker, traveling representative of a Detroit confectionery house, was making Henderson on his periodical trips. He became acquainted with Miss Edith Arthur, the prettiest girl in town, and fell in love with her. She reciprocated his affection and consented to marry him, although her father was unwilling. Their true love did not run smooth, so they eloped and were married in Detroit. Possibly the rest of this story ought to deal with the misfortunes that befell the hapless bride, of the misery that was her lot after the glamour of first love wore off and remorse for her sudden plunge into matrimony supervened. Maybe the picture of a tearful prodigal soliciting papa's forgiveness and a nest under his protection should be drawn. Probably the tale is lacking in interest if not embellished by a scene in the divorce court, with lurid exposures of the gay traveling man's weaknesses. For this is the sort of narrative that often comes as a sequel to that sort of incident. But Mr. and Mrs. Baker and Mrs. Baker's pa have just gone to work and knocked all the sensationalism out of the situation. Pa has extended his hands in forgiveness and blessing over the heads of the unrepentant children. The first love is the love that yet holds sway, and thought of misery can not pry its way between two whom love has cemented together so closely. Moreover, the gay traveling man travels no longer, because he has become editor of the Henderson Times, and of gayety none ever speak when they mention an editor.

A Woman Whisky Drummer.

A woman drumming for orders for

whisky somehow strikes one as an unpleasant spectacle. Yet that is the business which an Irish girl has entered, and which, according to reports, she has found profitable.

She is Miss Victoria Short, daughter of a Tipperary property owner, whose reduced circumstances on account of land agitation made it necessary for the girl to earn her own living. An Irish member of Parliament got her a place in the thirst-appeasing department of the House of Commons, and her fame in that sphere of national activity brought her the surprising offer to go out on the road.

She hesitated at first, but finally accepted the offer, and she has now become an object of much criticism and curiosity. She has succeeded, however, in minding her own business so well that she is making a great success of it. Oddly enough, Miss Short's employer is a man named Tall.

Miss Short's work as a whisky drummer is unique, but Great Britain affords a number of other cases of women who make a living out of queer businesses.

It appears that in England and Wales alone there are nearly 44,000 women bootmakers, 3,239 ropemakers, 4,730 saddlemakers, 5,140 who make a living by gardening, 3,850 butchers, 27,707 who keep body and soul together by tending bar, nearly 3,000 cyclemakers, and—the highest figure of all—117,640 tailors.

It appears that there are female bailiffs, boatmen, boiler-makers, bricklayers, iron founders, plumbers, plasterers, slaughterers and veterinary surgeons. One woman in the kingdom is set down as a dock laborer and another as a road laborer, while 279 are undertakers and twelve are shepherds.

Startling Theory.

"Did I understand you to say," queried the tourist with the eyeglass, "that this volcano was in a continuous state of eruption until about forty years ago, when it stopped suddenly?"

"Yes, sir," said the guide. "That's right."

"And it has never had an eruption since?"

"Nary 'ruption."

"Is there—aw—any theory to account for its sudden suspension of activity?"

"Yes, sir," rejoined the guide, the clear light of truth shining in his honest eyes. "A man out here got out an injunction agin it one day, an' the case is still in the courts."

Accounted For.

A lady who was returning home one evening after completing her shopping happened to glance at some pots of honey.

Thinking they would be very nice, she went inside and purchased one.

After the pot was opened, she was very much annoyed at some hairs that were in the honey.

The next morning she returned with the jar, and asked the shopkeeper how they had got there.

"Oh," he replied, "they must have come out of the comb!"

Movements of Merchants.

Mancelona—H. Rogers succeeds Rogers Bros. in the grocery business.

Davis—The capital stock of the Davis Creamery Co. has been increased from \$3,000 to \$8,000.

Dowling—D. C. Warner, G. E. Bryant, J. M. Moon and E. J. Stanton have organized the Dowling Creamery Co. The authorized capital stock is \$6,000, held in equal amounts by the members of the company.

Detroit—The Rowley Scale & Supply Co. has been formed to engage in the manufacture of scales. The new company is capitalized at \$10,000, the stock being held by J. J. Larmen, 500 shares; V. C. Ives, 400 shares, and T. L. Wilson, 100 shares.

Alma—The Alma Motor Co. has been incorporated to engage in the manufacture of gas and gasoline engines at this place. The company is capitalized at \$75,000, being owned by Lester E. Willson, 6,500 shares; W. T. Knowlton, 430 shares; A. W. Wright, 300 shares, and J. Henry Lancashire, 100 shares.

Lansing—The Kneeland Crystal Creamery Co., manufacturer of creamery apparatus, has merged its business into a corporation under the same style. The authorized capital stock is \$1,000, held by G. W. Renyx, 50 shares; C. P. Downey, 49 shares, and O. C. Downey, 1 share.

Pontiac—The Peninsula Macaroni Co., composed of the stockholders of a similar concern at Marblehead, Ohio, and local capitalists, has been organized at this place. The officers are Vincent Elias, President, Treasurer and Manager, and W. E. Guerin, Secretary. The factory will consume 1,800 barrels of flour per month and will turn out eighty-eight kinds and styles of macaroni, spaghetti, noodles, vermicelli and kindred products.

Owosso—The Owosso Sugar Co., which operates factories at this place and at Lansing, has recently purchased 7,000 acres of land, making 16,000 acres now owned by the company, which will eventually be converted into one vast sugar beet field. The farm is rapidly becoming populated, it requiring about 300 men at the present time to do the work. The company has a large boarding house and forty double one-story houses for its workmen.

Boyer City—The Boyne City Charcoal Iron Co. has recently been organized at this place. One of the principal members of the company is F. B. Baird, who re-opened the East New York mine at Ishpeming about five years ago and who has since that time operated the property. The purpose of the organization of the new company is to remove the St. Ignace charcoal furnace plant to this city, where it will be operated to its fullest capacity.

The Boys Behind the Counter.

Lansing—Frank Hiner succeeds E. I. Beebe as manager of the health food store.

Kalamazoo—Chas. Tuttle has left the employ of B. R. Desenberg & Bro. and gone to Bangor, where he has charge of the dress goods department of the DeHaven Mercantile Co.

Petoskey—Wade Stark has gone to

Detroit to take charge of the china store of Leo P. H. Fisher.

Cadillac—Jay Meek succeeds J. M. Bothwell as clerk at the Snider & Co. grocery store.

Middleville—R. E. Dettindaver, who is alleged to have taken over \$50 from the money drawer at F. E. Heath's drug store and who skipped on a Michigan Central train, was caught by officers before the train reached Grand Rapids. He was arraigned before Justice Whitmore, waived examination and is now in the county jail awaiting trial. Mr. Heath recovered the \$50 and greatly regrets the man's mistake, as he is the best pharmacist and most obliging clerk he ever employed, and should the judge see fit to show leniency Mr. Heath may decide to re-employ him.

The Way To Wake Up and Get Up.

Don't jump up the first thing your eyes are open. Remember that while you sleep the vital organs are at rest. The vitality is lowered and the circulation not so strong. A sudden spring out of bed is a shock to these organs, especially to the heart, as it starts to pumping the blood suddenly.

Take your time in getting up. Yawn and stretch. Wake up slowly. Give the vital organs a chance to resume their work gradually.

Notice how a baby wakes up. It stretches its arms and legs, rubs its eyes and yawns and wakes up slowly. Watch a kitten wake up. First it stretches out one leg, then another, rubs its face, rolls over and stretches the whole body. The birds do not wake up and fly as soon as their eyes are open, they shake out their wings and stretch their legs, waking up slowly. This is the natural way to wake up. Don't jump up suddenly, don't be in such a hurry, but stretch and yawn, and yawn and stretch. Stretch the arms and the legs; stretch the whole body. A good yawn and stretch are better even than a cold bath. It will get you thoroughly awake, and then you will enjoy the bath all the more.—Medical Talk.

Elias and the Other Howe Brothers.

A feature of the 150th anniversary celebration of Spencer, Mass., was the respect paid to the town's three mechanical geniuses, all of one family. The best known is Elias Howe, Jr., who invented the sewing machine in 1819. Tyler and William Howe, half-brothers of Elias, figured as inventors of the spring bed and the truss bridge. Tyler Howe invented the spring bed after he went to California in 1849 and slept on hard bunks. It was William Howe who invented the truss bridge.

P. J. Coppens is the inventor of a soft coal stove which he claims is the only soft coal burner on the market which uses a magazine and can be used for other fuel, such as hard coal or wood. It appears to work perfectly and when the door is opened emits no smoke nor gas. It is a stove that would be an ornament to any house.

Drugs--Chemicals

Michigan State Board of Pharmacy
Term expires
WIRT P. DOTY, Detroit Dec. 31, 1908
CLARENCE B. STODDARD, Monroe Dec. 31, 1904
JOHN D. MUIR, Grand Rapids Dec. 31, 1908
ARTHUR H. WEBBER, Cadillac Dec. 31, 1908
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President, HENRY HENIM, Saginaw.
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Examination Sessions.

Mich. State Pharmaceutical Association.
President—LOU G. MOORE, Saginaw.
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The Introduction of Radium in Medicine.

