

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 28, 1903

Number 1049

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EARN MORE MONEY,
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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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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
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Managers of Douglas, Lacey & Company
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GENERAL TRADE REVIEW.

The occurrence of several serious bank failures in different widely separated cities is not enough to cause more than temporary uneasiness and reaction in the securities markets. This fact is a test of the strength of the situation and an indication that the slow general recovery of values is based on conditions to warrant its continuance. There have been no radical changes but a general feeling of more confidence and an advance all along the line in standard properties. The news of financial disasters, caused by bad local management, in Pittsburg and Baltimore and the financial uneasiness in St. Louis are enough to hinder transactions pending the outcome and extent, but as these become known the failures cease to be a factor in the situation. That the market is standing such a series of the ordinary occasions of panic without disastrous effects argues different conditions from those governing in former periods of reaction.

Also different is the fact that, taking the country as a whole, we have had a splendid fall trade and spring business is opening with great promise. Compared with a year ago, when there was an abnormal pressure of demand in most industries with prices moving upward, of course there is an unfavorable difference; but, compared with average years, there is still an approach to boom conditions. Wages are still at the highest and there is little diminution in general distribution, but of course there is a great lessening in iron producing operations and the long trouble with undue cost of material and labor makes the textile field more sensitive to reactionary conditions.

Crop conditions are improved by

the favorable weather, which has not only matured and permitted the securing of this year's production but enabled good preparation for next year. This has naturally operated to bring a lowering price tendency, but that can be well afforded and still have abundant returns.

The Beet Sugar Situation in Michigan.

Saginaw—The Saginaw Sugar Co. started its factory October 20. The wet weather has delayed the receipt of beets and the season all over the State is much later than usual. The quality of the beets in this county is better than could have been expected, taking the continued rainy weather into consideration.

Carrollton—The Valley Sugar Co. will start its plant on October 29. It is expected a good stock of beets will be accumulated by that date. The quality of the beets thus far tested is better than usual. The men have all reported.

Sebewaing—The plant of the Sebewaing Sugar Refining Co. started grinding Oct. 22, with something over 5,000 tons of beets in the sheds and receipts coming in liberally. The company has a full crop assured and the beets are in fine condition and test well.

Bay City—The Bay City-Michigan plant will begin operations in a day or two. Deliveries have been made the last two weeks, but not enough to fill the big sheds. It is said that in the event that not enough beets for both factories are secured, one will run full time and the other will take care of the surplus only.

West Bay City—The West Bay City Sugar Co. is getting into shape for the fall campaign and is nearly ready to begin. During the summer the usual repairs have been made and new machinery added, so that the plant is one of the best equipped in the State. The beet sheds are rapidly filling up, beets being received both by rail and wagon. There are only enough in the sheds now for a few days' run, and the company is waiting until enough raw material has been received to keep the machinery going with what is already under shelter. Weather permitting the factory will start up next Monday. The acreage of beets remains about the same as last year, with perhaps a slight improvement.

Menominee—The factory of the Menominee Sugar Co. will be finished in about fifteen days. The plant will have a daily capacity of 1,000 tons and it is up-to-date in every particular. The plant is assured of a full crop of beets.

Croswell—The plant of the Sanilac Sugar Refining Co. started last Thursday. It expects to have a run

of over two months and the beets test well.

Caro—The Peninsular Sugar Co. will begin in a day or two. It is the largest plant in the State. In spite of the wet season the tonnage of beets is reported as being much better than that of last year and the roots are in splendid condition. The percentage of sugar will not reach the average of two years ago, which was more than can be looked for in ordinary years. Thus far it has averaged from 12 to 14 per cent., with some loads running to 15 and 16. With a large tonnage and the increase which may be looked for in the two or three weeks which remain, the farmers will realize a good return from the crop of this year.

Rochester—The Rochester sugar factory started up last week, and expects to grind 60,000 tons of beets from now until the middle of January, or about three times as many as last year. The beets already delivered show an unusually high purity for this season, considering the rainy weather. Warned by its experience of 1902, when a large share of its crop was washed out by heavy rains, the company was very careful this year in selecting ground, and no contracts were made with farmers until their fields had been examined.

Owosso—The Owosso factory is not completed and probably will not be able to start operations much before Dec. 1.

Muskegon—The Alaska Refrigerator Co., which two months ago began extensive repairs, and certain improvements on the building and dry kiln, with the installing of some special machinery, which will enable it to increase its product 15 to 20 per cent., has just about finished its changes and is now getting nicely started again, expecting to be running in full capacity by November 1.

Detroit—The McBride Manufacturing Co., manufacturer of electric motors, has filed articles of incorporation. The authorized capital stock is \$15,000, and is held by B. O. Horton, 550 shares; F. C. Massnick, 150 shares, and Geo. I. Berridge, 150 shares.

Kalamazoo—The Auto-Clasp Co. has been organized to engage in the manufacture of clasps. The company is capitalized at \$75,000, the stock being held in equal amounts by Jas. Hatfield, Kalamazoo, and E. M. Brigham and I. L. Stone, of Battle Creek.

Schoolcraft—The Michigan Casket Co. succeeds the Post Anti-Septic Casket Co. in the manufacture of paper caskets and novelties.

The Pros and Cons of Good College Training.

Written for the Tradesman.

If ignorance is bliss then the fools in this world have the best of it.

When Lincoln was on his way to Washington before his first inauguration Rutgers College was pointed out to him as they passed it and he exclaimed: "Ah! that is what I have always regretted—the want of a college education. Those who have it should thank God for it."

"I do not think there has been a day in twenty years that I have not felt the need of more education," writes a lawyer of considerable influence. "By individual work I have acquired something additional to the schooling of early years, but I am far from contented with my outfit in this regard."

Noble discontent!

Another man, a wealthy Michigan banker, says: "I went to school only one winter after I was fifteen years old, but I was always interested in books as well as studying men and things. If I had received a college education I could have gone to Congress and succeeded in many ways where I have failed."

The wisest period of existence with many is just before entering college. And why? Simply because the youth has not yet had the opportunity of measuring his attainments with those of his fellows and hence has not learned to be modest as to his own powers. It goes without saying that there must be some radical defect in a man's nature who has been associated for years with men of intellect or attainments of a high order and at the end of that time feels that he is a very great or wise man.

The utility of a collegiate education for success in business is often debated, the discussion hinging on whether a college education is a help or a hindrance to business success. When this question was laid before one hundred and ten level-headed representative men, eighty-three correspondents answered decidedly that it is not a hindrance; twenty-three pronounced it a hindrance. Among the reasons assigned by the latter were the following:

"It takes so much time out of a man's life from ordinary business experience."

"It makes a boy unwilling to begin at the bottom of the ladder."

"It leads too many to choose professional life who are not fitted for it."

I have come to the conclusion that no young man need feel that the lack of a college education will stand in the way of success in business. The knowledge acquired in college has fitted thousands for professional success; but it has also unfitted other thousands for a practical business career. Before our American colleges become a factor in the business world their system will have to become more elective. The rigidly prescribed curriculum is not calculated to evolve men in touch with the needs of business. Far be it from me to depreciate the value of college education—I believe in its advantages

too firmly—but no young man need feel handicapped because of lack of it. It is not the college education, it is the young man. College diplomas are merely cards of introduction showing approximately at least what might be expected of the bearer. The diploma is not the end, the real test is adaptability to environment, i. e., power to meet and struggle with new and complicated conditions.

The world will take you for about what you are worth. What has been done is of little consequence compared with what you are capable of doing. In the encounters of everyday life it is the ability to accomplish results that counts. Young men, if you are worthy, don't fear but that you will be appreciated. Shed the light of your wisdom abroad, but don't dazzle people with it. Don't be afraid that your merit will not be discovered. People all over the world are looking for you and if you are worth finding they will find you. So do not air your knowledge, presuming that you have any. In no other way can you make others on such good terms with themselves.

Whether one is a college man or not he is reviewed in the mind of his immediate superior from the day he begins work. If he possess merit it will not pass unnoticed in the council chambers of the firm. His ability, honesty, industry, temper, habits, associates—all these are weighed and analyzed. The young man who never had a chance is the same young man who has been canvassed over and over again by his superiors, found destitute of necessary qualifications and so deemed unworthy of closer relations with the firm owing to some objectionable action, habit or associate of which he thought his employers ignorant. As Charley Schwab says, "If the trusts fail it will be because there is a scarcity of young men with brains to run them."

Thomas A. Major.

Man is only miserable so far as he thinks himself so.

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Floor Space for Manufacturing Industries

Power Furnished

also electric light, heat, water, passenger and freight elevator service. Low insurance rate; central location; plenty of daylight. The most economical manufacturing site in Grand Rapids. Will rent to small and large concerns on long or short term leases.

The New Rantville Power Block
Corner Campau and Lyon St.
Grand Rapids, Mich.

Apply F. Rantville Estate, 1 and 3 Pearl St.

We would like to correspond with one of the leading grocers in each town with reference to the exclusive sale of our Stone Ground Flour.

Farmers' Milling Co., Ltd.
Allegan, Mich.

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

Retailers

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

Merchants' Quick Price and Sign Marker

Made and sold by

DAVID FORBES

"The Rubber Stamp Man"

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.

Gas or Gasoline Mantles at 50c on the Dollar

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

Our Holiday Line

is displayed at 29-31-33

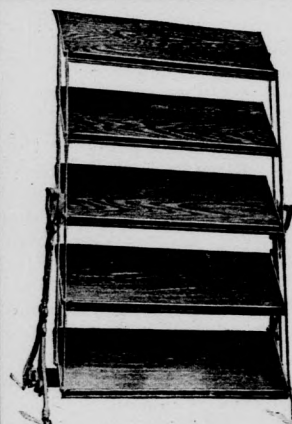
N. Ionia St., where we will be pleased to show any dealer the most complete line of Merchandise for the Holiday Trade ever shown by any house in the state. We extend a kind invitation to all to inspect this line and make our store your headquarters when here. We thank our friends for the liberal patronage 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.



"UNIVERSAL"

Adjustable Display Stand

The Best Display Stand Ever Made

Adjusts as table, bookcase, or to any angle. Only a limited number will be sold at following prices:

No. 12, 5 shelves 12 in. wide, 33 in. long, 5 ft. high, net price \$4.60

No. 9, 5 shelves, 9 in. wide, 27 in. long, 4 ft high, net price \$4.20

Two or more crated together for either size, 20 cents less, each.

Further information given on application.

American Bell & Foundry Co.

Northville, Mich.



That Satisfied Smile

Agents wanted in every town in Western Michigan.

WORDEN GROCER COMPANY
DISTRIBUTORS GRAND RAPIDS, MICH.

Time To Call a Halt.

In so far—if at all—as President Roosevelt did a mischief by flirting with organized labor, we look to see him set himself right. He seems altogether disposed to do so. The Miller case in Washington has served to indicate where he stands. The printers' union demanded Miller's discharge as foreman of the Government Printing Office, because he is not a union printer, but Miller has not been discharged yet and there is no present prospect that he will be.

The truth is that we are all getting very tired of labor bosses and their rules and their whims and their crimes. They have wantonly throttled the building industry and kept their men in idleness all summer, when wages were high and jobs pressing. Some unions expel members who join the militia. The printers' union in Albany lately demanded that only union label school books should be used in the Albany public schools, and a pusillanimous common council voted to urge the board of education to acquiesce. That's going much too far.

When trades unions outlaw the State militia, dictate to Uncle Sam whom he shall employ, dictate to cities what books children shall use in public schools, proscribe all workers who will not submit to them and glorify convicted felons in their conventions and parades, it is time they were stood up to. In whatever they do within the law they are entitled to protection. But when their acts transcend the law, and when their bosses dictate what the law shall be, then the rest of us are entitled to protection.

We want terrorism, blackmail and extortion to stop. We want the law, the police, the militia, the President, the whole people to stand by the honest workman who is ready to work and the honest employer who is ready to employ him. There are no trusts now that are so arrogant, so despotic, and so scornful of law and human rights as some of the labor trusts.—Life.

Paste for Patent Leather.

Melt pure wax over a water bath, place on a moderate coal fire, add first some olive oil, then some lard, and mix intimately by stirring, next add some oil of turpentine, and finally some oil of lavender; fill the resulting paste in boxes, where, on solidifying, the necessary consistency will be acquired. To restore the gloss of the leather, apply a little of the paste and rub with a linen rag. This will keep the leather soft and prevent cracking.

The Inventor and His Employees.

Peter Williams, a man employed by a firm of dealers in poultry at a salary of \$10 a week, having grown tired of the monotonous labor of plucking chickens and turkeys by hand, invented a machine that would do the work.

He showed a model of it to the head of the firm.

"It's a good idea," said the latter, "and if you care to sell it, we'll give

you \$600 for it. That's all it would be worth to us."

Peter did not wait to consult an expert as to the value of his invention, but closed with the offer at once.

"I'll take it," he said.

Whereupon the firm engaged largely in the manufacture of poultry-plucking machines, and went broke inside of a year.

While Peter invested his \$600 in mining stock, and is now a millionaire.

You can't always tell how much things will turn out.

How to Take Cod Liver Oil.

One of the best methods of prescribing cod liver oil is to order it to be taken with an acid and a bitter. Ten or fifteen drops of dilute phosphoric acid in half an ounce of compound infusion of gentian forms a suitable vehicle. The oil should be poured over the surface of this at the time of administration. By commencing with a very small dose, and gradually increasing it, patients otherwise unable to take cod liver oil may in this way be educated to suffer, and in some cases even enjoy in large doses.—London Polyclinic.

Hatching of Old Eggs.

The remarkable preservative qualities of soluble glass or silicate of soda ought to be more generally used for the preservation of eggs. It is said that a newly laid egg will keep fresh for many months in a ten-per-cent. solution of silicate. It has been reported that chickens have been hatched from eggs preserved for twelve months in this way.—Lancet.

Misstated the Problem.

The new teacher asked of the class the following question:

John had five oranges, James gave him eleven, and he gave Peter seven. How many did he have left?

Before this problem the class recoiled.

"Please, sir," said a young lad, "we always does our sums in apples."

X-Rays a Hair Tonic?

Two cases have been reported where cancer of the lips were frequently treated with the X-rays and in which incidentally the hair covered by the rays was changed from a gray to its original brown color. That is, the new hair growing out was of the original color instead of white or gray as previously.

A Cautious Man.

"Why do you wear those black glasses?"

"There's a woman in our neighborhood who told her husband that I winked at her, and I'm taking no chances."


Rev. Dr. Parkhurst, of New York, tells of a man in his congregation who has married and buried three wives within a remarkably short time, and he is now paying pronounced attentions to a new candidate. One of his friends remarked to him the other day on his undue haste in matrimonial affairs. "Oh," said the widower, "I take them just as fast as the Lord does."

NO MARKET EXCELS BUFFALO

At Thanksgiving on Fancy TURKEYS, CHIX and DUX.

Looks like 18 and 20 cents for fancy scalded dressed Turkeys for Thanksgiving. Dux and Chix will do well in consequence of high Turkeys. Unsurpassed service.

15th year. Responsible, Reliable and Prompt Poultry House, BUFFALO



Batterson & Co.

PREPARED MUSTARD WITH HORSE RADISH

Just What the People Want.
Good Profit; Quick Sales.

THOS. S. BEAUDOIN, Manufacturer

Write for prices 518-24 18th St., Detroit, Mich.

Greatest Achievement of the Miller's Art

Voigt's Crescent Flour

"BEST BY TEST"

Acknowledged alike by expert and epicurean as the IDEAL OF PERFECTION.

Sold by dealers everywhere

Voigt Milling Co.

Grand Rapids, Mich.

JOHN GARRETT

Dealer in
GENERAL MERCHANDISE

Dry Goods
Groceries
Gents' Furnishings
Hardware
Drugs and
Patent Medicines

Chester, Mich. Oct 22nd 1903

*Tradesman Company
Grand Rapids Mich*

*Gentlemen
I have sold my
Stock of General Merch to a
Mr. L. G. Stalberg of Watrous
Ind. Thanks to you and your
Business Bank Department I could
advise any one who wants to
Buy or Sell to advertise in
the Business Bank department
of the Michigan Tradesman
this makes two stocks I have
bought and one I have sold
through the help of this
Paper*

*Yours Very Res
John T. Garrett
Chester
Mich*

Around the State

Movements of Merchants.

East Jordan—L. M. Porter & Son have purchased the grocery and bazaar stock of Henry Holmes.

Middleton—A. R. Smith has purchased the interest of his partner in the grocery business of Entekin & Smith.

Calumet—A. A. Jackola has purchased the stock for his new drug store, which he expects to open about Nov. 1.

Wayne—Fred Smith, formerly connected with the Ann Arbor Music Co., has opened a grocery store at this place.

Hudson—Russell & Atherton have added a line of hardware to their agricultural implement and buggy and wagon stock.

Crystal Falls—Louis Harris, dealer in dry goods, boots and shoes and groceries, has filed a voluntary petition in bankruptcy.

Ishpeming—J. E. Dalton has taken the management of the Nelson Morris branch meat house here, succeeding Robert Haines.

Big Rapids—Mrs. H. N. Nilsen has sold her furniture stock to Carrol J. Milor, of Petoskey, who will continue the business at the same location.

Ithaca—Frank Lennox has sold his grocery stock to Andrew Jackson, of Pigeon. Mr. Lennox retires from business on account of poor health.

Flint—Louis Delisle, formerly in the meat market of John G. Windiate, has purchased the market of Vanlue Bros., at 214 Saginaw street.

Hartford—Geo. Carpp & Co. have sold their meat market to Clarence Olds, who has already taken possession, placing Charles Steele in charge thereof.

Edmore—G. D. Salisbury has sold his drug and wall paper stock to J. H. Wilson, who has clerked for Geo. F. Fairman, the Big Rapids druggist, for the past year.

Greenville—O. Shauman, formerly in the drug store of W. W. Slawson, has purchased the drug stock of Passage & Avery, and will continue the business at the same location.

East Jordan—J. J. Votruba and Ashland Bowen have purchased the meat market and grocery stock of G. W. Hayner and will continue the business at the same location.

Nashville—The popular druggist and jeweler, Von W. Furniss, was married last week to Miss Edna Johnson, of Lake Odessa. The Tradesman extends congratulations.

Hudson—S. E. Lawrence has sold his grocery stock to Edward P. Kelly and William M. Cosgrove, who will continue the business at the same location under the style of Kelly & Cosgrove.

Owosso—O. F. Harryman has sold his stock of implements to Harts-horn & Son and will enter the employ of that firm. The two stocks will not be consolidated for the present at least.

Saginaw—J. M. Bittman, who has conducted a drug store for some time at 325 North Hamilton street, has sold the stock and fixtures to John

Gould, of Freeland, who will remove same to that place.

Bronson—Clark Bros., dealers in hardware, harnesses and vehicles, have dissolved partnership. Clark & Tucker continuing the hardware business, while M. M. Clark & Son will continue the harness and vehicle business.

Lansing—Frank P. Coder, who purchased a half interest in the grocery stock of Peter Walter, at 400 Washington avenue, south, in May, has purchased his partner's interest and will continue the business in his own name.

Flint—Frank Allen has retired from the storage business of Allen & Doty, and purchased an interest in the grocery stock of Atkins & Son, of North Saginaw street. The new firm will hereafter be known as Atkins & Allen.

Nashville—Wenger Bros., of Caledonia, have purchased the Old Reliable meat market from Roe & Son. Henry Roe will retire from business, while Ernest Roe will go to Montana after a short sojourn in camp in the Upper Peninsula.

Traverse City—Stanley & Young, dealers in general merchandise, have dissolved partnership. Mr. Young retiring. L. Stanley will continue the business with the assistance of his son, who will move here from Maple City, and his daughter, Miss Rose Stanley.

Bay City—Michael Brenner, for the past seven years salesman in the clothing store of Karl Greenberg, together with Mr. Goldblatt, of Owen Sound, Ont., has leased the store building in the Harley block, where they will open a clothing, men's furnishing goods and shoe store.

Detroit—Abraham L. Goldstein, doing business at 201 Michigan avenue as the Peerless Clothing Co., has uttered a chattel mortgage running to Abraham Jacob as trustee. The mortgage covers the stock of clothing at the above number, and is to protect the creditors, whose claims aggregate \$5,547.49, the largest being Bessie Goldstein, \$1,162.13, and M. Wile & Co., Buffalo, \$1,508.25.

Marshall—Ford & Freitag, meat dealers, have dissolved partnership, on account of the disappearance of Mr. Ford, who left the city on Oct. 11, going to Battle Creek, where he left the train, telling a person from this city that he was going East on a visit. His children were at the depot and saw him off. He took with him what cash he had, and his family, a wife and six children, have heard nothing from him since. His folks do not know where he went nor what his reason was for going.

Manufacturing Matters.

Hudson—The Avis Milling Co. has sold the Central flouring mills to Charles and Jay Cooley and J. W. Shaver. The new firm will conduct the mills under the name of the Shaver & Cooley Co., and will take possession of the property on Nov. 5.

Saginaw—The Michigan Glove Co. will begin operations at 816 Genesee avenue about Nov. 10 with a force of twenty-six girls. H. C. Campbell will manage the business.

Bay City—Dove & Stanton, manufacturers of butter tubs, racked hoops and heading, will remove their plant from Midland to this place. The company employs from 50 to 60 men.

Manistee—The R. G. Peters Salt & Lumber Co. is building an addition to its shingle mill, which will be used as a band mill. The best grades of lumber will be manufactured in the new mill.

Chassell—The Worcester Lumber Co. is operating its mill day and night. The yards are filling up with lumber and shipments are made daily. The company reports an excellent business.

Detroit—A new company has been organized under the style of the J. Warren Wright Co. to engage in the manufacture of skirts. It is capitalized at \$20,000, held by J. Warren Wright, 979 shares; Jesse D. Boundedau, 20 shares, and Alpheus W. Bather, 1 share.

Newport—The Newport Stone Co. has been organized to engage in the quarrying and manufacture of building stone. The authorized capital stock is \$10,000, owned by Jas. H. Flinn, 200 shares; Matthew Slush, 293 shares; A. E. F. White, 1 share, and J. M. Mulkey, 1 share.

Detroit—The Breathlets Co. has engaged in the manufacture of breath confections, perfumes, toilet articles and druggists' supplies. The capital stock is \$50,000, held by the following persons: Wm. H. C. Burnett, 2,495 shares; Gordon A. Harris, 2,495

shares; Alice C. Burnett, 5 shares, and Bessie E. Harris, 5 shares.

Hermansville—The Wisconsin Land & Lumber Co. has enough timber to stock its mill for thirty years. The company owns about 60,000 acres of hardwood timber lands in Menominee county which have not been touched, as it has for several years bought its stock, holding its standing timber for higher prices.

Utica—The stockholders of the Utica Co-operative Creamery Association are elated over their first year's record. After paying all expenses, building an ice house, purchasing a \$200 additional separator and other improvements, a dividend of 6 per cent. was declared to the stockholders, besides leaving \$600 as a sinking fund. About 120,000 pounds of butter were made during the year, bringing an average of 23 cents per pound.

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

McKinney & Farrington have opened a grocery store at Bangor. The Musselman Grocer Co. furnished the stock.

Joseph Kieras has engaged in the grocery business at the corner of Diamond and Baraga streets. The stock was furnished by the Worden Grocer Co.

The Alfred J. Brown Seed Co. has leased the double store formerly occupied by Moseley Bros., in the Gilbert block on Ottawa street, and will occupy it in conjunction with the adjoining premises already under a lease to the company as a storage and picking room for beans.

The Alma Sugar Co. has invited the wholesale grocery trade of Grand Rapids to visit Alma next Wednesday and spend the day there inspecting the factory and beet fields in the vicinity. The party will be chaperoned by the local broker of the company, Mr. Geo. R. Perry, who will see that no pains is spared to render the trip both pleasant and profitable to all concerned.

In the motion for a preliminary injunction brought by R. G. Dun & Co. against the International Mercantile Agency, a witness testified that a large number of ratings used in the International reference book were copied verbatim from the Dun book. This item has special significance at this time because a representative of the International Agency is making a canvass of the city for membership subscriptions.

S. J. Bracken, general merchandise dealer at Grawn, visited Grand Rapids Monday on his way to California, where he will spend the winter.

Frank A. Pixley, formerly engaged in general trade at Moore Park, has formed a copartnership with his brother, Albert Pixley, and will engage in general trade at Fulton under the style of Pixley Bros. The Judson Grocer Company has the order for the grocery stock.

Arthur E. Remington and Chas. W. Hayes have formed a copartnership under the style of Remington & Hayes and engaged in the manufacture of high grade underwear at 39 and 41 North Division street. They have installed four Lamb machines and will add to their equipment as the business increases. Mr. Hayes was formerly superintendent of the Grand Rapids Knitting Co., but for the past three years has occupied a similar position with the Racine Knitting Co. Mr. Remington has served the Racine Knitting Co. in the capacity of general salesman for the past two years.

The Produce Market.

Apples—The favorable weather of the past two weeks has improved the quality of late fruit to that extent that buyers are taking hold with much confidence, paying 25@40c per bu. for the fruit. Growers who scoffed at the idea of marketing their crop around 25c per bu. find that pays well, even at that price, on account

of the heavy yield, many trees bearing twenty-five bushels apiece.

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

Beets—50c per bu.

Butter—Factory creamery is 1c higher, owing to the advancing tendency of the Elgin market, local dealers having advanced their selling prices to 22c for choice and 23c for fancy. Receipts of dairy grades continue very heavy, 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—18c per bunch.

Citron—90c per doz.

Cranberries—Cape Cods and Jerseys are both in market, commanding \$9 per bbl.

Eggs—Receipts continue liberal, but the quality is seriously impaired by the large proportion of held eggs. Local dealers hold case count at 20@21c, candled at 22@23c and cold storage at 20@21c.

Grapes—Malaga command \$4.50@4.75 per keg.

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; Californias, \$4.75.

Lettuce—Hot house leaf stock fetches 12½c per lb.

Mint—50c per doz. bunches.

Onions—Local dealers are laying in large supplies on the basis of 35@40c in anticipation of a higher range of values later in the season.

Oranges—California late Valencias, \$4.75; Jamaicas, \$3.50@3.75.

Parsley—25c per doz bunches.

Pears—Kiefer's, \$1.10.

Pickling Onions—\$2@3 per bu.

Potatoes—The market is strengthening all along the line and the quality has improved so much of late that shippers have started out on an aggressive campaign, full of hope and confidence in a higher range of values. The ruling price at this market is 50c per bu.

Poultry—Local dealers pay as follows for dressed fowls: Spring chickens, 12@13c; fowls, 10@11c; young turkeys, 13@14c; ducks, 11@11½c.

Pumpkin—\$1 per doz.

Radishes—China Rose, 12c per doz.

Squash—1¼c per lb. for Hubbard.

Sweet Potatoes—Have declined to \$2 per bbl. for Virginias and \$3 per bbl. for Genuine Jerseys.

Perfection Brand Oysters.

The Dettenthaler Market announces that it now has on hand a full supply of Perfection brand oysters, which will enable it to fill all orders on short notice. The quality this season is superb and the supply is large. The Dettenthaler Market has come to be regarded as the "old reliable" house in the oyster line and any orders entrusted to it will receive careful and painstaking attention.

The Grocery Market.

Tea—The foreign markets continue firm on all grades and doubt is being expressed as to whether there will be sufficient high grade tea to last through until the next crop. The opinion seems to be that the market will be about in the condition that it was this year—bare of high grade goods.

Coffee—The receipts for October up to this time point to another increase in the world's visible supply, and if this belief is realized the world's visible supply will probably be 14,000,000 bags on November 1. Mild coffees are firm and in good demand.

Sugar—The domestic production is now the chief factor in the market. Michigan factories are starting up and six carloads have arrived this week. The other beet sugar plants that are running are turning out a lot of sugar. Thus the production is increasing and with the prospective congressional action on Cuban sugar, it looks as though the market would hardly be able to hold up. The demand continues very good.

Syrups—There has been no change in compound syrup, but the slightly cooler weather has improved the demand somewhat. Sugar syrup is selling to some slight extent, mostly for export, however. Prices are unchanged.

Canned Goods—The tomato packers who precipitated the low prices through financial necessities have gotten about cleaned out, and this is probably responsible for such slight firmness as may have shown itself. The packing season is about over, and estimates as to the size of the pack are beginning to take shape. While early to form an idea, it is reasonably certain that the pack will not be less than 8,000,000 cases. Corn is unchanged and scarce. Jobbers are making short deliveries to their customers, and the demand seems active and general. Peas are firm and quiet, and an advance in the cheap grades is not improbable, as the range of values has been very low. Eastern peaches are hardly worth talking about, and the situation in California peaches is firm and unchanged. New York apples have opened higher than last year, and buyers are standing off for awhile. The range is \$2.15@2.20, against \$2 last year and a very large current crop.

Dried Fruits—All lines of dried fruits are fairly firm, especially apples. New York evaporated are showing a tendency to advance. Evaporated apricots in 25 pound boxes are a little higher. Reports from California are to the effect that the trade so far this year has been light and that it must necessarily extend well into the winter. Prunes are moving steadily at prices unchanged. All sizes are in good supply and the market is in a satisfactory condition.

Fish—The first-hands situation in mackerel is undeniably firm, some Norway packers having entirely withdrawn prices. Sardines are quiet, but very strong. The fishing season is about over and the tendency is up-

ward. Some holders are asking \$3.50 on spot for quarter oils, and the market at Eastport ranges all the way from \$3.25@3.50, some holders refusing to sell except at the latter figure. It is quite possible, of course, to buy for less than \$3.50 on spot. Cod, hake and haddock are unchanged on spot, but in first hands have advanced from 25@50c per quintal of 112 pounds. Lake fish is firm and unchanged. Salmon is unchanged and quiet.

Losses Peculiar to the Grocery Business.

Albion, Oct. 24—The grocerymen of this city are complaining because they lose so many baskets in which goods are delivered to their customers. A good many dollars' worth of baskets are lost every month, and it would seem as if those who are guilty of keeping them would be more considerate in this respect in the future. Just one basket does not mean a great loss, but when several people take one apiece the loss becomes large.

Portland, Oct. 26—Complaints are being made by Portland merchants that scarcely a consignment of goods, particularly in the grocery line, is received at their places of business, but that some one or more of the packages have been broken into and some of the contents extracted between the place of shipment and the stores of the consignees. This statement is made upon the authority of a Portland grocer, and was brought out by the fact that when he made it he was unpacking some goods (smoked fish) which had been sent in a basket with a paper and a board cover over it, and no less than five pounds of the fish had been swiped in transit.

Hides, Pelts, Tallow and Wool.

The hide market is weak and unsettled. The demand is good at low values, but concessions are asked and obtained for small lots. There is no accumulation apparent among the dealers. They find it difficult to buy and send out at prices offered.

Pelts are in fair demand, sales being readily made at an advance owing to better values.

Buyers are not plentiful and sales are few and small for tallow. Edible and prime are in fair supply. Greases are in fair demand, with some trading. Stocks do not accumulate, while prices are low.

There is little to be said in regard to the State wool market, as the bulk has left the State on some terms. A few good sized lots are still held above the present market, with a good outlook for future values being higher. Sales at seaboard are of good volume and at firm prices.

Wm. T. Hess.

Traverse City—The Desmond Chemical Co. has been organized with a capital stock of \$40,000 by F. C. Desmond, manufacturer of hardwood and charcoal, who holds the entire amount of stock, with the exception of two shares. The company will manufacture charcoal and wood alcohol.

SUDDEN SUMMONS.

Death of Charles R. Remington, the Confectionery Salesman.

While taking an order from G. S. Putnam, druggist at 1169 Wealthy avenue, about 5 o'clock last Friday afternoon, Charles R. Remington suffered a stroke of apoplexy, from which he died five hours later. His son Thomas was hastily summoned and he was immediately taken in an ambulance to his home, 223 Paris avenue, where he died without regaining consciousness, except for a moment, when he appeared to recognize his son. The funeral was held at the family residence Sunday afternoon. The services, which were very beautiful and impressive, were conducted by Rev. H. R. F. Gaidner, rector of Grace church, and Rev. Warren P. Behan, pastor of the Wealthy Avenue Baptist church. George A. Murphy and Miss Bertha Bradford sang "O Paradise" and "Lead Kindly Light." Alfred Baxter was the master of ceremonies and the pall bearers were six of the business associates of the deceased, R. R. Bean, H. L. Gregory, John Millar, D. M. Bodwell, Frank Orsinger and Milford J. Nash. The casket rested amid a bower of flowers, which were tributes of love and sympathy from the many friends of the deceased, including set pieces from the Putnam Candy Co., U. C. T., Imperial Lodge and A. E. Brooks & Co. The interment was at Fulton street cemetery and the remains were escorted by the uniform rank, Knights of Pythias, and by the members of the Imperial Lodge, K. of P.

Charles R. Remington was born at Gasport, N. Y., May 7, 1857, his father being of English descent and his mother of Scotch descent and a native of Nova Scotia. When he was 2 years old his parents removed to Pardeville, Wis., where they remained two years. They then removed to Grass Lake, Mich., where they remained thirteen years. One year was subsequently spent at Danville, Ill., when the family removed to Grand Rapids in 1874. Two years later, they returned to Danville, coming to Grand Rapids in 1880, which has since been their home. Mr. Remington learned the trade of his father, that of brick layer, but on coming to Grand Rapids the second time, he learned the painter's trade at the G. R. & I. car shops, relinquishing the trade in 1881 to learn the business of shirt cutting in the factory of Gardner & Baxter. He was identified with this house about nine years, part of the time as cutter and part of the time as traveling salesman, and in 1890 entered the employ of the then firm of Putnam & Brooks as traveling salesman, taking the outside territory. Five years later he was given charge of the city trade, which he continued to cover for the Putnam Candy Co. up to the time of his death.

Mr. Remington was married June 1, 1880, to Miss Carrie Thomas, of Danville, and had four children, the eldest of whom is now Mrs. Louis E. Moseley, of Chicago. The others are Thomas, aged 20, who is now employed in the shipping department of the

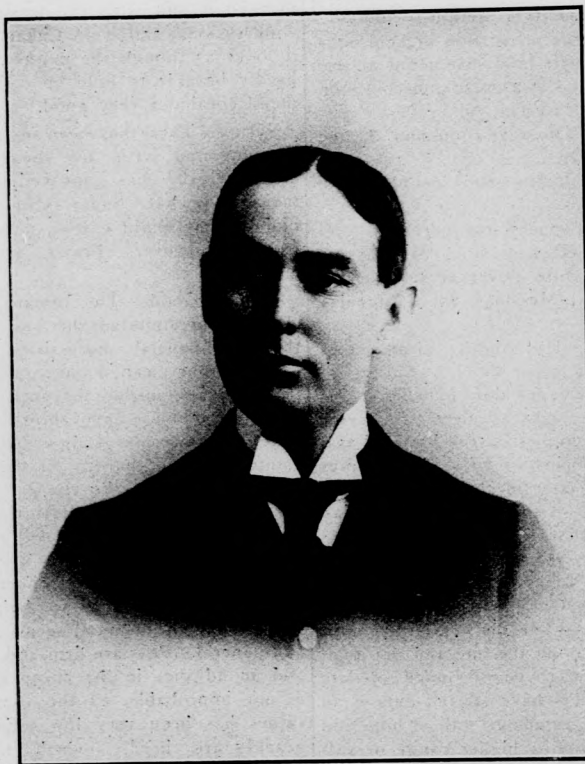
Putnam Candy Co.; Carrie, aged 15, and Rebecca, aged 7. The deceased also leaves two sisters and two brothers, Mrs. C. F. Hankey, of Petoskey, and Mrs. S. Chapin, of Milan, Len. C. Remington, of 673 Wealthy avenue, and Arthur E. Remington, of 161 South East street.

Mr. Remington enjoyed to a remarkable degree the confidence of his employers and the respect and appreciation of his trade. His constant aim in life was to make friends and, after he had made them, to keep them, which he invariably succeeded in doing. He was courteous, genial and good-hearted and wherever he went trouble disappeared and sunshine prevailed. His family relations were always of the most pleasant character, his attitude toward his wife and children being a matter of

ful and honorable avocation, may through honesty and industry raise himself to positions of honor and responsibility—that he may win not only the esteem of friends, but the respect and approbation even of such as may not share his opinions or view life from his standpoint. The influence of such a life is never lost to a community or to the world. It lives after the man himself is dead and serves to encourage others to strive for the same honorable distinction. As the life of our departed friend was a pattern of all that was honest and sincere and noble, so in his death there is no expression but of the tenderest sorrow and unfeigned regret.

Be a Man of Your Word.

Has it ever occurred to you, fellow merchant, that everything man starts after meets him halfway? He who



frequent comment among his neighbors and friends. To do his duty as he understood it—to seek the elevation of his fellows—to advance by all honorable means the interests of his house among whom his lot was cast—to live a clean life and encourage others by his own example to do the same—this was his ambition and this his aim. Death is always sad, but doubly so when it comes, as in this instance, to one in the very prime of young manhood, with the possibilities before him of ever-increasing usefulness and influence.

The life of such a man as Charles R. Remington furnishes another lesson to the youth of our day. It shows them that a young man not born to riches or the advantages of exalted station, trained in the ordinary walks of life, and following a use-

starts on the hunt for trouble generally finds what he goes after. Just so it is with success—he who starts out in his business career with the thoughts of success firmly fixed upon his mind will attract just the line of thoughts that will lead him to the road he is looking for. Everyone knows how practical it is to make a strat in the right direction.

Do not be a coward. If you have told your friends that you are out for a fight and that you are hunting trouble, be honest about it and do just as you say you will. And so it is with the success you have talked about. You will certainly find the trouble if you go far enough, and likewise you will find success. Life is what we make it. Why not make the best of life? The trouble with many is that they talk too much and

never stick to what they say. The man that is not a coward will put up a good fight every time, and so with the fellow who is not afraid of work. Any man that is not a coward and not afraid of work and will branch out will win nine times out of ten.

Be a hustler. Put on your fighting clothes and start out to win the battle of life and of success; show the world that you will do just what you say you will. Be a man of your word or give up the hope of ever winning success. Success does not travel in the path of the liar. The successful man is a truthful man—a man of honor and integrity.

The Clerk as Road Salesman.

Retailers who object to employing clerks as salesmen on the road at various times of the year, especially when trade is dull, say they do not want the farm trade taught to expect the store to come to them. They want the farmer to keep on coming to the store.

But the fact that many retailers have stayed in their stores on dull days while the box-car merchant, the peddler and the mail-order catalogue have been going to the farmer has given this new competition its opportunity.

We can not shape conditions as we would like to. We must take them as we find them and turn them to our profit if we can.

Each year will see the number of concerns going to the farmer for his trade increase rapidly. Many retailers have already recognized the change as permanent and are sending their clerks out after business on every opportunity. It gives the clerks a chance to make the acquaintance of the farmer, makes them better clerks and business men, and ties the farmer closer to the local merchant.

Music Attracts Mosquitoes.

Now comes a scientist with a quick and delightful method of death for mosquitoes in a combination of music and electricity. It is stated that a particular musical note with a tuning fork is recognized as the "call of the mosquito." This, when sounded with a great degree of intensity, attracts every mosquito within hearing distance, and at the same time it causes a complete temporary paralysis. By sounding the note in proximity to a wire screen charged with electricity, the mosquitoes are, it is claimed, induced to precipitate themselves against the wire screen, upon which they are immediately "electrocuted."

Are You a Back Number?

A good definition of a "nobody" is a man without enthusiasm. Enthusiasm is the power that lifts men out of themselves; it is like a mighty magnet that attracts and influences everything that it touches. We are not speaking of periodical enthusiasm—a little here, and a little there. No—it is an habitual enthusiasm that overcomes difficulties. It's hard to cultivate, but a "sure winner" when you have it.

Have a scratch pad handy where you can jot down items of work for next day before you forget them.

RANDOM REFLECTIONS.

If there is anything I admire, more than another, in this world it is a man who sets his mark and shapes every action to the accomplishment of that purpose. Not only does it give him something to live for, but it usually results in bringing so many other men around to his way of thinking that he works a revolution almost before he knows it. A striking instance of this determination is found in the attitude of two gentlemen of this city toward the improvement of Grand River. When Charles R. Sligh and Chas. H. Leonard began agitating the subject ten years ago, they were met with sneers and jeers and their theories and hobbies were frequent subjects of ridicule at the clubs and cigar stores and other stores where statesmen congregate. Undaunted by discouragement, they kept up the agitation in season and out of season, day after day, week after week and month after month until they have gradually brought the entire city around to their way of thinking, and at the present time a man who does not place himself on record as favorable to the deepening of the channel between this city and Grand Haven is regarded as not only lacking in public spirit, but his civic pride is actually a matter of suspicion. But for these two men and the constant agitation they have kept up for months and for years, in the face of almost unsurmountable obstacles and bitter opposition, the question of the navigation of Grand River would probably be postponed to future generations, instead of being an accomplishment actually within our grasp.

* * *

The same degree of persistence and the same educational process are seen in the development of the river boulevard project, first proposed and advocated by Lester J. Rindge. This project did not meet with the opposition that the river improvement did, because there were no powerful corporations in the background to knife it and employ stealthy attorneys to oppose it. On the contrary, it met with indifference until Mr. Rindge began taking committees of his own selecting down the river, showing them the beauties of the proposed driveway and giving them a good dinner at the other end and, gradually and surely, he has worked a revolution. Not only is the entire membership of the Board of Trade committed to this project, but the entire city is practically a unit in advocating the prompt adoption of Mr. Rindge's plan and the early consummation of his desires.

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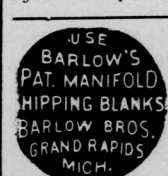
One of the four great festivals, held sacred a thousand years before the Christian era, was on what we know as the last day of October, Halloween. Halloween is a Christian name, but the customs of the day carry us back to the remotest ages. The Hebrews and the Phoenicians called it Baal-Shewin, a name signifying the principle of order; the Irish Celts called it Sainhain, or Sainfuin, meaning the end of summer, but the oldest name for the feast that has been preserved to us is the Celtic Shamin, or Baal's Fire. An Irish king, who

lived A. D. 400, commanded sacrifices to be offered on this night to the spirits of the dead, who were believed to be at liberty at this season to revisit their earthly haunts and their friends. Centuries before that time the Druids had taught that on this eve the Lord of Death called together the wicked souls that within the last twelve months had been condemned to occupy the bodies of the inferior animals. These spirits, by doing some good, or making people happy, could gain favor and be released from their evil surroundings, and perhaps allowed to re-enter the body of some human child instead of one of the lower animals. From this belief and the Irish king's edict sprang many of the curious superstitions associated with Halloween. Thus we find an almost universal belief that the doors of the fairy world are particularly open on Halloween. It has been believed through many centuries that a child born on Halloween, or during the festival between sundown on Oct. 31 and sundown on Nov. 1, would possess mystical faculties and be able to perceive and hold converse with the spirits who have passed from the earth life. A favorite charm is tried by means of a lighted candle, placed before one's mirror at midnight, the fair subject combing and braiding her hair and alternately munching an apple while she peers into the glass. She is rewarded for her trouble when the face of her future husband is discovered peeping over her shoulder into the mirror. She must, of course, be alone when this charm is tried. "Bobbing" for apples, either in a tub or barrel of water, is productive of much fun, but not quite so much as to have a stick 6 feet long, suspended horizontally from the ceiling, an apple at one end and a lighted candle at the other. The players stand in a circle, just large enough to allow the stick to twirl around, and as it is revolving each person makes a grab with his or her mouth at the apple as it passes. Sometimes more grease than apple is the result. Nuts, too, are burned to test the faithful one. And if one has the courage to go at midnight to a pool or well and close the eyes until directly over the water, murmuring in the meanwhile a wish to see the face of the future conjugal partner, then suddenly open the eyes and look into the water, they will be rewarded. If no face is seen, it is a bad omen.

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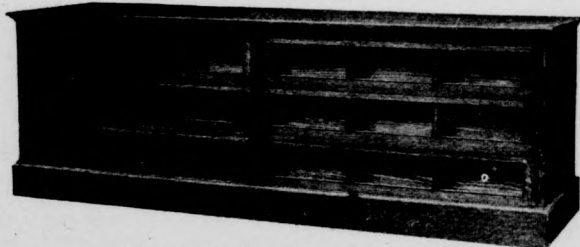
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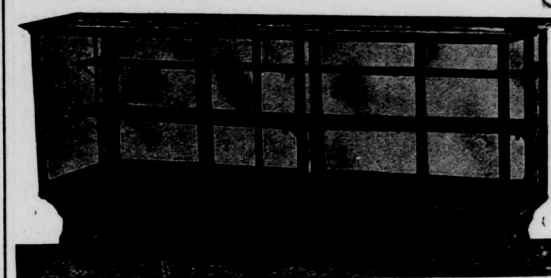
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E. A. STOWE, EDITOR.

WEDNESDAY - OCTOBER 28, 1903

DISCONSOLATE CANADA.

It may safely be put down as an unquestioned fact that the phrase, from this time on, will read, "As mad as Canada," instead of "As mad as a March hare."

She is looking at the world—the hateful world—through her gloomiest spectacles. In the rhyme of the nursery which, judging from her actions, she has but lately left, she's

A poor little sorrowful baby,
For Bridget has gone down stairs,
And mama has gone and left me,
And Dolly won't say her prayers.

and so, like a poor, forlorn, thoroughly selfish, overindulged and excessively disagreeable young one, she stands with her forefinger in her mouth and utterly refuses to be comforted, because she can not have the moon she has been crying for and the Alaskan gold fields which she has been calling hers just because she has, without rhyme or reason, got her covetous hands on them.

The facts briefly told are these: By our treaty with Russia in 1867 the possession of Alaska was formally turned over that year to the United States. For seventeen years afterward there was not made the slightest objection from any British or Canadian quarter that any question was or ever would be raised in regard to the eastern boundary of that territory. In 1884, and since, British Columbia has put forward claims or interpretations of the Anglo-Russian treaty of 1825 which, if allowed, would transfer a considerable slice of American territory to the British dominions. Then gold was found in that territory and then all at once our Northern neighbor, with both fists in her eyes, declares that she will no longer utilize our cellar door for sportive purposes if she can not have an outlet through Lynn Canal, a concession which should never have been thought of, which Canada should be ashamed to ask for and which the United States could not and would not grant. Childlike, when she found that she must take her hands off the coveted treasure she appealed with angry protests to the Mother Country, who naturally enough ran to the vigorous outcries of her vigorous offspring.

There was no case and there could be but one conclusion: The moon must still remain in the sky, notwithstanding the infant wailings, and the gold mines must still remain a part of American territory. The facts were so evident and appealed so forcibly to the judicial judgment of

Lord Alverstone, the British representative on the Commission, that he was forced to side with that view of the case, however much he may have been inclined at the beginning to favor our Northern neighbor. If the reports of the Commission can be relied on, "whatever patriotic concern he may have felt for the interests of a colony of Great Britain yielded before the clear and invulnerable American contention."

That Canada should be mad clear through was to be expected; but it is pleasing to believe that, for all that, the decision of the Commission will stand, and thus what has been an irritating and might have been a dangerous issue has been avoided. In getting the Portland Canal and the two small islands at the mouth of it Canada has all that she had any reason to expect. While the territory is not worth much it is much better than nothing and with it she will have to be content.

Here is the way a leading Canadian newspaper discourses about it:

"These easy triumphs for American diplomacy in the settlement of boundary disputes are full of dangerous possibilities. There is a broad frontier between Canada and the United States. If raising a boundary claim is to make subsequent acknowledgment a mere matter of form the Americans are likely to make our former frontier bristle with boundary issues before Canada is much older."

To which it is easy to reply that the statement is true to a dot. There is a broad frontier between the United States and Canada and if the same party that raised this boundary claim on grounds as baseless undertakes again the nefarious business the frontier may bristle with something besides boundary issues. Canada ought to know—if she knows anything—that gold mines can not be had by the grabbing. That bit of recent history in Venezuela ought to have furnished her with food for thought and a little of the commonest kind of common sense should have suggested to her that, while her dear Mother could see no reason for not butchering a few Boers for some very desirable territory down in South Africa, there are some very sound reasons for not doing—or undertaking to do—the same thing on land bought and paid for by the United States of America.

So, then, if Canada wants to show the world what she is there is no better place to do just that than in free and independent North America; but when she undertakes a bit of individual stealing on her own account, gets caught at it and is driven off, it does seem as if the wise thing to do is to sneak away and keep still until the act has faded from the memory of man.

The Karo case, growing out of a hair-splitting quibble by the State Food Commissioner, will be argued before the Supreme Court next Tuesday. Assistant Attorney General Chase will appear for the Commissioner and Loyal E. Knappen will represent the defendant.

OPPORTUNITIES FOR BOYS.

What Grover Cleveland thinks of public life is evidenced by his remark, which will be widely quoted and commented on, to the effect that he would sooner have his son grow up able to build a great structure like the Brooklyn bridge than to receive the highest honor that the people could bestow upon him. The ex-President has never built any but political bridges and burned some of those behind him, but he has twice enjoyed the distinction of having received the highest honor his countrymen could confer upon him. He is qualified to speak on at least one of the points compared and in common with many others has looked at the Brooklyn bridge. What he was seeking to impress upon his hearers at the Armour Institute in Chicago was his appreciation of the great opportunities which industrial education holds out to young men in this country. On that text many valuable sermons could be preached.

President Cleveland declared himself a great stickler for higher education in the same breath in which he praised that which is commonly called practical. The day has passed when higher education is thought to be worth providing only for those intending to enter a profession, and to put it in another way, the word "profession," which used only to include law, medicine and theology, has increased its scope and come to include a score of other vocations equally important and often much more lucrative. It is coming to be more and more appreciated, first, that business offers great opportunities to young men to-day and, second, that a college education is an advantage to business men. Never before in this country were such opportunities opened to educated young men in railroading, contracting, electricity, manufacturing and kindred callings. A hundred lines offer places with sure promotion for youth properly prepared to meet the requirements. Other things being equal, those best prepared will succeed most rapidly.

ALASKA AT THE FAIR.

Reports have reached Alaska that the Interior Department proposes to make the Territorial exhibit at the St. Louis Exposition an ethnological one, in which totem poles and other aboriginal relics and curios and an Indian house representing the aboriginal mode of living will cut the largest figure. The white inhabitants of the Territory are strenuously protesting against the proposition.

The protestants are undoubtedly right. Public interest in Alaska is no longer centered in the customs and habits of the savage tribes inhabiting it. That Territory has of late years proved itself to be possessed of great natural resources, and still greater industrial possibilities, which only require to be made known properly to induce population and capital to enter the country, settle on its soil and develop its native wealth. Alaska is proving itself to be one of the richest sections of the North American continent in minerals. Ac-

cording to the recently revised statistics of the Director of the Mint, the Territory has won the third place in the list of the gold-producing divisions of the United States, ranking next to California, Colorado holding the premier position. But gold is only one of its mineral products. It possesses deposits of copper which in volume and richness are claimed to be unequalled anywhere on the continent. Coal also abounds in the Territory, and petroleum deposits are also reported in evidence. Doubtless it possesses also many other valuable minerals which have not so far attracted special attention because a stronger inducement is at present offered to those interested in mining to restrict their search for new deposits of the precious metals, whose output is annually increasing.

Then, again, Alaska has agricultural resources which are not to be despised. A good deal of evidence has been gathered by the Agricultural Department of late years to prove that the Territory is capable of yielding from its own soil a sufficient quantity of food products to support a large population. There are, moreover, large areas where stock-raising can be successfully prosecuted, and it is quite possible that, in the future, the Territory may be supplying a large part of the United States with beef raised and fattened on its rich pastures. These are the things which the practical Alaskans reasonably desire to have exhibited at the World's Fair at St. Louis, because they will inure to the benefit of the Territory and prove to the world at large that it is a region of resources where capital may be invested profitably and settlers may live comfortably, if not luxuriously. An ethnological collection will only interest the curious.

It is as good as settled that Mr. Cannon will be speaker of the next House of Representatives. He says his programme will be one of rigid economy. Those looking for handsome public building appropriations will look in vain. The only reciprocity legislation will be that affecting Cuba, and the tariff will not be disturbed. The administration is in entire harmony with this plan. This will interfere somewhat with the ambitions of the several congressmen who are anxious to get a new post-office building in a district where it will help in re-election. There will be some fierce fights and the new speaker is liable to have his hands full putting brakes on the ambitions of those desirous for local improvements. The general policy of Speaker Cannon will be thorough conservatism.

An epidemic of sudden and apparently inexplicable disappearances among merchants is now prevailing in this State. Within the past month fourteen Wolverine dealers have vanished, in most cases leaving behind disappointed creditors as well as sorrowing friends.

The second vice is lying; the first is running into debt.

RULE OR RUIN.

The Walking Delegate as a Slave Driver.

So much has been written of late on union topics that I should be out of order in offering a word but for the fact that I am radically opposed to most of the ideas which now and for some years past seem to be popular regarding these questions. The public press, the pulpit and the politicians seem to prefer to be wrong rather than to be unpopular. It seems to me high time for those who favor liberty and law, right, truth and justice to stand up and be counted against the wrongs, the evils, the terrors, the license, the lawlessness and the tyrannies which are being worked, directly, against workmen and their employers and, indirectly, against our whole people. Unless this is done and done at once, we shall soon wake up and find our liberties all gone and the tyranny of a second but much more awful and atrocious French reign of terror, crime, murder, chaos, misery and disaster upon us.

The victories (such as they are, if any there are which are real net successes) of unionism are now, just as they always have been, those of a cowardly war, not those of peace and prosperity. The active and effective weapons which the unionists use to work their will on workmen and on employers are always those of force, such as the gun or knife, the billy or brass knuckles of the bully with brag and bluster, or with brickbats and bulldozing generally; or they are the unlawful, hateful and tyrannical ones of the boycott, of the blacklist and the blackguard, dealing out ostracism and abuse to those who do not and will not say and do as they do, and to those who will or wish to work when they prefer idleness to earnings. Because of the constant belligerency and bloodiness of unionism practiced in late years, there have sprung up a lot of sentimentalists who preach the beauties and beneficence of arbitration and conciliation, and tell us to temporize and compromise. The words sound well and to many things and questions can be most wisely applied; but it must be theorists and idealists and not those having practical experience who seek to apply them to everything and especially to labor controversies.

When I use the words "unionism" and "unionist," it is to express what they have come to typify, as to the awful and the tyrannical in the lawless and pugnacious element in them and of them, not by any means the vast majority of those men who are unionists and who are in the unions not from choice, but from coercion and intimidation. I firmly believe, after careful and full investigation, that not more than 20 per cent. and perhaps not more than 10 per cent. of the total membership of all the unions are in those unions because they want to be; and because they think it is wise to be; and I am sure that the other 80 or 90 per cent. are in those unions through fear of their heads or bodies, or of those of their wives and children, or of a burning

or dynamiting of their homes or property, or through fear of the boycott or ostracism of themselves or their families at the hands of the aggressive but small and lawless minority which controls the unions. From Gompers, the high boycott chief, down to the little "booze" dispenser who "bowls" the boys to nerve them to any act of lawlessness thought necessary to win, with them all, big or little, any means justifies their end and aim, which is always the policy of rule or ruin.

The special object and aim of unionism is to raise the wages of the bad workman to the level of the good one. The effort to do this has already destroyed much of the ambition which men should have. Any unionized shop proves that this is true. In cases where unionism has forced an employer to pay a poor man wages to which his merit does not entitle him it has stifled the ambition of the really good workman, who very soon sees that he is not properly paid for his superior skill, diligence, loyalty and trustworthiness, and this soon puts him into the "Oh! I don't care" class which never has and never will succeed in life. Real successes never come to any worker who believes in short hours and who practices his belief. Every real winner on earth has come to his success by putting in longer hours and harder work than his fellows. If, coupled with the work, ability and opportunity are his, of course it will make his success all the quicker and greater; but the main element in anyone's success is long and hard work.

The strike bosses, walking delegates, business agents, agitators and demagogues talk constantly of the "slavery of the workmen to their employers;" but the real slaves are those who let these men, who control the unions, map out their policies and execute them—let them put halters around their necks and the rings in their noses, and then lead them into strike after strike to meet defeat after defeat, and who, all this time, let these very leaders live off of them, out of their savings and earnings and contributions to the union funds, and pay them regular salaries for the sole purpose of leading them into trouble after trouble.

The tramp had it just right when he said that, right now, in this country was the tramp's paradise; for if he belonged to the union he was out on a strike all the time, and if he didn't belong to the union he was not allowed to work anyway.

The agitators, fed and fattened by the "poor workingmen," posing as their "leaders," are to-day the only slave drivers in civilized countries, and almost without exception are those demagogues whose mouths are full of words and whose heads are vacuous of all ideas except vicious and violent ones. Capital, and combinations of capital (with which unionism is at war), are absolutely necessary to bring about great results. No great enterprise has ever been brought to a successful termination without them, and in every country where capital and combinations

of capital are known there is always work for laborers—plenty of it, at highest prices, when that capital finds employment. Utopia is not where capital and combinations of capital are not found. If it were, then Africa and Asia would present fair examples of Utopian results.

By what law of logic can you apply the principles of arbitration to the price of things? If it is proper to arbitrate as to the price of labor, then you can with equal reason arbitrate as to the price of any product of labor. Prices of what one sells or what one buys—labor or lumber, "pants" or putty, iron or coal, wheat or factory products—are surely not rightfully in the list of things which may be arbitrated. If you can successfully and rightfully arbitrate as to the price of labor, then you can certainly do so as to the price of anything bought or sold. Arbitrate as to a workman's wages? Then you can do the same as to a price of a picture or a piece of sculpture, the price of a sermon, the fee of a lawyer or doctor, the salary of an official or the price of the food you eat, the clothes you wear and all else that you use or enjoy.

Arbitration never can be wisely or justly applied to the price of labor or of anything. It has utterly failed, where compulsory, as in Australia and New Zealand; and where it has been voluntary it has in every case proven a delusion and a snare to all concerned in it. The unionist wants none of it unless the arbitrators decide every time in his favor, and the employer who begins to arbitrate soon discovers that one finding of the arbitrators in favor of the workmen opens wide the door for demands for another and another arbitration—one firm having had an average of more than one arbitration per week during the past year. To arbitrate means to most men a compromise, and with the principle of arbitration installed in the conduct of your affairs as to prices, you will find in buying labor that men will ask, say, \$4 per day, and you may only offer and may feel that you can not afford to pay more than \$3 per day. Then you arbitrate, and the arbitrators, who usually know nothing of your business, and always still less of the real value of each workman, decree as a compromise that you shall pay \$3.50. Then, when you try to sell your product for, say, \$4 and the buyer offers you \$3, you will find that you can not compel or coax him to arbitrate or to compromise at \$3.50. No; the price of labor can not be fixed, more than for a very short time, by arbitration. The price of it, as of all other things, is governed by the law of supply and demand, and an arbitrary price, fixed by arbitrators, will never hold good for very long against that law.

No arbitrators, however wise or good, no matter how hard they may try to be right and just, can tell you or me the real worth of any man in our employ, unless such arbitrators have a personal and intimate knowledge of his value, skill, diligence, loyalty and sobriety. One must live and work with each man for days,

weeks, months, yes, and year after year, to know the value of each man to his employer's business, and to know so that he can justly name the rightful wage to which by his merits he may be entitled. All of us who employ men know that scarcely two workmen in any factory are worth exactly the same amount to the business, and hence, to me, the idea of "collective bargaining" has always seemed absurd, and, so far as my own business is concerned, I should never entertain it. The difference in men as to their skill, habits, character, loyalty, makes the idea of paying all men alike, without regard to their real worth or merit, an absurdity on its face. Self interest always has prompted and always will prompt every employer to pay the highest price for the highest and best service, and every one knows that no employee will stay in any position for an instant (no matter even if he be under contract, through his union, to do so) if he feels sure that he can improve his condition by changing his position. No contract will hold him and his services in such a case, and it is his perfect right, which he should always exercise, to sell his labor in the highest market. For my own part, I have always felt that I could not afford to have a dissatisfied employee in my factory. No one can get satisfactory service from any workman who is dissatisfied with his wages, treatment, hours or general working conditions. It has always seemed to me to be a wise policy to satisfy an employee who is not happy in his position or dispense with his services entirely.

Will you arbitrate the right to life, liberty and the pursuit of happiness? Will you arbitrate the giving of your consent to an unlawful act or the question of joining others in such an act? Will you arbitrate the question whether your own son shall be allowed to learn your trade or business? Will you arbitrate whether any one's son shall be allowed to learn any trade that he sees fit? Will you arbitrate the question whether you will turn the conduct of your business over to the walking delegate or the strike boss, leaving to yourself only the privilege of paying the bills, including such wages as you are told to pay, to the workmen without regard to their merits? Will you arbitrate the question how many hours you shall operate your plant, without regard to the needs of your business, without any regard to the effect it has on your profits; when you change from, say, a ten-hour basis to a nine or to an eight-hour basis, where the fixed charges remain the same as on the nine-hour or eight-hour basis as they would be on the ten-hour basis, and where your production is decreased 10 or 20 per cent.? Will you arbitrate the question whether you shall pay one-and-one-half or double time for extra hours of service, when the same may be necessary in the conduct of your business? Everyone knows who has had any experience whatever in handling this question that the payment of an extra rate of wages for

extra time puts a premium upon lack of diligence and industry during the regular hours of work; and, in the case of most, if not all, workmen is a direct incentive to do as little in regular hours as possible, so as largely to increase the pay in the envelope at the end of the week, by forcing upon the employer the necessity of extra time at an extra rate of wage. Will you arbitrate that question? Just the moment you begin to arbitrate any of these questions, just that instant you pass most if not all of the control and discipline of your factory over to the hands of arbitrators, or of outsiders who know little or nothing about your business, and from this lack of knowledge are not properly qualified to decide upon the policies which you need to pursue in order to succeed.

No! You should not arbitrate any of these matters, but you need immediately to emancipate yourself from all of the lawlessness and viciousness to which you are asked to submit by the demands of the active leaders of unionism in this country! You must exterminate it. The violence and excesses of unionism will ultimately bring the cure and show the people, who still rule, how utterly false and foolish is the movement to found a labor trust, in which only those who have a union card, tag, badge or button can have or hold the right to work and live in peace.

Arbitration is only a temporary make-shift—never has been, and never can be, a permanent or proper solution of labor disputes. Woe always has and always will come upon those who try to use it as a cure for such troubles.

Arbitrate as to whether rank, worthless, useless outsiders shall superintend you and your business and give orders to men whose wages you pay?

Arbitrate the question of paying all men alike without regard to worth, skill, capacity?

Arbitrate as to whom you shall hire, whom you shall not hire, or whom you shall discharge; or whether you shall pay by the hour, day, piece or premium plan; or as to the rate you shall pay, without any regard as to your profits or losses; or as to the competition you are to meet if you are to operate your works at all?

Will you arbitrate as to whether you shall yourself be boycotted, or as to whether you shall yourself boycott men and materials which do not bear the union card or label?

Any man, merchant or manufacturer who signs or makes an agreement with any union to employ only its members becomes by that act, and at that instant, a boycotter and black-lister of every man who is not in that union. Would you arbitrate if some one, or some organization, asked or demanded that you employ only Irish, or Germans, or Democrats, or Republicans, or Catholics, or Methodists?

What can be said of men who agree to such an unjust and unwise course as to arbitrate such matters in this supposed "land of the free and home of the brave?" Is this only a land

of liberty and freedom as to religion and conscience, and one of abject slavery when it comes to things material such as labor, life, property and conduct?

How much longer will you go on arbitrating with strike bosses who care not one cent for the millions lost every year in direct losses by strikes, to both employers and employees, to say nothing of the millions more lost each year by an innocent third party, the public, not only by the strikes direct, but also in the increased cost to the public of every single thing affected by the strikes?

When will the "dear public" learn, so that it never will forget it, that it alone pays for every advance in wages paid to labor, and labor itself thus must pay for any advance that it gets? Have workmen not yet learned this in the advanced cost to them of coal, and of all they eat and wear? Have any of them made any net gain at the end of any one of the past five years even, although in that time their wage rate per hour may have been advanced time after time? How much more, net, are they ahead at the end of the year now than they were at the end of the year 1898, or 1899, or 1900? Those who are "ahead of the game" are the workers who have kept at work, and not the strikers who struck.

Will you arbitrate when an outsider interferes in your private family affairs? Will you arbitrate with a man who seeks to break up and wreck your home? If not, why should you arbitrate with a man, or men, who do, or undertake to do, the same thing in your business affairs?

No permanent success will ever come to unions, unionists or unionism until they permit to others the same rules, rights and privileges which they ask or claim as exclusively their own. The law is for all—not for one, or a few—and the same is true as to liberty (or has been supposed to be, until lately), in this country, where it has always been considered one of the guaranteed fundamental constitutional rights of each man who lives under our flag. It was so until lawlessness and force became rampant and dominant.

They became so simply because government and its officers were blind to the assaults on the rights and liberties which were supposed to be guaranteed to each and all, no matter how weak or timid. The first and most vital duty of a freeman is to assert and maintain his rights, and unless he does this, and unless his government sustains him vigorously and constantly in that duty, there is soon, instead of law and order, a reign of riot, slavery and terror. By the winking or closing of the eyes of those in authority to the acts of mobs and law-breakers, we are right now on the verge of anarchy. Arbitration will not stop it, and the only thing which will be the assertion and maintenance of each man's rights, of the good and true, of justice and fairness, not for a few, but for all.

The power of unionism lies in the force and violence which it exer-

cises, and is operative from the fact that the authorities, legislative and executive, municipal, state and national, are derelict in the performance of their duties, and permit those who control the unions, namely, the very small and aggressive minority, to violate the laws and commit crimes with impunity. It is the union men who commit the crimes and assaults, and it is the non-union men who always get hurt. It is the union men who are bailed out and who are defended by the union organizations, if, perchance, any of their members are arrested and brought to an accounting for their crimes. It is a "bunch" of union men—always three, five, ten—who will jump upon the peaceful, law-abiding workman and pound him nearly or quite to death because he dares to work in a place where they say he shall not. If, perchance, such a non-union man has been threatened with bodily harm, and, fearing it, has provided himself with some weapon of defense, when the assault occurs and the police arrive on the scene, it is usually too late to capture those who have made the assault, but in good time to arrest and fine the one who has been clubbed on the ground of his carrying concealed weapons. This has happened time after time. Will you conciliate and make peace with law-breakers and peace disturbers such as these? Will you conciliate the strike bosses who solicit and accept bribes, either for the purpose of preventing a strike or for stopping a strike? Will you conciliate and make peace with men who are guilty

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of boycotting a graveyard because something or somebody about it, or in it, has not a union label on it for on him? Will you conciliate men who will hold up a funeral procession for hours, as they have done in New York and Chicago recently, simply because one driver in the procession was guilty of not having a union card, or button, or license with him? Will you conciliate the men who use the word "scab" oftenest, loudest and longest, but who themselves are the real scabs; for the real "scab" is not the man who works, but is the man whose idea of right is to quit a job and yet still hold it? Will you conciliate the man or men who won't work and yet proceed to stop others from working? Will you conciliate the man or men who insult, maim and kill the man who takes a job which some other man has left, or whose job some other man wants to secure, and who will take any means of cruelty, ostracism, or crime to secure it? Will you conciliate the man or men who by word or act put up the claim that he or they have the sole and only right to work, and are the only ones who have the right to life, to liberty and the pursuit of happiness? Will you conciliate the man who claims that membership in some union makes him a competent workman; that the carrying of a card, or the wearing of a badge or button gives him the title to work or not work, to kill, to "slug," to abuse and to make every other man who does not have the same credentials get out of his way or get off the earth? Will you conciliate the tyrant strike boss, who rules his slaves for his sole benefit and support in trouble and riot-breeding? Will you conciliate the grafter walking delegates who, in the words of Mr. Geo. P. Sullivan, Mayor of Derby, Conn., and ex-President of the Derby Labor Union, have run unions in their own interests more than in that of the members? He says the best thing the unions can do is to abolish the walking delegate. He says that the walking delegate's is the one position in which they can, have and do receive compensation from both sides. He says that to have "recognition" of the unions is chiefly for the benefit of walking delegates who use it to foment troubles, hold their jobs, and ply their calling. Will you conciliate such men, condemned in this emphatic way by one of their own number?

Conciliate? Yes; so far as your own individual workmen are concerned, most emphatically, yes. Treat them kindly, talk with them kindly, reason with them kindly on all subjects of mutual concern, but do not conciliate the meddlesome trouble-breeders who are entirely outside of your business and have no interest in it. Do not conciliate men who pose as friends of the workmen, but who really are their worst enemies, who are supported by the workmen and who at the same time are in some cases bribed and bought by manufacturers to prevent the trouble which they threaten or to stop trouble which they have inaugurated. Such men are too contemptible for any

law-abiding, self-respecting citizen to have anything whatever to do with. They should be spurned and treated as all traitors and double dealers always have been in the past. To conciliate them once only opens the doors for you to do the same thing again, time after time. Far better to give them to understand from the very first exactly what your position is and let that position be one of right and justice, truth and fairness, but of absolute independence, of freedom, and of liberty.

Pay your men well; treat them well. You must do this if you would hold them as your friends. No one can afford to have enemies where he might have friends. "You can catch more flies with sugar than with vinegar," and you can always get better service from an employe by fair, square treatment as to pay, and as to sanitary and other working conditions, than you can by taking the opposite course. Furthermore, any man of merit has the right, and will always avail himself of the right, to take another position if you do not pay him what he is justly entitled to and what his merit will command in another shop in case he fails to get it in yours.

Temporize? Compromise? Unionize? Will you temporize longer with unions and their leaders who urge and condone the damnable atrocities and the awful and unlawful acts done in unionism's name to accomplish unionism's ends against men and against the rights and liberties of men? Will you temporize still further with the effort to bring all men to a common level and thus to kill all incentives to ambition and to deaden all hopes of real success by agreeing to pay a strike-boss scale, which is always too little for a good, loyal, skillful and sober man and always too much for the bad, untrue, incompetent and drunken man?

How much longer will you temporize with any man, or body of men, who by force, by vile speech, by violent acts, by transgressing the laws of God and government, by intimidat-

tion, by threats, by ostracism, by boycotts, by impudent direct and indirect assaults and persecution, seek to compel and compel the individual, firm or corporation to bow the head and bend the knee to the edict "Do as the union bids, or it will ruin you? How much longer will a free people let this sort of thing go on (from bad to worse) before the discovery is made that to temporize means only to tie the knots and weld the chains which bind tighter and tighter about them until the agony of living under such devilish tyranny is worse than death?

How much longer will you compromise with crime? You do so every time you yield to the men who "slug," maim, burn, dynamite, boycott or kill those who dare to employ, and those who dare to be employed, without a permit from some strike boss, walking delegate, or business agent, to show that both employer and employe are no longer free men in a free land. Will you "stand for" this sort of thing?