It would be well for every pharmacist to make himself practically acquainted with the truly marvelous properties of radium, some of which are so remarkable that any physicist may be excused for doubting without direct experimental evidence. Apart from physical considerations radium and allied radio-active substances merit the interest of pharmacists from the part which these are likely to play as curative agents in the near future. I feel safe in predicting that such substances will soon find a place in the Pharmacopoeia and the Poison Schedule.

There can be little doubt that a very small quantity of any radium salt would be fatal, and such substances will probably constitute a new class of physico-poisons, in which the physical action predominates over the chemical, and, judging from the results of such external applications, the serious consequences of a moderate internal dose might not be manifest until about a week after administration. For this reason any physiological experiments must be conducted with excessive caution. Up to the present I have not heard of any of these radio-active substances being used as internal medicines, but it is not too fanciful to suppose that the dispenser may be called upon to prepare medicines for internal use containing so many millionths or even billionths of a grain of a salt of radium. Preparations of radium, which is perhaps the most dangerous and most poisonous substance in the world, would require the greatest pharmaceutical skill and care in manipulation.

If such internal medicines do come into use, the actual quantities concerned may be so small that detection by chemical analysis would be impossible; but the electroscope could be relied upon not only to detect the presence, but to give direct quantitative measure of the amount of radium present.

The chief reason for thinking that radium and similar radio-active substances will be largely used curatively is the undoubted fact that these chemicals emit x-rays incessantly. Similar x-rays, when generated by the unusual electrical apparatus, are now well known to be surprisingly efficacious in the treatment of certain diseases hitherto regarded as incurable. In surface diseases, such as rodent-ulcer and lupus, the speedy beneficial effects must be seen to be fully realized. It is, therefore, only natural to conclude that similar good

results will be obtained by using the x-rays from radium. It is true that radium emits other radiations at the same time, and how far these may modify the usual therapeutic effects of x-rays remains to be seen. One thing is certain, the cutaneous effect is not diminished thereby, for a direct application of radium for five minutes suffices to produce full x-ray dermatitis in some cases.

Most promising therapeutic work with radium has already been done (mostly in continental practice) by the use of local applications. In Vienna two cases of cancer are reported to have been cured, and many cases are progressing favorably, so that it is by no means too early for the pharmacist to make himself familiar with the very peculiar character of such medicaments, and be prepared to supply these to medical men or their patients.

At first sight it seems incredible that any remedial agent can act without being removed from the hermetically sealed glass tube which encloses it, but such is the case. I have before me a glass tube containing two little yellow particles, neither larger than a small pin-head; these are pure radium bromide and weigh 1-12 gr. Yet the particles visibly discharge a gold-leaf electroscope two yards away. I take it into a dark room, and it brightly lights up the spot where it nearly touches the ordinary x-ray screen, even half an inch of solid sterling silver does not stop all action on the screen. It will discharge the electroscope, only more slowly, if placed inside an iron mortar the bottom of which is an inch and a quarter thick.

Many interesting and instructive experiments can be made with quite simple and inexpensive apparatus and materials. A piece of Cornish pitchblende, which is the chief ore from which radium is obtained, may be had from any mineralogist for 2s. or 3s. This heavy black mineral contains minute traces of radium, a ton of the ore yielding 3 grs.

Pitchblende will also slowly discharge a gold-leaf electroscope. A useful electroscope can be made out of a glass jam-jar. If the mineral is placed on or near the top plate of the charged electroscope, the leaves will be found to collapse more quickly when the mineral is present; it does not matter whether the charge is positive or negative—the action is the same. X-rays, however generated, will do the same, this being a characteristic property of x-rays.

A very effective lecture experiment, which demonstrates the power that radium has to facilitate the passage of an electric spark, is thus performed: Two sparking places are arranged in parallel, with the coil or Wimshurst machine; small knobs are best, about half inch apart for each gap, but the gaps should be at least a yard apart. These two paths are so adjusted that sparks pass freely through both gaps. If pure radium be now brought within a foot or two from either set of knobs, all the sparking will take place through that part, the other set of balls is silent.

This curious action is due to the radium converting the air near it into a better conductor by ionisation of the air. If the radium is shut up in a metallic box this action remains.

For many photographic experiments it is not even necessary to procure pitchblende, as we have all got some radio-active bodies amongst our chemical stock. Nitrate of uranium is fairly active, but that portion which is soluble in 0.720 ether is not active. When this is separated by decantation by Crookes' method, the remaining insoluble portion is very useful for experimental work; in fact, one specimen I prepared is about as active as pitchblende.

Radium is capable of producing fluorescence in many substances not previously known to be fluorescent. I find the following substances are distinctly fluorescent:

Opal glass, soda glass, lead glass, uranium glass, didymium glass, celluloid, mother-of-pearl, mica, borax, alum, human skin, human nails, camphor, spermaceti, solid paraffin, quartz, sulphur, sugar, starch, fluor spar, yellow resin, cotton wool, white paper, copper sulphate, quinine sulphate, liquid paraffin, turpentine, chloroform, water, glycerin.

I have been unable to detect fluorescence in the following substances; but in some of these it may simply be a question of degree only. Therefore, by using a more powerful source of radiation, or by using a more sensitive detector than the eye, some of these are likely to find a place in the first list:

Potass. bichrom, ruby glass (flash.), prepared chalk, ebonate, woods (various), silk, selenium, plaster Paris, quin. iodosulphate, camp. monobrom.

For these experiments the tube of radium should be wrapped in black paper; if this is now brought near the eye, in a perfectly dark room, the eye seems to be filled with light, which is due to a general fluorescence of all the structures and fluids of the eye. The same action takes place if the eyelid is closed; for this reason any experiments in fluorescence must be conducted at reasonable distance from the eyes, and without spectacles if possible, as the glass is also affected. If radium is placed on a piece of glass for two days or so a dark patch is produced, which is due to the reduction of the metallic constituents of the glass. This curious action goes right through the glass, and is not merely a surface effect; from the same property any glass vessel holding radium is soon darkened. I have found little cups made of stout tinfoil very convenient for the observation of fluorescence of liquids. The radium is placed under the cup. No light is seen until the cup is filled with the liquid.

F. Harrison Glen.

The Drug Market.

Opium—Is dull and unchanged.

Morphine—Is steady.

Quinine—An advance was expected after the Amsterdam sale, but as yet manufacturers have made no change.

Epsom Salts—Manufacturers have advanced the price 10¢ per cwt.

Menthol—Has again advanced on account of higher prices abroad.

Nitrate Silver—Is higher on account of the advance in metal.

Cotton Root Bark—Is very scarce and has more than doubled in price.

Oil Peppermint—Is unsettled. The market for large lots has declined.

Gum Assafoetida—Is very firm and for good quality prices rule high.

Blood Root—Is very scarce and as again advanced.

Celery Seed—Has advanced on account of small stocks.

Cloves — Continue to advance. Holders in New York believe that they will reach a much higher price.

Linseed Oil—Is dull and unchanged.

Alcohol—Has again advanced 2¢ per gallon.

FOR SALE

A Small stock of Drugs, Patents and Fixtures at Ferry, Oceana Co., Mich. Invoice about \$275.00 Will sell at a bargain if taken at once. Good opening for physician. Address

FRED BRUNDAGE
Muskegon, Mich.

This is THE PERFUME that



Sells at 75¢ per ounce

Dorothy Vernon

IN BULK

½ pint and 1 pint bottles \$6.00 per pint

IN PACKAGES

2 drachm bottles, 12 on card,	\$1.00 doz
¾ oz. G. S. bottles, 6 in box,	2.00 "
¾ oz. " " 6 in box,	4.00 "
1 oz. " " 1 in box,	6.00 "
2 oz. " " 1 in box,	10.80 "
2 oz. Cut bottles, satin box,	21.00 "

The Jennings Perfumery Co.

Manufacturing Perfumers
Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanc d—
Declined—