Will you any longer compromise with men who seek to compel you to share profits, but who never will, nor can, be made to share risks and losses with you?

How much longer will you compromise with men who deny to you the right, or deny it to any other man, to work when, and where, and at what wage he will; who deny any man's right to use his money, his brain, his skill, his labor, as he sees fit (within the law) when, where, and how he will; who deny the right to freedom of thought, speech and action to any man, no matter whether he be in or out of some union; who deny to men the right to protection in the exercise of the freedom supposed to be theirs without the necessity of some union card, badge, or button to prove it?

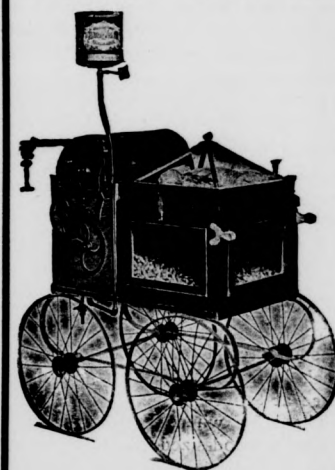
Will you "recognize" unions and thus unionize your plants and turn them over to unions to operate, you simply paying the bills and submit to their dictations and exactions, or will you organize to resist the lawlessness

and the crime, of which, as now guided and led or misled, they are guilty? Will you arbitrate and conciliate, or will you emancipate yourself from all that is wrong, unlawful, unjust and cruel in these organizations which seek to rule or ruin you as a workman, or your business as a merchant or manufacturer?

Geo. P. Bent.

Borrowed money often causes a total loss of memory.

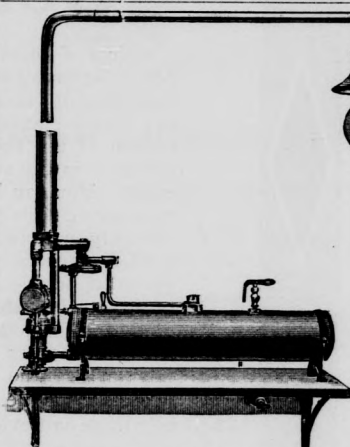
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This is going to be perhaps more for the clerks than anybody else, but with something between the lines that the grocer himself may read.

I acted as a pallbearer last week for a grocery clerk I have known for years—since childhood, in fact. I went to school with him. He died a couple of weeks ago at the age of 44, from pneumonia, superinduced by too hard work.

This man had entered the service of the grocer who was his employer when he died, about twenty-six ago. He had gone in as boy and had never gotten any higher than clerk, although he had the ability to get higher and could have done so if he had bestirred himself.

Frank was a good man. He was not brilliant, but a patient, bulldog plodder who learned things and held them. He had been in the grocery business for a good while and he had learned it pretty thoroughly. As for that store, he knew absolutely all there was to know about it.

The trouble was that the boy cheapened himself. And when you have said that you have told the reason why he died a clerk at \$11 a week instead of the manager of the place at \$19.

The store where Frank worked is a pretty good-sized place. It is not only a grocery store, but a general store. There is a dry goods department, a farming implement department and so on, and the business the establishment does runs up pretty well.

Frank was the best clerk in the store and the hardest worked. He was in touch with the whole stock and his head was a living price-book. The other clerks came to him for information all the time, and so did the proprietor.

I'd be a rich man if I had a dollar for every time I've heard somebody say to Frank:

"Say, Frank, what's the price of this, anyway?"

Not only did they come to him for data as to prices, but for most everything else. He knew all about everybody's credit and he seemed to know personally all about every family in the valley. That is a great big thing in getting close to customers, I tell you!

Frank was too good-natured for his own good. He slaved like a serf—always there after everybody else, and it is an actual fact that, although they had a store boy, Frank used to go there and open the store at 6 o'clock in the morning.

He was the man on whom everybody else unloaded everything. If the book-keeper wanted half a day off, Frank cheerfully stayed at night and did his work. If the delivery clerk was away, I have known Frank to take out goods. He has gone out after orders, done the buying—done everything, in fact, that there was to do.

He was never so busy that he could not be induced to do one more favor.

I know it to be a fact that the man for days and days together has not been able to go out for lunch until half-past 3 or 4 o'clock—sometimes not at all. In summer the store closes at 7, but Frank never got away that early—it was 8 or 9 always.

You can easily see that under this process everybody in the store got to think of Frank as a good thing. They did not impose on him maliciously, but simply because he was the soul of kindness and amiability. Every man in the store loved him as a brother and they all stood by his grave last week with the tears running down their cheeks in streams.

The proprietor of this store is old. Not long ago he decided to shift the burden of the business on the shoulders of a manager. Whom did he get—Frank, the very man for the place, right under his nose?

No, he got a man from outside, simply because Frank, who had more ability in his little finger than the newcomer had in his whole body, had made such an errand boy of himself that nobody had ever thought of him in any executive position.

The store didn't move along well under the stranger. Frank realized all the time that he ought to have been the man, but he did not say anything about it, even to his wife.

Why did he not ask for the place? I had a little talk with the old proprietor of this store on the day of the funeral.

"How is it," I said, "that a fellow who has been with you as long as Frank had, and who was as bright as he was, never got any higher in your service than a clerk?"

"Well," he answered, "he seemed content with his position."

There it is—"he seemed content."

"You hired a manager about a year ago," I continued; "Frank could have filled the place. Why didn't he get it?"

"Well," said the old merchant, "to tell the truth, it did not occur to me. And then Frank said nothing about it. If he had asked me for the place I believe he'd a got it."

He was silent a minute and then the tears began to run down his face.

"I do not know what we're going to do without him," he said, falteringly. "He was everything, he did everything and he knew the business from A to Izzard. I shall never get another man like him, never!"

The moral of this incident is that there is such a thing as giving too much for the money. As I said in the beginning, Frank cheapened himself. What he should have done, in my judgment, was to refuse to do boy's work. He should have shown that he thought himself too valuable a man to do that. He should have surrounded himself with a little dignity, and then his employer would have done likewise.

There was never anything truer spoken than that other people estimate us in exactly the way we estimate ourselves. If we show that we think boy's work is about our size, that is what we will get and nothing more.

Just think of Frank—his employer,

after twenty-three years, never even thought of him as manager!

This was mainly Frank's fault. Why didn't he go to his employer and ask for the place—present his claims—show the old man that he was the very man for the position?

But no, he went down cellar cleaning oil tanks and waited for his employer to remember him. But he did not do it, and employers seldom do.

This is not an argument for swelled head. It is an argument that a clerk who is worthy should show that he thinks he is—that he should surround himself with the simple dignity that belongs to a man who knows he has ability.

Employers seldom pluck a man out of a hole in which he has placed himself.—Stroller in Grocery World.

It is amusing to notice the different ways people call their pigs. A Hoosier will yell, "Who-ee, who-ee, who-ee," and his pigs come running. A Pennsylvania neighbor will commence with "Pig, pig, piggie, pig." Buckeye people coaxingly cry, "Soo, soo, soo." A North Carolinian shouts, "Pigi, pig-i," and a Kentuckian, with deep bass voice, says, "Poo-hee, poo-hee." But the pigs understand them all.

When worried by impending trouble or by bad mistakes of tongue or hand, cast it all out of the mind at night. Resolutely set yourself to get a night of solid sleep; then bring a fresh brain to bear upon it, and the difficulty will prove easy of solution.

Free for 30 days



To convince you beyond a doubt that **The Wonderful Doran Light** will light your store better and at less cost than with any other kind of light, we will send our outfit free on 30 days' trial. If it fails send it back at our expense. If it succeeds, send us the price. Send for catalogue.
Acorn Brass Mfg. Co., Chicago, Ill.
214 Fulton St.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufactures. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use. Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

Salt Sellers

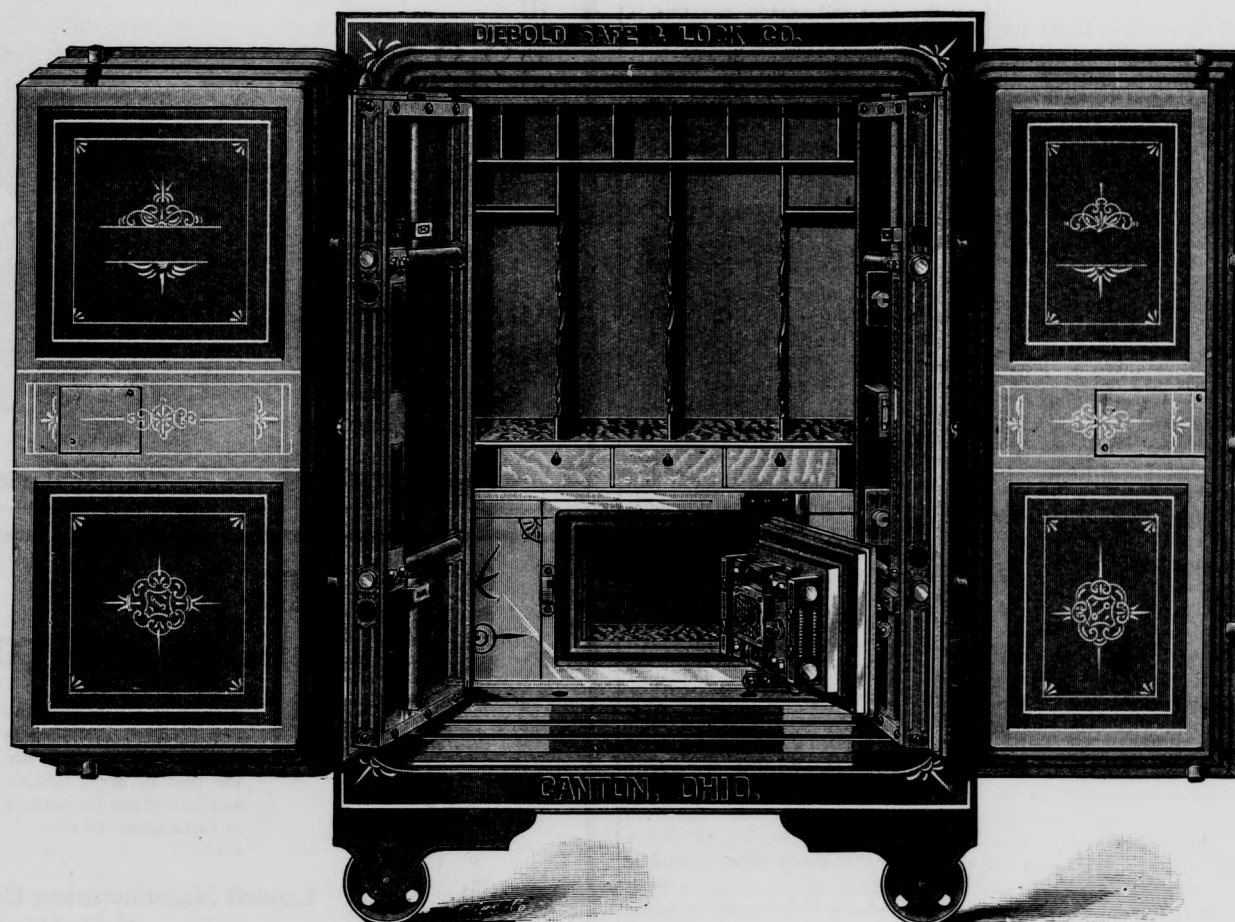
Sellers of Diamond Crystal Salt derive more than just the salt profit from their sales of "the salt that's ALL salt." It's a trade maker—the practical illustration of the theory that a satisfied customer is the store's best advertisement. You can bank on its satisfaction-giving qualities with the same certainty you can a certified check. Sold to your dairy and farmer trade it yields a double gain—improves the butter you buy and increases the prices of the butter you sell. For dairy use the $\frac{1}{4}$ bushel (14 pound) sack is a very popular size and a convenient one for grocers to handle. Retail for 25 cents. For more salt evidence write to

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

Diebold Safe & Lock Co.

Manufacturers of

Patent Round Cornered Fire and Burglar-
Proof Safes



A complete line of these modern and up-to-date safes carried
in stock by

Tradesman Company

Grand Rapids, Mich.

Communications solicited from those in need of anything in
the safe line.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Buyers are showing more interest in a number of lines of staple goods, although the actual transactions have not been above the average of the past weeks. There has been a considerable increase in the export enquiries which will likely result in some business of this nature in sheetings and drills. In spite of the talk of low prices on four-yard sheetings, there have been frequent sales of 56x60s. Coarse colored cottons are generally in a very favorable position, although there are some accumulations reported here and there. Prices are very firm.

Prints and Ginghams—There has been no especially great business accomplished in any one direction for gingham for spring, this week, but the market is in quite a satisfactory condition. Buyers report that their autumn business on medium and low priced woven goods has been of very fair proportions, and they are looking forward to a good spring opening. Business has been in the direction of plaids, to a considerable extent, which has influenced buying for spring.

Underwear—The lack of animation in the underwear market has been unbroken the past week. It is but natural for the agents and others concerned to assign the cause to many different things, but this week the quietness is generally attributed to the weather. A considerable proportion of high temperature for October has prevented a general reduction of heavyweight underwear on the retailers' shelves and they are as a consequence in no particular receptive mood when the jobber's representative calls with his spring samples. Lack of orders from this source naturally restricts reorders from the jobbers with the mills. With the advent of cool, seasonable weather there is no doubt that the retail business would be quite satisfactory, for this has already been demonstrated when the weather was cooler for a few days at a time. During those days when the thermometer registered as low as 50 degrees in the morning, the sales of heavyweights were brisk, and every one happy; and on those days, too, the buying of lightweights for next spring showed considerable animation. There has been a lot of complaint in regard to deliveries of fall goods, and the buyer who has secured his fall lines anywhere within three or four weeks of the time the contracts called for is very fortunate, but there are many who have not received even half of what they contracted for. The local agents are busy most of the time, taking care of the complaints which arrive and trying to smooth matters over to some degree. The mild weather is undoubtedly responsible for the fact that the complaints have not been worse. A little more cold weather, however, will bring this about, and when the jobbers begin to have trouble, the mills will catch it in turn. There is some business being accomplished in lightweights

for spring, just enough to keep up the courage of the sellers. It has been more or less of a filling-in character and very limited as to quantity. The success of the various lines for spring seems to be depending, so far, on the prices that the mills are willing to make, of course taking into consideration the quality. Where the prices have been relatively low, the mill has been pretty well sold up, but, where the reverse has been true, there is a lot more business to be accomplished. It is impossible to make any statement in regard to price levels for this season on account of the diversity of prices, some of them even being below those of a year ago. At this season of the year agents and manufacturers are usually considering the next fall season, but this is not the case now. Very little in this regard has been thought of, they preferring to wait until the present heavyweight season is straightened out and the spring business more thoroughly developed.

Hosiery—The principal interest in the hosiery market has now been transferred to the jobbers' lines. The manufacturers, however, are still doing a small business on spring lines with a week's total of very fair proportions. The buyers in the market are few and their orders small, but those arriving by mail are better and serve to keep up the interest. Many buyers on returning home have found encouragement enough to warrant them in increasing their orders, hence the better mail business. In the jobbing trade the bulk of the fall business has been accomplished and clearing up sales have made their appearance. A number of the largest clothing departments have already held their semi-annual sales of knit goods and report good sales.

Carpets—The fall carpet manufacturing business, as far as the receiving of new orders is concerned, is past history now. During the present week the late buyers, principally the department stores, place their final business, a customary signal to the mills that the buying season is closed and that every effort should be made to clean up the season's business as quickly as possible in order that a fresh start may be made on getting out the spring lines when the starting gun is fired by the New York selling agencies next month. In many cases the heavy orders on hand will keep machinery running, both night and day, for several weeks to come, and even should this be the case there is a probability that some of the business will have to be carried over until the next season. This refers largely to the three-quarter goods mills and notably to the mills specializing on the tapestries and low and medium priced Brussels. In the better lines the activity is not so apparent, but mills whose goods are recognized as standard are well filled up and will have no difficulty in running full. The buying end of the market, as seen from the jobbing and the manufacturing side, seems to present a number of features that are unusual at this time of the year. As a general thing the retailers are pretty well supplied

Children's Toques

Are good sellers at the present time. We offer several good numbers at

\$2.25

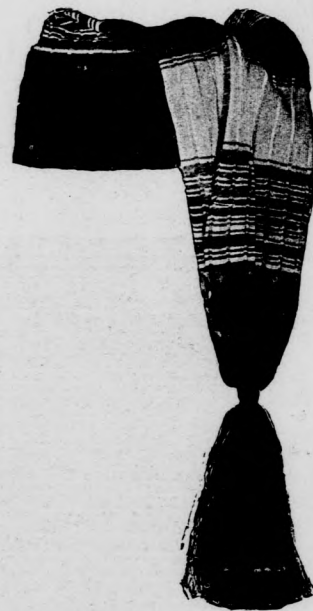
and

\$4.50

per Dozen

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan



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.

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.

with stock when the season is so near its close as is the case to-day, but at this time the retailers, it seems, have been unable to purchase as heavily as they would if they were not under restrictions through the inability of the manufacturers to attend to all needs fully. As several traveling salesmen have put it, they have not for years seen such a bid for carpets as has been experienced the latter part of the present season and they contend that if it were not for want of time they would be in a position to accept business in sufficient quantities to warrant them in wholly ignoring the new season so near approaching for several months to come. The ingrain trade the past few weeks has experienced some very fair business, although nothing of a heavy nature could be taken under the conditions existing. Had the trade received no setbacks from the labor disturbances the present season, the probabilities are that a prosperous season would have shown itself. As it is now, the trade must feel satisfied with a little piecemeal business for the next few weeks to come, or until the new spring season opens. While there is no question that the fall season has been a disastrous one to a great many of the ingrain weavers, the old saying that it is an ill wind that blows no one some good ought to hold good here. The stoppage of the looms during the period of two months this summer has reduced the amount of stocks which would have come upon the market. Consequently when the new season opens, the prospects hold very good that the demands will be heavy almost from the start and that values will be well maintained if not showing a little tendency to advance.

Wool Dress Goods—The extent of the initial buying of spring dress goods is reflected in a marked lessening of market activity, in a greatly reduced number of buyers in the initial market and in a reduced volume of business coming forward from the road. There is still some business being done, but it is fragmentary as compared with the throw of business of three or four weeks ago. From now on the wholesale market is expected to labor amidst quiet conditions until the time for reorder business arrives, which will not be for some time. The scenes of activity as regards lightweights is shifting from selling circles to the mills, and it will not be long before a large percentage of the dress goods looms will be reeling off spring goods. While lightweight production has already begun in many of the mills, there is a considerable volume of machinery still taken up with heavyweight work. As soon as this work is finished these looms will be turned over to spring work.

Suiting Fabrics—The business done on domestic and foreign lines of suiting fabrics indicates a good season with the cutter-up and also a considerable sale over the counter of suiting effects. The cutter-up has taken a goodly representation of tweed effects and mixtures; he has also taken nub yarn effects and a considerable

yardage of light weight effects in loose weaves. There has been a strong Scotch tinge to his purchases. Some think the trade has overdone the tweed and mixture suiting business, and predict that many manufacturers will be disappointed in the net results of their season on these goods. As a matter of fact, the purchases of the cutter-up do not appear to have been remarkably large, considering the recent growth in the business of ready-made garments for street wear for women. The tendency toward fancy effects in suiting costumes has been at the expense of staple suiting fabrics, although of course staple broadcloths, chevots, thibets, Venetians, etc., will continue to hold a place in the lines of the cutting-up trade.

Sheer Weaves—The business done on sheer goods of home and foreign production, together with that which continues to come forward from day to day, is a worthy testimonial to the artistic construction and coloring of these goods. It would indeed be a pity if the confidence shown by buyers in the many handsome plain and novelty weaves in voiles, etamines, grenadines, eoliennes, albatrosses, batistes, crepes, twine cloths, canvas weaves and other diaphanous creations should prove misplaced. Apparently the only basis upon which the decrider of these fabrics can build an argument unfavorable to these goods is to be found first in the large aggregate of business taken thereon, the comprehensive showing of these lines, and the fact that sheer fabrics have already had a run of three or four seasons. The fact seems to be lost sight of that the present mode of clinging costumes is the warrant upon which these fabrics have been bought and sold; sheer fabrics promise to be good as long as fashion dictates clinging dress effects. There is no evidence of a revulsion of feeling against sheer fabrics in Paris, which fashion center is pretty closely followed by the high-class trade here. On the contrary, sheer costumes made up over handsome contrasting foundations are being widely worn abroad.

Rugs—Weavers are busily engaged on old orders, which will require filling before the new season opens, but there is still on hand business in the better grades which will keep them well occupied for months after the new season opens. The demand points to nearly everything in the rug line, but more largely to the fine and cheap lines. Wiltons and Brussels and Smyrnas have the bulk of the trade, the latter being quite active.

How Perfumes Are Made.

The manufacture of perfumes deserves to rank as one of the finest arts. The extraction of the essences from flowers, such as jasmine, tuberose, violet, and cassia, has long been carried out by the process of enfleurage, the blossoms being left in contact with purified lard for a few days and then replaced by fresh blossoms. The lard is either sold as such or the essential oil may be extracted from it by melting it under strong alcohol.

As the process of enfleurage is somewhat tedious, attempts have frequently been made to extract the oil directly from the flowers by means of light petroleum, but these processes have not, as a rule, proved successful, and it has recently been found that a very large proportion of the perfume is actually produced for the first time in the blossoms during the time occupied by the enfleurage.

An interesting illustration of this is given by Dr. Albert Hesse in a recent number of the Berischte, in which he states that a ton of tuberose blossoms yielded only sixty-six grams of oil when extracted with light petroleum; during enfleurage yielded 801 grams of oil to the fat in which they were imbedded, while a further seventy-eight grams remained in the faded blossoms and could be separated by extraction or distillation. It thus appears that eleven times as much perfume is produced during enfleurage as is originally present in the flowers, and that, even after enfleurage, the exhausted flowers contain more perfume than when first gathered.

Machines for Prepaying Postage.

Various automatic machines used in Europe are intended to furnish postage stamps. The value of such an appliance is self-evident, but in Australia inventive genius seems to have gone a step farther. By dropping a letter into one orifice and a penny into another, the letter is automatically stamped "one penny paid."

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W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

Moore & Wykes
MERCHANDISE BROKERS
Office and Warehouse, 3 N. Ionia St.
GRAND RAPIDS, MICH.

The Old National Bank

Our certificates of deposit are payable on demand and draw interest at

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Our financial responsibility is almost two million dollars—a solid institution to intrust with your funds.

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

MEN'S FURNISHINGS

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

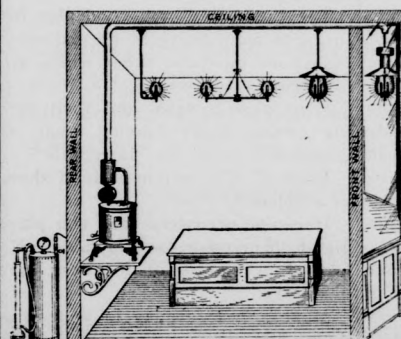
Hats, Caps, Neckties, Collars, Cuffs, Underwear, Socks, Negligee, Jersey and Wool Shirts; Suspenders, Hose Supporters, Collar Buttons, Cuff Buttons, Kersey Pants, Overalls, Denim Jackets, Otis Check Jackets, Mackinaw, Duck and Covert Coats.

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.

How Does This Strike You?

TRY BEFORE YOU BUY



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your diagram for estimate. We are Manufacturers, not Assemblers. Avoid cheap imitators who demand money in advance.

White Mfg. Co.

186 Michigan St. CHICAGO, ILL.

Clothing

Small Neckwear Maintains Its Hold Upon Public Favor.

Now that the first half of the fall season is over, neckwear people, in taking a retrospective view of business booked, find that they have more orders in the aggregate than they secured last year. They do not run into so much money, however, as the bills are smaller. Manufacturers, large and small ones included, are disposed to compare their receipts this season not with what was taken last year, but with the amount of money they have paid and owe to the mills for silks. In comparing figures in this way their profits seem smaller, inasmuch as they have cut up greater yardage this year than they did last, owing to the extra business done on large squares this autumn. An expert estimates that more yardage has gone into consumption this season than last, and that while the number of cravats sold may not be as large as a year ago, the amount of silk used has been greater. It will therefore be seen that it is putting larger pieces of silk into cravats that has affected profits. It is the cravatter who has experienced most of the loss. This, however, is made up in a measure by the increasing popularity of squares, which means larger sales and increased production; and also by the continued business done in small shapes.

It is interesting the way small neckwear maintains its hold upon public favor. Since last season the demand for it has spread from the small to the large cities, and orders now coming from New York, Chicago and other big Eastern and Western cities are aggregating as large as those from country towns. The business is the result of the universal popularity of the double-fold collar. Yet the larger sales of large cravats this season are due to the fact that more men are wearing the wing and standing collars. And it is just here that the line of demarkation becomes evident; it is in the large cities where there are more good dressers than in the country that the large cravats are meeting with most success.

Since our last report business has shown some little improvement over the preceding fortnight. It is slight, although promising, as it comes from sections that have been backward when compared with the rest of the country. The spots referred to are New York and Eastern Pennsylvania. Less complaint has been heard regarding business from the West than last year. All that section west of the Mississippi has been productive of more business than the eastern portion. Wholesalers report that the West seems to have more ready money, is the most liberal buyer and least particular in making up assortments, while in the East conservatism has kept trade below its high-water mark of last year.

Manufacturers report having done a better business in holiday lines in the West, through New England and the Northwestern States, excepting

New York, than they did last year. Eastern merchants, they say, are slow in making known their wants, and continue buying from hand to mouth. The West has for some time shown its good taste in selecting brighter colors, larger patterns and bolder effects and color combinations in neckwear, while Eastern trade has but recently awakened to the possibilities of a change in neckwear vogue. Now the demand for conceits in bold designs and loud colorings is quite general. In fact, in some sections of the country, particularly the Middle West, the call is for the most flamboyant things created. This new trend of things colorwards seemed to start in the West and has since spread pretty uniformly throughout the country. In some of the large cities it has only recently been given prominence enough to attract attention. But it is a growing tendency of fashion and will be more pronounced next spring, a season more appropriate to colors than the fall.

Neckwear manufacturers in New York, Chicago, Philadelphia, Baltimore and other large cities are placing their orders for spring on bold patterns in continuous and broken scrolls, nondescript designs which cover the grounds well, and fancy weaves. They want cravatting with medium and large patterns so woven that when tied for wear the patterns will not appear large or the colors too pronounced. This has been an enigma for the cravatting mills, but they have been equal to the solution, and for next spring some of the richest things brought out in years will be introduced in \$4.50 lines.—Apparel Gazette.

Special Sales.

Every shoe man must have a sale of some sort.

A well-known merchant used to bring the people his way by means of a little system which never failed to work. This merchant would take different sizes in women's, children's and men's shoes and mark them just a few cents below cost price. These shoes were placed outside his store.

People were always on hand when time for sale arrived. He never had these offers except when people were in town—Saturday nights, for instance. People would crowd into his store in swarms. It was "first come, first served," but his trade grew in consequence. Almost every Saturday found a little sale at his store. He brought almost as many people his way as did some of his neighbors who advertised their "big" sale for weeks at a time.

The "hour sale" is a good plan for the shoe man, provided he makes his reductions on those shoes which are in vogue.

Have special days, and then during certain hours conduct what is commonly called an "hour sale."

Place all of a certain style of shoes at a dollar.

It is not necessary that you place all of them on a bargain table. No heaped-up masses of footwear are necessary.

Make a neat display in your window. Show all sizes of that style for

both men and women. It would be a good plan to have these on display for several days prior to sale.—Shoe Retailer.

The Sickroom.

Never sit where your patient can not see you.

Never require a patient to repeat a message or request. Attend at once.

Never disregard a patient's intelligent craving for particular articles of diet.

Never administer a quantity of food to a patient until you have found out if he can swallow.

Never allow a patient to be waked out of his first sleep either intentionally or accidentally.

Never use anything but a graduated measure for measuring doses of medicine unless ordered to administer the dose in drops.

Never imagine that a patient who sleeps during the day will not sleep during the night. The more he sleeps the better will he be able to sleep.

The most remarkable feature of the estate of Pope Leo XIII. proves to be the enormous gifts in kind which for years flowed in upon Leo XIII. from the whole civilized world. These, it appears, were given in charge to caretakers, whose zeal was none of the most intelligent. In the result there are now being unearthed for the first time sacks of coffee and sugar rendered useless by years of storage, quantities of rare furs and still more precious collections of birds from Brazil and other remote parts, all ruined through having been simply stowed away as they arrived, without even being unpacked. The losses incurred in this way represent a very large sum.

Empty boasts make poor filling for expensive newspaper space.

Made to Fit

and

Fit to Wear



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

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.

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.

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

Late News of the Hat and Cap Trade.

No doubt it has been quite as pleasing for our subscribers to read our recent reports in this column chronicling the very good business with which our local retailers have been favored, as it has been for us to write them. But just now our story will be somewhat different.

With October more than half gone, the best posted men in the line estimate that the total business for the month must fall behind that of last year.

It is true that we had two rainy Saturdays in succession, but this, in the opinions of those qualified to speak, does not explain the falling off in business which is quite apparent. The real cause, as stated with remarkable unanimity of opinion, is the disturbed condition of labor.

Of greatest importance in this respect is unquestionably the building strike.

While this was felt in other lines of men's apparel before now, it does not seem to have fully reached the hat trade until this month. The men affected are, for the most part, mechanics of large earning power, who usually buy hats costing at least \$3, and naturally the absence from the market of such an important body of consumers must inevitably be felt, as it now is.

In style matters, this is hardly a time of year when one is looking for any important news, but we must not pass without mention of a strong tendency in this market for derbys with flat-set brims, some of them having close, flat curls. In fact, in soft hats the demand for flat sets seems also to be greater.

In the wholesale trade in all branches there is now also a slacking up of business. To be sure this is usual this time of the year, when the factories come nearer to catching up with orders, but in this branch of the business also we are confronted with the statement of those best posted in the line that unsettled labor conditions are the main factor in the decreasing demand, and this means not only strikes, but the laying off of men in some important industries, such as steelmaking, railroading and transportation.

In style matters there is not much to add to what was said in our last issue. Salesmen for case houses who have returned from certain sections of the country report an increasing demand for flat sets in both stiff and soft hats for next spring. Philadelphia seems to be strong on these styles.

The cream color which we spoke of several weeks ago as coming in for spring in soft hats is reported in increasing demand. Manufacturers of caps report the initial orders placed with them by the jobbers, when in market, to be smaller than those for the corresponding date last year. In children's goods some handsome new things are shown in astrachan caps, including the Continental or three-cornered shape. The napped hats, generally called beavers, which have enjoyed such good sale in ladies' goods, are now being shown

to the consumers for children. These are in middy shapes.

Matters in regard to straws in 1904 were discussed in our last issue in such a manner as to hardly leave room for anything to be added just at present. One additional point, however, may be noticed:

At different intervals attention has been called in this column to the long time required to produce split hats, as compared with those made of rough braid. Also the restriction of output consequent upon the slowness of production has been mentioned. These facts become of vital import to the buyer this season, and should be reckoned with.

It is stated as a fact by a recently returned traveler, a representative of a manufacturer of fine straw hats, who, for size of plant and quality of product, belongs in the first rank, that he is refusing orders for splits, unless such orders are accompanied by orders for other kinds, such as sennits and soft goods of Milan or similar braids.

This salesman also stated that he is absolutely refusing to sell splits to any but old customers of his house. He further added that the prevailing conditions, meaning thereby the strong demand, slowness of production and high price of raw material, would probably cause his firm to withdraw its samples from its New York office anywhere from six weeks to two months earlier than last year.

Next week will probably see a number of buyers for large New York department stores enter the market for straws.

The situation on Panamas shows no change; indeed, it may be characterized as somewhat obscure. Desirable grades, as we have said before, continue scarce. Important operators, who last year seemed able to meet their customers' requirements, are at this early date somewhat at sea as to the outlook.

It is stated, on undeniably good authority, that the South American producer finds himself able to get a better price in continental markets than he can from this country, where the American importer, in fixing his price limits with the South American operator, must continually bear in mind that Uncle Sam demands 35 per cent. duty on the raw hoods.

Other factors that can not be disregarded are the tremendous and never ceasing fluctuations in exchange, the annoying and frequent revolutionary uprisings in South American countries, and the uncertain and delayed mails.

Altogether the Panama business is one that requires skillful manipulation and untiring vigilance on the part of the American importer, and it behooves the purchaser of the blocked and bleached ready-to-wear article to place his orders where he knows they can be filled.—Apparel Gazette.

Gets Clothes on His Shape.

"There," said the proprietor of a tailor shop in Broadway, the other day, as a fashionably dressed young man with a long swinging step left

the place, "is an athlete from one of the New England colleges who is trading honestly on his athletic reputation."

"He is comparatively poor, and yet as well equipped from top to toe as the best dressed man in New York. The rigging does not cost him a cent. I supply some of it, a haberdasher a few doors down the street does his part, and a shoe dealer who sells only the best of goods sees to it that he is always well shod."

"He came into this store the first time about two weeks before college opened two years ago."

"He hadn't spoken half a dozen words when I remembered that I had seen his picture in the newspapers and had read about him as the biggest find in years for an athletic team. He made several records his first year, and at the end of it was elected captain of a team."

"He said that he had a proposition to make to me which ought to be a good thing for both of us. If I'd make him a suit of clothes and an overcoat, and keep him supplied with trousers, waistcoats, overcoats, etc., during the college year, he'd guarantee to get me a lot of first-class trade which I'd never get otherwise. A little quiet work, he explained, among his classmates and other students who had some regard for him would accomplish wonders."

"Like several New York firms, this house sends agents with samples to the different colleges every fall and spring. It struck me immediately that I had a good thing, and after a

short talk about ways and means, I closed with the young man. I measured him for a suit and an overcoat, and had them on his back when he returned to college."

"The first year I got at least \$700 worth of trade through my new agent, trade which, as he said, I'd not been able to get otherwise. More than that, it is trade which has stuck to me and which I expect to keep for many years. In return, I kept him dressed like a rich young man."

"The haberdasher and the shoe dealer, I know from talks with the student, are not only living up to the agreements they made with him, but are also paying him liberal commissions."

"What devices he uses for our advancement he won't tell me. I take it, however, that he goes to work at men in his clubs, candidates for the team he is the head of, freshmen who are proud to have any dealings with a captain, and even members of the faculty who want good clothes."—New York Sun.

In New England, where good roads are quite general, carriers on rural delivery mail routes are using automobiles, which enables them to cover their territory very rapidly and render service of the most satisfactory kind. Good roads are coming in New York State, but it will be some time before rural mail carriers can employ automobiles. In some districts the roads are at certain seasons almost impassable for vehicles of any sort.

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.

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.



TYRANNY AND MURDER.

Union Men Hesitate To Continue Their Reign.

The two elections held in Connecticut last week were without special significance, except in Waterbury. Here the candidates were deliberately chosen in order to secure a verdict on the issue of radical unionism. The Economic League, which had elected a labor Mayor in Hartford, wrested control in the Democratic primaries from the old-line "machine" and conservative elements, and nominated for Mayor its own local President, James M. Lynch, President of the International Typographical Union. The principal managers of M. Lynch's canvass for both the nomination and the election were the President of the Central Labor Union and the President of the Trolley Union during the trolley strike—a strike which, it will be remembered, was accompanied by a serious mob outbreak, a murderous assault on two non-unionists, the murder of a policeman and a boycott of merchants and others who rode on the cars. These two labor leaders were identified in the public mind with the radical union policy which indirectly contributed to these outbreaks, and the former, by popular belief, purposed to push the same rule-or-ruin policy among the employees of the factories, against one of which he has already inaugurated a boycott because of a minor strike. The Republicans met this challenge deliberately by nominating for Mayor John P. Elton, the Secretary and Treasurer of the American Brass Company, a combination of large rolling-mills and factories capitalized at \$10,000,000 and known as the "Brass Trust." Each candidate was under forty, and, in his way, a type. Mr. Lynch is a typical labor leader—crafty, unscrupulous and bigoted, utterly unable to comprehend two sides to a question and always ready to endorse any movement which will enhance the power of his union, no matter how unscrupulous or criminal it may be. Mr. Elton is the worthy representative of large inherited wealth, belonging to a family of social leadership which for three generations has been distinguished for just and kindly dealings; himself unaffected in manner and popular with all who have any relations with him. Personalities were eliminated from the campaign, the "paramount issue" being whether Waterbury should endorse radical unionism and the resort to means like the boycott to make it effective to the injury of the city's industries; emphasized by the further question whether inherited wealth and the control of large capital constitute of themselves a disqualification for civic office. The answer was the election of Mr. Elton by a majority of 977, reversing a normal Democratic majority of about 600, in a total vote that fell short by only a hundred or so of the largest vote ever cast, that of the last Presidential election. As it is estimated that at least more than half the voters of Waterbury are members of the unions, the result is a vindication of the good sense and civic patriotism

of a sane minority in the unions. It is also encouraging evidence that even on a question arousing such bitter intensity of class feeling the people can be trusted to decide right a clean-cut issue of good government.

Recent Business Changes Among Indiana Merchants.

Auburn—The Modern Buggy Co. has increased its capital stock to \$100,000.

Elkhart—The style of M. L. Robbins & Co., grocers, has been changed to Robbins & Swinehart.

Fort Wayne—D. F. Compere, produce commission merchant, is dead.

Fowler—J. R. Strickler has purchased the grocery stock of Alonzo Howard.

Hartford City—E. L. Baker has sold his drug stock to Cox & Allsworth.

Indianapolis—Mast & Class, dealers in tinware, have dissolved partnership. The business is continued by Geo. J. Mast.

Mishawaka—Mrs. Wm. Embling has purchased the millinery stock of Miss May Burton.

New Harmony—A. J. Garrett, confectioner, has sold out to L. L. Wade.

Odin—R. M. Leuschke has purchased the grocery stock of Cowery & Wilson.

Scotland—Maurer & Dobbs have engaged in the drug business, having purchased the stock of W. H. Burke.

South Bend—Russell & Nelson, manufacturers of mattresses, have dissolved partnership, Russell & Ober succeeding.

South Bend—Hicks Bros. have purchased the grocery stock of H. Stegman.

South Bend—Mrs. D. Tronson has sold her millinery stock to Mrs. Maggie McSherry.

Rochester—Douglas, Snell & Co., dealers in clothing and men's furnishing goods, have filed a petition in bankruptcy.

Spencer—The grocery store of W. B. May has been closed by mortgage.

The Cost of Living.

Carroll D. Wright says that in his opinion there has been very little difference in the advance of wages and in the increased cost of living. He states that it is always true in times of exceptional prosperity that the price of living advances more rapidly than do the rates of wages, and that it is also true that in times of depression the prices of products and the profits of business decrease much sooner and more rapidly than do the rates of wages.

He says that the expenses and the cost of living on the average probably have not advanced more than 15 or 17 per cent., and that any statement to the effect that they have advanced 27 per cent. is a very grave error.

He also says there is no doubt whatever that the laboring men are in better condition today than they have ever before been, and that there is every reason to believe that their condition will continue to improve.



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
IDEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.



PAN-AMERICAN GUARANTEED CLOTHING

will fill the requirements of every retailer who's looking for a "steady" trade in popular priced clothing.

It's iron-clad clothing - and the buyer gets an iron clad guarantee—"a new suit for every unsatisfactory one."

Found we could make better clothing for the same money with Union labor than without it, so we've added the Union Label, too.



Men's, Boys' and Children's Suits and Overcoats. NO CHANGE IN PRICE—\$3.75 to \$13.50.

Better enquire about our Retailers' Help Department—we're giving 14 different kinds of advertising this season. We'll tell you about it and send you samples.

Salesmen have them, too.

WILE BROS. & WEILL
BUFFALO
N.Y.

HOTEL EXPERIENCES.

Some True Ones Which Are Related by a Guest.

Written for the Tradesman.

Any man who knocks around the hotels—and every man who inhabits a hotel is bound to knock more or less—sees or experiences occurrences somewhat out of the ordinary and often amusing. The old advice to always expect the unexpected holds good amidst such environment, for around a hotel the extraordinary is ordinary. Some of these things have come to my notice; and, with the permission of the editor and the police, I propose to relate some of them.

The hotel clerk and the hotel landlord have their odd experiences as well as the hotel guest, although they are not so often accompanied by fatal results. It takes all kinds of people to make a world and several of the fifty-seven varieties are to be found and encountered in the hotel corridor.

A hotel clerk told me to-day, for instance, of an experience. This experience was had with one of those gentlemen of Yankee instincts who do not like to pay for what they do not get. This man was a railroad man. He came into the hotel at 8:30 and retired to the luxuriously appointed room to which the clerk assigned him. At 11:30 there came a call for the railroad man and he was compelled to arise and return to work. He did not get back to the hotel until time for breakfast. When it came time to settle up he was willing to pay for his breakfast, but he objected to paying more than half for his night's lodging.

One would hardly think that in this day and age there would be anybody so foolish as to blow out the gas in order to extinguish it. It is a well-known fact that you can not blow out the gas and keep all of your social engagements. Years ago the newspapers used to be full of accounts of men who tried it and in the morning required the services of a coroner's jury. After a man blows out the gas about all there is left for his friends to do is to call around and identify the remains. So many cases have been reported in the newspapers that it would seem that the whole world ought to know that gas is not to be blown out unless one is anxious to explore the mystical indefinitely. In the city cemetery at Monroe there is a tombstone that cost \$87.75 and that bears this pathetic inscription, engraved thereon by a local blacksmith with a cold chisel:

"Hiram blows a trumpet now
And twangs a harp, alas,
Hiram came to this old town
And something came to pass:
He blew out of this wicked world
When he blew out the gas."

Of course, the world is no more wicked around Monroe than it is around any other town, but the gas is just as deadly. Not twenty feet away another beautiful white shaft greets the eye—in fact, greets both eyes. It bears these touching lines, that may be sung to the air of a pop-

ular song, although the public would prefer not:

"A farmer man got up one night
And blew himself to blow out the light;
He blew and he blew and he blew because
That's the kind of blew jay he was."

The cemeteries are full of men who blew out the gas in hotels and are now in a place that is beautifully better or one that is not much worse. The humorous writers have also done their share toward warning the public against breathing too hard on the gas jet and straining the gas meter down in the basement, which is working overtime already.

Nevertheless, two men from Hart lodged not long ago in the hotel which I inhabit and when they retired they blew out the gas without making their wills. Luckily during the night the night clerk smelled something peculiar. At first he thought it was the chef cooking hash for breakfast, but later he decided to investigate. He discovered the trouble, got the window open, turned out the gas, woke up the two men and saved two women from being added to the long list of eligible widows in Oceana county.

The next morning the night clerk was telling us all about it in the hotel office and passing out the merry ha-ha to the two gentlemen from the peach belt. Just then another guest came downstairs and gently enquired of the night clerk:

"What in thunder were you wandering around the hall for last night striking matches?"

"I thought I smelled leaking gas," the night clerk explained, "and I was looking for it."

Which goes to prove, if you will analyze it, that not all the jays are from Oceana county and that some men, particularly night clerks, are lucky enough not to find what they are looking for.

I am not much of a detective; in fact, I couldn't detect the footprints of an elephant in the snow. Even if I were I don't suppose I could ever have solved the mystery of an experience that I had at the New Ludington in Escanaba. There had been a convention in the town that day and a few of us stayed up a little late congratulating the successful victim of the convention's pleasure. We finally congregated in front of the New Ludington, although I should perhaps hasten to say that this was not a Congregational convention. In front of the hotel we engaged in exchanging reminiscences of the convention. It was an hour when all honest men should be in bed, but politicians might be expected to be still at large.

As there were only twenty of us and several of us were not talking, there was nothing for the guests of the hotel to object to; but one man did object. He raised his window and hurled something at us. I say "hurled," because that is what is always said in a story, even a true one like this. I do not know positively that the man hurled the object. He may have only thrown it. I know that it smashed to flinders on the sidewalk and that when I picked up one of the remnants I found it to be the mouthpiece of a whisky flask.

The next morning I took the trouble to enquire who it was that occupied the room from which the missile was hurled. I was informed it was a couple of ministers who were attending a church convention that was sort of running in opposition to the political convention. I have never been able to explain this mystery.

Douglas Malloch.

The question is often asked without a satisfactory answer being supplied, why do lobsters and certain shrimps and prawns turn red on boiling? One reason may be that the black pigment of the lobster is an iron compound in the lower state of oxidation, which boiling oxidizes to the higher state. Red human hair is said to owe its brilliance to iron existing in the higher oxidized state, and by means of reducing agents, such as pyrogallol acid or nutgall, the color may be modified. In short, oxygen is a great painter, and probably accounts for the beautiful autumnal tints of plant life.

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.



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



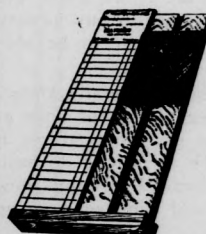
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CHAS. A. COYE, Grand Rapids, Michigan

11 and 9 Pearl Street

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

Shoes and Rubbers

The Shoe Store of the Future.

I'm not sure that I could tell calf-skin from cordovan, but I have had an experience in the exclusive shoe store that has caused me to think of the shoe business many times since.

From that experience I have formed a theory of what the future exclusive shoe store must come to, to maintain its existence. From those I see about me in the shoe business it seems to me that the shoe dealer runs his shoe store something as the druggist runs his drug store. He builds up his trade gradually by giving the people satisfaction; trusting them to advertise him by word of mouth, and about the time he has worked up the best shoe trade in town, he is old enough to lie down and die, and he leaves the business to his sons.

After the old man's death, the sons run the business into the ground, and that's the end of it.

But here's my shoe store experience:

In 1880 I was sitting in the smoker of a Lake Shore sleeper, bound for New York, to talk over with a firm there the possibilities of opening up a dry goods jobbing house in Nashville.

A stranger borrowed a light of me and in our conversation we found out something about each other's business. He lived in Cleveland and was just opening up a new shoe store there.

Said he used to be in business in Buffalo, but that the department stores there cut and slashed shoe prices so hard that there was nothing left in the business for an exclusive shoe store, so he quit the town.

After we had swapped yarns for a couple of hours the shoe man said he believed he'd turn in, and I lighted another cigar, concluding to while away another hour or so in the smoking room, as I can't sleep well on the train.

I thought no more about the shoe man until he slapped me on the shoulder in the wash-room and wished me good morning.

We went into the dining car for breakfast, and during the meal he told me that he was dead stuck on my style, and hoped I'd get off at Cleveland and help him start his new store right.

A shoe store was a new experience for me, and as the New York proposition could wait a while, I wired that I wouldn't be there until later, and got off at Cleveland.

I went with Hamilton—the shoe man—up to see the room he had rented, and to figure out plans for the arrangement of stock.

Hamilton's head man and several helpers were at work opening up cases of stuff, and said he thought he could have everything checked off and marked within a week.

That evening while Hamilton and I were eating supper, an idea struck me, and it hit me hard.

I says: "Look here, Ham, you were kicking because the department stores of Buffalo stepped on your

toes; why don't you branch out into the dry goods lines?"

Ham asked me to specify, and I continued: "Ever since the first shoe store came into existence it has been the habit of shoe stores to sell shoes, rubbers, boots and polish only.

"They have seemed to think that it would either be sacrilege to include other goods or else didn't know what else to include.

"According to my way of thinking, this idea of an exclusive shoe store has been wrong from the very start.

"It's all right to have an exclusive business, but the sign up on the front of your store, instead of reading 'Shoes, Hamilton, shoes,' should read 'Hamilton, Footwear.'

"Nobody nowadays refuses to grant the right to dry goods stores to put in a line of shoes, and there's no question in my mind but that a shoe store has the same right to put in hosiery.

"Looks to me like shoe stores ought always to have carried hosiery.

"What's the use of going to a shoe store for a pair of shoes, and then having to go to a dry goods store or a clothing store to get a pair of socks?

"It's foolish, Ham, and if you'll make a footwear store instead of a shoe store out of this Cleveland job I believe you'll win out. Handle everything for the feet—shoes, boots, rubbers, socks, hose, polish, foot powder, corn salve, bunion plasters, and even a chiropodist if you can get one.

"Keep everything for the feet that will make feet more comfortable and better looking."

I talked on for quite a while and when I got through Ham said: "That's a great idea, old man. I'll do it. Great head you've got."

Ham had all his shoes, etc., bought, so it was up to me to buy the hosiery and "patent medicines."

I told Ham to leave me thirty feet of shelving on one side, up front, for the hosiery and corn plasters, and I caught the first train for New York.

I was back in ten days with the goods, and two twelve-foot upright show cases.

I bought a swell line of hosiery and had 'em in a price range from medium grade up to \$12 a dozen.

I marked 'em all close. Hosiery and men's socks that the dry goods store sold at 25c I marked 18c.

I marked everything this way, as it was my idea to use the hosiery department as an advertisement for the shoes.

It looked to me if we could get people into the store to buy hosiery that we certainly ought to be able to sell them shoes.

And if it became generally known we kept an elegant line of hose at less prices than dry goods stores, it would simply be a cinch to do business in that town. I got my show cases in place and trimmed them up nicely.

Had an elegant display in the window with a price card on every pair.

I had gotten up an opening day invitation and a hosiery circular, etc.,

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.

OUR MISSIONARIES are out with our new samples. It will pay you to see them before buying elsewhere.

Walden Shoe Co.

Grand Rapids, Mich.

and sent them out in a swell envelope under a two-cent stamp.

On the opening day you ought to have seen the crowd.

Everybody liked the shoes, because Ham had bought some swell stuff, and a hosiery department in a shoe store was a novelty in Cleveland that kept crowds at that counter all day long. I had four girls at the hosiery counter and told them to show hose and talk prices and quality to everybody.

I didn't care whether we sold any hosiery on the opening day or not.

We had a big day of it, and I was convinced that my hosiery feature in a shoe store was going to be a howling success.

Ham was overjoyed because he had adopted my idea and pressed a little roll of greenbacks in my palm as I went out to supper that evening.

I was glad to get the lucre, for two reasons—because I needed the money and because it showed that Ham appreciated me—and I stuck the roll down deep in my pocket as I walked towards the restaurant. Just as I was turning a street corner some one laid a heavy hand on my shoulder. With a start, I turned to see who it was and looked into the face of the—of the sleeping car porter. His white teeth were exposed from ear to ear when he said: "Mistah, I thought I had bettah wake yo' up fah you'll be mo' comfortable ef yo' go to baid."

I looked at my watch. It was 1 a. m. and the train over a hundred miles out of Chicago.

I got up and went to my berth and left my shoe store dream to take care of itself.—Clarence Soursley in *Boot and Shoe Recorder*.

Success Achieved by a Pennsylvania Woman.

Although my business is small, I want you to know that it is prosperous, and that it pays me. I have been here but a short time and my trade is with men as much as it is with women and children.

You will wonder how a woman can sell shoes to a man. The truth is, I have to play what some might call a bit of deception, although it is mere honest trickery. Being a married woman and running the store in my own name I have been cautious enough to omit the "Mrs." and the sign therefore reads:

M. C. JONES, Proprietor,
Men's and Women's
Select Shoe Store.

By the store entrance I have a bulletin board on which, every day, appears a list of bargain offerings for that day, and sometimes I put some of these shoes in the window and call attention to them on the bulletin board. On one side of the board is a thermometer, to which many persons find it handy to refer, and on the other side is the weather indication for the coming twenty-four hours. This the Government furnishes free. So you see that the board is attractive in three ways. My husband, who is a carpenter, made the bulletin board and painted it black. Chalk is used in writing the bulletins and the board is washed each night.

It has been painted once since I had it.

My window and bulletin are my best advertisements. I can not use the daily papers, as I am on the outside and people wouldn't come to me in preference to the downtown stores. My near neighbors know that I am the proprietor of the store and patronize me quite freely. The average man would not stop if he knew that the name M. C. Jones meant Martha C. Jones. But many men do stop and, so far as possible, I permit my nephew, 18 years of age, but who appears two or three years older, owing to the way I compel him to dress, to wait upon them. Sometimes the men seem a little startled on finding that women predominate, but in such a case I retire to the back room and my nephew does the business.

We carry a stock of good shoes only and secure at high prices as the average dealer downtown. This will surprise the ordinary dealer whose store is on the outskirts. There is a cheap store nearby, to which I send many persons who want cheaper shoes, and I always tell such customers to hand my card to the proprietor. After a time the dealer in question began to appreciate how much business I was sending him and he made me a call to thank me. He was surprised at the class of shoes I was selling and said that he occasionally had to turn people away as he did not carry any high grade shoes.

"I don't send away people looking for cheap shoes," I remarked to him. "I send them to you."

"Well, I am bright," said he, somewhat dazed; "I could send them to you, couldn't I?"

I told him that I believed in reciprocity, and he laughed good naturedly. After that I got quite a few customers from him. This plan continues and with success.

I don't think men dealers as a rule look after the wants of their trade as carefully as do women, if they are all like me, and I think many are carrying too large a stock and too many job lots. I have a bargain table and confine the bargains to that table. If people want sample shoes or factory floor goods that I occasionally buy below cost of production, here they can find them. I do not urge the sale of these goods, but if I make a sale I always make a profit. I seldom have a pair of shoes returned and if I do I give a new pair and place the returned pair on the bargain table. I am in touch with a cobbler so am conducting with splendid profit a repair department.

I often wonder if there are not enough women shoe dealers in the country to start a national association. It might be difficult to get away from business to hold an annual meeting, but we could have space in your paper, I am sure, to voice our opinions, and one of your editors (a woman member of the staff preferred) could act as Secretary, attending to the membership roll, etc. This idea came to me some time ago and I have written to two other women shoe retailers and they seem anx-

ious to work out some kind of a plan.—Martha C. Jones in *Shoe Retailer*.

Warning to the Successful.

The processes of nature which work toward the highest perfection work slowly. Too sudden appreciation of efforts tends to final failure. No man is more unfortunate than he who succeeds too quickly and too easily. His success makes him exaggerate his own importance and ability. It makes him underestimate the strength of those who compete with him, and the difficulty of winning in the long run.

The world is full of all kinds of disappointed beings—workers of all sorts—who lead disappointed lives.

Of these men, a great many started out hopefully and promisingly. They succeeded too soon; they made money too easily; they rose too suddenly. Failure at the right time would have made them think, work and do better. But failure came too late, and when the energy to fight and overcome was no longer there.

If every young man who thinks well of himself will realize that he may have mistaken good fortune for great ability, and that the failure that has been put off will come sooner or later, unless he thinks of it and struggles to improve himself in spite of success, many disappointments will be saved in the future. Discount your failure. Don't wait for it to discount you.

FOR BOYS
FOR GIRLS

Mayer
SCHOOL SHOES
have a reputation for wear that few dealers can ignore. If you want to know more about it write F. Mayer Boot & Shoe Co. Milwaukee, Wis.

THEY WEAR LIKE IRON

W

E Make Shoes for the People the way the People want them made, at prices within reach of the People.

But we never have and will not make shoes that are ill-fitting or that do not wear well, even under extremely hard usage.

Our trade mark on the sole is a guarantee to the wearer of every shoe satisfaction.

If our line is not on sale in your town we want you to write and have our man call. We assure you in advance that the shoes we make are the kind your patronage wants to buy.

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

PLANTATIONS OF TREES.

Time at Hand For Re-foresting in Michigan.

As history tells, the most magnificent forests in Europe were those of Germany and Gaul, in the time of the Romans. More particularly the forests of Germany were celebrated, and for hundreds of years were the sources of supply of timber. To an extent they continue to furnish timber, which finds a market not only at home, but in the adjacent countries. The original forests have long since disappeared, but the wisdom of the German government and the German people has encouraged the replanting of the forests and a conservation of the timber. Hence we see to-day rafts going down the River Rhine, about as numerous as they have been for the last two hundred years.

It all comes from the continuous replanting of forest lands.

It is the history of enterprises like that of lumbering that the havoc caused by the destruction of the forests is not made conspicuous until the supply has diminished to an extent that foreshadows extinction. We have almost reached this point now in the United States. In consequence, the subject of forestry is attracting the attention of the thoughtful. The general government, some of the states, and many individuals, are now engaged in encouraging the planting of forest trees.

According to Overton W. Price, of the United States Forestry Commission, lumber now ranks fourth among the great manufacturing industries of the United States, and represents an invested capital of about \$611,000,000, and an annual outlay of over \$100,000,000 in wages. It affords through its three great branches—the logging industry, the saw-mill industry, and the planing-mill industry—a means of livelihood to considerably over a million persons. The annual value of the products, which has multiplied nearly ten times in the last half century, is \$566,000,000. But although the rapid development of the lumber industry has had far-reaching results in furthering every branch of manufacture which depends upon wood, it has been fundamentally unsound in principle. The settler who cuts and sells trees without forethought from land fit only for forest growth has not enriched himself in the long run. The havoc which has been wrought in the forests of the United States has turned trees into money, but has put the balance on the wrong side of the sheet by rendering vast areas unproductive.

By a public subscription in Massachusetts about \$1,500 was collected to employ an expert in forestry during the present year, whose work will be of a practical nature, with the purpose in view of procuring such legislation upon the subject as will help to restore to profitable uses the waste lands of the State.

The programme of work for the year includes a special study of forest fires, with particular reference to preventive measures. This work is treated by itself elsewhere. A study

is to be made of the Mount Wachusett State reservation and a forest map of it prepared. The forester will also prepare for publication by the National Bureau a report upon the reforestation work at Clinton. In addition to these specific lines of effort, the forester will meet and address granges, farmers' institutes, village improvement societies, and kindred organizations, upon the different phases of forestry as applicable in Massachusetts, and will give personal advice and assistance in woodland management and reforestation of waste lands.

The diminution of natural timber in the Mississippi Valley has been general. On the eastern side the destruction of forests has been greatest because there the supply was greatest. The valley of the Wabash River is now cleared in most places to the banks of the stream. The Division of Forestry has been called upon this year to make plans for the planting of a number of tracts of timber or from five to fifty acres each in different parts of the State of Indiana.

On the west side of the Mississippi a condition of greater scarcity prevails. Little timber is left in Western Iowa and Missouri. The valleys of Eastern Kansas, which produced large quantities of black walnut and burr oak, have largely been cleared. Arkansas holds the greatest supply of valuable timber in the Middle West, but it is filled with saw-mills, many of them of immense capacity, running day and night. The most valuable post and tie timbers of Arkansas are white oak and burr oak, the supply of which is rapidly diminishing. There yet remains a remnant of red juniper in Southwest Missouri and Eastern Indian Territory, but it can scarcely last a dozen years longer, as the regions are now penetrated by railroads, and it is being shipped out as fast as it can be cut. Originally, the red juniper grew in considerable abundance in Northwest Oklahoma along the Canadian and Cimarron Rivers. The red juniper of the Platte Valley in Nebraska has gone the same way. No natural supply from either of these regions need be reckoned on in the future. Osage orange as a native timber is exhausted.

The consequence of this diminution of post, pole and tie timber has been a general rise in prices. Telegraph and telephone poles are worth 60 per cent. more now than twenty years ago, and railroad cross-ties 35 per cent. more.

Every year finds the natural timber supply scarcer and prices higher. J. Hope Sutor, general manager of the Ohio & Little Kanawha R. R., in 1900, after giving the matter careful consideration, estimates the value of a cross-tie ten years hence at 75 cents. Mr. Sutor also says: "No material has yet been found as a substitute for the wooden tie, and no satisfactory economical method of preserving the life of the wood or prolonging its durability has yet been discovered; and, excepting the minor questions of properly seasoning and piling, the use of the tie plate,

suitable ballast and perfect drainage, and incidentally climatic conditions, no serious consideration of the future tie supply has yet been had." The Detroit United Railway, in repairing its street car tracks, replaces steel ties by wood ties.

What is here said of cross-ties is true of all other timbers used in contact with the ground. While no metallic substitute has been found, their durability has not been greatly prolonged. The use of these materials must continue and will grow rather than diminish.

The timbers best suited for fence posts are Osage orange, locust, hardy catalpa, red juniper, mulberry, black walnut, oak and ash. Some of these species grow naturally in Michigan.

Red juniper (red cedar) is a durable post timber, commanding good prices everywhere. Its main drawback is its slow growth, and it may never become popular as a domestic post timber except in limited areas. Twelve or fifteen years are required to grow it. It is natural to Northern Michigan, both peninsulas.

Black walnut posts are used extensively in some localities. Posts from



Every Broom Pusher

Has his or her (especially her) ideas about the broom that works the easiest. To suit the consumer a dealer must carry at least a fair assortment of heavy and light; fancy and plain; big and little handles. Every one will suit if it is a

WHITTIER BROOM

Whisk brooms, ware house brooms, house brooms. We have them all (Union made). Best brooms sell best.

Let us send our tri color price list. It tells the story.

Whittier Broom & Supply Co.

GRAND RAPIDS, MICH.

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

WE CARRY 78 STYLES



Warm Shoes

In Men's, Women's, Misses' and Children's

You need them. Write for salesmen to call, or order samples.

Hirth, Krause & Co., Manufacturers and Jobbers
Grand Rapids, Michigan

the old wood last a long time, but those from the young wood soon decay. It is of slower growth than catalpa and locust. Formerly it was abundant in Michigan.

Oak is mostly white oak, burr oak and post oak; as the supply is exhausted in various sections its use will largely cease; it grows too slowly to be planted extensively.

Ash, principally white ash and green ash, has been planted throughout Northern Nebraska and South Dakota. Its growth is rather slow, from twelve to fifteen years being required to produce a post of good size. Its life in the ground is quite satisfactory, and for the region it seems to be the best post timber.

The use of posts is now enormous, and on the increase. Fences requiring them are the only kind now being established in this region. No rail fences are being built, and no hedges planted, except a few in Oklahoma. This being true, a very great demand for posts must ensue and continue from year to year. In ten years many regions which now have an abundant supply will show a scarcity, and prices will be high, so that in such localities it would be profitable to be planting timber even now.

The timbers most used for telegraph, telephone and electric power and light poles are tamarack, white cedar and red juniper. Their value is fully known, and if the supply could hold out nothing could displace them. Their life in the ground is about ten years, so that every decade sees one generation of poles worn out and another cut to replace it. To the poles required for renewal is to be added the number required for new lines and systems. The total is very large. The telegraph lines of the country require nearly 600,000 poles annually, at a cost of not less than a million dollars, and the telephone and electric car lines and light systems use as many more. The price of poles for such uses varies immensely, ranging up to \$50 each. If an advance in the price of post timbers is to be expected in the next ten years, a much greater advance may be expected in timbers of this class. A post may be grown comparatively quickly, and in an exigency almost anything can be used; but a telegraph pole must be long, straight, and of good quality. Timbers that fulfill these conditions are few, and a number of years are required to grow them. When the natural supply runs low, high prices will prevail. The man will be fortunate, then, who has a plantation of salable red juniper or catalpa. Here again the catalpa will show its excellence. It grows well in Southern Illinois and Indiana and in the Wabash country.

The Legend of the Trailing Arbutus.

On the south shore of Lake Superior, in the vicinity of the Pictured Rocks, there lives an old Indian, one of the minor chiefs of the Ojibwa tribe. His home is miles away from the borders of the great lake, at the headwaters of a beautiful river, broken by cascades and falls, so that it can not be ascended in canoes. We follow a trail along its banks, through

grassy meadows, the work of the beaver, and through forests of birch, maple and hemlock, where the startled deer and partridge surprise your eyes for an instant, and then flash out of sight. Thus we pass for several miles and suddenly are stopped by the shores of a crystal lake.

Here is the home of my Indian friend. It is a spot to charm the hunter. Close by is the happy river with its speckled trout; the lake with its bass and wild fowl; the forest with its birds and animals.

As for my Indian friend, eighty-nine winters have placed no gray hairs in his head. He carries in his wrinkled face a thousand pages of prose and poetry, and the sharp black eyes that were never guided in the art of letters have seen untold visions of his people; often they sparkle with recollections of the past, and glow at the recital of the legends of the red man.

It was from him that I heard the legend of the trailing arbutus. There are two things that the white man does not know—the Indian and the arbutus. And this is the legend of the creation of the arbutus:

"Many, many moons ago, there lived an old man alone in his lodge beside the frozen stream in the forest; his locks were long and white with age. He was clad in fine furs, for all the world was winter, snow and ice were everywhere; the wind went through the forests, searching every bush and tree for birds to chill, chasing evil spirits over hill and vale; and the old man went about, vainly searching in the deep snow for pieces of wood to keep up the fire in his lodge. In despair he returned to the lodge, and sitting down by the last few dying coals, he cried to Manaboosho, that he might not perish. And the winds blew aside the door of the lodge and there came in the most beautiful maiden. Her cheeks were red as if made of wild roses, her eyes were large and glowed like the eyes of fawns at night, her hair was long and black as the raven's feathers, and it touched the ground as she walked, her hands were covered with willow buds, on her head was a wreath of wild flowers, her clothing was of sweet grasses and ferns, her moccasins were white lilies, and when she breathed the air of the lodge became warm.

The old man said: "My daughter, I am glad to see you; my lodge is cold and cheerless, yet it will shield you from the tempests of the night. But tell me who you are, that you dare come to my lodge in such strange clothing? Come, sit here and tell me of thy country and thy victories, and I will tell thee of my exploits, for I am Manitou!" He filled two pipes with tobacco, that they might smoke as they talked, and when the smoke had warmed the old man's tongue he said:

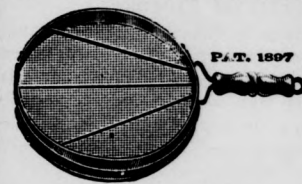
"I am Manitou. I blow my breath and the waters of the rivers stand still." The maiden answered: "I breathe and flowers spring up on all the plains." The old man said: "I shake my locks and snow covers all the ground." "I shake my curls," re-

turned the maiden, "and warm rains fall from the clouds." "When I walk about, the leaves fall from the trees; at my command the animals hide in their holes in the ground, and the birds get out of the water and fly away, for I am Manitou." The maiden made answer: "When I walk about, the plants lift up their heads, the trees cover their nakedness with many leaves, the birds come back and all who see me sing. Music is everywhere."

Thus they talked, and the air became warm in the lodge. The old man's head dropped upon his breast and he slept. Then the sun came back, and a bluebird came to the top of the lodge and called: "Say-e-e, I am thirsty," and the river called back, "I am free, come and drink." As the old man slept, the maiden passed her hands above his head, and he began to grow small, streams of water ran out of his mouth and soon he was but a small mass upon the ground, and his clothing turned to green leaves. Then the maiden kneeling upon the ground took from her bosom the most precious white flowers and hid them all about the leaves, and breathing upon them said: "I give thee all my virtues and my sweetest breath, and all who gather thee shall do so upon bended knee." Then the maiden moved away through the woods and over the plains, and all the birds sang to her, and wherever she stopped, but nowhere else, grows the arbutus.

Chas. E. Belknap.

A GOOD SELLER



Gas Toaster

Retails 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

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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.

Petoskey Rug Mfg. & Carpet Co. Ltd.
Petoskey, Mich.

The Astute Dealer

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

Sell the Welsbach Brands

The imitation stuff is bad for the customer—which is bad for you. The genuine Welsbachs—Burners and Mantles—make satisfied customers—keep customers—make new ones.

Priced Catalogue sent on application.

A. T. Knowlson

Sales Agent, The Welsbach Company

233-35 Griswold Street
Detroit, Mich.

THE ALMIGHTY DOLLAR

Has Become the Alpha and Omega of Existence.

Money has come to be the tangible, convenient and necessary expression, not only of all the material things man needs, but it is actually coming to be the mark and measure of social standing, of public esteem and of morals.

When persons suddenly become enormously wealthy they realize that they possess new and vast powers. They are better than the majority of the population, because their money enables them to do things impossible to the masses, and it also gives them a degree of consideration among their fellows which they did not previously enjoy. A citizen of the highest character and more than average intelligence, if he be poor and no politician, is never called into public conference; his advice is never asked and he counts for but little in the community where he lives, while the very dunces who may happen to have found or inherited wealth is always called into requisition on public occasion where his name is needed to strengthen the influence of a committee, or his presence on the platform can give tone to a cause which is being presented before a public assemblage.

Let it not be supposed that there is any disposition here to underrate the industry, the self-denial, the mental activity and the devotion to an object required to create and amass a great fortune. The men who do that are persons of character and of deserved consideration from others. They must be classed among the notables of their day and they are never guilty of foolish extravagance and fantastic freaks. But wholly unlike them are those who by no effort of their own, but through some accident or adventitious circumstance, come suddenly into the possession of great wealth. These are they who commit all sorts of social follies and disregard not only all ordinary decency, but show no regard for morals or manners.

The fantastic tricks of the members of the social moneyed class known as the New York "Four Hundred," are simply repetitions of what has been done in former ages. A writer in Everybody's Magazine for October notes some of the social tricks of the ancients. He says: "Caesar makes himself the fashion by the eccentricity of his extravagance. He pairs 700 gladiators in combat to be the basis of a single show; he owes \$5,000,000 before he is twenty-one. Wherefore Caesar was in Society. Lucullus, given money and idleness after his wars, digs lakes, builds islands, hangs gardens in the air, makes pies from the tongues of mocking-birds, dines with himself at a cost of \$10,000 and brings cherries into Italy. Wherefore Lucullus was in Society. Apicius expends a fortune of \$4,000,000 devising new dishes and then takes poison. Wherefore Apicius was in Society."

The social freaks of our own day are by no means notorious for the imperial extravagance as were those of the ancients, but they are for their

senseless and reckless behavior. They have had a baboon as the honored guest at their social feasts. They have had formal dinners served in the stable, where all the guests were mounted on horseback while the courses were changed and the viands devoured. An idle brain is the devil's workshop, and it could not be supposed that people who would devote their time and talents to such follies would hold honesty and chastity in any high esteem.

Thus it is that the gilded fools have no use for character in the form of honor, integrity and trustworthiness. These are left to the working classes, to those who work for a living. And never was a high character for honesty, reliability and devotion to duty so much needed as at the present time. So immense is the fabric of modern business that its proprietors can not even supervise it, much less carry on its various and complex functions, and therefore they are wholly dependent upon their agents and employees.

There is where character is absolutely required, and thus it is that more than ever before honesty and integrity are in demand, and too often they are insufficiently paid, so that the wonder is, under all the temptations of this money-grabbing and money-worshipping age, that thefts and defalcations by employees and subordinates should be so few, instead of so numerous. It shows that the great body of the people is as much imbued with principles of honesty, integrity, social purity and devotion to duty as ever it was, and that only the social freaks and the people of the slums are infected with moral depravity.