Acidum		Exechthitos 1 50@1 60		Tinctures	
Aceticum	6@ 8	Erigeron	1 00@1 10	Aconitum Nap's R	60
Benzolcum, Ger.	70@ 75	Gaultheria	2 30@2 40	Aconitum Nap's F	50
Boricum	22@ 27	Geranium .oz.	50@ 60	Aloes & Myrrh	60
Carbolicum	38@ 40	Hedera	1 80@1 85	Arnica	50
Citricum	3@ 5	Junipera	1 50@2 00	Assafoetida	50
Hydrochlor	8@ 10	Lavendula	90@2 75	Atrope Belladonna	50
Nitrocum	12@ 14	Limonis	1 15@1 25	Aurant Cortex	50
Oxalicum	42@ 45	Mentha Piper	3 50@3 60	Benzoin Co	50
Phosphorium, dil.	13@ 15	Mentha Verid.	5 00@5 50	Barosma	50
Salicylicum	13@ 15	Morruhuac, gal.	5 00@5 25	Cantharides	50
Sulphuricum	1 10@1 20	Myrica	4 00@4 50	Cardamon	50
Tartaricum	38@ 40	Olive	75@3 00	Cardamon Co	50
Ammonia		Picis Liquida	10@ 12	Castor	1 00
Aqua, 18 deg.	4@ 6	Picis Liquida gal.	90@ 94	Catechu	50
Aqua, 20 deg.	6@ 8	Ricina	90@ 94	Cinchona	50
Carbonas	13@ 15	Rosmarini	1 00@1 00	Cinchona Co	50
Chloridum	12@ 14	Rosae, oz.	6 50@7 00	Columba	50
Aniline		Succini	40@ 45	Cubebae	50
Black	2 00@2 25	Sabina	90@1 00	Cassia Acutifol	50
Brown	80@1 00	Santal	2 75@7 00	Cassia Acutifol Co	50
Red	45@ 50	Sassafras	60@ 65	Digitalis	50
Yellow	2 50@3 00	Sinapis, ess. oz.	6@ 65	Ergot	50
Baccae		Tigli	1 50@1 60	Ferri Chloridum	35
Cubebae	22@ 24	Thyme	40@ 45	Gentian	50
Juniperus	5@ 6	Thyme, opt	6@ 15	Gentian Co	50
Xanthoxylum	30@ 35	Theobromas	15@ 20	Guaiaca	50
Balsamum		Potassium		Guaiaca ammon	60
Copaiba	50@ 55	Bi-Carb	15@ 18	Hyoscyamus	75
Peru	150@ 155	Bichromate	13@ 15	Iodine	75
Terabin, Canada	60@ 65	Bromide	40@ 45	Iodine, colorless	75
Tolutan	45@ 50	Carb	12@ 15	Kino	50
Cortex		Chlorate po 17@19	16@ 18	Lobelia	50
Abies, Canadian	18	Cyanide	34@ 38	Myrrh	50
Cassiae	12	Iodide	2 30@2 40	Nux Vomica	50
Cinchona Flava	18	Potassa, Bitart pr	28@ 30	Opil	75
Euonymus atro.	30	Potassa Nitras opt	7@ 10	Opil, comphorated	1 50
Myrica Cerifera	20	Potass Nitras	6@ 8	Opil, deodorized	50
Prunus Virgin.	12	Prussate	23@ 26	Rhatany	50
Quillaja, gr'd.	12	Sulphate po	15@ 18	Rhei	50
Sassafras .po. 18	14	Radix		Sanguinaria	50
Ulmus .20, gr'd.	35	Aconitum	20@ 25	Serpentaria	50
Extractum		Althae	30@ 33	Stromonium	60
Glycyrrhiza Gla.	24@ 30	Anchusa	10@ 12	Tolutan	60
Glycyrrhiza, po.	28@ 30	Arum po	20@ 25	Valerian	50
Haematox	11@ 12	Calamus	20@ 40	Veratrum Veride.	50
Haematox, 1s.	12@ 14	Gentiana .po 15	12@ 15	Zingiber	20
Haematox, 1/2s.	14@ 15	Glycyrrhiza pv 15	16@ 18	Miscellaneous	
Haematox, 1/4s.	16@ 17	Hydrastis Cana.	8@ 90	Aether, Spts Nit 3	30@ 35
Ferru		Hydrastis Can po	12@ 15	Aether, Spts Nit 4	34@ 38
Carbonate Precip.	15	Hellebore, Alba.	12@ 15	Alumen, gr'd po 7	3@ 4
Citrate and Quinia	2 25	Inula, po	18@ 22	Annatto	40@ 50
Citrate Soluble	75	Inecac, po	2 75@2 80	Antimoni, po	5
Ferrocyanidum S.	40	Iris plox	35@ 40	Antimoni et Po T	40@ 50
Solut. Chloride	15	Jalapa, pr	25@ 30	Antipyrin	20
Sulphate, com'l.	2	Maranta, 1/4s	35@ 40	Antifebrin	25
Sulphate, com'l, by	80	Podophyllum po.	22@ 25	Argenti Nitras, oz	46
bbl, per cwt.	7	Rhei	75@1 00	Arsenicum	10@ 12
Sulphate, pure	7	Rhei, cut	1 25	Balm Gilead buds	45@ 50
Flora		Rhei, pv	75@1 35	Bismuth S N	2 20@2 30
Arnica	15@ 18	Spigella	35@ 38	Calcium Chlor, 1s	9
Anthemis	22@ 25	Sanguinari po 15.	10@ 18	Calcium Chlor, 1/2s	10
Matricaria	30@ 35	Serpentaria	65@ 70	Calcium Chlor, 1/4s	12
Folia		Senega	75@ 80	Cantharides, Rus.	35
Barosma	30@ 33	Smilax, off's H	75@ 80	Capsici Fruc's af.	15
Cassia Acutifol.	20@ 25	Smilax, M	10@ 12	Capsici Fruc's po.	15
Tinnevely	20@ 25	Scilla	10@ 12	Cap'i Fruc's B po.	15
Cassia, Acutifol.	25@ 30	Symplocarpus	25@ 30	Caryophyllus	14@ 15
Salvia officinalis,	12@ 20	Valeriana Eng.	25@ 30	Carmine, No 40.	30@ 30
1/4s and 1/2s.	8@ 10	Valeriana, Ger	15@ 20	Cera Alba	55@ 60
Uva Ursi	8@ 10	Zingiber a	14@ 16	Cera Flava	40@ 42
Gummi		Zingiber j	16@ 20	Coccus	40@ 40
Acacia, 1st pkd.	45	Semen		Cassia Fructus	35
Acacia, 2d pkd.	45	Anisum .po 18	13@ 15	Centraria	40@ 45
Acacia, 3d pkd.	45	Apium (gravel's).	13@ 15	Cetaceum	45
Acacia, sifted sts.	45	Bird, 1s	4@ 6	Chloroform	55@ 60
Acacia, po.	45@ 65	Carul .po 15	10@ 11	Chloro'm. Squibbs	110
Aloe, Barb.	12@ 14	Cardamon	70@ 90	Chloral Hyd Crst.1	35@1 60
Aloe, Cape.	25	Coriandrum	8@ 10	Chondrus	20@ 25
Aloe, Socotri	30	Cannabis Sativa	6 1/2@ 7	Cinchonidine P-W	38@ 48
Ammoniac	55@ 60	Cydonium	75@1 00	Cinchonid'e Germ	38@ 48
Assafoetida	30@ 40	Chenopodium	25@ 30	Cocaine	4 55@4 75
Benzoinum	50@ 55	Dipterix Odorate.	50@1 00	Corks list d p ct.	75
Catechu, 1s.	13	Foeniculum	10@ 10	Cresotum	45
Catechu, 1/2s.	14	Foenugreek, po	7@ 9	Creta .bbl 75	45
Catechu, 1/4s.	15	Lini	4@ 6	Creta, prep	9@ 11
Camphorae	64@ 69	Lini, grd	4@ 6	Creta, rubra	8
Euphorbium	40	Lobelia	1 50@1 55	Crocus	45@ 50
Galbanum	100	Phalaris Cana'n	6@ 7	Cudbear	24
Gamboge .po. 1	25@1 35	Rapa	5@ 6	Cupri Sulph	6 1/2@ 8
Guaiacum .po. 35	35	Sinapis Alba	9@ 10	Dextrine	7@ 10
Kino .po. 75c	75	Sinapis Nigra	11@ 12	Ether Sulph	78@ 92
Mastic	60	Spiritus		Emery, all Nos.	8
Myrrh .po. 45	40	Frumentum W D.	2 00@2 50	Emery, po	85@ 90
Opil	3 50@3 60	Frumentum	1 25@1 50	Flake White	12@ 15
Shellac	50@ 52	Juniperis Co O T.	1 65@2 00	Galla	23
Shellac, bleached.	50@ 55	Juniperis Co	1 75@3 50	Gambler	8@ 9
Tragacanth	70@1 00	Saccharum N E	1 90@2 10	Gelatin, Cooper	60
Herba		Spt Vini Galli	1 75@6 50	Gelatin, French	35@ 60
Absinthium, oz pk	25	Vini Oporto	1 25@2 00	Glassware, ft box	75 & 5
Eupatorium oz pk	25	Vini Alba	1 25@2 00	Less than box	70
Lobelia .oz pk	25	Sponges		Glue, brown	11@ 13
Majorum .oz pk	23	Florida sheeps' wl	2 50@2 75	Glue, white	15@ 25
Mentha Pip oz pk	25	Nassau sheeps' wl	2 50@2 75	Grana Paradisi	25
Mentha Vir oz pk	39	Velvet extra shps'	1 50	Humulus	25@ 55
Rue .oz pk	22	wool, carriage	@ 1 50	Hydrarg Ch Mite.	97
Tanacetum V.	22	Extra yellow shps'	@ 1 25	Hydrarg Ch Cor	92
Thymus V .oz pk	25	wool, carriage	@ 1 00	Hydrarg Ox Ru'm	107
Magnesia		Hard, slate use.	@ 1 40	Hydrarg Ammo'l.	117
Calcined, Pat.	55@ 60	Yellow Reef, for	@ 1 40	Hydrarg Ungue'm	50@ 60
Carbonate, Pat.	18@ 20	Syrups		Hydrargyrum	85
Carbonate K-M.	18@ 20	Acacia	50@ 50	Ichthyobolla, Am.	65@ 70
Carbonate	18@ 20	Aurant Cortex	50@ 50	Indigo	75@1 00
Oleum		Zingiber	50@ 50	Iodine, Resubi	3 40@3 60
Absinthium	3 50@3 75	Inecac	50@ 50	Iodoform	3 60@3 85
Amygdalae, Dulc.	50@ 60	Ferri Iod	50@ 50	Lupulin	65@ 70
Amygdalae Ama.	80@8 25	Rhei Arom	50@ 50	Lycopodium	65@ 70
Anisi	1 60@1 65	Smilax Off's	50@ 60	Macis	65@ 75
Aurant Cortex	2 10@2 20	Senega	50@ 50	Liquor Arsen et	25
Bergamoti	85@3 25	Scilla	50@ 50	Liq Potass Arsnit	10@ 12
Cajiputi	95@1 00	Scilla Co	50@ 50	Magnesia, Sulph.	2@ 3
Caryophylli	95@1 00	Tolutan	50@ 50	Magnesia, Sulh bbl	1 1/2
Cedar	80@ 85	Prunus virg	50@ 50		
Chenopadii	2@ 20				
Cinnamoni	1 00@1 10				
Citronella	35@ 40				
Conium Mac.	80@ 90				
Copaiba	1 15@1 25				
Cubebae	1 30@1 35				

Freezable
Goods

Now is the time to stock

Mineral Waters
Liquid Foods
Malt Extracts
Butter Colors
Toilet Waters
Hair Preparations
Inks, Etc.

Hazeltine & Perkins
Drug Co.

Grand Rapids, Mich.

3

4

DECLINED

Sugar
Scotch Peas
Tomatoes
Lard Compound

1

AXLE GREASE

2

Pineapple

Sliced	1 20¢
Pumpkin	1 30¢
Fair	.....
Good	.....
Fancy	.....
Ballon.	.....
Raspberries	.....
standard	.....
Russian Caviar	.....
i lb. cans	.....
i lb. cans	.....
i lb. cans	.....
Salmon	.....
Columbia River, talls	6
Columbia River, flats	.....
ed Alaska	1 40¢
pink Alaska	0
Sardines	.....
Domestic, ¼s.	.....
Domestic, ½s.	.....
Domestic, standard.	6
California, ¼s.	.....
California, ½s.	17
French, ¼s.	7
French, ½s.	18
Shrimps	.....
standard	1 20¢
Succotash	.....
Fair	.....
Good	.....
Fancy	.....
Strawberries	.....
Fancy	.....
Tomatoes	50¢
allations	2 75¢
OILS	.....
CARBON BARS	.....
Barrels	.....
perfection	.....
Water White.	.....
J. S. Gasoline	.....
Dopedized Naphtha.	.....
Cylinder	29
Engine	16
Black, winter	9
CATSUP	.....
Columbia, 25 pints	.....
Columbia, 25 ¼ pints	.....
Under's quarts	.....
Under's pints	.....
Under's ¾ pints	.....
CHEESE	.....
Name	.....
Lamboy	.....
Newman City	.....
Kle	.....
Gablem	.....
Hem	.....
Gold Medal	.....
Ideal	.....
Fersey	12
Windside	.....
Brik	11
Drum	.....
Elden	.....
Lumberg	9
Pineapple	50¢
Map Sago	.....
CHEWING GUM	.....
American Flag Spruce	.....
Newman's Peppin	.....
Black Jack	.....
Largest Gum Made.	.....
Ben Sen	.....
Sen Ben	.....
Sen Ben Breath Perfume.	.....
Sugar Loaf	.....
Lucatan	.....
CHICOORY	.....
Bulk	.....
Ted	.....
Eagle	.....
Chenier's	.....
CHOCOLATE	.....
Walter Baker & Co.'s.	.....
German Sweet	.....
Premium	.....
Vanilla	.....
Caracas	.....
Eagle	.....
CLOTHES LINES	.....
Sisal	.....
10 ft., 3 thread, extra	.....
12 ft., 3 thread, extra	.....
10 ft., 6 thread, extra	.....
12 ft., 6 thread, extra	.....
10 ft., 6 thread, extra	.....
Jute	.....
10 ft.	.....
12 ft.	.....
10 ft.	.....
12 ft.	.....
10 ft.	.....
12 ft.	.....
Cotton Victor	.....
10 ft.	.....
12 ft.	.....
10 ft.	.....
12 ft.	.....

50 ft.	Cotton Windsor	1
60 ft.		1
70 ft.		1
80 ft.		1
40 ft.	Cotton Braided	
50 ft.		
60 ft.		1
	Galvanized Wire	
No. 20, each 100 ft. long		1
No. 19, each 100 ft. long		2
	COCOA	
Baker's		
Cleveland		
Colonial, 1/4s		
Colonial, 1/2s		
Expps		
Hayler		
Van Houten, 1/4s		
Van Houten, 1/2s		
Van Houten, 1s		
Webb		
Wilbur, 1/4s		
Wilbur, 1/2s		
	COCOA NUT	
Dunham's 1/4s		25
Dunham's 1/2s and 1/4s		26
Dunham's 1/2s		27
Dunham's 1/4s		28
Bulk		13
	COCOA SHEELS	
20 lb. gross		2
Less quantity		3
Found packages		4
	COFFEE	
	Rio	
Common		8
Fair		9
Choice		10
Fancy		11
	Santos	
Common		8
Fair		9
Choice		10
Fancy		11
Peaberry		13
	Maraacalbo	
Fair		13
Choice		13
	Mexican	
Choice		13
Fancy		17
	Guatemala	
Choice		13
	Java	
African		12
Fancy African		17
O. G.		25
P. G.		81
	Mocha	
Arabian		21
	Package	
	New York Basis.	
Arbuckle		103
Dilworth		103
Jersey		103
Lion		103
McLaughlin's XXXX		
McLaughlin's XXXX sold		
retailers only. Mail all orders		
direct to W. F. McLaughlin		
Co., Chicago		
	Extract	
Holland, 1/4 gross boxes		
Felix 1/4 gross		1
Hummel's foil 1/4 gross		
Hummel's tin 1/4 gross		1
	CRACKERS	
National Biscuit Co.'s brand		
Butter		
Seymour		6
New York		6
Familia		6
Salted		6
Wolverine		7
	Soda	
N. B. O.		6
R-seption Flakes		13
Duchess		13
Zephyrette		13
	Oat	
Round		6
Square		6
Fault		7
Extra Farina		7
Argo		7
	Sweet Goods-Boxes	
Animal		10
Assorted Cake		10
Belle Rose		10
Ben's Water		10
Cinnamon Bar		10
Coffee Cake, Iced		10
Coffee Cake, Java		10
Cocanut Macaroons		10
Cream Bar		10
Cocanut Taffy		10
Cracknells		10
Creams, Iced		10
Cream Crisp		10
Cubans		10
Currant Fruit		10
Frosted Honey		10
Frosted Cream		10
Gingers		10
Ginger Gems, 1/2 gross		10
Ginger Snaps, N. B. C.		10
Gladiator		10
Graham Crackers		10
Graham Wafers		10
Grand Apple Tea		10
Honey Finger		10
Iced Honey Crumpets		10
Imperials		10
Jumbles, Honey		10
Lady Fingers		10
Lemon Snaps		10
Lemon Wafers		10
Marshmallow Creams		10
Marshmallow Wafers		10
Mary Ann		10
Mixed Plonic		10
Milk Biscuit		10
Molasses Cake		10
Molasses Bar		10
New York Bar		10
Newton		10