The danger, however, is that, under the influences of an age when money is regarded so widely as the one thing needful, its baneful effects will spread among people and demoralize them far and wide. A writer in the Globe Magazine for September says:

"The dollar, which embodies the highest form of potential energy, the quintessence of things material, becomes the Alpha and Omega of existence. Every virtue, every principle, every sentiment, holy or otherwise, that stands in the way of acquiring the dollar must be set aside, be crushed and annihilated.

"If hypocrisy has to be practiced to gain the dollar by all means counterfeited the signs of conversion; the hypocrisy will be forgiven, if the end is achieved; but the want of the dollar never. Thus we have come to be a people in a wild scramble for wealth, rushing, tearing, crushing one another in our mad struggle not to be the last in the race.

"Thousands are borne down every day, broken physically, mentally and morally, never to rise again, many of them to live out the existence of miserable nervous wrecks. Others, endowed with greater physical and nervous force, rise again to join the throng, having learned nothing by their severe experience, and often as not these may make a success by their very temerity and persistence; thus this land has acquired a reputa-

tion for being the land 'par excellence' where lost fortunes may often be quickly regained.

"So stupendous, indeed, is the task of forming an intelligent and correct appreciation of the human elements and energies that destiny has thrown together here that the brain of the astutest is baffled thereby. Philosophers, real and imaginary, have ventured to expound on the future history and destiny of this country, but have, up to date, found themselves woefully outside their predictions and calculations.

"Conditions have been created here that no knowledge of the world's past history and experience can give a correct clew to. The fact of the matter is, there are no parallels in history; there may exist similarities, faint or otherwise, but certainly no parallels. Every epoch has been sui generis, and can not be duplicated. The sudden building of a people of eighty million, from six and a half million in a hundred years, may well puzzle the prognostications of political and social speculators."

But the elevation of wealth into such extreme prominence and importance is actually to deify it. It is the key to every door of gratification. It is the scepter that wields almost unlimited power. It has gone far to efface the distinctions between right and wrong, so that good and gold are becoming synonymous words. But if wealth has been able in the past to corrupt manners and morals, it has been a boast that it could not corrupt the mind.

Everybody Enjoys Eating Mother's Bread



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Hill Domestic Bakery

249-251 S. Division St.,
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Grand Rapids, Mich.

The Model Bakery of Michigan

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

A. B. Wilmink

THE BRILLIANT GAS LAMP



Halo 500 Candle Power.

Should be in every store, home and farm house in America. They don't cost much to start with; are better and can be run for ¼ the expense of kerosene, electricity or gas.

Give 100 Candle Power Gas Light
At Less Than 15 Cts. a Month.

Safe as a candle, can be used anywhere by anyone. Over 100,000 in daily use during the last five years and are all good. Our Gasoline System is so perfect, simple and free from objections found in other systems that by many are preferred to individual lamps.

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100 Candle Power.



DO IT NOW

Investigate the

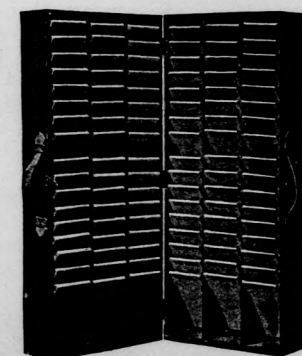
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It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

The human intelligence has always boasted of its independence of all tyranny. It has declared that it is a "free and fetterless thing, a wave on the ocean, a bird on the wing," but despite this proud challenge we find the universities and colleges coming under the yoke of the multimillionaires of the country and are gravely told by titled deans and dons that the humbler schools which have not had the seal of Mammon impressed upon them are no longer capable of properly affording facilities for a liberal education. This is the last pound that breaks the back of reasonable endurance. It was enough that morals which are the basis of all justice and right are but another term for materialism, and that their basic principles are being studied with the scalpel and the microscope, and if there is such a thing as sin, it can be washed away with a flood of gold. That was bad, but when it comes to binding the free, imperial mind with sordid chains and forcing it to believe and to teach that wisdom is identical with wealth, and the sum and object of all human philosophy is material gain, that indeed is too much.

The human mind has never remained chained long to any gross doctrine or material creed. It escapes; it flies; it soars. It always has done so, and always will. The deification of matter and the worship of money have nearly, if not actually, culminated. When the pendulum of money morals shall have swung to its utmost reach there will be a quick and decisive revulsion, and it will swing back to honesty, virtue, truth and God. Perhaps the time is not long.

Frank Stowell.

How to Increase Business.

Beyond question, the best way to swell the volume of business for the year up to a desirable point is to get the stock in good order for display. Then attract buyers by whatever means are readily available. Here is where the business man must rise above his ordinary level and devise means to the one end of making money. He must see what the people in his locality need, and then show them that they need the goods he has provided. To do this he must talk his business and get other people to talk it by explaining his wares to the talkers of his community, and imbuing them with the desire to talk about them. He must be sure to impress pleasantly all who enter his place. Some use of the local newspapers and the liberal distribution of special circulars, calling attention to some particular article, which manufacturers will supply, will bring in the curious and shoppers. Then is the dealer's opportunity, and if he loses it by not having a tactful, well qualified salesman to receive the customers, he has committed an egregious blunder. A big stock is not so necessary as a well selected stock and good salesmanship, and there is less danger of carrying over high cost goods. Manufacturers, jobbers and dealers will do well to keep a close eye on the stock and keep it moving. Frequent canvass of the public and

keeping before them is the best way to move stock.

The Result of Misrepresentation.

The axiom "Honesty is the best policy" should be adopted and kept thoroughly alive by every shoe dealer. It is the only basis upon which a successful and substantial business can be established.

A customer has forever been lost to one dealer through the failure of an employe to maintain this policy. A lady went into the store and asked for a certain style of shoe, and was at last properly fitted. However, she noticed a slight defect in the material of one of the shoes and pointed it out to the salesman, with a strict injunction that another pair of the same kind and size be sent to her home. The clerk agreed to this proposition, and she went away satisfied. Imagine her surprise and disappointment when the shoes arrived and she discovered the damaged pair had been sent after an ineffectual attempt to repair same. Another visit to the store followed, and the circumstances were explained to the manager. He called a clerk and instructed him to exchange the damaged shoes for a perfect pair, but no apology was offered for the first transaction. The salesman who was selected to serve the customer on this occasion returned after several minutes' absence with information that no other shoes of the size were in stock, but stated positively that a shipment on the way and expected in a day or two would contain the size, and that delivery would be made as soon as these goods arrived.

After waiting a week without hearing anything of the shoes the customer called, for the third time, at the store and again sought the manager. He informed her that two weeks more would be required to supply the shoes she had selected. By this time the lady was thoroughly disgusted with the business methods employed and requested the return of the price paid. This she received after considerable argument.

Some business men are inclined to look upon a deal of the kind above described as sharp practice. It is no doubt true, however, that the amount of patronage lost by permitting such tactics greatly exceeds the profits on the sales which go through undetected by the customer.

Damaged goods should be repaired or sold as damaged and no statement should be made to a customer which can not be sustained.—Shoe Trade Journal.

What the Special Shoe Has Done.

The introduction of the special shoe in the retail trade has been of marked benefit to all concerned. Bearing the name of the makers, as it does, it is warranted, and the buyer consequently feels assured of an honest purchase, while the merchant is protected from misleading his customer by a sure guarantee of the maker's name.

Competition among manufacturers has brought the shoe to a degree of excellence which to-day for \$3.50 or \$4 gives the customer as good an ar-

ticle as was formerly obtained for double that money.

This improved excellence in footwear has made window displays more attractive and there has been a very general brightening up of the whole store in consequence. The class of trade has also improved, as many who formerly wore only custom-made shoes now find the improved Good-year sewed shoes as easy as the hand sewed of former years, while the wearing qualities are about equal. This has also brought the quality of the stock shoe to a higher standard and the entire retail trade has thereby been improved.

Another change noted in the trade is the tendency on the part of the average city customer to ask for some special shoe or at least for a good shoe. The price is a secondary consideration to the fit and wear.

Following this noticeable condition many first-class dealers have wholly eliminated the price tag from the window, confining the display to an attractive arrangement with perhaps an artistic sign or picture of the special shoe handled in the store. Many of the stores carry a shoe for the trade that can not afford the higher priced shoe, but this line is usually kept in the background and shown only when requested.

Thus the special shoe has brought brighter stores, better trimmed show windows, more mutual satisfaction to dealer and patron, and a much more satisfactory condition in the retail trade generally.—Shoe Retailer.

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.

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.

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

FATE WAS UNKIND.

The Story of a Woman Who Is Discontented.

Written for the Tradesman.

I have a woman among my list of acquaintances who is to be pitied. I don't name her to myself as my friend, because I have an intense antipathy for her type of disposition, be it in man or woman. I go to see her occasionally because I am bound to her by the ties of distant—very distant—relationship and thereby find it incumbent to call at least a couple of times in a twelve-month.

In appearance she is tall to stateliness. Every line in her face, every gesture, even her ordinary pose betokens an habitual haughteur. Her face is so seamed with the deep wrinkles of discontent that no mas-seuse would be able to obliterate them with any amount of manipulation and application of lotions or creams "guaranteed to remove all wrinkles and blemishes and return the bloom and freshness of youth or money refunded."

Fine clothes hang in her wardrobes and jewels she hath galore. Horses with fine trappings await her bidding in the stables and a thousand dollar automobile is at her command. Her home is a marvel of the expensive in interior decoration. It contains everything that comfort can dictate or luxury suggest. The feet sink into carpets whose mossy softness recalls the forest. Beautiful pictures adorn the walls and easy chairs and davenport and cozy corners invite to repose of body and soul. The sunlight filters in through parlor curtains of filmy lace so frail the winds of heaven are never allowed to sway their dainty folds. The bric-a-brac and the family plate and other costly antiques are of a nature to excite the admiration and envy of the connoisseur.

This woman was born into the inheritance of the good things of this life and she looks for nothing else. Her attitude toward the world is one of lassitude, of ennui. Nothing interests her, nothing strikes the spark of enthusiasm. She is enamored of nothing on earth. Even all these luxuries pall on her. She is selfish with them, too. How some poor little shop girl would revel in the delight of touching the beautiful things she can not have, and how the splendid library would appeal to some struggling teacher or stenographer denied the ownership of rare editions de luxe and old manuscripts so dear to the heart of the bookworm. But does this wretched old woman ever condescend to share with others less fortunate in this world's goods her fine possessions? Not she.

Perhaps her early marriage to the man she hated soured all the fine instincts which might once have animated her. I have seen, in the home of a mutual relative, an old daguerreotype taken of her in her youth. In it, by her side, sits the man she married but did not love; and even if one knew nothing of their history he could read between the lines, as it were, how absolutely unsuited they were to each other. Her father was

rich and the man in the picture was rich, and the one insisted on her marriage to the other. A misunderstanding had sprung up between her and the poor young man she loved and he had gone West to seek his fortune. Urged by her father, Aunt Maria, as I call her, had married the wealthy old landholder out of spite. Some years after, the poor young man made his fortune and married happily in the Land of the Setting Sun and Aunt Maria and he dropped completely out of each other's existence. Gradually Aunt Maria's heart hardened and her face began to show the trouble within, and in the old picture of which I speak the austere look in the eyes and the unlovely lines of the face tell the tale of the first ten years of her married life.

She was then only 27. Five years later Aunt Maria was left an unmourning widow. Never having loved in his lifetime the man she had married, she parted from him without regret at the open grave, and went back to her lonely home to continue to cherish the lasting longing for the lost "might have been."

Such, in brief, is the early story of this unhappy old woman. As time went on, instead of softening with its advance, she grew more and more morbid and bitter, and now all that appeals to her heart is her shining ducats. The elephant never steps too heavily on her pocketbook and you would think, with everything to make life agreeable, she would have become at least a little more mellowed, as it were.

The other day, about two weeks ago, I went to pay my second semi-annual visit to her, and found her in such an unpleasant mood that I determined on a bold move. There is another widow I know whose lot in life has been, for many dreary years, the very antithesis of Aunt Maria's easy one. She, too, "married the man she shouldn't." He, too, was her senior by a number of years. He was a gruff, hard, unfeeling man. Gentle and submissive by nature, she went through life always longing for a love she did not get. She tried her best to please the brute of a fellow she had drawn in the matrimonial lottery and if she failed it was through no fault of her own. She never told me the record of her life, but I have heard it from others.

Her husband did fairly well at his business, although he was never counted wealthy. One of his meanest traits was his everlasting stinginess. After several years had rolled away, his savings warranted his purchasing a lot and putting up a house on it. "Now," thought the patient little wife, "I will have my 'own home' and maybe things will be different."

But things were "different" only in the fact that they had a paid-for roof over their heads. The little woman was a good manager and housekeeper and kept everything "spic and span." She lived within their income, so he had no cause for complaint on that score. But she liked "pretty things." Her husband was utterly indifferent to these de-



Saving Pennies

This is one of the first things
a careful parent teaches a child

Why not give your clerks a
post graduate course in this
same lesson?

Keep it Ever Before Them

They can make your business
blossom like a rose.

A Dayton Moneyweight Scale

does this more effectually than
anything else.

Ask Dept. "K" for 1903 Catalogue.

**The Computing Scale Company
Makers**

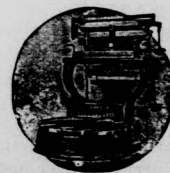
Dayton, Ohio

**The Moneyweight Scale Company
Distributors**

Chicago, Ill.



Moneyweight



sires and thought, if he got carpets, chairs, a bedroom "set" and a kitchen stove, that was all a woman ought to expect or want. Not so the little wife. She wanted the "fixin's"—the little things in the furnishing of a home that distinguish it from a mere receptacle for "boughten things." What she wanted the husband would not buy nor give his wife money with which to satisfy her cravings. "It's good enough for me—it ought to be for you," he used to blurt out.

The little Griselda planted seeds and shrubs and "slips" begged from friends and neighbors and made the little garden a delight for herself and every passer-by. She used to get up at 4 o'clock in the morning to pull the weeds before the sun got so high she couldn't stand the heat. Generous by nature, many and many a child and sick-room occupant were blessed with gifts of her posies.

Everybody loved the bright-eyed little woman except the one who should have been the most tender of her. Things didn't seem to mend very much, so far as he was concerned. He grew coarser and coarser and stingier and stingier (to make a Carlyleism). Finally, when she saw that he would not fix up the inside of the house ever, being exceedingly handy with her needle, this brave little wife determined to literally "take matters in her own hands" and provide herself with the means to get the things she had begged for and been refused. The town was a growing one and she found no difficulty in getting all the plain sewing she had spare time to do.

Then began work in earnest for the little woman. She saved up enough money to paper all the rooms, prettily but inexpensively, and added, from time to time as she earned them, the little knickknacks so dear to the heart feminine. Maybe it was a tall slender vase for two or three long-stemmed roses from her famous garden, or a framed picture she had long wanted and was unable to buy when her husband held the pursestrings.

But what do you think that man did? After she had got things just to her liking about the little place she called by the dear name of home that wretch of a husband, "just to spite her"—she afterwards heard he said—went and sold the place, without a moment's warning to the one who had been to him a willing helpmeet, as well as "helpeat," to use an old-fashioned word.

Her heart was almost broken. After all her slaving everything gone! Some months later he bought a tumble-down old ramshackle and installed his wife in it, "to humble her—she was too proud," he told his cronies. Heartsick, she set to work and cleaned up the house and yard, started her posies as before, reclaiming the waste place. When things were all in shipshape once more, this fiend of a man who had promised at the altar to love and cherish this little woman repeated his former action, again selling the roof from over her head.

Once more discouraged and almost enraged, the wife went on living her monotonous, unhappy life.

You would think that two such experiences would be enough for Fate to toss to any woman, but still another awaited this abused little soul.

After his third attempt to "break her spirit," as the tyrant called it, they moved to a small lumbering town in the Northern Michigan woods. Here the home-loving wife entered upon the hateful existence of boarding at the only place of its kind that the village boasted. The husband had now grown absolutely callous to all sense of duty, and would sometimes absent himself from the town for weeks at a time, the wife knew not where. If she questioned him he would harshly answer that "it was none of her business."

These periods grew of more and more frequent occurrence as time went on, until there came an absence from which he never returned.

They had lived at the so-called hotel for four years. The man had gone into the shingle business. Once in a great while the husband went himself and bought his wife a new dress or a pair of shoes, never of very good quality, and once in another great while he would throw roughly in her lap a silver dollar, which stipend was supposed to supply her every possible necessity or want. "You don't need money," he would growl out when she timidly ventured to ask for "a little change."

When the man left for the last time there was owing the landlord \$150. Penniless—absolutely without means—the desolate little woman appealed to an uncle living in the State. He came on and settled up the wife's board bill, but refused to liquidate that of the husband, as was right.

The deserted wife went for a time to the home of this uncle who had befriended her in her dire necessity

and, after recovering somewhat from the shock of her cruel husband's conduct, returned to the scene of her first efforts to beautify their roof-tree. The uncle is not very well to do, but offered to assist her to the extent of his power financially. This was refused, the heroic little woman preferring living by her own efforts to eating the bread of charity. She sought, in the larger place, employment in a dressmaking shop and supported herself at this for years and years.

* * *

I had long had it in mind to ask Aunt Maria to go with me sometime and visit this poor woman. Once she half promised she would. Last week I induced her to keep the promise and we drove there in her big "red devil" of an automobile.

Next week I will tell you of the interview. Josephine Thurber.

Invisible Paper.

Invisible ink and "sympathetic" ink are beaten entirely by a new development in preparations of this nature. This is nothing less than a disappearing paper. The paper intended for this temporary use is submitted to the following process: It is first steeped in acid (sulphuric acid by preference), diluted according to the lease of life it is intended the material should possess. It is afterward dried and glazed and with acid superficially neutralized by means of ammoniac vapor. But the acid still remains in the pores, and that paper is infallibly doomed after an existence more or less prolonged, as the case may be. It is certainly a most useful invention, and should commend itself strongly to those who can not always trust their correspondents to "burn these letters."—La Papet.

The Banking Business

of Merchants, Salesmen and Individuals solicited.

3½ Per Cent. Interest

Paid on Savings Certificates of Deposit.

Kent County Savings Bank

Grand Rapids, Mich.

Deposits Exceed 2½ Million Dollars

Save Worry, Trouble and Expense

and insure correct results in your office by calling to your assistance the services of an expert from our Auditing and Accounting Department.

Your trial balance will then balance and cease to be a "Trial." Important and vital facts will then be given you to direct and guide your business. Stop the leaks! Write today for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.
(Established 1889)

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

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

Woman's World

Necessity of Creating a School for Wives.

When I am rich enough to be a philanthropist outside of my own family circle I intend to start a School for Wives.

The need for such an institution may not seem very insistent. There are colleges galore for women where nearly every ism and ology known to human kind are to be studied. There are cooking schools where women are trained in the chemistry of the kitchen. There are even educational establishments where the Christian virtues and the social graces are, professedly at least, included in the curriculum of studies. But while all of these enter, more or less, into the training of the ideal wife, they all leave something to be desired. It is to supply that missing desideratum that my School for Wives would be founded.

I take it for granted that every woman has, avowedly or not, the desire to be, some day, the wife of a good man. There is no nobler ambition than that. Women may amuse themselves with stenography and typewriting, club life and charities; but they all know that their real mission in life is to preside over the home and bring up a family. The woman who has not realized this fact is one who stands in great need of the instruction which she might obtain at my School for Wives. The curious thing about woman is, that along

with this open, or secret, ambition to have a home of her own is joined a perfect confidence in her own competence. Nobody ever heard of a girl declining a proposal of marriage from an eligible man on the ground that she was not adequate to discharge the business of being a wife. Somehow the feminine mind cherishes the idea that women are divinely endowed at birth with all the qualities that go to make a successful wife. All that is requisite is the opportunity to put these faculties in operation, and—hey! Presto—your little butterfly of fashion, your little mouse of a seminary student straightway becomes your resourceful, energetic, capable manager and executive.

One would think that the error would soon yield to the logic of experience, and yet every day shows us married women who struggle on, hampered by their own futility, but utterly unaware of their own incapacity.

Of course, there are women—and, happily, this type is by no means rare—who have a genius for house-keeping and take to it like ducks to water. But my School for Wives is not intended for these exceptionally endowed persons. It is intended to acquaint the inexpert with their limitations and to show them the way to overcome the defects.

When a man marries a woman he takes it for granted that she knows how to keep a house. He has a right to do so. She takes it for granted that he can earn a decent income and provide for her comfort.

She has a right to do so. If he can not, then she can—and usually does—complain that she has been deceived into matrimony. But, on the other hand, a man has as much right to resent having been married under false pretenses, when he wakes from love's young dream to find himself yoked to an inexpert, inadequate housekeeper.

But as things stand now, there is no means outside of marriage by which a man can get any reliable information regarding the accomplishments in this particular line of the woman he proposes to wed.

It is true he might institute enquiries. But is mamma likely to expose her daughter's shortcomings and thus frighten away an eligible parti? It is not likely. Now the School for Wives might provide its graduates with a diploma, and the young girl could clinch her engagement beyond all peradventure by exhibiting it to the eyes of her adoring swain. Not a day passes that we do not hear of engagements made and broken, but can anyone imagine a man willfully breaking his engagement to a "cordon bleu?"

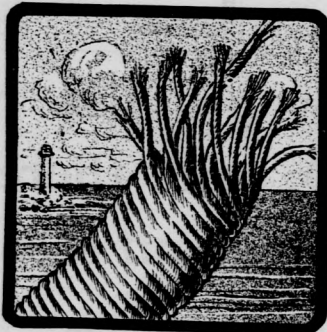
But the School for Wives would fail to accomplish its chief object if it did no more than teach women how to cook, or nurse, or keep house. These things are essential to marital happiness no doubt; but there are larger things at stake in marriage than the creature comforts of the home. I would have a Chair of Cheerfulness, and teach the pupils, by precept and practice, that, in the profession of wifehood, a merry face

and a light heart are among women's most valuable assets.

There are women who achieve cheerfulness in wedded life at the expense of everything else. Does the cook leave in a huff with the dinner half cooked? Such women merely laugh and put on the table the half-baked mess left behind by the indignant menial in her ill-timed flight. Does the laundress fail to keep her weekly appointment? Such women preserve their equanimity, but there is a dearth of clean linen for a fortnight thereafter. They remain smiling and good-natured, but they are wasteful and neglectful. That sort of woman needs a course at the School for Wives, and needs it badly.

But there is a cheerfulness which meets these little tragedies of home life with a smiling courage, which gathers up the loose ends after the cook's or the laundress' departure, and issues unimpaired from a strenuous day. Life does not always go smoothly, but that is no reason why its tribulations should be exaggerated out of their due proportion and made the theme of interminable jeremiads.

Then, too, I would teach the marvelous art of letting other people alone. Most wives need years of sad experience to learn when to "keep off the grass" marked out by other members of the family. The fault of many women who are clever housekeepers is that they will not recognize anybody's personality in the home but their own. To them the little reserves and privacies which re-



A cable 3,000 miles long could not serve the purpose for which it was designed if it fell short only 25 feet of reaching the receiving instrument

A merchant may come very close to making a stupendous success of his business—and yet fail.

He may start right—he may get a good store, good clerks and good customers—he may take all the preliminary steps properly, and still fail to attain the result for which he has labored.

The one thing needed is a proper system for taking care of his money after he has earned it—a system that will show when mistakes are made and who made them, a system that will put a check on every penny received and every penny paid out in his business.

Such a system is furnished by a National Cash Register.

Let a "National" be added to the store equipment. The leaks will be discovered and stopped; the system will be perfected and the merchant will get his rightful profit.

Mail us the corner coupon and we will tell you how a "National" pays for itself.

National Cash Register Co.
Dayton, Ohio

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

A
Fine
Booklet
Posted
Free

NATIONAL CASH
REGISTER CO.
DAYTON, OHIO.

GENTLEMEN: Please
send us printed matter,
prices and full informa-
tion as to why a merchant
should use a National Cash
Register, as per your "ad" in

MICHIGAN TRADESMAN.

Name _____

Mail address _____

finement suggests as the natural right of every individual do not exist. They are privileged by their position as head of the household to intrude upon the sacred quiet of a meditative hour, to interrupt the conversation of intimates, to regulate the morals of the other adult members of the family. Nothing is more fruitful of discord than this unfortunate tendency of one will to dominate all others, and in the School for Wives there should be specific instructions as to other people's rights.

And then I would have an able professor to teach the prospective wives that in marriage, as in nearly all other departments of human life, one must give much to get a little. It will not do to weigh and measure one's love, and jealously exact an equal return in kind. The wife, the mother, even the sister who does that is committing the greatest mistake possible for her to make.

We all wish to be loved, irrespective of our merits. We may be quite well aware that we do not deserve any great affection, but the desire to have it all the same is very human and very forgivable. It would seem, therefore, just and right that where we are conscious that our virtues entitle us to the reward of a great and genuine love, we should demand and get it. But, somehow, life does not seem to be regulated on that principle. In nearly every great work of fiction the masters of literature have been at pains to show that just the contrary rule maintains.

The School for Wives, then, would teach its matriculants not to expect too much in married life, but to give freely of the treasures of the heart, and to find happiness in doing that. Fortunately for the human race, happiness comes to those who sink their own rights and claims and concentrate their thoughts upon the rights and claims of others. This is true in matters of the affections as in most other things. If my School could make this matter quite clear to womankind, it would justify its existence and compensate for the money it might cost.

I think I would also have a Chair of Courage. Just plain, ordinary, everyday courage is a good thing in man or woman. The time has almost gone by when it was considered amiable and attractive for a woman to shriek with alarm over the approach of a friendly puppy. The fear of animals is in some cases temperamental, and we should, no doubt, be kind to the unfortunates who can not control their aversion to the harmless pets of the average household. But, taking the matter in a large way, there is a good deal of trouble caused by the woman who thinks it due her sex to cultivate timidity. The anxious investigation of the dark region under the bed every night is a stock theme of the humorists, but it has its counterpart in life, and it is neither very pretty nor very sensible.

But if physical courage is a good thing, moral courage is better. There are too many women yet—though, thank the Lord! their number is decreasing day by day—who are so

hidebound in convention that they do not venture to entertain an original thought. A man likes to have a wife that thinks as well as cooks. It takes a high form of courage to reason logically from given premises to a definite conclusion, and one of the things that a School for Wives might do, and in doing benefit the whole race, is to develop in women this kind of bravery. When women can face facts as boldly and uncompromisingly as men, and think their own thoughts about things, a great step will be taken towards the happier marriage. For men—that is, the men who count—desire an intellectual companionship from their wives as well as a mere personal friendship, and you can not have that with a woman who dares not have ideas of her own.

It will be many a year before the School for Wives opens its doors. But when once it is open and doing business, I will pass around the hat among my friends and raise a fund for a similar institution—for husbands.

Dorothy Dix.

When Women Should Wed.

There are times in every woman's life when she will marry anybody that comes along. These times are when she is 17 and 27. Between these ages she is discriminative, and after the second of the two she is apathetic. To the girl of 17, it is said, the idea that she makes a real live man's heart go pit-a-pat is so ecstatic that, in gratitude for the distinction of a passionate proposal, she easily fancies she is in love. She thinks her refusal to marry Augustus will break his heart and send him to an early grave. So she weds him out of generous pity, in order not to wreck his life. She says "yes," and learns afterwards that Augustus' heart is tough and had survived numerous prior desperate attachments. At 17 it is any man—any individual sufficiently inoffensive to allow her to nourish unchecked the illusions which her self-love cherishes. For at this age man is only the occasion, not the object of her affections. He is only a dummy; it is she who occupies the whole stage with her swiftly-varying fancies and caprices.

At 19 she has evolved an ideal. It is not longer any man, but a particular man—a man tall, dark, passionate-looking, with a Byronic air. One at war with his kind and of abnormal opinions is the type. He may be pessimistic and melancholy. His merit is that he finds in her the beauty, purity and innocence that restore his faith in humanity and make happiness again a rational hope. A year later she is still romantic, but experience begins to make her a trifle more practical. The spectacular beau of striking physical aspect is refined into the strong, earnest man, who looks at things in a lofty, high-minded way and has a fad. Her idol may be a matinee hero, an unappreciated genius, a social settlement worker or a long-haired poet. It is a time of danger. She may accept a theological student or elope with her music teacher. Such is her missionary spirit that she is capable of marrying a

drunkard to reform him. With 22 there is less risk of such unpromising ventures. She begins to enjoy life in its operative aspects, without exclusive reference to her subjective meditations. Matrimony, like heaven, is a cherished aspiration, but social incidents have become interesting. She sees farther than before into the drama of life as others play it, and it entertains her. Many tepid admirers, she thinks, are better than one who is fiery. In short, she is having a good time, and is averse to exchanging the gayeties of life for a humdrum husband. If she marries at this age, she is likely to make a discreet choice.

At 27, however, comes a period of panic, and, as ten years before, the danger is great. It is seen that her contemporaries have nearly all married. The girls who were her schoolmates are settled matrons, and boast the virtues of their children. She accordingly begins to feel lonesome. The younger set put her aside or ask her to chaperon their parties. Perhaps a gray hair—awful sight—makes its appearance. Is she an old maid? The idea affrights her. She loses her

nerve and plunges wildly, taking the first man that offers. Foolish matches belong to this period—the superannuated beau or the widower with ten children.

The Canadians are not pleased with the decision of the Alaska Boundary Commission. Nobody outside of Canada expected they would be.

I. X. L. THEM ALL

THIRTY YEARS EXPERIENCE
WE MAKE THE BEST



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The Sanitary Salt

Since Salt is necessary in the seasoning of almost everything we eat, it should be sanitary

JAR SALT is pure, unadulterated, proven by chemical analysis.
JAR SALT is sanitary, encased in glass; a quart of it in a Mason Fruit Jar.
JAR SALT is perfectly dry; does not harden in the jar nor lump in the shakers.
JAR SALT is the strongest, because it is pure; the finest table salt on earth.
JAR SALT being pure, is the best salt for medicinal purposes.

All Grocers Have it—Price 10 Cents.

Manufactured only by the
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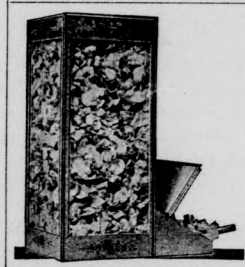
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MEYER'S Improved Show Case

made of metal and takes up counter room of only 10 1/2 inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case will increase their sales many times. Securely packed, ready to ship anywhere.

Price, filled with 10 lbs net
Saratoga Chips and Scoop, \$3 00

Order one through your jobber, or write for further particulars.

Manufacturer of
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Hardware

Evolution of the Retail Hardware Business.

The retail hardware business, in spite of its ups and downs, has been a fairly profitable one and there are a large number of hardware dealers who have made very fine returns on their investments in the past few decades. We believe that there will be many good livings made in this line of business in the future. They will not be made, however, by duplicating in their entirety the methods that have been successful in the immediate past, but by a judicious combination of these methods with new ideas. The reason why a change of base becomes imperative is that competition is a constantly broadening problem. The man across the street is still there. The man in the next town has not struck his colors. Looming up athwart the commercial horizon is the comparatively new gourd-like growth of catalogue houses, whose insatiate maw gulps down orders for two-cent papers of blued tacks and \$65.75 steel ranges with equal greediness. These catalogue houses deluge the dealer's customers with the statement that "so much money can be saved by buying your hardware at wholesale prices that you can not afford to overlook this department. We can save you 25 per cent. to 50 per cent. on everything in the hardware line."

This mendacious competition is more virulent than ever of late, owing to the help these concerns have received from the extensive opening of rural free delivery routes, and it will take new methods to meet these new trade foes. The retail hardware merchant who expects to succeed must look the situation squarely in the face and realize that new economies and new policies are urgent.

These new economies are radically different from the cheese-paring preservation of string, etc., indulged in by the old-time hardware merchant and have been evolved by the needs of the hour for retrenchment at every possible point.

Mutual insurance, whereby the dealer can slice at least one-fourth off the exorbitant rates of the old line companies, is a new economy that state hardware organizations have made possible, and we may add that the pioneer retail hardware dealers' insurance association has just made a new departure in this line by insuring the dwellings of hardware men as well as their stores. Fewer dead-beat losses owing to an interchange of credit information—an important whittling down of delivery charges on account of co-operative delivery, a heavy saving in purchase price on account of co-operative buying, and the stoppage of expensive cut-rate wars are to be counted among the potential economies of local organization.

The successful dealer of the future will grasp these opportunities for commercial economy, realizing that his work at the association meetings, both state and local, for the mutual advantage of himself and other hard-

ware dealers similarly working pays him in dollars and cents, just as selling a steel range or installing a furnace does.

But important a part as the new twentieth century economy will play in the business of the successful hardware dealer, the new policies of the retail trade as a unit will be even more important. The postal regulation to the effect that postmasters should post the names of patrons on rural free delivery routes is not unrefutable proof of the existence of a catalogue house lobby at Washington, but it is circumstantial evidence as strong as Thoreau's famous trout in the milk. The recent provision for precanceled stamps to expedite the handling of mail-order literature by the postal authorities is another straw showing how postal winds blow largely whither the supply house lobby lists. This lobby must needs be counteracted by another lobby maintained by the National Retail Hardware Dealers' Association.

The individual dealer may pooh-pooh the necessity of this, asking with the air of a man definitely settling the question. "But are not we in the right in this matter?" Yes, yes; you are. But in this perverse day and generation a man not only has to be in the right, but has to back his rights up if he does not want to fall a victim to the Juggernaut of commercial aggrandizement and concentration.

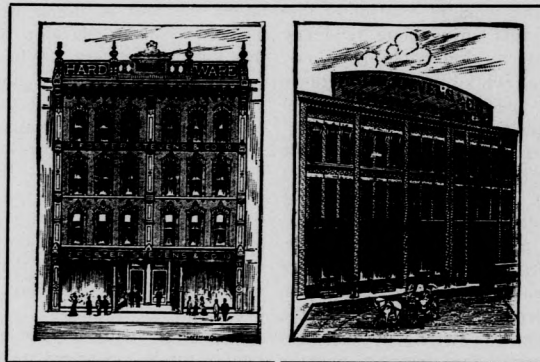
The illegitimate competition of jobbers selling directly to consumers and the policy of some manufacturers selling at practically cost to catalogue houses, and then recouping themselves by sales to the regular trade, must be handled and can best be disposed of by a national organization.

Again reverting to the successful merchant of the future, there can be no question but that his buying and selling will both be on a different basis than in the past. On the one hand he will be freer from over-buying than was his predecessor, and on the other he will strive vigorously to place his business on as strict a cash basis as possible.

The mail order houses do business on a cash-in-advance basis, which in itself makes competition on a credit basis a difficult task. Then, too, in spite of their breezy assertions about buying up the output of entire factories, they really, considering their volume of business, lead a vastly closer hand-to-mouth existence than the average retailer.—American Artisan.

The reputation of the Japanese as soldiers rests largely on the reports brought back from China three years ago by officers who participated in the march to the relief of Peking. Decidedly the most creditable work in that long and trying journey, as well as in the fighting that followed the arrival at the Chinese capital, was done by the little brown men from Japan. They showed perfect discipline and were probably better controlled than any of the other troops. There was practically no looting by them.

Foster, Stevens & Co.



Grand Rapids, Michigan



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Full Line at Factory Prices

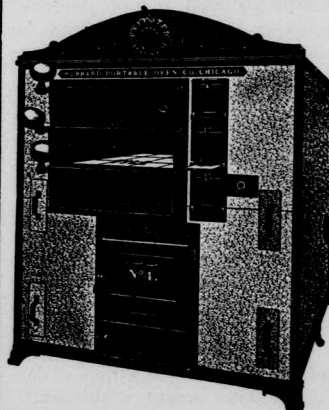
The manufacturers have placed us in a position to handle the goods to the advantage of all Michigan customers. Prompt shipments and a saving of time and expense. Quality guaranteed.