Orkney Crackers.		12
Oakmeal Crackers.		12
Orange Crisp.		8
Orange Gem.		8
Penny Cake.		8
Pilot Bread, XXX.		7
Proteizettes, hand made.		8
Pretzels, hand made.		8
Scotch Cookies.		7
Seary Lunch.		8
Sugar Cake.		8
Sugar Biscuit Square.		8
Sugar Squares.		8
Sultanas.		12
Tutti Frutti.		12
Vanilla Wafers.		12
Vienna Crimb.		8
DRIED FRUITS		
Apples		
Sun-dried, 100 lb. boxes		2 50
Evaporated, 50 lb. boxes		2 50
California Prunes		
100-120 25 lb. boxes		2 75
90-100 25 lb. boxes		2 75
80-90 25 lb. boxes		2 75
70-80 25 lb. boxes		2 50
60-70 25 lb. boxes		2 50
50-60 25 lb. boxes		2 50
40-50 25 lb. boxes		2 50
30-40 25 lb. boxes		2 50
1/2 cent less in 50 lb. cases		
Citron		
Corsecan		14 01 1/2
Currants		
Imported, 1 lb package		7 7/8
Imported bulk		7 7/8
Peel		
Lemon American 10 lb. bx.		13 1/2
Orange American 10 lb. bx.		13 1/2
London Layers 2 Crown.		1
London Layers 3 Crown.		1
Cluster 4 Crown.		2
Loose Muscatus 2 Crown		7
Loose Muscatus 3 Crown		7
Loose Muscatus 4 Crown		8
L. M., Seeded, 1 lb.		90
L. M., Seeded, 1/2 lb.		7 7/8
Sultanas, bulk		10
Sultanas, package		10
FINARINEOUS GOODS		
Beans		
Dried Lima		5 1/2
Medium Hand Picked		2
Brown Holland		2
Farina		
24 1 lb. packages		1
Bulk, per box		2
Hominy		
Flake, 50 lb. sack		1
Pearl, 200 lb. bbl.		4
Pearl, 100 lb. sack		2
Macaroni and Vermicelli		
Domestic, 10 lb. box		2
Imported, 25 lb. box		2
Pearl Barley		
Common		3
Chester		3
Empire		3
Peas		
Green, Wisconsin, bu.		1
Green, Scotch, bu.		1
Split, lb.		4
Rollled Oats		
Rolled Avena, bbl.		5
Starch, 100 lb. sacks		2
Monarch, bbl.		2
Monarch, 90 lb. sacks		2
Quaker, cases		3
Sage		
East India.		3
German, sacks.		3
German, broken package.		4
Tapioca		
Flake, 110 lb. sacks		4
Pearl, 130 lb. sacks		4
Pearl, 24 1 lb. packages		6
Wheat		
Cracked, bulk		1
24 2 lb. packages		2
FISHING TACKLE		
1/4 to 1 inch		1
1/4 to 2 inches		1
1/4 to 2 inches		1
2 inches.		1
3 inches.		1
Cotton Lines		
No. 1, 10 feet.		1
No. 2, 15 feet.		1
No. 3, 15 feet.		1
No. 4, 15 feet.		1
No. 5, 15 feet.		1
No. 6, 15 feet.		1
No. 7, 15 feet.		1
No. 8, 15 feet.		1
No. 9, 15 feet.		1
Linen Lines		
Small		1
Medium		1
Large		1
Poles		
Bamboo, 14 ft., per doz.		1
Bamboo, 16 ft., per doz.		1
Bamboo, 18 ft., per doz.		1
FLAVORING EXTRACT		
Jennings'		
Terpenesse Lemon.		
No. 2 D. C. per doz.		1
No. 4 D. C. per doz.		1
No. 6 D. C. per doz.		1
T. per D. C. per doz.		1
Mexican Vanilla.		
No. 2 D. C. per doz.		1
No. 4 D. C. per doz.		2
No. 6 D. C. per doz.		3
Taper D. C. per doz.		2
FRESH MEATS		
Beef		
Carcass		4 1/2
Forequarters		5 0
Hindquarters		5 0
Loins		7 1/2
Ribs		6 1/2
Bacon		6 0
Chucks		4 0
Plates		4 0

Dressed	Pork	7
Loin		12
Boston Butts		10
Shoulders		8
Leaf Lard		8
Mutton		
Carcases		5
Lambs		7
Veal		
Carcases		6
GELATINE		
Knox's Sparkling		1
Knox's Sparkling, pr gross 14		1
Knox's Acidulated		1
Knox's Acidulated, pr gross 14		1
Oxford		1
Elmwood Book		1
Nelson's		1
Cox's, 2-qt size		1
Cox's, 1-qt size		1
GRAIN BAGS		
Amoskeag, 100 in bale		16
Amoskeag, less than bale		16
GRAINS AND FLOUR		
Wheat		
Wheat		
Winter Wheat Flour		
Local Brands		
Patents		4
Second Patent		4
Straight		3
Second Straight		3
Clear		3
Patent		3
Buckwheat		3
Rye		3
Subject to usual cash discount		
Flour in bbls., 25c per bbl. additional		
Warden Grocer Co.'s Brand		
Quaker 1/2s		4
Quaker 1/4s		4
Quaker 1/8s		4
Spring Wheat Flour		
Clark-Jewell-Wellis Co.'s Brand		
Pillsbury's Best 1/2s		5
Pillsbury's Best 1/4s		5
Pillsbury's Best 1/8s		5
Pillsbury's Best 1/2s paper		5
Pillsbury's Best 1/4s paper		5
Lemon & Wheeler Co.'s Brand		
Wingold 1/2s		5
Wingold 1/4s		5
Wingold 1/8s		5
Judson Grocer Co.'s Brand		
Ceresota 1/2s		5
Ceresota 1/4s		5
Ceresota 1/8s		5
Warden Grocer Co.'s Brand		
Laurel 1/2s		5
Laurel 1/4s		5
Laurel 1/8s		5
Laurel 1/2s paper		5
Meal		
Boiled		2
Granulated		2
Feed and Millstuffs		
St. Car Feed screened		21
No. 1 Corn and Oats		21
Corn Meal, coarse		20
Winter Wheat Bran		17
Winter Wheat Middlings		21
Cow Feed		19
Screenings		18
Oats		
Car lots		31
Corn		
Corn, car lots		50
Hay		
No. 1 Timothy car lots		9
No. 1 Timothy ton lots		12
HERBS		
Sage		2
Hops		2
Laurel Leaves		2
Senna Leaves		2
INDIGO		
Madras, 5 lb. boxes		1
S. F., 2, 3 and 5 lb. boxes		1
JELLY		
5 lb. palls. per doz		1
15 lb. palls.		1
30 lb. palls.		1
LICORINE		
Pure		1
Calabria		1
Sicily		1
Root		1
LYE		
Condensed, 2 doz		1
Condensed, 4 doz		3
MEAT EXTRACTS		
Armour's, 2 oz		4
Armour's, 4 oz		8
Liebig's, Chicago, 2 oz		5
Liebig's, Chicago, 4 oz		5
Liebig's, Imported, 2 oz		5
Liebig's, Imported, 4 oz		8
MOLASSES		
New Orleans		
Fancy Open Kettle		1
Choice		1
Fair		1
Good		1
Half-Bushel 25 extra		1
MUSTARD		
Horse Radish, 1 doz		1
Prepared, 2 doz		1
Paris' Celery		1

6	7	8	9	10	11
OLIVES Bulk, 1 gal. kegs. 1 00 Bulk, 3 gal. kegs. 85 Bulk, 5 gal. kegs. 85 Manzanilla, 7 oz. 80 Queen, pints. 2 35 Queen, 10 oz. 4 50 Queen, 25 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 25	SALETERATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 DeLand's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, bbls. 95 Granulated, 100 lb. cases. 165 Lump, bbls. 155 Lump, 145 lb. kegs. 95 SALT Diamond Crystal Table, cases, 24 1/2 lb. boxes. 1 40 Table, barrels, 100 1/2 lb. bags. 3 00 Table, barrels, 50 1/2 lb. bags. 3 00 Table, barrels, 40 1/2 lb. bags. 2 75 Butter, barrels, 320 lb. bulk. 2 65 Butter, barrels, 25 1/2 lb. bags. 2 85 Butter, sacks, 25 lbs. 27 Butter, sacks, 55 lbs. 87 Shaker, 24 1/2 lb. boxes. 1 50 Jar-Salt One doz. Ball's Qu. rt Mason Jars, (3 lb. each). 85 Common Grades 100 1/2 lb. sacks. 1 90 60 1/2 lb. sacks. 1 60 25 1/2 lb. sacks. 1 70 55 lb. sacks. 30 28 lb. sacks. 15 Warsaw 55 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 Solar Rock 55 lb. sacks. 22 Common Granulated Fine. 75 Medium Fine. 80 SALT FISH Cod Large whole. 2 6 Small whole. 2 5 Strips or bricks. 7 2 Pollock. 2 3 Halibut. Strips. 13 Chunks. 14 Herring Holland white hoops, bbl. 10 05 Holland white hoops, bbl. 5 50 Holland white hoop, keg. 2 70 Holland white hoop, keg. 80 Norwegian Round 100 lbs. 3 80 Round 50 lbs. 3 18 Coaled. 13 1/2 Heaters. 45 Trout No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 Mackerel Mess 100 lbs. 13 50 Mess 50 lbs. 7 25 Mess 10 lbs. 1 65 Mess 8 lbs. 1 55 No. 1 100 lbs. 12 00 No. 1 50 lbs. 6 50 No. 1 10 lbs. 1 50 No. 1 8 lbs. 1 25 Whitefish No. 1 No. 2 Fam 100 lbs. 7 75 50 lbs. 3 85 10 lbs. 72 8 lbs. 57 SEEDS Alfalfa. 15 Canary, Smyrna. 8 Caraway. 8 Cardamom, Malabar. 1 00 Celery. 10 Hemp, Russian. 4 Mixed Bird. 8 Mustard, white. 8 Poppy. 6 Rape. 4 1/2 Cattle Bone. 25 SHOE BLACKING Handy Box, large, 3 doz. 2 50 Handy Box, small. 1 25 Birby's Royal Polish. 85 Miller's Crown Polish. 85 SOAP Johnson Soap Co. brands— Silver King. 3 65 Calumet Family. 2 75 Scotch Family. 2 85 Cuba. 2 35 Jas. S. Kirk & Co. brands— American Family. 4 05 Dusky Diamond 50-9 oz. 2 90 Dusky Diamond 100-6 oz. 3 75 Jap Rose. 3 10 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 3 10 Satinet, oval. 2 15 White Cloud. 4 00 Lantz Bros. & Co.'s brands— Big Acme. 4 00 Big Master. 4 00 Snow Boy P'wdr, 100-pigs. 4 00 Marcelline. 4 00 Acme, 100-1/2 lb bars. 3 70 (5 box lots, 1 free with 5) Acme, 100-1/2 lb bars single box lots. 3 20 Proctor & Gamble brands— Lenox. 3 10 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star. 8 25 A. B. Whisley brands— Good Cheer. 4 00 The Country. 3 10	Scouring Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gross lots. 4 10 Sapollo, single boxes. 2 25 Sapollo, hand. 2 25 SODA Boxes. 5 1/2 Kegs, English. 4 1/2 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 48 SPICES Whole Spices Allspice. 12 Cassia, China in mix. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 42 Cassia, Saigon, in rolls. 25 Cloves, Amboyne. 48 Cloves, Zanzibar. 38 Nutmegs, 75-30. 50 Nutmegs, 100-10. 40 Nutmegs, 115-20. 38 Pepper, Singapore, black. 15 Pepper, Singapore, white. 13 Pepper, shot. 13 Pure Ground in Bulk Allspice. 16 Cassia, Batavia. 48 Cassia, Saigon. 28 Cloves, Zanzibar. 17 Ginger, African. 15 Ginger, Cochin. 18 Ginger, Jamaica. 25 Mustard, 100-10. 15 Pepper, Singapore, black. 17 Pepper, Singapore, white. 25 Pepper, Cayenne. 25 Sage. 25 STARCH Common Gloss 1-lb. packages. 5 3-lb. packages. 4 1/2 5-lb. packages. 4 1/2 10 and 50-lb. boxes. 3 1/2 3-lb. packages. 3 1/2 Common Corn 20 1-lb. packages. 5 40 1-lb. packages. 4 1/2 SYRUPS Corn Barrels. 22 Half bbls. 11 10 lb. cans, 1/2 doz. in case. 1 05 5 lb. cans, 1 doz. in case. 1 05 2 1/2 lb. cans, 2 doz. in case. 1 80 Pure Cane Good. 16 Good. 25 Choice. 28 SUGAR Domino. 7 25 Cut Leaf. 5 65 Crushed. 5 65 Cubes. 5 30 Powdered. 5 15 Coated Powder. 5 10 XXXX Powdered. 5 20 Fine Granulated. 5 05 2 lb. bags Fine Gran. 5 20 5 lb. bags Fine Gran. 5 20 Diamond A. 5 75 No. 1. Columbia A. 4 95 No. 2. Windsor A. 4 85 No. 3. Ridgewood A. 4 85 No. 4. Phoenix A. 4 80 No. 5. Empire A. 4 75 No. 6. 4 70 No. 7. 4 65 No. 8. 4 60 No. 9. 4 55 No. 10. 4 50 No. 11. 4 40 No. 12. 4 30 No. 13. 4 25 No. 14. 4 20 No. 15. 4 20 No. 16. 4 25 TEA Japan Sundried, medium. 24 Sundried, choice. 32 Sundried, fancy. 38 Regular, medium. 24 Regular, choice. 32 Regular, fancy. 38 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 45 Nibs. Powdered. 22 Siftings. 22 Flannings. 12 1/2 Gunpowder Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pinguey, medium. 30 Pinguey, choice. 36 Pinguey, 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. 42 India Ceylon, choice. 22 Fancy. 42 TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller. 25 00 Our Manager. 25 00 Quintessence. 25 00	Fine Cut adillace. 54 weet Loma. 33 Hiawatha, 5 lb. palls. 75 Hiawatha, 10 lb. palls. 53 Telegram. 22 Pay Car. 51 Prairie Rose. 49 Protection. 42 Sweet Burley. 38 Tiger. 38 Plug Red Cross. 32 Kylo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 32 Standard Navy. 38 Spear Head, 16 oz. 42 Spear Head, 8 oz. 44 Nobby Twist. 48 Jolly Tar. 38 Old Honesty. 42 Toddy. 33 Piper Hellsick. 63 Root Jack. 78 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Core. 34 Fak Star. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 I X L, 5 lb. 28 I X L, 16 oz. palls. 30 Honey Dew. 56 Gold Block. 38 Flagman. 38 Chase. 38 Klin Dried. 21 Duke's Mixture. 38 Duke's Cameo. 43 Myrtle Navy. 40 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. palls. 37 Cream. 24 Corn Cake, 2 1/2 lb. 24 Corn Cake, 1 lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 34 Peerless, 1 1/2 oz. 36 Air Brake. 36 Cant Hook. 30 Country Club. 32 1/2 Forex-XXXX. 28 Good Indian. 23 Self Binder. 20-22 Silver Foam. 34 TWINE Cotton, 3 ply. 20 Cotton, 4 ply. 23 Cotton, 2 ply. 12 Hemp, 6 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Elder, B. & B. brand. 11 Pure Elder, Red Star. 11 Pure Elder, Robinson. 11 Pure Elder, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 00 Gold Dust, 50. 4 00 Kirkoline, 24 1/2 lb. 3 90 Pearline. 3 75 Soapine. 4 10 Babbitt's 1776. 3 75 Roslens. 3 50 Armour's. 3 70 Nine O'clock. 3 25 Wisdom. 3 80 Scourline. 3 50 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 WOODENWARE Baskets Bushels. 1 10 Bushels, wide band. 1 25 Market. 6 00 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 6 00 Willow Clothes, medium. 5 50 Willow Clothes, small. 5 00 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 53 10 lb. size, 6 in case. 60 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 gals., each. 2 40 Barrel, 10 gals., each. 2 55 Barrel, 15 gals., each. 2 70 Clothes Pins Round head, 5 gross box. 55 Round head, cartons. 55 Egg Crates Humpty Dumpty. 25 No. 1, complete. 25 No. 2, complete. 19 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85	Mop Sticks Trojan spring. 90 Kelpie patent spring. 75 No. 1 common. 85 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 Palls 2-hoop Standard. 1 50 3-hoop Standard. 1 65 2-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 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-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 16-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 6 50 16-inch, Cable, No. 3. 5 50 No. 1 Fibre. 9 45 No. 2 Fibre. 9 45 No. 3 Fibre. 8 15 Wash Boards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 3 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 25 Assorted 13-15-17. 1 75 Assorted 15-17-19. 3 00 WRAPPING PAPER Common Straw. 1 1/4 Fiber Manila, white. 3 1/2 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 2 1/2 Wax Butter, short count. 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 Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. White fish. 10 1/2 Trout. 8 Black Bass. 11 1/2 Halibut. 10 1/2 Clasques or Herring. 6 Bluefish. 11 1/2 Live Lobster. 25 Boiled Lobster. 27 Cod. 10 Haddock. 8 No. 1 Pickerel. 8 1/2 Pike. 7 Perch, dressed. 6 Smoked white. 12 1/2 Red Snapper. 12 1/2 Col River Salmon. 12 1/2 Mackerel. 12 1/2 OYSTERS Cans F. H. Counts. per can Extra Selects. 35 Selects. 22 Perfection Standards. 10 Anchors. 12 Favorites. 16 Standards. 18 Bulk Bulk Standard, gal. 1 50 Selects. 1 40 Extra Selects, gal. 1 60 Fairhaven Counts, gal. 1 75 HIDES AND PELTS Hides Green No. 1. 6 1/2 Green No. 2. 5 1/2 Cured No. 1. 8 Cured No. 2. 7 Calfskins, green No. 1. 9 Calfskins, green No. 2. 7 1/2 Calfskins, cured No. 1. 9 Calfskins, cured No. 2. 8 1/2 Steer hides 60 lbs. or over. 9 Cow hides 60 lbs. or over. 8 Pelts Old Wool. 50 1/2 Lamb. 25 1/2 Shearings. 25 1/2 Tallow No. 1. 4 No. 2. 3	Wool Washed, fine. 230 Washed, medium. 235 Unwashed, fine. 17 Unwashed, medium. 20 CONFECTIONS Stick Candy bbls. palls Standard. 7 Standard H. H. 7 Standard Twist. 8 Cut Leaf. 9 Jumbo, 32 lb. 7 1/2 Extra H. H. 7 1/2 Boston Cream. 10 Rat R. 2 Mixed Candy Grocers. 6 Competition. 7 Special. 7 1/2 Conserve. 7 1/2 Royal. 8 1/2 Wooden. 8 Broken. 8 Cut Leaf. 8 1/2 English Rock. 9 Kindergarten. 9 Bon Ton Cream. 8 1/2 French Cream. 9 Star. 9 Hard Made Cream. 11 1/2 Premio Cream mix. 12 1/2 Fancy-In Pails O F Horehound Drop. 10 Pony Hearts. 15 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 11 Kelpie Chocolates. 13 1/2 Quintette Choc. 12 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperial. 9 Ital. Cream Operas. 12 Ital. Cream Bonbons. 11 20 lb. palls. 11 Molasses Chews, 15 lb. 12 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 250 Peppermint Drops. 250 Chocolate Drops. 250 H. M. Choc. Drops. 250 H. M. Choc. L. and Dk. No. 12. 21 00 Gum Drops. 235 O. F. Licorice Drops. 250 Lozenges, plain. 255 Lozenges, printed. 250 Imperial. 255 Molasses Bar. 250 Hand Made Creams. 80 250 Cream Buttons, Pep. and Wint. 255 String Rock. 255 Wintergreen Berries. 250 Pop Corn Maple Jack, per case. 3 00 Cracker Jack. 3 00 Pop Corn Balls. 1 30 FRUITS Foreign Dried Figs. 6 California, Fancy. 290 Cal. pkg, 10 lb. boxes. 290 Extra Choice, Turk. 10 lb. boxes. 6 Fancy, Turk., 12 lb. boxes. 12 1/2 Pulled, 6 lb. boxes. 12 1/2 Naturals, in bags. 6 Dates Fards in 10 lb. boxes. 6 1/2 Fards in 50 lb. cases. 5 1/2 Hallow. 5 1/2 1 lb. cases. 5 1/2 Sals, 60 lb. cases. 4 1/2 NUTS Whole Almonds, Tarragona. 16 Almonds, Ivos. 16 Almonds, California, soft shelled, new. 15 1/2 Brazil. 11 Filberts. 12 Walnuts, Greenblies. 15 Walnuts, softshelled. 16 Cal. No. 1. 16 Table Nuts, fancy. 13 1/2 Pecans, Med. 13 Pecans, Ex. Large. 12 Pecans, Jumbos. 14 Hickory Nuts per bu. 2 Ohio, new. 2 Cocoonuts, per bu. 255 Chesnuts, per bu. 255 Shelled Spanish Peanuts. 6 1/2 Pecan Halves. 40 Walnut Halves. 33 Filbert Meats. 30 Alcanta Almonds. 36 Jordan Almonds. 50 Peanuts Fancy, H. P. Suns. 5 1/2 Fancy, H. P. Suns. 5 1/2 Roasted. 5 1/2 Choke, H. P. Jumbo. 7 1/2 Choke, H. P. Jumbo. 7 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.....41
1/4 lb. cans, 4 doz. case.....82
1 lb. cans, 2 doz. case.....1 60