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Miles Hardware Co.

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All sizes to suit the needs of any bakery. Do your own baking and make the double profit.

**HUBBARD
PORTABLE
OVEN CO.**

182 BELDEN AVE.,
CHICAGO, ILL.

Printing for Hardware Dealers

MAPLE SUGAR.

The Red Man's Legend of Its Discovery.

Unless the sugar orchards are replenished the supply of fragrant and delicious maple sugar will before long vanish. There is no State so well calculated to make this profitable industry a success as Michigan. For proof there are in several of the interior counties sugar orchards where the returns are far greater than those of any field crop. Even Vermont must take a second place to Michigan. The industry is one that commends itself to the Michigan Forestry Commission.

It does not appear that any record was made of aboriginal methods of tapping the maple and converting its sap into sugar, nor is the oldest maple old enough to tell us, although it had the gift of speech or sign-making intelligible to us. We can only guess that the primitive Algonquin laboriously inflicted a barbarous wound with his stone hatchet, and with a stone gouge cut a place for a spout, so far setting the fashion, which was long followed by white men, with only the difference that better tools made possible. Or we may guess that the Indian, taking a hint from his little red brother, Niquasese, the squirrel, who taps the smooth-barked branches, broke these off and caught the sap in suspended vessels of birch bark, than which no cleaner and sweeter receptacle could be imagined. Doubtless the boiling was done in the earthen kokhs, or pots, some of which had a capacity of several gallons. According to Indian myths, it was taught by a heaven-sent instructor.

The true story of the discovery of maple sugarmaking is in the legend of Woksis, the mighty hunter. Going forth one morning to the chase, he bade Moqua, the squaw of his bosom, to have a choice cut of moose meat boiled for him when he should return, and, that she might be reminded of the time, he stuck a stake in the snow and made a straight mark out from it in the place where its shadow would then fall. She promised strict compliance, and as he departed she hewed off the desired tidbit with her sharpest stone knife, and, filling her best kokh with clean snow for melting, hung it over the fire. Then she sat down on a bearskin and began embroidering a pair of moccasins with variously dyed porcupine quills.

This was a labor of love, for the moccasins, of the finest deerskin, were for her lord. She became so absorbed in the work that the kokh was forgotten until the bark cord that suspended it was burned off and it spilled its contents on the fire with a startling, quenching, scattering explosion that filled the wigwam with steam and smoke. She lifted the over-turned vessel from the embers and ashes by a stick thrust into its four-cornered mouth, and when it was cool enough to handle she repaired it with a new bail of bark and the kokh was ready for service again. But the shadow of the stake had swung so far toward the mark that she knew

there was not time to boil the dinner.

Happily, she bethought her of the great maple behind the wigwam, tapped merely for the provision of a pleasant drink, but the sweet water might serve better purpose now. So she filled the kokh with sap and hung it over the mended fire. In spite of impatient watching it presently began to boil, whereupon she popped the ample ration of moose meat into it and set a cake of pounded corn to bake on the tilted slab before the fire. Then she resumed her embroidery, in which the sharp point of each thread supplied its own needle.

The work grew more and more interesting. The central figure, her husband's totem of the bear, was becoming so lifelike that it could easily be distinguished from the wolves, eagles and turtles of the other tribal clans. In imagination she already beheld the moccasins on the feet of her noble Woksis, now stealing in awful silence along the warpath, now on the neck of the fallen foe, now returning jubilant with triumph or fleeing homeward from defeat, to ease the shame of failure, in which case she felt herself bearing, as ever, her useful part. So she dreamed and worked, stitch by stitch, while the hours passed unheeded, the shadow crept past the mark, the kokh boiled low and the cake gave forth the smell of burning. Alas! the cake was a blackened crisp, a shriveled morsel in the midst of a gummy dark-brown substance.

She snatched kokh and cake from the fire, and then, hearing her husband coming, she ran and hid herself in the nearest thicket of evergreens, for she knew that when he found not wherewith to appease the rage of hunger he would be seized with a more terrible one against her. Listening a while with a quaking heart, and catching no alarming sound, but aware instead of an unaccountable silence, she ventured forth and peeped into the wigwam.

Woksis sat by the fire eating with his fingers from the kokh, while his face shone with an expression of supreme content and enjoyment. With wonder she watched him devour the last morsel, but her wonder was greater when she saw him deliberately break the earthen pot and lick the last vestige of spoiled cookery from the shards. She could not restrain a surprised cry, and, discovering her, he addressed her:

"O, woman of women! Didst thou conceive this marvel of cookery, or has Klose-kur-Beh been thy instructor?"

Being a woman, she had the wit to withhold the exact truth, but permitted him to believe whatever he would.

"Let me embrace thee," he cried, and upon his lips she tasted the first maple sugar.

The discovery was made public, and kokhs of sap were presently boiling in every wigwam. All were so anxious to get every atom of the precious sweet that they broke the kokhs and scraped the pieces, just as Woksis, the first sugar eater, had done. And that is why there are so

many fragments of broken pottery and so few whole vessels to be found.

A test of woman labor, which was recently instituted in the big tanneries of the Eastern Kid Company at Peabody, Mass., is said to have demonstrated that much of the work heretofore considered the exclusive property of men can be done fully as well, if not better, by women. Some weeks ago, as an experiment, girls were employed in coloring, and, although unskilled, it is claimed that within a week's time their stock came more even—that is, each skin was more like the others of the same lot—than the stock put through by the men, due, apparently, to the more delicate touch and quick eye of the women.

**Convex and Flat
Sleigh Shoe Steel,
Bob Runners,
Light Bobs,
Cutters, etc., etc.**

If in need of any of these goods write to us for prices before placing your order.

**Sherwood Hall Co., Ltd.,
Grand Rapids, Mich.**

PLACE YOUR ORDERS NOW



We show a large line of

HOLIDAY SPECIALTIES

Chafing and Baking Dishes, Five O'clock Teakettles, Carving Sets in Cases, Etc., Etc.

WRITE FOR PRICES

Fletcher Hardware Co.

Detroit, Michigan



If you want the stillest running, easiest to operate, and safest Gasoline Lighting System on the market, just drop us a line for full particulars.

ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.

Fruits and Produce

Apple Crop Nearly as Large as Last Year.

In the whole field of crop reporting there is no crop of which it is more difficult to make a definite estimation than the apple crop. In other crops given a reasonably accurate idea of the acreage, and it is not difficult to determine with reasonable accuracy the rate of yield. With apples it is different. The acreage of orchards is a minor factor in the problem, because there never is a year when all orchards are in bearing. Because of the inherent difficulties in the work the United States Department of Agriculture goes no farther than to present what it calls figures of "average condition," a phrase meaning nothing.

The writer devotes much time and effort to an attempt to make a definite survey of the crop situation, and the estimate presented below at least represents an earnest effort to approximate the facts. So far as known it is the only effort to present by State detail the facts of the crop.

The opinion has prevailed generally this year that the apple crop is a practical failure, founded upon the late frosts and cold, rainy weather last spring. The actual fact is that while there is a shortage in the districts of commercial orcharding as compared with last year, the total production, ignoring quality and commercial availability, is very little smaller than a year ago.

The distribution of the crop, however, is radically different, conditions approaching a failure marking the situation in the leading commercial districts of the West, except in Michigan, while the extreme Southern and the extreme Northern part of the apple territory have a fair crop.

Here the crop, such as it is, is not commercially available, representing home and local use, so that from the market standpoint the Western crop is much shorter than the figures by states of total production would indicate.

In the old-established orchard districts of the East the situation is again different. The total crop in each state north and east of Pennsylvania is smaller than last year, but the general quality of the crop is so much better than last season that the amount of fruit available for barreling as No. 1 stock is undoubtedly larger than last season.

Last year the early season in this section was marked by too much moisture and apple scab pervaded orchards to an extent never before equaled. This year there was a long spring drought, and orchards were remarkably free from scab.

In the Middle Atlantic States, Pennsylvania to Virginia, and in the states immediately south of the Ohio River the season was wholly favorable, orchards bore heavily, and the crop is much larger than last year. Unfortunately, with the exception of limited districts in Pennsylvania, Maryland and Virginia, there are few commercial orchards in this section, and while the heavy crop which is

shown goes to swell the aggregate of total production for the country it does not correspondingly swell the amount of fruit commercially available.

The situation in Ontario is very similar to that in New York, a smaller aggregate crop, but with more fruit for barreling. The quality of the crop in this province has rarely been better, and the export trade will be larger than for some years. Last year the other great Canadian district, Nova Scotia, experienced what was practically a failure, and will this year have, yield and quality both considered, fully three times as much fruit for the export trade.

It need hardly be pointed out that the following estimate of the apple crop is intended to cover the total production regardless of quality or variety. For purpose of comparison I give an estimate of the crop of last year as well as this, figured by barrels:

	1902	1903
United States,	47,625,000	46,614,000
Ontario,	16,000,000	12,800,000
Nova Scotia,	270,000	650,000
Total,	63,895,000	60,064,000

The crop is moving rapidly at fairly good prices that show a tendency to advance. In Michigan the crop has been barreled at from \$1.25@2, while in Western New York the prices are ranging from \$1.50@2. Recent advices show a strong English market, the European crop being very short and Canadian and American apples in strong demand.

The export trade is heavy at this time, especially from the Canadian ports, the European shipments to Oct. 10 being 676,041 barrels, compared with 341,929 for the same period last year. B. W. Snow.

Greatest Crop of Buckwheat Ever Grown.

Pennsylvania and New York, the two greatest buckwheat producing States in the Union, are now harvesting a 10,000,000 bushel crop, and it is for the most part in fine condition. Last year the buckwheat crop of the United States amounted to 9,566,960 bushels, valued at \$5,341,413.

The buckwheat cake is a peculiarly American institution, as much so as the pumpkin pie. The crop is cultivated in many lands, but the housewives of no other country have learned how to prepare it in such a manner as to tickle the palate of the lover of good living.

Not so very many years ago buckwheat cakes were eaten only by the very poor of the farming districts, not because they liked them, but as a measure of economy. There was no market for the grain or flour, and when it was grown at all it was for stock food or for home consumption in default of anything better.

It will grow on the poorest soil, where no other crop can be raised. It matures more quickly than any other cereal, and a crop failure is hardly ever known, so that this is pre-eminently a poor man's crop.

The poorest farmers no longer eat buckwheat nowadays. They can not afford it. They first convert it into

cash, and then buy wheat flour, no doubt wondering what those city folks mean by buying at fancy prices what was considered a few years ago fit only for cattle, poultry and paupers.

Among beekeepers buckwheat is a favorite crop, for the reason that the blossoms contain more honey than is found in the flowers of any other plant of economic use aside from its value as a honey producer. As long as the buckwheat fields are in flower the bees confine themselves to them entirely, and therefore produce pure buckwheat honey.

The market value of this is impaired by the fact that it is a dark amber color instead of the clear white demanded by the fastidious city trade. In making this exaction city customers show their own ignorance. Few of those who have ever tried genuine buckwheat honey would be

willing to exchange it for the finest grade of white clover.

Buckwheat makes practically all of its growth in six weeks of hot weather in July and August, being the most rapid growing of farm crops. For this reason it is supposed to be very exhausting on the soil, so that the owner of a good farm will not plant it at all.

WE NEED YOUR Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank



E G G S

We are the largest egg dealers in Western Michigan. We have a reputation for square dealing. We can handle all the eggs you can ship us at highest market price. We refer you to the Fourth National Bank of Grand Rapids. Citizens Phone 2654.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Write or telephone us if you can offer

POTATOES BEANS APPLES
CLOVER SEED ONIONS

We are in the market to buy.

MOSELEY BROS.

Office and Warehouse 2nd Avenue and Hilton Street,

GRAND RAPIDS, MICHIGAN

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

Butter

I always
want it.

E. F. Dudley

Owosso, Mich.

Observations of a Gotham Egg Man.

While the storage egg situation continues to show healthful conditions, the remaining supply being evidently a good deal sort of the quantity held at this time last year, it does not appear that stocks are reducing any faster than they should in order to reach a safe point by January 1. Fairly accurate reports as to New York and Boston, and the best information obtainable from Chicago and Philadelphia indicate the storage reduction in these four cities together to have been about as follows:

July 20, highest point, 1,260,000 cases Sept. 1, remain'g stock, 1,115,000 cases Oct. 1, remain'g stock, 915,000 cases

These figures indicate a reduction of 11½ per cent. up to September 1, and of 27.3 per cent. up to October 1.

Last year the storage stock in this city (and Jersey City) was reduced 16.5 per cent. up to October 1; the October reduction was 15.5 per cent. of the quantity on hand at highest point, the November reduction 17.5 per cent., the December reduction 21.5 per cent., leaving 29 per cent. or about 124,000 cases in store January 1. We should, ordinarily, expect a steady increase in the rate of refrigerator clearances from September to January 1, and with the unusually large percentage of reduction effected this year up to October 1, the outlook is certainly favorable. At the same time the current consumptive output in this city seems now to be very little more than it was last fall, and if we use the same quantity of refrigerator eggs from October 1 to January 1 as we used last year, it appears that we shall still have some 63,000 cases on hand at latter date, which is a pretty liberal stock to carry over, although only about half the quantity carried over last year when many were afterward closed out at a loss.

For some months past letters have appeared in the daily press in different parts of the country, supposed to be written from California and signed by various names, telling of enormous profits made by preserving eggs after a certain formula. The writers of these letters generally pretend to be natives of the city addressed, sojourning in California for health or otherwise, and tell of their own or others' experience in getting rich from preserving eggs, in such manner as to induce the ignorant to follow the lead.

The tales of profits are amazing. They dwell on the difference in egg value between spring and winter, and claim that the eggs preserved by this process can not be told from fresh laid, so that the whole difference in price is profit. The letters generally relate instances where fortunes have been made; one Indiana man was said to have started with \$10 and cleared \$16,000 in seven years. All the letters contain the alluring offer to send the formula free (or for a few postage stamps) to anyone who will write for it.

The Practical Farmer tells how one of its subscribers sent for the mystic formula and received a circu-

lar telling in detail how to make a solution of saltpetre, baking soda and "algetta boracylic" and put it in a barrel two-thirds full of water in which 20 lbs. of lime and 8 lbs. of salt have been slacked together. Then the barrel is to be filled with water and the mixture used to cover the eggs. At the bottom of the circular is a notice that "algetta boracylic" can hardly be obtained at a drug store, but that the Union Supply Co. will send it at \$2.50 for four ounces. And so the fake—which is evident at first glance to anyone who knows eggs—becomes apparent.

Country papers will do well to warn their readers against the deception, for it is likely to catch a good many of their readers. For their benefit I may add that the process described is nothing more than "liming," and that the "algetta boracylic" offered at "\$2.50 for 4 oz." is probably nothing more than borax, which can be bought anywhere for a few cents. Also that "liming," which is now a less common means of preservation than it used to be, can only be successfully done with proper facilities and experience; also that even perfectly limed eggs sell far below the price of fresh eggs in the fall and winter, and that while they may be of good quality and serviceable for cooking, they can not be boiled without breaking the shell. Finally, that the business of pickling eggs is only profitable if done on a large scale and with full knowledge of the details—and then only moderately profitable as a rule. The letters alluded to are evidently only part of fraudulent schemes to sell an ingredient of little value at the rate of \$10 a pound.

Of course my readers in the egg trade, city and country, will only smile at this exposure of a palpable fraud. Yet it might be worth their while to bring the matter to the attention of their local papers, partly for the protection of farmers and others who have eggs to sell and partly to discourage the attempts—already too many—to "preserve" eggs at country points.—N. Y. Produce Review.

The Poultry and Egg Industry.

The poultry and eggs produced and consumed in this country last year were worth more than all the gold and silver mined in the world. No less than 1,290,000,000,000 dozens of eggs were produced in the United States, which would provide 203 eggs for every man, woman and child. The leading State is Iowa, which furnished more than \$10,000,000 worth. Mr. Wilson, of the Department of Agriculture, says that with judicious management there is an income of 400 per cent. The estimated number of chickens in this country is 250,000,000, producing for market, for one year, poultry worth \$136,000,000 and eggs valued at \$144,000,000, a total value of \$280,000,000.

In England the volume of co-operative business has grown, in the last forty years, more than forty times as fast as England's international trade, 100 times as fast as her manufactures, 130 times as fast as the population.

DID YOU EVER USE

RENOVATED BUTTER?

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Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300

FOOTE & JENKS'

Pure Vanilla Extracts and highest quality Extracts Lemon (the only genuine, original Soluble

Terpeneless Lemon products), Jaxon and Coleman brands

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

FOOTE & JENKS, Jackson, Mich.
Grand Rapids Trade Supplied by C. D. Crittenden



RYE STRAW

We are in urgent need of good rye straw and can take all you will ship us. Let us quote you prices f. o. b. your city.

Smith Young & Co.

1019 Michigan Avenue, Lansing, Mich.

References, Dun and Bradstreet and City National Bank, Lansing.

We have the finest line of Patent Steel Wire Bale Ties on the market.

HERE'S THE D-AH

Ship COYNE BROS., 161 So. Water St., Chicago, Ill.

and Coin will come to you. Car Lots Potatoes, Onions, Apples, Beans, etc.

SHIP YOUR

Apples, Peaches, Pears and Plums

—TO—

R. HIRT, JR., DETROIT, MICH.

Also in the market for Butter and Eggs.

POTATOES CAR LOTS ONLY

Quote prices and state how many carloads.

L. STARKS CO., Grand Rapids, Mich.

WHOLESALE

OYSTERS

CAN OR BULK

DETTENTHALER MARKET, Grand Rapids, Mich.

MORE THAN ONE WAY

To Advertise a Store Effectively and Successfully.

Written for the Tradesman.

Nothing is truer than the statement that it pays to advertise, but at the same time if a store is not properly managed all the advertising in the universe will not make it prosperous. Too many merchants expect their advertising to almost run their business. They think that all that is necessary is to get the people into the store on the presumption, no doubt, that if people come to the store they will buy goods. Such merchants generally lose a lot of trade from the fact that they do not realize the value of thorough store management, and as a result much commendable advertising is made almost useless.

One of the best advertised stores I know of is of this class. Although it spends a great deal of money in spreading printers' ink and puts before the readers of the various newspapers in the city in which it is located advertisements that are as good as those of the average department stores throughout the country, the trade that should be controlled by a store of its size is not in evidence. This store occupies one of the finest buildings in the city, has a plate glass front from top to bottom, has in its service window decorators who understand their business, carries a big stock of goods, and yet other stores are getting more trade than the one in question. It is not uncommon to see in the newspapers two-page advertisements of this store and pages and half pages are almost everyday features. To add to the drawing power of the advertisements the management now and then engage an orchestra as a feature of a special sale. But in spite of all this the other stores are getting the best of things, notwithstanding the fact that the buildings in which they are located are not so modern as the one in which this institution does business.

Now the cause of this is plain to people outside of the store. It is all due to the way the force of salespeople are handled. Personally the management of the store are popular gentlemen, pleasant to meet anywhere, but the salespeople are so indifferent to the wants of customers that the "women folks" of the city have become disgusted with the place and will not trade there when they can find what they want elsewhere. It is no uncommon thing to hear ladies remark that they do not like to trade there on this account. They say the clerks are half asleep and too lazy to move and will sometimes say they are out of an article rather than look for it. This is, indeed, a queer combination; but it can be found in almost every town in the country.

It is strange that business men do not seem to realize that something is the matter when good advertising fails to draw business, but there is many a store that kills its advertising through this very trouble. There is not a merchant in the country who won't get warm under the collar if his freight is delayed somewhere on

the road. He will cuss the management up and down, roast the office force and swear at the train crew, but at the same time a lot of these same men are tolerating things in their own business that are just as bad.

Another thing that has lost much trade to stores all over the country is lack of enough salespeople to handle business during the rush hours of the day. It is not an uncommon thing to see people waiting from thirty minutes to an hour to get waited on. Some people, however, will not stand around a store this long, preferring to go where they can be looked after without so much delay. And where the number of clerks is too small they are overworked, so that by the time a lull in business comes they are tired out and care little whether they keep their stock in shape or not.

Another thing that tends to demoralize a force of clerks is a cross and surly person at the head of affairs. Some people have in some way come to believe that the only way a man can handle a bunch of working people is by everlastingly finding fault and scolding them whenever they make mistakes. This is a fallacy that has had much to do with spoiling the work of many a clerk who would otherwise have done his or her work well. It is just as easy to spoil a person through stinging criticism as it is to use praise in too large doses, and it is not conducive to business success to keep in the employ of a store a manager who is imbued with the idea that he is the only person about the place who knows anything. Under such management the clerks acquire a fondness for telling their troubles to customers (who, as a rule, are ready to sympathize with the "poor clerk") and make less effort to sell goods. Nobody will deny that a clerk who likes the manager of the store will be more liable to do his best in the way of winning trade than one who is all the time figuring on how long it will be before he has another rumpus with the "main guy." You can't hammer things into people and if there happens to be a clerk in the store who can not get the hang of things without the use of a club it is time he was given a job unpacking boxes or sweeping out.

Advertising is not the whole thing—it is but one of several things that go to make business. Leave out any one of them and the business will collapse, or at least settle into a stationary condition, which is the same thing, practically speaking. If a man advertises his business, and his goods and prices are right, and people like his store, he will have a crowd there most of the time. If it is poorly managed he certainly has given the fact away to more people than he would had he not advertised so liberally. More people talk about the faults of the place, hence it is not long before everybody knows that there is something wrong in his way of doing business. Thus it is seen that if a man expects to make a profit from his advertising investment he must make it a point to have his store in good order when the crowd arrives.

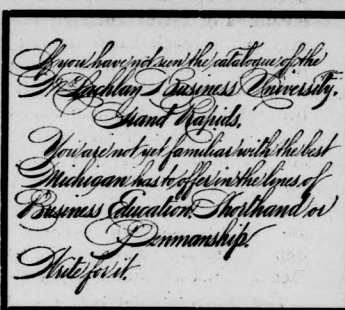
Raymond H. Merrill.

Displaying Hose.

There are many ways of selling. Every merchant has some methods of his own of displaying and keeping the goods that he considers the best. A novel idea in selling hosiery is used by an Ironwood, Mich., firm. Here the stock of hosiery is put on the counters, or enough of it to show the complete line carried by the store. The hosiery is unfolded and placed in bundles of several pairs each. On the top and bottom of each bundle is placed a light board and the bundle is then fastened together with a stout rubber band. The sizes and the prices of the hose in each bundle are marked on the board, which is on the upper end of the stockings, thus permitting of full examination by the customer.

Light That Will Never Go Out.

The New Orleans Picayune has discovered that a Chicago inventor, George Magrady, has discovered a process of manufacturing a thirty-six candle power light that will never go out. While experimenting with photographic chemicals four years ago Magrady's attention was attracted by a glow in a small globe. The glow was caused by a chemical which the inventor keeps secret. Magrady enlarged the glow and perfected the light by placing it in an air-tight glass. He says there is no reason why the light will not remain brilliant forever if it is not broken. A patent hood fits over the globe and covers it completely when the light is not needed.



PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

OYSTER CABINETS

20

Different styles and sizes always carried in stock. Send for our illustrated price list. It will interest you and be a profitable investment.

CHOCOLATE COOLER COMPANY
Grand Rapids, Mich.

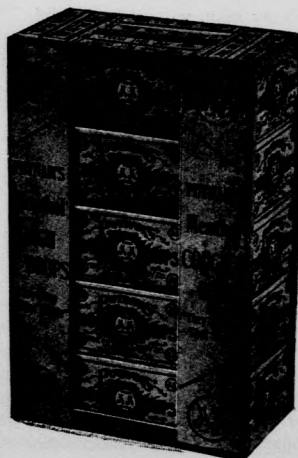
PLASTICON

THE UNRIVALED HARD MORTAR PLASTER
EASY TO SPREAD AND ADAMANTINE IN ITS NATURE

PLASTICON Saves TIME, TROUBLE and MONEY. A wall plastered with PLASTICON, finished in the brown float coat and tinted with ALABASTINE makes a perfect job. Write for booklet and full information.

Michigan Gypsum Co.

Grand Rapids, Mich.



Something That Sells

Packed 40 Five Cent Packages
in Cartons

Price, \$1.00

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.

THE RETAILER'S PROBLEM.

Influences and Competition He Will Have To Meet.

It seems that we have almost reached the turn around which lie new conditions in retailing in this section of the country. For this reason the increasing influence of the credit men toward safer and more businesslike methods ought to be welcomed by the retailer. When I say "retailer" here, I mean the big majority who are working on small capital, the men whose energy, honesty, and persistence are no small part of their rating.

The next ten years will probably witness big advances in methods of communication between the large centers and the rural districts. We are not worrying about the retailer in the big center. He can take care of himself and fight it out with his neighbor. The men in whom you and I are interested are they who are building their fortunes on the prosperity of towns and villages which gather around them the trade of as wide an area as possible, depending upon the enterprise and aggressiveness of the town and its merchants.

Conditions are now arising which threaten, from a trade standpoint, the independence of these towns, which would lessen their importance and which tend to decrease the importance and the prosperity of the local merchant as a factor in trade.

I do not want to be termed a pessimist. While the conditions I refer to are not favorable for many men now in the retail business, I believe that the change will bring better retailers, and I believe that with fair treatment the small retailer as a class will hold his own against the big fellows in the big centers.

But the small retailer must bring his business nearer a strictly business basis than most of them have done to date.

Competition is a far broader problem for the retailer than fifteen or even ten years ago. In addition to the competition of his neighbor merchant, and possibly the merchants in the nearby towns, he must now meet the invasion of the numerous big mail order houses which, with their wonderful systems, are flooding the homes around him with attractive advertising matter and samples of goods.

The mail order house strikes at every business man in the town, from the dealer in threshing outfits to the dealer in pills. The rural free delivery has been a big help to these concerns and an incentive toward the establishment of many. Rural free delivery of course has come to stay. It is in line with progress. The local merchant can not stand in the way of progress, and does not want to.

He must meet these new conditions with new methods. He must become a better merchant. He must learn that he can not expect to compete with any considerable amount of his capital tied up in goods he is not using, and some of which he will not use for months. Such investments add to the cost of doing business, and the retailer of the not-far-

distant future must give that expense account more attention than he has if he is to succeed in the trade battles now ahead of him.

Here in the Northwest the days of easy money in retailing are almost past. Retail merchants who have made big money retailing in the past fifteen or twenty years could not do it by the same methods in the next fifteen.

We like to talk of a long profit. When we see a retailer who makes a big profit we consider him a star merchant, providing, of course, that he is reaping his profit on any considerable volume of business. But the long-profit retailer must go, and in his place we will have the man who fights mail order competition by selling at a fair profit and small expense.

When you stop to consider that this evening's Twin City newspaper will be distributed along the rural mail routes in nearly every section of this State, and parts of other states by to-morrow at 3 p. m., all containing advertisements of the big retail houses in this center, you can readily understand how thoroughly the farmer is being educated on price, and what winds the local retailer must trim his sails to if he is to stay on top.

The private brands of a certain Twin City jobbing house were recently advertised at cut prices by some Twin City retailers. It required but two days to bring protests from the country trade, who had already heard from the farmer.

The circulation of the metropolitan daily newspaper among the farmers will in itself create new problems for the retailer which he can meet only by improved methods, and, as he is your distributor you must take an interest in his progress toward better methods.

The metropolitan daily not only directs the farmer's attention toward the big center, but with its advertised leaders sets the pace for the local dealer. This is entirely a new condition in the retail trade, one that has arisen within the past few years, and this influence is just beginning to be felt.

There has never been a time when the wholesaler and retailer needed to co-operate for mutual benefit more than the present. The rock on which the foundation of the jobbing trade is built is the prosperity of the smaller towns and communities and the success of the local merchant. The mail order house strikes at the wholesaler as well as the small retailer, and remember that the mail order house is here to stay. Conditions favor it.

Retailers' associations may hinder it, but they can not stop its progress. Many jobbers refuse to sell mail order houses because retailers stand ready to protest if they do. Their best reason for refusing to sell such concerns should be that they strike at the very system on which the jobbing trade is built. The progress of the metropolitan daily toward the farms furnishes the mail order house with a powerful ally in its assault on

the prestige of the small dealer and the small town.

Education of the local merchant is the only bulwark against this advance. For ten years organization has been held up as the remedy. Organization of retailers has proven a grand thing for one big reason: The movement has been educational. It has brought better retailers in its train.

It has taught the small merchant that selling a few staples at less than cost was not the only kind of business enterprise. It has helped the wholesaler in several ways. The credit men have been good friends to retailers' organizations because they recognized their educational value.

It is in this need for education that the demand for retailers' journals having opinions arises. When I say trade journals I do not mean almanacs, which are run principally to secure advertisements from the jobber and manufacturer. I mean well edited newspapers which understand the conditions surrounding the small-

er and local retailer, which fight for his interests, and which advise him fairly; papers which seek to become an influence in the trade by extending their subscription list as much as possible on the right lines, and which tell the retailer the truth and meet the issue squarely, although at times saying some things not exactly agreeable to all. The making and usefulness of a paper depend largely upon the character back of the publication. Without character it will have no influence. Without influence it is a poor medium for the advertiser. It is one thing to circulate a trade paper and another thing to educate the merchants to read it. The latter is a work of years. W. E. Davis.

Advertising is the greatest motive power of business to-day. But tomorrow it will be the only power. The manufacturer who does not advertise is, as a class, just as certainly doomed to extinction as the small retailer. The lesson of these things is obvious.

The Slipless Rubber Heel



Of special wearing quality for

Winter and Summer

Simplicity, Safety and Protection.

The brake bearing cork center makes a sure foot and a lighter heel.

Goodyear Rubber Co.

W. W. Wallis, Manager

Milwaukee, Wisconsin

Hirth, Krause & Co., Grand Rapids, Mich., State Agents



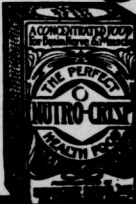
"Reserve Strength"

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

The workingman's muscle is his capital. He will have reserve strength if he eats Nutro-Crisp, the great Muscle Builder.

School children require generous nourishment. Give them Nutro-Crisp. They love it. "Benefit" Coupon in every package.

Proprietors and clerks' premium books mailed on application.
Nutro-Crisp Food Co., Ltd.
St. Joseph, Mich.



PRESERVING EGGS.

Dipping in Alcoholic Solution of Salicylic Acid.

A discovery which has just been made by Professor B. H. Hite, chief chemist of the Agricultural Experiment Station of the West Virginia University, would seem to imply that at last a successful method has been found for preserving eggs.

For the past two years Professor Hite has been carrying on a series of experiments, with a hope of discovering a method for preservation of eggs, so that eggs collected during the early summer, when they are cheap, could be kept until late in the winter, when the price has advanced, often as much as 200 or 300 per cent.

In view of the fact that eggs can be kept so well in certain well-known solutions or mixtures, as, for example, lime water and brine solutions it might lead one to think that the problem of preserving eggs in a more perfect condition ought not to be a very difficult one. The fact remains, however, that methods in general use, such as those mentioned, are far from perfect and always impart to the egg a more or less disagreeable taste and odor, and it is always an easy matter to detect such eggs, even after they have been cooked.

It will be observed that in most of the methods in general use the eggs are stored in some liquid, and no liquid has yet been discovered that will not find its way through the shell, affecting the contents to a greater or less extent. Recently solutions of waterglass have been tried in certain of the Western stations, the reports thus far being rather favorable; but as the test only extended over a comparatively short period, it is hardly safe as yet to say whether the method could be relied on to keep eggs in good condition from early summer to late in the winter.

A great many methods have been tried at the West Virginia station, tests in each case being made with methods already in use. The one which gave by far the best results consists in simply dipping the egg in an alcoholic solution of salicylic acid for a few minutes, and then, while still moist, wrapping them in cotton and storing them away in boxes, barrels or other convenient vessels. The object in dipping them in the solution is to destroy any germs or microbes that may be adhering to the shell, and which, if they should gain access to the egg, would effect its decomposition. The object in wrapping the eggs in cotton is to prevent the access of other germs from the air, the cotton simply acting as a filter.

In this method the eggs are submerged in the liquid for so short a time that no part of the liquid has an opportunity to soak through the shell, and even if it did there is nothing poisonous about it.

After the eggs are wrapped in cotton and stored away, there is every opportunity for access of air, which is generally so desirable for preventing the formation of musts and musty odors.

Again, eggs that are stored in lime

water and waterglass solution will almost invariably crack or burst on boiling. This is usually attributed to the small quantity of air enclosed in the shell, and, as a matter of fact, it is the expansion of the small quantity of air that cracks the shell; but there is also contained a small quantity of air in fresh eggs, and they do not crack on boiling. The explanation is to be found in the fact that the solutions referred to invariably weaken the shell of the egg, so that packed eggs can be detected by the character of the shell.

The fresh eggs that are treated with the alcoholic solution of salicylic acid and wrapped in cotton are not weakened in any way, and behave just like fresh eggs when boiled. Tests of this method have extended over a period of six or eight months, and so far there seems to be every reason to hope for a very practical method.—M. F. Horner in *Grocery World*.

Novel Advertising in a Barber Shop.

Clothiers and furnisiers, like all other merchants, should be constantly upon the lookout for means of legitimately advertising their business so as to obtain the best results. There are various ways of doing this, and from time to time original ideas will strike the wideawake merchant. One of these original ideas was recently put into practical use by a Western merchant, and it is one that can be safely, and no doubt successfully, utilized by many of our readers.

The leading barber in this merchant's town was having the walls of his shop papered while the merchant happened to be in the chair during one of his visits to the tonsorial artist. He asked him what he was going to do with the ceiling. The skillful manipulator of the razor and shears said he did not know; he was debating the matter. A happy thought struck the clothier. He said he would give the barber a specified sum for the square in the ceiling over the chairs, if permitted to have his advertisement painted thereon.

The barber did not quite see the value of the proposition at first, but the more he thought of it the more he realized that in this way he could make his ceiling prove a source of income, as well as an invaluable advertising medium to the merchants of the town. He went among a few, and after a short canvass had the entire ceiling sold. The advertisements of the merchants were then painted upon the ceiling, and were read by every visitor who reclined in the comfortable chairs. It was undoubtedly good advertising, at any rate the barber knew it was a good stroke of business.

She Was Making Progress.

"How is the new girl going to do?" asked Mr. Ferguson.

"She hasn't had much experience," said his wife, "but I think she will be all right when she gets broken in."

There came a loud sound of falling crockery from the kitchen.

"She seems to be making a good start, anyhow," observed Mr. Ferguson, encouragingly.

China Losing Tea Trade.

Holding a copper so near the almond eye that view of the tael beyond is obscured, China has persisted in her oppression of her tea growers until she has driven from her shores the basis of a great national fortune—the world's tea trade.

The same conditions apply in the cases of the mechanics, the agriculturists, the miners and the growers of silk-worms, none of which interests are protected by adequate tariffs or encouraged by bounties.

Bue the great and the overwhelming loss that China has blindly pocketed is that of her tea trade. Exerting absolutely no effort to maintain, much less improve, the quality of the product—on the other hand, repaying all evidence of enterprise and progress on the part of the tea growers by squeezing them proportionately—China has seen her trade in this commodity dwindle away until it presents the appearance of a reminiscent remnant.