Royal



10c size.....90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/4 lb. cans 2 54
1/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

BREAKFAST FOOD

Nutro-Grip
The Ready Cooked
Granular Wheat Food
A Delightful Cereal Surprise
Cases, 24 1 lb. packages.....2 70

Oxford Flakes.

No. 1 A, per case.....3 40
No. 2 B, per case.....3 60
No. 3 C, per case.....3 60
No. 1 D, per case.....3 60
No. 2 D, per case.....3 60
No. 3 D, per case.....3 60
No. 1 E, per case.....3 60
No. 2 E, per case.....3 60
No. 1 F, per case.....3 60
No. 3 F, per case.....3 60

Plymouth Wheat Flakes

Case of 36 cartons.....4 00
each carton contains 1 1/2 lb

DR. PRICE'S FOOD

Peptonized Celery Food, 3
doz. in case.....4 00
Hulled Corn, per doz.....95

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 00

CHEWING GUM

Celery Nerve

1 box, 20 packages.....50
5 boxes to carton.....2 50

CIGARS

G. J. Johnson Cigar Co.'s brand.



Less than 500.....33 00
500 or more.....33 00
1000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb packages, per case \$2 60
35 1/4 lb packages, per case 2 60
38 1/4 lb packages, per case 2 60
16 1/4 lb packages, per case 2 60

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans
Excelsior, M. & J. 2 lb. cans
Tip Top, M. & J. 1 lb. cans
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo, Symons Bros. & Co.,
Saginaw; Meisel & Goeschel,
Bay City; Fielbach Co., Toledo.

CONDENSED MILK

4 doz in case.



Ball Borden Eagle.....6 40
Crown.....5 00
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream 4 00

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Vanilla.....Lemon.....
1 oz full m. 1 20 1 oz full m. 80
1 oz full m. 2 10 2 oz full m. 1 25
1/2 oz fan'y. 3 15 No. 2 fan'y 1 75

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

Vanilla.....Lemon.....
2 oz panel. 1 20 2 oz panel. 75
1/2 oz taper. 2 00 4 oz taper. 1 50

TABLE SAUCES

LEA & PERRINS'
SAUCE

The Original and
Genuine
Worcestershire.

Lea & Perrin's, pints.....5 00
Lea & Perrin's, 1/2 pints.....2 75
Halford, large.....3 75
Halford, small.....2 25

SOAP

Beaver Soap Co. 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

JAXON

Single box.....8 10
5 box lots, delivered.....3 05
10 box lots, delivered.....3 00

Place Your
Business
on a
Cash Basis
by using

Coupon Books.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

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send you samples

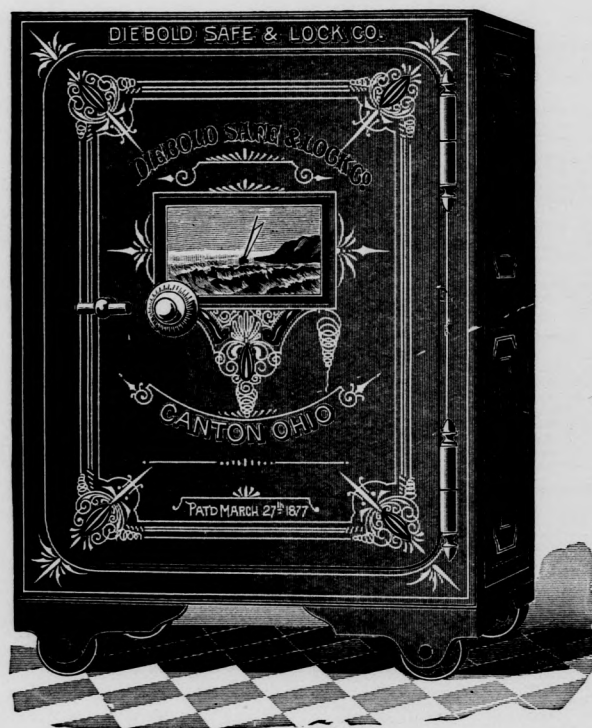
if you ask us.

They are

free.

Tradesman Company
Grand Rapids

Do You Need a Safe?



If so, we invite you to inspect our line of Diebold fire and burglar proof safes, which we consider the best safes made. If not convenient to call at our store, we shall be pleased to have you acquaint us with your requirements and we will quote you prices by mail.

Tradesman Company

Grand Rapids, Mich.

Our "Santa Claus" Catalogue is Out

The catalogue whose appearance each year is the signal that "the holiday season is off" is now ready.

Tens of thousands of retailers have learned to await this catalogue before buying---and then to buy QUICK.

They know they have waited long enough, but not too long. Every item is in and the line is still unbroken. They can get what they want and all they want.

The new catalogue contains the most comprehensive line of holiday merchandise ever gathered into the showing of any single house and names prices that set the pattern for America.

A copy of this catalogue means more to the buyer of toys, china, dolls and fancy goods than fifty sample trunks that might be brought to his store.

FREE to merchants; we send it to no one else. Ask for catalogue J481.

BUTLER BROTHERS

NEW YORK
CHICAGO
ST. LOUIS

WHOLESALE OF EVERYTHING—BY CATALOGUE ONLY

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—One of the best drug stores in the noted summer resort town of South Haven, Mich. Bargain figures. Price on application. Address Druggs, General Delivery, South Haven. 845

Administrator's Sale—Saw mill complete, consisting of two boilers, 34 and 36 feet, 36 inch shell, engine 12x20, cable gear saw rig, patent edger, lath machine, cutoff saw and Perkins gummer, and small tools which go with plant. Address Hiram Barker, Administrator, Plerison, Mich. 755

Have cash customer for good small general stock. Clark's Business Exchange, Grand Rapids. 844

For Sale at Once—One of the finest crockery, carpet and house furnishing goods stores in Central Michigan. Parties interested in this stock of goods address P. O. Box 137, Fenton, Mich. 838

For Sale—Hand laundry doing good business; no competition; good live town; a good chance for hustler with small capital. Write me to-day. Address R. I. H., care Michigan Tradesman. 837

For Sale—420 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale or Exchange—An unusually clean general stock of merchandise, well located, in DeKalb Co., Ind. Good opportunity. Address No. 834, care Michigan Tradesman. 834

For Rent—Fine location for a department or general or dry goods store. Large stone building, three entrances, on two main business streets. Rent, \$100 per month. Vacant Jan. 1, 1904. Don't fail to write to Chas. E. Nelson, Waukesha, Wis. 830

For Sale—Grocery stock and fixtures, all new, in town of 1,200 in Kalamazoo county, Mich. Doing a cash business. Must sell, a bargain. Price \$1,000. Address Parker & Passage, Kalamazoo, Mich. 833

For Sale—Best paying furniture and undertaking business Northwest Nebraska. Poor health reason for selling. Stock invoices \$3,500. Details given to party wishing to buy. Address Cleland & Co., Crawford, Neb. 832

I have a new up-to-date stock of drugs and druggists' sundries in the best location in one of the best towns in Michigan that must be sold before November 1 by discounting it one per cent. per day until sold. Stock will invoice about \$2,800. Terms very reasonable. Address No. 829, care Michigan Tradesman. 829

For Sale—General stock of merchandise in small town; a fine chance; will rent or sell buildings; must leave Michigan in one month on account of wife's health. Address Lock Box 1, Paris, Mich. 839

Have customer for good general stock; also location for millinery stock. Clark's Business Exchange, Grand Rapids. 840

For Sale—A clean \$4,200 stock of hardware in North Central Illinois. A good country and a large territory. Must be sold at once. Address L. D. Evans, Dixon, Ill. 842

Drug Stock and Fixtures for Sale—Good location; reason for selling, poor health. Call or address E. L. Carbine, 122 East Main St., Battle Creek, Mich. 841

For Sale—A good established business in a factory town of 1,500. Only exclusive clothing and shoe store. Address C. Oppenheim, Three Oaks. 825

Grocery Stock For Sale—Clean, fresh, up-to-date, no old stuff; invoice about \$5,000; sales average over \$50 per day; location best in town—brightest of future prospects. Will give reason for selling. McOmber & Co., Berrien Springs, Mich. 823

For Sale or Exchange—A \$2,600 equity in good suburban business property in Grand Rapids; building in excellent condition; rent \$22 monthly; corner two streets graded and paid for. Would trade for good, well-located farm with or without buildings. Groceries and fixtures worth \$700, with \$11,000 annual trade for sale. Exchange, Station B., Grand Rapids, Mich. 822

For Sale—Real bargain, well selected stock drugs, invoicing \$2,400; 10 per cent. cash; two-story frame building, value \$3,000, for \$2,000; together with above or separate. Reason, retiring from business. Address Werner von Walthausen, 1345 Johnson St., Bay City, Mich. 821

For Sale—Shoe stock doing a business of \$15,000 per year, in good manufacturing and railroad town in Southern Michigan of 5,000 population. Best stock and trade in city. Reason for selling, health. Will take part cash and part bankable paper in payment. No property trade entertained. Address No. 811, care Michigan Tradesman. 811

For Sale—Meat market doing a good business. The surrounding country furnishes everything required in the meat line and prices are low at this time. A bargain for some one. Good reasons for selling. Address No. 797, care Michigan Tradesman. 797

Good opening for first-class jeweler if taken at once. Address No. 794, care Michigan Tradesman. 794

Will sell or exchange in part payment for farm lands in Southern Michigan, one house and lot at Harbor Springs, worth \$1,600. Address No. 793, care Michigan Tradesman. 793

For Sale—One of the newest, neatest, cleanest and best-selected general stocks in Northern Indiana. No attention paid to traders. If you are looking for a shelf worn stock at a big discount, don't enquire about this. Address H. C. C., care Michigan Tradesman. 792

Portable reel oven; pans, scales, dough tray. Sell cheap. Write for particulars. G. W. Kissell, Osborne, Kan. 791

For Sale—Good harness business in town of 500 on railroad; ill health reason for selling. Address James H. Thompson, Kendall, Wis. 788

For Sale—Drug store in Grand Rapids; centrally located; good trade; clean stock; invoices \$2,500 to \$4,000. Address No. 768, care Michigan Tradesman. 768

For Sale—Best grocery and meat market in thriving city of 7,000 in Northern Michigan; established twenty-one years; yearly cash sales \$25,000 to \$30,000; fine location; a great bargain. Address E., care Michigan Tradesman. 778

For Sale—Two-story frame store building and stock of general merchandise for sale cheap, or will exchange for real estate. Stock and fixtures will inventory about \$2,500. Address No. 775, care Michigan Tradesman. 775

For Sale—Florida home and orange grove; 40 acres of land, ten acres grove; fenced. Will sell or trade for stock of general merchandise worth \$3,000. Crop now on trees goes if sold soon. Address No. 749, care Michigan Tradesman. 749

Tailor shop for sale, town of 3,000, only shop in town; doing good business all the year around. Address No. 759, care Michigan Tradesman. 759

For Sale—At a bargain if taken quick, a well equipped flour and oat meal mill, well located in city. For particulars address Box 536, Windsor, Ont. 739

Shoe Stock For Sale—Fine town, fine stock, fine business, good reason. A. S. Lake, Shenandoah, Iowa. 764

For Sale—General stock, new frame building, 22x46; stock and fixtures at inventory price; photo studio on second floor; fine single slant north light; house, barn, wagon barn and one and one-half acres land; good location; established seventeen years. Address H. T. Whitmore, R. F. D. No. 1, Rives Junction, Mich. 828

Business men and agents make large profits handling our new line of novelties; special prices on large quantities; catalogue free. Coryl Mercantile Co., Toledo, Ohio. 827

Wanted—Partners in a co-operative department store, now being organized, to act as buyers and department managers for dry goods, millinery, cloaks and suits, diaperies, clothing, shoes, hats, furnishings, drugs, hardware, house furnishings, wall paper, furniture and many other departments. An investment from \$2,000 to \$5,000 by men of experience in any of these departments secures a permanent position and profitable investment. The Macey Company, Toledo, Ohio. 826

Cash paid for life insurance policies in good companies at E. B. Dillingham's agency, Hartford, Conn. 814

Cremo cigar bands bought, as well as twenty-nine other kinds. I will pay you highest prices. Send me list of what you have, enclosing terms. Address Rex W. Hackbarth, St. Ansgar, Iowa. 817

Our business is making sales for merchants and closing out stocks. Write us for full information. C. L. Yost & Co., 577 Forest Ave., W., Detroit, Mich. 816

For Sale—"Grandfather" clock. Box 309, Westerville, Ohio. 813

Big new town on the new Glenwood-Winnipeg extension of the Soo R. R.; will be the best new town on the line; a lifetime chance for business locations, manufacturers or investors. Address Rufus L. Hardy, Gen. Mgr., Parker's Prairie, Minn. 678

For Sale—\$1,600 stock of jewelry, watches and fixtures. New and clean and in one of the best villages in Central Michigan. Centrally located and rent cheap. Reason for selling, other business interests to look after. Address No. 733, care Michigan Tradesman. 733

For Sale or Exchange—143 acre farm in Clare county, eighty acres stumped and stoned; good buildings; eighty rods to good school and two and one-half miles from shipping point and market; value \$2,600. S. A. Lockwood, Lapeer, Mich. 681

For Sale or Rent—The oldest and best stand for furniture and undertaking business in the county seat of Richland county, Wisconsin. Address Henry Toms, Richland Center, Richland Co., Wis. 685

Bargain—Store building 28x133. Drug stock and fixtures. Inventories \$400. Will sell separate. Good opening for drug and general store. M. Fordham & Co., Elmira, Mich. 664

Safes—New and second-hand fire and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

We want a dealer in every town in Michigan to handle our own make of fur coats, gloves and mittens. Send for catalogues and full particulars, Ellsworth & Thayer Mfg. Co., Milwaukee, Wis. 617

For Sale—General stock, inventorying about \$4,000, consisting of dry goods, groceries and shoes, in a hustling town near Grand Rapids. Splendid opportunity for a legitimate business. Speculators not wanted. Address X. Y. Z., care Michigan Tradesman. 651

Wanted—To exchange \$5,000 stock in one of Grand Rapids' best mercantile houses for stock of general merchandise. Address No. 784, care Michigan Tradesman. 784

For Sale—A first-class shingle mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, bolter and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first class. Address A. R. Morehouse, Big Rapids, Mich. 369

One trial will prove how quick and well we fill orders and how much money we can save you. Tradesman Company, Printers, Grand Rapids. 683

For Sale—Good country store with clean, up-to-date general stock and postoffice. Store building, residence and blacksmith shop in connection. A. Green, Devil's Lake, Mich. 683

Wanted—Stock of merchandise, dry goods preferred, about \$7,000, in exchange for inside real estate and stock in manufacturing concern, located in Elkhart. Address Box 142, Elkhart, Ind. 812

MISCELLANEOUS.

Wanted—Head clerk for general store. State experience and salary wanted. Give reference. None but hustler need apply. Parsons & Holt, St. Charles, Mich. 836

Wanted—Position as salesman in men's furnishing or shoe store. Geo. A. Critchett, Ferry, Mich. 818

Special Agents Wanted—We want responsible men to represent us in the sale of our high grade real estate securities. Liberal terms will be offered to those who can give all or part of their time. Call or write Financial Dept. City & Suburban Homes Co., Ltd., 35 and 37 State street, Detroit, Mich. 785

Wanted—Clerks of all kinds. Good wages. Enclose self addressed envelope and one dollar. Globe Employment & Agency Co., Cadillac, Mich. 771

Wanted—Clerk in a dry goods store. Must be a fair window dresser and good salesman. Address No. 566, care Michigan Tradesman. 566

SALESMAN WANTED.

Wanted—Salesman to handle as side line a wholly new and much-needed article to the boot and shoe trade. Can be carried conveniently in the pocket. A ready seller in the hands of a hustler. Top commission paid. Teats' Polish Co., Indianapolis, Ind. 831

Hat salesman wanted, with established trade, to handle Keystone hats, caps and straw goods. Sullivan & Dunn, 39 and 41 East 12th street, New York. 796

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss." Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

Wanted—Salesman, traveling specialty, to represent responsible manufacturer in this state. Want man with good address and clear record. Expenses and moderate salary to start and commission; permanent position to one not afraid to work. State age and experience. Party must also invest five hundred dollars in stock with this company. Address The King Tablet Co., Ltd., Kalamazoo, Mich. 799

Wanted—Salesmen to sell as side line or on commission Dille Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

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