India has steered the other course. No pains or expense has been spared to increase the quality and quantity of the tea grown and sold; agents have been scouring the world in search of new markets, the result being that with the exception of Russia, it may be said that in all tea-drinking countries the Indian leaf has crowded the Chinese product off the serving table.

In spite of this, and by reason of her wonderfully elastic system of finance, China has managed to keep her officials fat and the wheels of her government moving.

Little Things Which Help Make Sales.

How to make more money. That's the question. Sell more goods to good customers. That's the only answer if you mean to continue as a clerk.

There are golden opportunities slipping by every week. Some clerks fail to see them even after they are gone.

Every announcement of a wedding ought to quicken the ambition of the clerk. Think of the many things to be sold in connection with this event.

Is it a big affair to which many guests have been invited? Secure the names of as many guests as you can. Watch your chance as they come into the store. Talk wedding gifts. There are a score of things in your line which you can discuss with them.

Do not forget the bride and groom. Remember after all of the friends have given them sets of glassware and enough lamps to light their way through eternity, you still have a chance at the bigger and more substantial items which make up the long list of necessities in the house.

Do not be afraid to go after trade. People like a man who thinks enough of their trade to ask for it.

Then, too, the clerk who is faithful in little things has a bright future.

A farmer comes into the store with a poor lantern. He ought to be in the market for a better one. A little observation has given the clerk an opening. He can show the farmer one

of the better grade lanterns which always light right, never go out, and will wear well.

Many a clerk who hears possible purchases discussed out of business hours fails to make use of the information inside the store.

He may have been told that Farmer Thompson intends buying a quantity of rope for various uses about his farm. Yet when Thompson came into the store to buy a washboard for his wife he may have forgotten it entirely.

Think of the house furnishings which could be sold at a good profit if the business was canvassed in time.

Do you go by any new houses on your way to work or on any of your drives?

Who is to furnish those houses? What is to hinder you from making an attempt to get the business?

You know that a new family recently moved into your neighborhood. Who are they? Are they making any purchases for their new home? Maybe they have furniture, but they probably need some few items? Do you get that or does the other fellow?

It is certain that the clerk can not be outside and inside the store at the same time. But he can keep his eyes open while on the outside.

He need not be burdened with thoughts of his work every minute of his waking hours, but he can coin a little observation into good business and make it a pleasure.—*Commercial Bulletin*.

Short Cuts and Schemes That Save.

Don't take your business anxieties to bed with you. When you lie down to rest let your business rest also.

The great apparent reason for this is the fact that you can not be equipped for the day of business which follows a night of restless worry.

System should so pervade all the affairs of your life that you will be able to dismiss from your mind any business problem in order to secure rest.

Men frequently say that they have lost more than one night's sleep over some business problem. They must all admit that they were less able to combat with the affairs of the following day than they would have been had they received the succor of peaceful sleep.

Carry system into every detail of your life and don't take your business anxieties to bed. L. D. Ransome.

Complete Recovery.

Tony Hamilton says that a countryman was one day looking at the wonders in the freak show connected with Barnum & Bailey's circus. He looked at the fat woman with admiration, and then gazed at the living skeleton. Finally he addressed that compilation of skin and bones and asked:

"Did you ever have the dropsy?"

"Well, hardly," said Bones, "but why do you ask such a foolish question?"

"Well, I just thought if ye ever had been troubled with dropsy ye was the best-cured man I ever saw."

Government Will Sell Imported Grocery Samples.

The disposal of the remnant cases of food samples taken by the Department of Agriculture from imported cargoes suspected of containing adulterated goods has been something of a problem to the Government, but it has been finally decided to sell them. Those which were found to be unadulterated will therefore be disposed of, either at public auction or in any other way that may be found suitable. Samples are taken from cargoes that are under suspicion as soon as the goods are landed on the dock. The goods are held in the warehouse or taken out under heavy bond while the samples are sent to Washington to be analyzed. The Government pays for the samples, and the idea is to sell at as nearly the prevailing market price as possible, so as to cover cost to the importer and the duties. These samples consist of wines, vinegars, olive oil, fruits, prepared meats and a great variety of goods of the highest class. But all are broken cases. For instance, only one bottle of the twelve in a case of wine would be required for analysis, and the other eleven are held. The case can not be returned to the importer. If the Department were not to sell the goods that would thus gradually be accumulated, the aggregate of loss in the year would be large. If the analysis proves that the goods are adulterated or injurious to health, the samples are destroyed. Thus the goods that will be offered by the Government will have all the guarantee of purity. The law is not objected to by the importers who are engaged in selling pure goods. They will get a certification of the character of their wares from time to time that will be a decided advantage to them. The duties on the samples will be credited to the port from which the samples came.

This is an instance where a bad cold caused a startling conversation. A modest young newspaper man was invited to a party at a residence where the home had recently been blessed with an addition to the family. Accompanied by his best girl, he met his hostess at the door, and after customary salutations asked after the baby. The lady was suffering from a severe cold, which made her slightly deaf, and she mistakingly supposed that he was enquiring about her cold. She replied that, although she usually had one every winter, this was the worst she had ever had; it kept her awake at night a good deal at first and confined her to her bed. Then, noticing that the scribe was becoming pale and nervous, she said that she could see by his looks that he was going to have one just like hers, and asked him if he wished to lie down. The paper came out as usual the next week, but the editor has given up enquiring about babies.

Promising more than one can do is like checking on the bank when we have nothing with which to pay. It soon brings us trouble. Do more than you say you will. That gives men confidence in you.

Hardware Price Current

Ammunition Caps			
G. D., full count, per m.	40		
Elks' Waterproof, per m.	50		
Musket, per m.	75		
Kly's Waterproof, per m.	75		
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.	60		
Black edge, Nos. 9 and 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Dra. of Shot	oz. of Shot	Size Shot
120	4	1 1/4	10
129	4	1 1/4	9
128	4	1 1/4	8
126	4	1 1/4	7
125	4 1/2	1 1/4	6
124	4 1/2	1 1/4	5
200	3 1/2	1 1/4	4
208	3	1 1/4	3
236	3 1/4	1 1/4	2
265	3 1/4	1 1/4	1
264	3 1/4	1 1/4	1/2
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		
1/2 kegs, 12 1/2 lbs., per 1/2 keg.	2 30		
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's.	60		
Jennings genuine.	25		
Jennings' imitation.	50		
Axes			
First Quality, S. B. Bronze.	8 50		
First Quality, D. B. Bronze.	9 00		
First Quality, S. B. S. Steel.	7 00		
First Quality, D. B. S. Steel.	10 50		
Barrows			
Railroad.	13 00		
Garden.	29 00		
Bolts			
Stove.	70		
Carriage, new list.	60		
Flow.	50		
Buckets			
Well, plain.	4 00		
Butts, Cast			
Cast Loose Pin, figured.	70		
Wrought Narrow.	60		
Chain			
Com. 7 c. 5-16 in.	5 c.	5 c.	4 1/2 c.
BB. 8 1/2 c.	6 c.	6 c.	5 c.
BBB. 8 1/2 c.	7 c.	7 c.	6 c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer.	65		
Socket Framing.	65		
Socket Corner.	65		
Socket Slick.	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net		
Corrugated, per doz.	75		
Adjustable.	40 1/2		
Expansive Bits			
Clark's small, 518; large, 528.	40		
Ives' 1, 518; 2, 524; 3, 530.	25		
Files—New List			
New American.	70 1/2		
Nicholson's.	70		
Heller's Horse Rasp.	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 26 and 28; 27, 28, 29, 30, 32, 34, 36, 38, 40.	28		
Discount, 70.	17		
Gauges			
Stanley Rule and Level Co.'s.	60 1/2		
Glass			
Single Strength, by box.	80		
Double Strength, by box.	90		
By the Light.	80		
Hammers			
Maydole & Co.'s, new list.	33 1/2		
Yorke & Plumb's.	40 1/2		
Mason's Solid Cast Steel.	30c list		
Hinges			
Gate, Clark's 1, 2, 3.	60 1/2		
Hollow Ware			
Pots.	50 1/2		
Kettles.	50 1/2		
Spiders.	50 1/2		
Horse Nails			
An Sable.	40 1/2		
House Furnishing Goods			
Stamped Tinware, new list.	70		
Japaned Tinware.	20 1/2		
Iron			
Bar Iron.	3 25 c rates		
Light Band.	5 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.	75		
Door, porcelain, jap. trimmings.	85		
Lamp Glass			
Regular 2 Tubular, Dec.	5 00		
Warren, Galvanized Fount.	5 00		

Levels	
Stanley Rule and Level Co.'s.	71
Mattocks	
Adze Eye.	\$17 00 dis
600 pound oaks.	7 1/2
Per pound.	5
Metals—Zinc	
Miscellaneous	
Bird Cages.	40
Pumps, Cistern.	75
Screws, New List.	85
Caster, Bed and Plate.	50 1/2 10 1/2
Dampers, American.	30
Molasses Gates	
Stebbins' Pattern.	60 1/2
Enterprise, self-measuring.	30
Pans	
Fry, Acme.	60 1/2 10 1/2
Common, polished.	70 1/2
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.	10 30
"B" Wood's patent planished, Nos. 28 to 27.	9 80
Broken packages 1/2 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	
Steel nails over base, on both Steel and Wire.	
Steel nails, base.	2 75
Wire nails, base.	2 35
20 to 30 advance.	Base
10 to 15 advance.	5
8 advance.	10
6 advance.	20
4 advance.	20
2 advance.	45
Fine 3 advance.	70
Casing 10 advance.	15
Casing 8 advance.	35
Finish 10 advance.	35
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance.	55
Rivets	
Iron and Tinned.	50
Copper Rivets and Burs.	45
Roofing Plates	
14x20 IC, Charcoal, Dean.	7 50
14x20 IX, Charcoal, Dean.	9 00
20x28 IC, Charcoal, Dean.	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade.	9 00
20x28 IC, Charcoal, Allaway Grade.	15 00
20x28 IX, Charcoal, Allaway Grade.	15 00
Ropes	
Sisal, 1/4 inch and larger.	8 1/2
Manilla.	13
Sand Paper	
List acct. 19, '98.	dis
Sash Weights	
Solid Eyes, per ton.	35 00
Sheet Iron	
Nos. 10 to 14.	com. smooth.
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
Solder	
1/2 0/0.	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.	60—10—5
Tin—Melyn Grade	
10x14 IC, Charcoal.	\$10 50
14x20 IC, Charcoal.	10 50
20x14 IX, Charcoal.	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal.	9 00
14x20 IC, Charcoal.	9 00
10x14 IX, Charcoal.	10 50
14x20 IX, Charcoal.	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers.	18
14x56 IX, for No. 9 Boilers.	per pound.
Traps	
Steel, Game.	75
Onida Community, Newhouse's.	40 1/2
Onida Community, Hawley & Norton's.	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market.	60
Annealed Market.	50
Coppered Market.	50 1/2
Tinned Market.	50 1/2
Coppered Spring Steel.	40
Barbed Fence, Galvanized.	3 00
Barbed Fence, Painted.	2 75
Wire Goods	
Bright.	10—30
Screw Eyes.	10—30
Gate Hooks and Eyes.	10—30
Wrenches	
Baxter's Adjustable, Nickel.	30
Joe's Genuine.	30
Joe's Patent Agricultural, Wrought.	70 1/2

Crockery and Glassware

STONEWARE

Butters

1/2 gal., per doz.	45
1 to 6 gal., per gal.	6
8 gal. each.	52
10 gal. each.	55
12 gal. each.	78
15 gal. meat-tubs, each.	1 20
20 gal. meat-tubs, each.	1 20
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.	45
1 gal. nat or rd. bot., each.	6
Fine Glassed 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. 6 Sun.	35
No. 1 Sun.	35
No. 2 Sun.	45
No. 3 Sun.	55
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 08
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 60
No. 2 Sun, wrapped and labeled.	5 30
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 00
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 (55c 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
1 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. Tiltling cans.	7 00
5 gal. galv. iron Noctefas.	9 00
LANTERNS	
No. 0 Tubular, slide lift.	4 75
No. 1 B Tubular.	7 25
No. 1 B Tubular, dash.	7 25
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, slide lamp.	13 50
No. 3 Street lamp, each.	3 00
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 50
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 1/4-inch wide, per gross or roll.	18
No. 1, 1/2-inch wide, per gross or roll.	24
No. 2, 1/2-inch wide, per gross or roll.	34
No. 3, 1 1/2-inch wide, per gross or roll.	53
COUPON BOOKS	
50 books, any denomination.	1 50
100 books, any denomination.	2 50
500 books, any denomination.	11 50
1,000 books, any denomination.	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.	1 50
100 books.	2 50
500 books.	11 50
1,000 books.	20 00
Credit Checks	
500, any one denomination.	2 00
1,000, any one denomination.	3 00
2,000, any one denomination.	5 00
Steel punch.	7 1/2

New York Market

Special Features of the Grocery and Produce Trade.
Special Correspondence.

New York, Oct. 24—The coffee market is firm and advancing. Not only has it been quite an active week in the sales of the actual stuff, but speculators have again been busy and altogether it seems like "old times." Just what is to be held accountable for all this activity it is hard to say. The crop receipts show some falling off and cables from Europe are firmer, but whether the little advance which has been secured has come to stay remains to be seen. At the close Rio No. 7 is quotable at 5 15-16c. This is a better figure than we have had for a long time. In store and afloat there are 2,483,496 bags, against 2,776,032 bags at the same time last year. Mild coffees are selling fairly well, but there is room for improvement.

Teas are doing pretty well and sellers are feeling more and more encouraged. Some sales of good round lots have been made this week and sellers are not at all inclined to make concessions. Package teas, of course, are most called for at the grocer's.

The daily papers will have informed your readers of the chaotic condition of the sugar market. There seems not a single redeeming feature in the situation. Refineries have shut down and, while the ostensible reason is simply to clean up the mills, there seems to be a good deal of doubt as to when some of them will start. Refiners are trying to meet the competition of beet sugar and seem to be cutting prices not only with beet refiners but with each other here in the cane product. The wholesalers are cutting and selling granulated sugar as a leader and some of them are certainly losing a good deal of money. Descending to the retailer the same thing is seen and lots of them are selling sugar seemingly for fun. The consumer enjoys it, as he can get the article in some stores for about 3c per pound. This, with "Force" selling to-day at 6c in a department store, shows what the legitimate retailer is "up against" here.

The rice market is decidedly firm, but the volume of business has probably not been as large as last week. The supply is not overabundant, although there seems to be enough to go around. Prices are practically without change.

Supplies of spices are somewhat more liberal and quotations are well sustained, as a rule, and holders make no concession. Pepper ranges from 12¼@13c through every fraction as to sort. Zanzibar cloves, 13¼@13½c.

Canned goods are interesting with some things and not so with others. Tomatoes, for instance, have slumped to 65c and, while the trade seems confident that values will advance, there seems to be no scramble to purchase even at 65c. Some Canadian corn has been bought for this market which will yield the buyer a handsome profit. Maine corn would bring \$1.50, probably, but it is practically

out of the market. The general run is from \$1.05@1.15. Salmon is doing pretty well and prices are without noticeable change.

The better grades of butter are firmer, and, in fact, the whole market may be said to show some improvement, albeit very little advance has been made in quotations, if any at all. Stock that will meet all requirements will fetch 22c; seconds to firsts, 17½@21¼c; imitation creamery, 15@18c; factory, 14½@16c; renovated, 15@17c; packing grades, 14@15c.

The cheese market continues very quiet. Supplies are not apparently very abundant, but there is enough and quotations for full cream can not be made over 11¼c for small sizes and ¼c less for large.

The egg market favors the seller and best Western are worth 25c; seconds to firsts, 23@24c; refrigerator stock, 19@21c.

Paraffining Cheese.

We have paraffined cheese for several years, and find that it will prevent molding to a certain extent. The best results are obtained by dipping the cheese in paraffine as soon as they are thoroughly dry after taking them from the press. If they are allowed to stand several days after pressing mould spores become numerous on the surface of the cheese, and as they are not destroyed by dipping the cheese in paraffine they will begin to grow under the paraffine after a while. It is, therefore, best to dip the cheese as early as possible after pressing.

The paraffine used is a grade which melts at a temperature of about 130 degrees F. This may be melted by heating it in a steam-jacketed vat. The cheese are then dipped into it while hot; the paraffine hardens as soon as the cheese is taken out and form a thin coating over the entire surface of the cheese.

It is not necessary to break the paraffine in different places over the surface in order to allow the air to come in contact with the cheese. This will simply provide spots on which mold will grow and injure the appearances of the cheese so much that the benefits of paraffining are not obtained.

It has been found in practice that this paraffining does not interfere much with the ripening of the cheese, and when they are not kept too long before being placed on the market the cheese are in a nice, bright and clean condition for selling.—Prof. Farrington in Country Gentleman.

The Cook Came Back.

The father had ordered the fatted calf to be killed.

"His prodigal son has returned!" exclaimed the neighbors.

"No!" he shouted, "it's better still! The cook has come back and says she will give us another week's trial!"

With a beaming face, he received their joyful congratulations.

Work out your own salvation—listen to the advice of others, determine for yourself and above all do things, even although you are liable to make mistakes.

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.

"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.

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.

The Best Clerk Displays the Goods.

Show the goods.
In not doing that the average clerk falls down badly.

It is easier to lean on a pile of clothing and talk with the customer about nothing in particular than to be working on him for a sale.

It is always easier to be an order taker than a salesman.

Mrs. Johnson comes into the store for a bill of groceries. She has three children and all of them wear shoes.

How much trouble is it to tell her about the new things in children's shoes which the store has in stock?

If Willie Johnson is "hard on shoes," will not that special iron-clad school shoe at two dollars be about the right thing?

Do you go far enough to show Mrs. Johnson this shoe?

Hardly ever.

A golden opportunity gone.

You are leaning against a pile of overalls of extra quality and talking to Mr. Jackson, one of the village carpenters, who looks as if he will soon need another pair.

Have you observed that much?

You are in the "A" class if you have.

Show the line of overalls to Jackson, and if you do not make a sale you will get him later.

When you went out of the front door toward the postoffice you met the doctor's son, a boy of twelve years, who has not been equipped with winter cap and other garments. The father is holding off as long as the nice October days last.

Perhaps an hour later the doctor was in the store, leaving an order. Did you show him your line of boys' caps, or a boy's every day suit, or that famous school shoe? Maybe you did, but the chances are you took what he had to order down in your book and let it go at that.

Mrs. Williams brought back the underwear she bought for the little boy. You could not suit her and her money was returned.

Did you try to interest her in a sweater for the boy, hosiery, or any one of the various items which make up a boy's winter equipment?

You are a better clerk than the average if you did.

The clerk is not a machine. He is a man. The more he thinks, the more he excels the clerk who acts like a machine.—Commercial Bulletin.

Light the Store.

No matter who he may be or where he is doing business the ambitious merchant wants a well lighted store. It means more business.

It attracts people because it is a cheerful spot. It sells more goods because it helps to distinguish color in the evening and gives the goods a brighter appearance in general.

There are various kinds of lighting systems and all have adherents. What the retailer must remember is that systems for lighting stores have been greatly improved within the past five years.

So the merchant who invested in a certain kind of system five years ago or even later may find that the im-

provements make it a many fold better system to-day.

Every concern profits by its mistakes. Five years ago many merchants began buying lighting systems which were deficient in some one feature. Some of these were thrown out. The fault may have been the merchant's in some cases. In others it was actually a weak point in the system.

But the same system or the same idea to-day may have been put in five times better shape.

So it is well not to be prejudiced too much by what happened a few years ago, or what some merchants' experiences may seem to dictate.

Investigate.

The selling of lighting systems is in the hands of responsible people who are in the business to stay. If you take the testimony of others make sure their experience does not go too far back.

There are lighting systems being sold which are giving the very best of satisfaction.—Commercial Bulletin.

Shipment of Michigan Peaches to Liverpool.

South Haven, Oct. 26—Another possible field for the marketing of the Michigan peaches has just opened. J. N. Stearns, a prominent fruit grower of this place, shipped a four-basket crate of peaches to Liverpool, England, and on the arrival of the fruit twelve days later when the crates were opened the fruit was found in as good condition as the day it left the orchard at South Haven, and was kept in perfect condition for nearly a week after arrival. The peaches, as fast as packed, were taken to the packing-house and sorted, nothing but strictly first-class and sound fruit being selected. Afterward each peach was wrapped in tissue paper and then in newspaper before placing in the crates for shipment.

Mr. Stearns says: "It is not at all improbable that commercial shipments of larger nature will be attempted next year. I think I shall try it myself and I know other growers are anxiously watching the outcome of this shipment. I have heard of one or two shipments of peaches across the water in past years, but have never had any means of knowing how the fruit arrived at its destination.

"I do not think the expense of such shipments will prevent Michigan fruit becoming a commercial feature in trans-Atlantic commerce. I am informed that such peaches as I shipped this year would sell for \$1 each in England. They can not grow such fruit there, and it can not be grown except in hothouses or protected gardens."

The prolonged strikes in the building trades early in the year are unquestionably the cause of the present dulness in the iron and steel business, which has resulted in the closing of many blast furnaces. Many building enterprises were abandoned altogether and new ones will not be inaugurated until conditions readjust themselves.

NO MARKET EXCELS BUFFALO

At Thanksgiving on Fancy TURKEYS, CHIX and DUX.

Looks like 18 and 20 cents for fancy scalded dressed Turkeys for Thanksgiving. Dux and Chix will do well in consequence of high Turkeys. Unsurpassed service.

15th year.
Ref.—Third Nat Bank and Berlin Heights Bank, Berlin Hts., O

Batterson & Co.

Responsible, Reliable and Prompt Poultry House, BUFFALO

BEANS

We want beans and will buy all grades. If any to offer mail good sized sample.

BROWN SEED CO.

GRAND RAPIDS, MICH.

John G. Doan Company

Manufacturers' Agent For All Kinds of

Fruit Packages

And Wholesale Dealer in Fruit and Produce

Main Office 127 Louis Street

Warehouse, Corner E. Fulton and Ferry Sts., GRAND RAPIDS.

Citizens Phone, 1881

PAPER BOXES

We manufacture a complete line of
MADE UP and FOLDING BOXES for

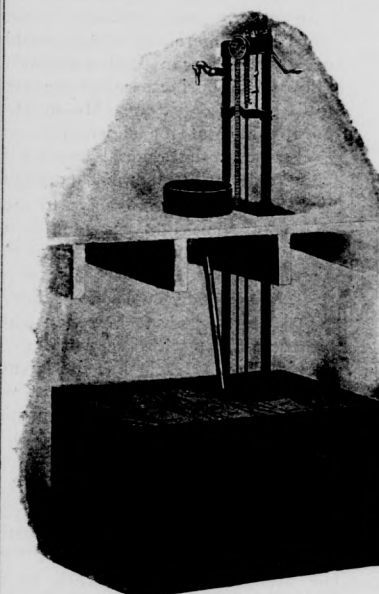
Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples.

Prices reasonable. Prompt service.

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

LITTLE LEAKS SINK THE SHIP



BASEMENT OUTFIT.

There are leaks in your business other than those from leaky barrels. For instance, there's the "leak" and not necessarily a little leak either, from

PILFERING

There is a class of people who can't, or at least DON'T, distinguish between what's THEIRS and what's YOURS. They "help themselves" during your absence from the salesroom, while you are gone to the basement for oil, perhaps. These continual pilferings must foot up a snug sum in the course of a year. Whatever it amounts to, it's YOUR loss. And how easy to fool the pilferer. Stay where you can watch him.

BOWSER 3 MEASURE SELF-MEASURING OIL TANK

Pumps Gallons, Half Gallons and Quarts.

Tank in cellar. Safe, clean, handy. Pump on store floor; it fools the Pilferer. It is better than a bulldog. Ask for catalogue "M"—it's free.

S. F. BOWSER & CO.

FORT WAYNE, INDIANA

Commercial Travelers

Michigan Knights of the Grip
President, B. D. PALMER, St. Johns; Secretary, 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.

THE SLAVE OF DETAIL.

Neglect Not Little Things, But Do Big Things.

Written for the Tradesman.

It is a pretty lesson that, about saving 25 cents a day by quitting the cigar habit and thereby acquiring a bank account that will serve as a competence in old age. It is a good story and is told over and over to the young. I am glad it is. I am glad it is if it thereby induces some young man to stop smoking, for I look upon the tobacco habit in any form as a waste of money and health for which there is no excuse. I say that it is a good story; but I am compelled to admit that it fails to work out into a resultant bank account.

I am reminded of the old man and the young man who walked down Main street together. The young man was puffing a cigar. The old man began to talk to him about the tobacco habit:

"My boy," he asked, "how many of those things do you smoke every day?"

"Four or five."

"And they cost?"

"Ten cents apiece."

"Fifty cents a day?"

"About that."

"My boy, quit that habit and with the money that you save you can own the finest business block on this street twenty years from now."

The young man was silent for a few moments. The lesson had evidently gone home. Then he enquired of his elder:

"Do you smoke?"

"In all the sixty years of my life I have never wasted a penny on the filthy stuff."

"Which of these blocks do you own?"

Now, I do not approve of the cigar habit nor would I cast discredit on the moral the old man fain would teach. I tell the story of the old man and the young man and the cigar habit and the business block to demonstrate that success can not always be won by negative virtue. In fact, the negative man seldom succeeds. The man who does not do things fails in the race with the man who does. The man who does not do things that are wrong is entitled to credit; but greater credit is due to him who does things that are right. It requires more will and courage to be temperate than to be an abstainer.

While I deplore the smoking habit or anything that serves to weaken the will, the health, the intellect and the morals, I place above these things in importance the positive elements of character such as aggressiveness, progressiveness and attention; and, while the importance of detail is not to be underestimated, of more importance are the ambition and power

to make minor detail subservient to organized system and forward movement in living.

The application I would make is to commercial life. In the store it is not the business of the merchant to attend to detail himself. So far as detail is concerned, the duty of the merchant working for success is not personal attention to detail, but to see to it that the working out of detail is placed in hands that are capable. The builder does not lay every brick of the great structure himself. His duty lies in engaging the services of men who can lay these brick without close personal supervision. The general does not fight the battle single-handed, neither does he throw his escort into the thick of every fight. The honor of the victory lies very largely in him, however, because he must have the grasp of situation that will find every battalion in the right place at the right time and in command of men that can fight or direct as well as could the general himself.

The old claim that it is the rank and file who do the fighting is no discredit to the general. The responsibility is divided. If the battle is lost and it is discovered the strategical policy of the defeated was the cause of defeat, the responsibility lies with the commanding officer. And it has happened that many a general has thus been justly condemned.

The conditions of the storekeeper and the general are somewhat analogous. Each must make the most of the resources at hand. It is the merchant's business to gather about him men whom he can trust with the detail of his business while he conducts the strategical battle with competition.

In other, and perhaps plainer, words, the merchant should employ men whom he can trust with the detail of his business while he seeks to improve a system. He must be on the lookout for short-cuts to success, just as the general watches for vulnerable points in the enemy's line and endeavors to find ways to move troops at the right moment in the best, safest and quickest way. Andrew Carnegie attributes his success not to his individual effort, but to his ability to draw to him men whom he could trust with the working out of his ideas. Herein lies the keynote of the success of the merchant who is in business on any scale of proportions.

A merchant, with whom I am acquainted I have in mind at this time. This man is his own buyer, seller, advertiser and all. He has a competent force of clerks and managers. But he himself does their work to the point of his own physical exhaustion. He has no advertisement writer because the time that should have been spent in the selection or development of such a man he has spent in doing the work himself. He has no system of invoicing because he sits up nights and does the invoicing and marking himself. Instead of bothering himself only with collections that his collector can not master, he turns over

to his collector only those collections to which he can not give a personal effort. In other words, he is working backwards. Instead of utilizing to the fullest extent the men to whom he is paying salaries, he is allowing these employees to utilize him in giving him the least possible service for the salary paid.

He is the slave of detail. His work of organization, his store system, is suffering from this misconception of his duties to himself. He should make it his business to see that his employees do the work by the best possible way. Instead he is doing the work himself and robbing himself of the opportunity to organize the work of which he should be the general instead of the private, the commanding officer instead of the subaltern. Charles Frederick.

"A plant that is its own gardener is, you would think, an impossibility," said a peanut dealer. "In the peanut, though, we have just such a plant—a plant, as it were, with a spade. The peanut grows in the air and sun, but when the flowers fall off and the pods appear it is necessary for these pods to mature under ground, and therefore the plant buries them. It buries them with a movement of the stalk, a downward bend that pushes the pod beneath the soil. This is a strange thing to see; it makes a peanut patch well worth a visit. Go to one of these patches at the season when the flowers are falling, and if you are patient you may have the luck to catch a plant in the very act of burying its pods."

He who wants a dollar's worth
For every hundred cents
Goes straightway to the Livingston
And nevermore repents.
A cordial welcome meets him there
With best of service, room and fare.

Cor. Division and Fulton Sts.,
Grand Rapids, Mich.

QUICK MEAL

Gas, Gasoline, Wickless Stoves
And Steel Ranges

Have a world renowned reputation.
Write for catalogue and discount.

D. E. VANDERVEEN, Jobber

Phone 1350

Grand Rapids, Mich.

ELLIOT O. GROSVENOR

Late State Food Commissioner
Advisory Counsel to manufacturers and
jobbers whose interests are affected by
the Food Laws of any state. Correspondence invited.

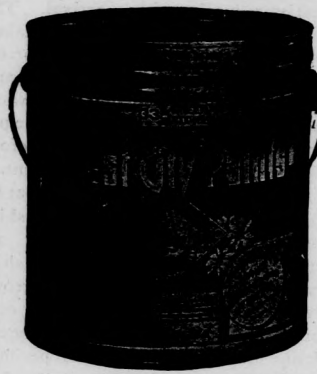
1231 Majestic Building, Detroit, Mich.

When in Detroit, and need a MESSENGER boy
send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House



WE WANT YOU

to have the agency for the best line of
mixed paints made.

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

GOLD IS WHERE YOU FIND IT

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

1318 MAJESTIC BUILDING
DETROIT, MICH.

Gripsack Brigade.

East Jordan Enterprise: J. J. Vo-truba is meeting with good success on the road as a harness salesman. His health is much better than when he was in the store.

Muskegon Chronicle: Vernon H. Wylie will leave Monday for Detroit to take up his new work as traveling salesman for the Forrester & Cheney Co., manufacturers of gloves, mittens, etc.

Muskegon Chronicle: J. A. Hanna (Alaska Refrigerator Co.) will start soon on his winter's trip in the interest of the factory, going South to Atlanta, Ga., and stopping at Pittsburgh, Cleveland, and intermediate points. On November 1 Secretary J. H. Ford will leave for the Pacific coast.

P. M. Van Drezer (Judson Grocer Company) was married a second time last Saturday, the occasion being the twenty-fifth anniversary of his marriage. Over 100 guests assisted in celebrating the event, including Mr. and Mrs. Edward Frick, Mr. and Mrs. H. T. Stanton, Mr. and Mrs. William Judson and Mr. and Mrs. O. A. Ball.

The first of the series of parties given by the United Commercial Travelers was held Saturday night at the club rooms. There was a good attendance and everyone had a splendid time. Mrs. N. A. Goodwin won ladies' first prize. The second was won by Mrs. W. Tenboek. Geo. R. Babcock got his grip on the gentlemen's first prize, while Chairman Simmons, of the Entertainment Committee, had to give the second prize to Brother Frank Lee. Unfortunately, Brother Lee punctured one of his famous tires and lost first place by a half wheel. The next party will be a dancing party, to be held Nov. 14 at the St. Cecilia building.

George Baxter, representing M. M. Stanton & Co., of Detroit, met with a mishap last Tuesday which was somewhat discouraging. In traveling from Onaway to Cheboygan, he crossed Black Lake on a scow, which was so overloaded that it sunk in six feet of water as it neared the shore. George managed to get all of his four trunks to Cheboygan, although they were about as heavy as lead, and for the next three days he worked overtime in trying to dry out his samples. He had clothes-lines up and down the corridors of the hotel and in all the vacant rooms, and succeeded in getting the goods dry, but as fast colors were not used in all of the garments and furnishings, he found that nearly every article in his trunks were stained with colors that had run out of other articles. The strange part of the narrative is that George got through these three days without once saying blank it, great as the provocation must have been.

The average merchant reveals his character in his treatment of drummers. Some men look upon anyone who approaches them with anything of any kind to sell as a highway robber, whom they are at liberty to treat with the utmost incivility, and, at least, metaphorically, to kick out

of their stores. Such persons, of course, were unfortunate enough to be born without the fundamental instincts of gentlemen and even without the rudiments of common sense. They fail to see that all persons engaged in legitimate business are actuated by the same laudable motive—the making of money. Under the present conditions of business, the drummer is as much a necessity as is the clerk, and until he has done something personally that is contemptible, he is as worthy of respect and considerate treatment as is Mr. Vanderbilt or Mr. Morgan. If some merchants find that they are apt to lose too much time in talking to drummers they should not forget that the fault is their own. The busy, business-like merchant can transact a great deal of business or no business at all with a commercial traveler in a very few minutes, and in either case be as good a business man and as much of a gentleman as in the other.

The Boys Behind the Counter.

Hudson — Edward Smith, of Adrian, is filling the position of clerk in W. E. Keister's grocery.

Hesperia — Harry McCurdy, son of the McBain druggist, succeeds Frank Utley as head clerk in the drug store of C. P. Utley. Mr. Utley has taken a position with a lumber company in Mexico.

The Northern bred man puts salt on his watermelon, thereby exciting the risibles of the Southerner. He puts sugar on his canteloupe, causing more laughter. He eats butter on his radishes, which is enough to make a calf weep. He eats "grits" with sugar and cream, which would knock a countryman silly. The watermelon is the most beautiful fruit in nature's garden. It should not be touched with a knife or fork. Lettuce is not nearly so sensitive to the metallic contact. Hold it three feet from a sheet spread on the floor and let it drop. If in perfect condition for eating it will break into edible portions. Bite off the mouthfuls, or place them in the buccal cavity with the fingers. Save the rind. It makes the finest preserves and pickle of all earthly products. The seeds boiled make a diuretic that is unapproachable. As a diet drink the liquid is far superior to a gelatinized flaxseed tea.

The smelting of steel by electricity is still an attractive problem. The two furnaces built in Sweden in 1900 reached a technical solution by producing steel of fine quality, but the furnaces were ruined by fire before commercial success had been attained. Another furnace planned by the same makers is to hold 3,979 pounds, with a yearly capacity of 1,500 tons, and is to receive the current of a 300-horsepower dynamo. Although microscopically identical with crucible steel, the electric product is claimed to excel in strength, density, uniformity, toughness and ease of working when cold.

Kingsley—Barnum & Linton have purchased the hardware stock of Case & Overholt.

The Grand Trunk Pays a Claim.

After pending in court for something like two years, the Grand Trunk Railroad has been compelled to pay the claim of C. A. Johnson & Co. in full.

The suit grew out of the loss of two cars of peaches three years ago. The firm put in a claim for the loss of the peaches, which the railroad company refused to pay, contending that they were only liable for damages while the fruit was in their hands and not after it had passed from them to connecting lines.

After trying to get a settlement with the railroad company for over a year, the Johnsons sued the railroad in the Circuit Court, the judge taking the case from the jury and ordering a verdict for the railroad. The plaintiffs took the case to the Supreme Court and after a long wait the judgment of the lower court was reversed and judgment for the amount of the claim was rendered in favor of C. A. Johnson & Co. The case has been reported in the papers several times and now the final settlement was made Wednesday, the railroad paying the full amount of the claim, \$639.

The result of this case will be of general interest to shippers of fruit and produce as it has established the fact that railroads are responsible for and must take proper care of fruit and produce while in their hands and see to it that connecting lines do the same while the fruit is in transit.

The long trial has been an expensive one for the firm, but they have secured their rights and in their case, where they are shipping thousands of dollars' worth of produce every year, it is worth all it has cost.—Sparta Sentinel.

Will Be More Careful Hereafter.

A Decatur correspondent writes as follows:

"One morning recently Miss Hattie Smith went into Evans' grocery to do a little trading. Uncle Joe Fletcher waited upon her and, when she was leaving, he said, 'Don't you want something else, Hattie? There's a pumpkin I'll give you if you will carry it home.' He pointed out a 28 pounder, the largest pumpkin in the store. To Joe's astonishment Miss Hattie said, 'Thank you,' put her arms around the pumpkin and walked off with it. It was about five minutes before Joe could move and then he concluded the joke and the pumpkin had gone far enough. Hastily mounting his wheel he overtook Miss Smith down near the flour mill and offered to relieve her of her burden. She politely declined, however, and he rode back in sober thoughtfulness."

Reference has been made to the orders issued on many railroads to the effect that the employees are expected to be temperate in the use of tobacco and particularly so in the use of intoxicating liquors. A variety of reasons suggest themselves by way of justifying this order. The man who has charge of so many lives as railroad men have ought to have their brains clear at all times and under all

circumstances. Where a slight mistake may cause a dozen or more deaths too much care can not be insisted on by those in authority. Another reason for this order is that some physicians and specialists declare that the use of intoxicating liquors and too generous use of tobacco affect the eyesight and may result in color blindness. Every one is familiar with the rules of railroad companies which provide for tests and many a good engineer has been unable to hold his job because he could not correctly distinguish between several colors or because his sight was defective in range or clearness. The rules imposed by the railroad companies in this particular are fully warranted and are a commendable precaution.

Francis H. Leggett, an eminent and successful New York merchant, employs about six hundred clerks, and among them there is not, to his knowledge, a single college graduate; and yet Mr. Leggett, during all the more than thirty years of his business life, has had an impression that college men ought to be particularly valuable to him and it has been his aim to give them a preference. He has not, however, succeeded in any one instance in making a conspicuous success of his effort in this direction. He says the boy from the New York public school comes with a knowledge needed to make a good clerk and is able to do valuable work the very day of his engagement, while the university man appears to need a teacher from the start and not to have the willingness, the perseverance nor the quick intelligence of the younger boy from the public school.

Seasickness may have changed the course of empire for aught anyone knows. It is true enough that seasickness has changed the course of many lives. A recent writer has a good story of an American who went to London on his wedding trip, thirty years ago. At the last moment the bride refused to sail for fear of seasickness, so the groom went alone (in order not to lose all the passage money), and was so ill that he refused ever to cross the ocean again. So he has dwelt in blessed Bloomsbury all these years, nursing his Americanism, and his wife has managed the old farm at home.

Flint—The Imperial Wheel Co. has increased its capital stock from \$300,000 to \$500,000.

Good advertising is the pathfinder for all who seek success in business.

Michigan Lands For Sale

500,000 Acres in one of the greatest states in the Union in quantities to suit

Lands are located in nearly every county in the northern portion of the Lower peninsula. For further information address

EDWIN A. WILDEY
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Drugs--Chemicals

Michigan State Board of Pharmacy.

Term expires
Wirt P. Doty, Detroit, Dec. 31, 1903
C. E. Stoddard, Monroe, Dec. 31, 1903
John D. Muir, Grand Rapids, Dec. 31, 1905
Arthur H. Webber, Cadillac, Dec. 31, 1906
Henry Heim, Saginaw, Dec. 31, 1907
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Cleansing the Hands of Stains.

When the hands have been stained by strong alkaline solutions, they should be washed in some dilute acid, nitric, oxalic, or acetic (1 to 100 of water). If soap without water is then immediately applied, fatty acids are deposited in the skin, which thus becomes less liable to crack. The effects of the lime solutions and also of strong ammonia may be prevented in the same way. After using mineral acids the hands should be washed with water and rubbed while wet with a piece of soap. If the acid is strong or has affected a large surface, the hands should be bathed, after washing, in a weak solution of soda (1 to 100). Strong sulphuric acid is first to be washed off as far as possible with plenty of water, after which soap should be employed as previously directed. If water is used abundantly there is no danger of too much heat being evolved.

When the acid has caused severe burns, the affected parts may be covered with a paste composed of magnesia, carbonate of magnesium, or bicarbonate of sodium with a little water. Nitric acid is removed by the same process. Burns by this acid, especially when treated with alkaline agents, are apt to leave behind a yellowness of the affected integument. Nitric acid destroys the epidermis so quickly that it can scarcely ever be restored to a normal condition, and this is true also of the fumes of nitric acid, nitromuriatic acid, bromine and chlorine. Iodine stains should be treated with a solution of sodium thiosulphate (1 to 10 of water). When the hands have been exposed for a long time to the action of carbolic acid, wash them first with alcohol, which may be used several times over for this purpose, and then with soap, after which, without being first dried, they may be rubbed with wool fat. After working with sublimate solutions it is best to bathe the hands for some time in a solution of common salt (1 to 50 of water), followed by soap and wool fat.

Sure Cure for Dandruff.

Dr. Isadore Dyer lays great stress upon the contagiousness of this disease, and asserts that the hair-brush in the majority of cases is responsible for its spread. He tells his patients: "Throw your hair-brush into the fire; don't use another until I tell you." His experience has been that

by the disuse of an infected brush and with systematic washing of the scalp, men every other day, and women twice a week, with an after-application of resorcin in bay rum, from 3 to 5 per cent., the absolute removal of dandruff results in most cases in three weeks, and in others in five or six weeks. He has never seen a case of dandruff which did not get well under his treatment; but the brush must be used neither at home nor in the barber shop.

In gray-haired individuals and in fair-haired women, resorcin sometimes causes a yellowish or reddish cast; it is recommended that salicylic acid be added to the solution of resorcin, as in the presence of acids the resorcin does not cause this change. Where there is any reason to forbid the use of resorcin, chloral hydrate in 2 to 5 per cent. strength may be used, or the naphthol preparations in the strength of a scruple to the ounce. He has never used sulphur, nor sulphur compounds, because he has never needed to change from the pleasanter resolutions.

The Drug Market.

Opium—Is steady.
Morphine—Is unchanged.
Quinine—Is very firm and an advance is expected in the near future.
Alcohol—Has advanced several times within the last few weeks, and is very firm.
Balm Gilead Buds—Stocks are light and prices have advanced.
Burgundy Pitch—Has advanced on account of higher prices abroad.
Calomel, Corrosive Sublimate, Red Precipitate and White Precipitate—Have declined 3c per lb.
Russian Cantharides—Are higher in the primary markets and will advance here shortly.
Cocaine—Is dull and a decline is looked for.
Menthol—Is very firm and has advanced.
Elm Bark—The stocks are growing less daily. Very much higher prices will rule.
Oil Peppermint—Is weak.
Oil Spearmint—Is very firm and has been advanced.
Oil Sassafras—Stocks are small and prices have advanced.
Oil Cajeput—Continues to advance.
Oil Wintergreen—Is scarce and higher.
Oil Cloves—Is tending higher on account of higher prices for spice.
Oil Lavender—Crop is very light and prices have advanced.
Oil Wormwood—Is dull and lower.
Gum Assafoetida—Is in very small supply of good quality, and prices continue to advance.
Roots—Nearly all gathered in the United States are in very small supply, and are advancing daily. Advance has taken place in Mandrake root, Blood root, Spikenard root and Goldenseal root.
Celery Seed—Has advanced on account of scarcity.
Colchicum and Lobelia Seed—Have advanced for the same reason.
Gum Shellac—Has again advanced and is tending higher.
Cloves—Continue to advance both here and in the primary markets.

Solidified Formaldehyde.

A solid solution of formaldehyde is produced by acting upon formaldehyde solution with a small proportion of a soda soap, sodium stearate, for example, having an extremely good hardening effect. The process, due to a German inventor, may be carried out by dissolving common or dried neutral or acid soap of the suitable fatty or rosin acid in an aqueous solution of formaldehyde; by heating a rosin or fatty acid, especially stearic acid, with carbonate of soda or soda lye, and dissolving the soap thus produced in formaldehyde solution; by passing formaldehyde gas into a solution of soda soap; or by combining equivalent quantities of sodium carbonate and hydrate and a fatty or rosin acid in formaldehyde solution. Part of the soda soap or sodium carbonate or hydrate used in the foregoing process may be replaced by the corresponding potassium compounds.

A Very Sweet Sugar.

A plant has recently been found in South America which contains a considerable quantity of saccharine matter, which is not fermentable, and possesses an unusually strong saccharine taste. It is herbaceous, from 8 to 12 inches high, and its scientific name is Eupatorium rebandium. According to experiments made by the discoverer, the director of the Agricultural Institute at Asuncion, this interesting plant is said to yield a sugar which is from 20 to 30 times as sweet as ordinary cane or beet sugar.

Removing Plaster Paris Bandages.

Plaster Paris bandages may be easily removed by the following simple method: Soak some cotton-wool in peroxide of hydrogen, then with this moisten the splint down its entire length and for a width of about half an inch. When it is thoroughly soaked the plaster will be found in the same condition as when first put on, and the bandages have only to be cut with a pair of scissors, without any injury to the patient or any trouble whatever.—Medical Times.

Illinois Cocaine Venders.

The Illinois State Board is preparing a circular regarding the cocaine law which is to be mailed to all registered and assistant pharmacists. The object is to make it impossible for anyone to plead ignorance of the law. When this has been done the law will be enforced fearlessly. The jobbers are aiding the board in this crusade, but it is asserted that some well-known manufacturers are aiding the sale of the stuff. What will be done in this regard has not yet been decided, but it may receive legislative attention in the future.

Be Careful With Carbolic Acid.

August Hitzel, a druggist in the Bronx, has been sued for \$10,000 damages for a mistake in selling carbolic acid in the place of chloroform liniment. He was recently called on by a man who accused his clerk of making this mistake, and later produced a young man as the one who had bought the stuff. Neither Mr.

Hitzel nor his clerk remember seeing these men before, and they believe it a case of blackmail. Some druggists protect themselves from these accidents by insurance.

Doctors Have Troubles.

In Beloochistan, when a physician gives a dose, he is expected to partake of a similar one himself as a guarantee of his good faith. Should the patient die under his hands, the relatives, although they rarely exercise it, have the right of putting him to death, unless a special agreement has been made freeing him from all responsibility as to consequences; while, if they should decide upon immolating him, he is fully expected to yield to his fate like a man.

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**Dorothy
Vernon**

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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 "
¼ 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 "

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Manufacturing Perfumers
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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
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WHOLESALE DRUG PRICE CURRENT

Advanc d—
Declined—

Acidum		Exechthitis		Tinctures	
Aceticum	6@ 8	Erigeron	1.50@1.60	Aconitum Nap's R	60
Benzoicum, Ger.	70@ 75	Gaultheria	2.40@2.50	Aconitum Nap's F	50
Boracic	@ 17	Geranium	oz. 75	Aloes & Myrrh	50
Carbolicum	22@ 27	Gossypii, Sem gal	50@ 60	Arnica	50
Citricum	38@ 40	Hedera	1.80@1.85	Assafoetida	50
Hydrochlor	3@ 5	Junipera	1.50@2.00	Aurant Cortex	50
Nitrosum	8@ 10	Lavendula	90@2.75	Benzoin	50
Oxalicum	12@ 14	Limonis	1.15@1.25	Benzoilum	50
Phosphoricum, dil.	@ 15	Mentha Piper.	3.50@3.60	Benzoilum Co	50
Salicylicum	42@ 45	Mentha Verid.	5.00@5.50	Benzoin Co	50
Sulphuricum	13@ 15	Morhuac, gal.	5.00@5.25	Benzoin Co	50
Tannicum	1.10@1.20	Myrica	4.00@4.50	Cantharides	75
Tartaricum	38@ 40	Olive	75@3.00	Capicum	50
Ammonia		Picls Liquida	10@ 12	Cardamon	75
Aqua, 18 deg.	4@ 6	Picls Liquida gal.	@ 35	Cardamon Co	75
Aqua, 20 deg.	@ 8	Ricina	90@ 94	Castor	1.00
Carbonas	13@ 15	Rosae, oz	6.50@7.00	Catechu	50
Chloridum	12@ 14	Succini	40@ 45	Cinchona	50
Aniline		Sabina	90@1.00	Cinchona Co	50
Black	2.00@2.25	Santal	2.75@7.00	Columba	50
Brown	80@1.00	Sassafras	60@ 65	Cubebae	50
Red	45@ 50	Sinapis, ess. oz.	@ 65	Cassia Acutifol	50
Yellow	2.50@3.00	Thyme	1.50@1.60	Cassia Acutifol Co	50
Baccae		Thyme, opt	@ 1.60	Digitalis	50
Cubebae	po. 25	Theobromas	15@ 20	Ergot	50
Juniperus	5@ 6	Potassium		Ferri Chloridum	35
Xanthoxylum	30@ 35	Bi-Carb	15@ 18	Gentian	50
Balsamum		Bichromate	13@ 15	Gentian Co	50
Copaiba	50@ 55	Bromide	40@ 45	Guaiaca ammon	50
Peru	@ 150	Carb	12@ 15	Hyoscymus	50
Terabin, Canada	60@ 65	Chlorate po 17@19	16@ 18	Iodine	75
Tolutan	45@ 50	Cyanide	34@ 38	Iodine, colorless	75
Cortex		Iodide	2.30@2.40	Kino	50
Abies, Canadian	18	Potassa, Eitart pr	28@ 30	Lobelia	50
Cassia	12	Potass Nitras opt	7@ 10	Myrrh	50
Cinchona Flava	12	Potass Nitras	6@ 8	Nux Vomica	50
Euonymus atro.	20	Prussiate	23@ 26	Opil, comphorated	50
Myrica Cerifera	30	Sulphate po	15@ 18	Opil, deodorized	1.50
Prunus Virgini	12	Radix		Quassia	50
Quillaja, gr'd	12	Aconitum	20@ 25	Rhatany	50
Sassafras	po. 18	Althae	30@ 33	Rhei	50
Ulmus	25, gr'd.	Anchusa	10@ 12	Sanguinaria	50
Extractum		Arum po	@ 25	Serpentaria	50
Glycyrrhiza Gla.	24@ 30	Calamus	20@ 40	Stromonium	60
Glycyrrhiza, po.	28@ 30	Gentiana	po. 15	Tolutan	50
Haematox	11@ 12	Glycyrrhiza, pv	15	Valerian	50
Haematox, 1s.	13@ 14	Hydrastis Cana	@ 85	Veratrum Veride.	50
Haematox, 1/2s.	14@ 15	Hydrastis Can po	@ 90	Zingiber	20
Haematox, 1/4s.	16@ 17	Hellebore, Alba.	12@ 15	Miscellaneous	
Ferra		Inula, po	18@ 22	Aether, Spts Nit 3	30@ 35
Carbonate Precip.	15	Ipecac, po	2.75@2.80	Aether, Spts Nit 4	34@ 38
Citrate and Quinia	2.25	Iris plox	35@ 40	Alumen, gr'd po 7	3@ 4
Citrate Soluble	70	Jalapa, pr	25@ 30	Annatto	40@ 50
Ferrocyaniidum S.	15	Maranta, 1/4s	@ 35	Antimoni, po	4@ 5
Solut. Chloride	2	Podophyllum po.	22@ 25	Antimoni et Po T	40@ 50
Sulphate, com'l.	80	Rhei	75@1.00	Antipyrin	@ 25
Sulphate, com'l. by	7	Rhei, cut	@ 1.25	Antifebrin	@ 25
bbl, per cwt.	80	Rhei, pv	75@1.35	Argenti Nitras, oz	4@ 46
Sulphate, pure	7	Spigella	35@ 38	Arsenicum	10@ 12
Flora		Sanguinari po 18.	@ 20	Balm Gilead buds	45@ 50
Arnica	15@ 18	Serpentaria	65@ 70	Bismuth S N	2.20@2.30
Anthemis	22@ 25	Senega	75@ 85	Calcium Chlor, 1s	@ 9
Matricaria	30@ 35	Smilax, off's H	@ 40	Calcium Chlor, 1/2s	@ 10
Folia		Smilax, M	@ 25	Calcium Chlor, 1/4s	@ 12
Barosma	30@ 33	Scilla	10@ 12	Cantharides, Rus.	@ 95
Cassia Acutifol.	20@ 25	Symplocarpus	@ 25	Capicil Fruc's af.	@ 15
Cassia, Acutifol.	25@ 30	Valeriana Eng.	@ 25	Capicil Fruc's po	@ 15
Salvia officinalis.	12@ 20	Valeriana, Ger	15@ 20	Cap'i Fruc's B po	@ 15
1/4s and 1/2s.	12@ 20	Zingiber a	14@ 16	Caryophyllus	18@ 20
Uva Ursi.	8@ 10	Zingiber j	16@ 20	Carmine, No 40.	@ 3.00
Gummi		Semen		Cera Alba	55@ 60
Acacia, 1st pkd.	@ 65	Anisum	po. 18	Cera Flava	40@ 42
Acacia, 2d pkd.	@ 45	Anium (gravel's).	13@ 15	Coccus	@ 40
Acacia, 3d pkd.	@ 35	Bird, 1s	4@ 6	Cassia Fructus	@ 35
Acacia, sifted sts.	@ 28	Carui	po. 15	Centraria	@ 10
Acacia, Barb.	45@ 65	Cardamon	70@ 90	Cestaceum	@ 45
Aloe, Barb.	12@ 14	Coriandrum	8@ 10	Chloroform	55@ 60
Aloe, Cape.	@ 25	Cannabis Sativa	64@ 7	Chloro'm. Squibbs	@ 1.10
Aloe, Socotri	@ 30	Cydonium	75@1.00	Chloral Hyd Crst.1	35@1.60
Ammoniac	55@ 60	Chenopodium	25@ 30	Chondrus	20@ 25
Assafoetida	35@ 40	Dipterix Odorate.	80@1.00	Cinchonidine P-W	38@ 48
Benzoinum	50@ 55	Foeniculum	@ 18	Cinchonid'e Germ	38@ 48
Catechu, 1s.	@ 13	Foenugreek, po	7@ 9	Cocaine	45@4.75
Catechu, 1/2s.	@ 14	Lini	4@ 6	Corks list d p ct.	75
Catechu, 1/4s.	@ 15	Lobelia	75@ 80	Croosotum	@ 45
Camphorae	64@ 69	Pharlaris Cana'n	@ 7	Creta	bbl 75
Euphorbium	@ 40	Rapa	5@ 6	Creta, prep	@ 11
Galbanum	@ 100	Sinapis Alba	7@ 9	Creta, rubra	@ 8
Gamboge	po. 1.25@1.35	Sinapis Nigra	9@ 10	Crocus	45@ 50
Gualacum	po. 35	Spiritus		Cudbear	@ 24
Kino	po. 75c	Frumentum W D.	2.00@2.50	Cupri Sulph	64@ 8
Mastic	@ 70	Frumentum	1.25@1.50	Dextrine	7@ 10
Myrrh	po. 45	Juniperis Co O T.	1.65@2.00	Ether Sulph	78@ 92
Opil	3.50@3.60	Juniperis Co	1.75@3.50	Emery, all Nos.	@ 8
Shellac	55@ 60	Saccharum N E	1.90@2.10	Emery, po	@ 6
Shellac, bleached	55@ 60	Spt Vini Galli	1.75@6.50	Ergota	po. 90
Tragacanth	70@1.00	Vini Oporto	1.25@2.00	Flake White	12@ 15
Herba		Vini Alba	1.25@2.00	Galla	@ 23
Absinthium, oz pk	25	Sponges		Gambler	8@ 9
Eupatorium, oz pk	20	Florida sheeps' wl	2.50@2.75	Gelatin, Cooper	@ 60
Lobelia	oz pk	Nassau sheeps' wl	2.50@2.75	Gelatin, French	35@ 60
Majorum	oz pk	Velvet extra shps'	@ 1.50	Glassware, flt box	75 & 5
Mentha Pip oz pk	23	wool, carriage	@ 1.25	Less than box	75 & 5
Mentha Vir oz pk	25	Extra yellow shps'	@ 1.03	Glue, brown	11@ 13
Rue	oz pk	wool, carriage	@ 1.00	Glue, white	15@ 25
Tanacetum V.	22	Grass sheeps' wl	@ 1.00	Glycerina	174@ 25
Thymus V. oz pk	25	Hard, slate use	@ 1.40	Grana Paradisi	@ 25
Magnesia		Yellow Reef, for	@ 1.40	Humulus	25@ 55
Calcined, Pat.	55@ 60	Syrups		Hydrarg Ch Mt.	@ 95
Carbonate, Pat.	18@ 20	Acacia	@ 50	Hydrarg Ch Cor	@ 90
Carbonate K-M.	18@ 20	Aurant Cortex	@ 50	Hydrarg Ox Ru'm	@ 115
Carbonate	18@ 20	Zingiber	@ 50	Hydrarg Ammo'l.	@ 60
Oleum		Ipecac	@ 50	Hydrarg Ungue'm	50@ 60
Absinthium	3.25@3.50	Ferri Iod	@ 50	Hydrargyrum	@ 85
Amygdalae, Dulc.	50@ 60	Rhei Arm	@ 50	Ichthyobolla, Am.	65@ 70
Amygdalae Ama.	8.00@8.25	Smilax Off's	50@ 60	Indigo	75@1.00
Anisi	1.60@1.65	Senega	@ 50	Iodine, Resubi	3.40@3.60
Aurant Cortex	2.10@2.20	Scilla	@ 50	Iodorm	60@2.85
Bergamit	2.85@3.25	Scilla Co	@ 50	Lupulin	@ 50
Caliputi	1.10@1.15	Tolutan	@ 50	Lycopodium	65@ 70
Caryophylli	95@1.00	Prunus virg	@ 50	Macis	65@ 75
Cedar	80@ 85	Liquor		Liquor Arsen et	@ 25
Chenopadii	@ 2.00			Hydrarg Iod	@ 25
Cinnamoni	1.00@1.10			Liq Potass Arstnit	10@ 12
Citronella	35@ 40			Magnesia, Sulph.	2@ 3
Conium Mac.	80@ 90			Magnesia, Sulph bbl	@ 14
Copaiba	1.15@1.25				
Cubebae	1.30@1.35				

Mannia, S F	75@ 80	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	7.75@8.00	Sapo, G	@ 15	Lard, No. 1	60@ 65
Morphia, S P & W	2.35@2.60	Seidlitz Mixture	20@ 22	Linseed, pure raw	38@ 41
Morphia, S N Y	2.35@2.60	Sinapis	@ 18	Linseed, boiled	39@ 42
Morphia, Mal	2.35@2.60	Sinapis, opt	@ 30	Neatsfoot, w str.	65@ 70
Moschus Canton	@ 40	Snuff, Maccaboy	@ 41	Spts. Turpentine	64@ 68
Myristica, No. 1	33@ 40	De Voes	@ 41	Paints	
Nux Vomica, po 15	@ 10	Snuff, S'h De Vo's	@ 41	Red Venetian	13@ 15
Os Sepia	25@ 28	Soda, Boras, po.	9@ 11	Ochre, yel Mars	13@ 15
Pepsin Saac, H &	@ 1.00	Soda et Pot's Tart	28@ 30	Ochre, yel Ber	13@ 15
P D Co	@ 1.00	Soda, Carb	14@ 16	Putty, commer'l	24@ 23
Picls Liq N N 1/2	@ 2.00	Soda, Bi-Carb	3@ 5	Putty, strictly pr.	24@ 23
Picls Liq, qts.	@ 1.00	Soda, Ash	34@ 4	Vermillion, Prime	American
Picls Liq, pints.	@ 85	Soda, Sulphas	@ 2	Vermillion, Eng.	70@ 75
Pil Hydrarg	po. 80	Spts, Cologne	@ 2.60	Green, Paris	14@ 18
Piper Nigra	po. 22	Spts, Ether Co.	50@ 55	Green, Peninsular	13@ 16
Piper Alba	po. 35	Spts, Myrcia Dbl	@ 2.00	Lead, red	64@ 7
Plix Burgun	@ 7	Spts, Vini Rect bbl	@	Lead, white	64@ 7
Plumbi Acet	10@ 12	Spts, Vi't Rect 1/2 b	@	Whiting, white S'n	@ 90
Pulvis Ip'e et Opil.	1.30@1.50	Spts, Vi't R't 10 gal	@	Whiting, Gilders	@ 95
Pyrethrum, bxs H	@ 75	Strychnia, Crystal	90@1.15	White, Paris, Am'r	@ 1.25
& P D Co. doz.	@ 75	Sulphur, Subl	24@ 4	White, Paris, Eng	@ 1.40
Pyrethrum, pv	25@ 30	Sulphur, Roll	24@ 34	Universal Prep'd	110@1.20
Quassia	8@ 10	Tamarinds	8@ 10	Varnishes	
Quinia, S P & W.	27@ 37	Terebenth Venice	28@ 30	No. 1 Turp Coach	110@1.20
Quinia, S Ger.	27@ 37	Theobromae	42@ 50	Extra Turp	160@1.70
Quinia, N Y	27@ 37	Vanilla	9.00@	Coach Body	2.75@3.00
Rubia Tincturum	12@ 14	Zinci Sulph	7@ 8	No. 1 Turp Furn	1.00@1.10
Saccharum La's.	20@ 22	Oils		Extra T Damar	1.55@1.60
Sanguis Drac's	40@ 50			Jap Dryer No 1 T	70@
Sapo, W	12@ 14	Whale, winter	70@ 70		

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.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

illuminating Oils
California Prunes
Mackerel
Brick Cheese

DECLINED

Holland Herring
Sal Soda
Eureka Twine
Canned Tomatoes

Index to Markets

By Columns

	Col.
A	
Arctic Grease.....	1
B	
ath Brick.....	1
rooms.....	1
Brushes.....	1
Butter Color.....	1
C	
Candles.....	11
Candles.....	1
Canned Goods.....	1
Catnip.....	2
Carbon Oils.....	2
Cheese.....	2
Chewing Gum.....	2
Chicory.....	2
Chocolates.....	2
Clothes Lines.....	2
Cocoa.....	3
Cocoanut.....	3
Cocoa Shells.....	3
Coffee.....	3
Crackers.....	3
D	
Dried Fruits.....	4
F	
Farinaceous Goods.....	4
Fish and Oysters.....	10
Fishing Tackle.....	4
Fly Paper.....	4
Fresh Meats.....	4
Fruits.....	11
G	
Gelatine.....	5
Grain Bags.....	5
Grains and Flour.....	5
H	
Herbs.....	5
Hides and Pelts.....	10
I	
Indigo.....	5
J	
Jelly.....	5
L	
Licorice.....	5
Lye.....	5
M	
Meat Extracts.....	5
Metal Polish.....	6
Molasses.....	5
Mustard.....	5
N	
Nuts.....	11
O	
Olives.....	6
P	
Pickles.....	6
Pipes.....	6
Playing Cards.....	6
Potash.....	6
Provisions.....	6
R	
Rice.....	6
S	
Salad Dressing.....	7
Saleratus.....	7
Salt Soda.....	7
Salt Fish.....	7
Seeds.....	7
Shoe Blacking.....	7
Snuff.....	8
Snap.....	8
Soda.....	8
Spoon.....	8
Starch.....	8
Sugar.....	8
Syrups.....	8
T	
Tobacco.....	8
Tin.....	8
Tinware.....	9
V	
Vinegar.....	9
W	
Washing Powder.....	9
Wax.....	9
Woodenware.....	9
Wrapping Paper.....	10
Y	
Yeast Cake.....	10

1			2		
AXLE GREASE			Pineapple		
Aurora.....	40c.	gross	Grated.....	1	35¢ 75
Osaker Oil.....	55		80c.	1	35¢ 55
Diamond.....	50				
Fraser's.....	75		Pumpkin		
IXL Golden, tin boxes 75	90		Fair.....	70	75
	90		Good.....	80	80
	90		Fancy.....	1	90
	90		Gallon.....	2	25
BATH BRICK			Raspberries		
American.....	75		Standard.....	1	15
English.....	85				
BROOMS			Russian Cavier		
No. 1 Carpet.....	2	50	1/4 lb. cans.....	3	75
No. 2 Carpet.....	2	25	1/2 lb. cans.....	7	00
No. 3 Carpet.....	2	15	1 lb. can.....	13	00
No. 4 Carpet.....	1	75			
Parlor Broom.....	2	40	Salmon		
Common Whisk.....	85		Columbia River, talls	6	1
Fancy Whisk.....	1	20	Columbia River, flats	6	10
Warehouse.....	2	90	Red Alaska.....	6	10
			Medium Red.....	1	25
			Pink Alaska.....	6	90
BRUSHES			Sardines		
Solid Back, 3 in.....	75		Domestic, 1/4.....	5	5
Solid Back, 11 in.....	95		Domestic, 1/2.....	6	30
Pointed Ends.....	85		Domestic, Mustard	11	24
			California 1/4.....	7	04
Stove			California 1/2.....	7	04
No. 2.....	75		French, 1/4.....	18	30
No. 2.....	1	10			
No. 1.....	1	75	Shrimps		
			Standard.....	1	25
Shoe			Succotash		
No. 2.....	1	00	Fair.....	1	50
No. 7.....	1	20	Good.....	1	50
No. 1.....	1	75	Fancy.....	1	10
No. 2.....	1	90	Strawberries		
			Standard.....	1	10
BUTTER COLOR			Fancy.....	1	40
W., R. & Co.'s, 150 size.....	1	25	Tomatoes		
W., R. & Co.'s, 250 size.....	2	00	Fair.....	90	00
			Good.....	1	15
CANDLES			Fancy.....	1	25
Electric Light, 8s.....	9/4		Gallons.....	2	75
Electric Light, 12s.....	13				
Paraffine, 6s.....	9/4		CARBON OILS		
Paraffine, 12s.....	10		Barrels		
Wicking.....	17		Perfection.....	6	13/4
			Water White.....	6	13
CANNED GOODS			D. S. Gasoline.....	6	13/4
Apples			Deodorized Naphtha.....	6	13/4
1 lb. Standards.....	80		Cylinder.....	29	5/4
Gallons, standards.....	2	00	Engine.....	16	22
Blackberries			Black, winter.....	9	10 1/2
Standard.....	58				
Beans			CATSUP		
Baked.....	50¢ 10		Columbia, 25 pints.....	4	50
Red Kidney.....	50¢ 10		Columbia, 25 1/2 pints.....	2	00
String.....	75¢ 10		Snider's quarts.....	3	25
Wax.....	75¢ 10		Snider's pints.....	3	25
			Snider's 1/2 pints.....	1	30
Blueberries			CHEESE		
Standard.....	1	35	Acme.....	6	11 1/4
Brook Trout			Amboy.....	6	12
1 lb. cans, Spiced.....	1	90	Carson City.....	6	12 1/4
			Elite.....	6	11 1/4
Clams			Emblem.....	6	12
Little Neck, 1 lb.....	1	00	Gem.....	6	12 1/4
Little Neck, 2 lb.....	1	50	Gold Medal.....	6	11
Clam Bouillon			Ideal.....	6	12
Burnham's, 1/4 pint.....	1	92	Jersey.....	12	11 1/4
Burnham's, pints.....	3	00	Riverside.....	6	12
Burnham's, quarts.....	7	30	Erick.....	11	11 1/4
			Edman.....	6	10
Cherries			Limburger.....	6	13
Red Standards.....	1	30	Pineapple.....	50¢ 75	
White.....	1	50	Sap Sago.....	6	20
Corn			CHEWING GUM		
Fair.....	1	10	American Flag Spruce.....	55	
Good.....	1	25	Boesman's Pepsin.....	80	
Fancy.....	1	50	Black Jack.....	15	
French Peas			Largest Gum.....	80	
Extra Fine.....	22		Sen Sen.....	55	
Fine.....	19		Sen Sen Breath Perfume.....	1	00
Lozenge.....	15		Sugar Loaf.....	55	
Gooseberries			Yucatan.....	55	
Standard.....	90		CHOCOLATE		
Hominy			Bulk.....	7	
Standard.....	85		Red.....	4	
Lobster			Eagle.....	7	
Star, 1/4 lb.....	2	80	Franch's.....	6	
Star, 1 lb.....	3	75	Schenker's.....		
Jonio Tails.....	2	40	CHOCOLATE		
Mackerel			Walzer Baker & Co.'s.....	23	
Mustard, 1 lb.....	1	80	German Sweet.....	31	
Mustard, 2 lb.....	2	80	Premium.....	28	
Mixed, 2 lb.....	1	80	Vanilla.....	41	
Onion, 1 lb.....	2	80	Caracas.....	36	
Onion, 2 lb.....	2	80	Eagle.....	28	
Mushrooms			CLOTHES LINES		
Hotels.....	180	30	Sisal.....		
Portions.....	220	35	60 ft. 3 thread, extra.....	1	00
Oysters			72 ft. 3 thread, extra.....	1	40
Bay, 1 lb.....	6	00	90 ft. 3 thread, extra.....	1	70
Bay, 2 lb.....	1	65	60 ft. 6 thread, extra.....	1	29
Bay, 1 lb Oval.....	1	10	72 ft. 6 thread, extra.....		
Peaches			Jute		
Yellow.....	1	00	80 ft.....	75	
Pears			72 ft.....	90	
Standard.....	1	00	90 ft.....	1	05
Fancy.....	1	25	120 ft.....	1	50
Peas			Cotton Victor		
Arrowroot.....	50¢ 10		60 ft.....	1	80
July June.....	50¢ 10		60 ft.....	1	15
July June Sifted.....	1	05	of ft.....		
Plums					

3

4

5

Cotton Windsor

50 ft. 1 20

60 ft. 1 25

70 ft. 1 30

80 ft. 1 35

Cotton Braided

40 ft. 85

50 ft. 95

60 ft. 1 10

Galvanized Wire

No. 20, each 100 ft. long 1 90

No. 12, each 100 ft. long 2 10

COCOA

Baker's 28

Cleveland 41

Colonial, 1/2 35

Colonial, 1/4 35

Epps 42

Huyler 45

Van Houten, 1/2 12

Van Houten, 1/4 20

Van Houten, 1/2 40

Van Houten, 1 72

Webb 31

Wilbur, 1/2 41

Wilbur, 1/4 42

COCOANUT

Dunham's 1/2 26

Dunham's 1/4 and 1/2 26 1/2

Dunham's 1/4 27

Dunham's 1/8 28

Bulk 18

COCOA SHELLS

20 lb. bags 2 1/2

Less quantity 2

Found packages 4

COFFEE

Rio

Common 8

Fair 9

Choice 10

Fancy 15

Santos

Common 8

Fair 9

Choice 10

Fancy 12

Peaberry 11

Maraicao

Fair 12

Choice 15

Guatemala

Choice 12

Fancy 17

Java

African 12

Fancy African 17

O. G. 25

P. G. 31

Mocho

Arabian 21

New York Basis

Arbuckle 10 1/2

Dilworth 10 1/2

Jersey 10 1/2

Lion 10 1/2

McLaughlin's XXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Holland, 1/2 gross boxes 95

Felix 1/2 gross 1 15

Hummel's 1/2 gross 85

Hummel's 1/4 gross 1 40

CRACKERS

National Biscuit Co.'s brands

Butter

Seymour 6 1/2

New York 6 1/2

Family 6 1/2

Seed 6 1/2

Waterwines 7

Soda

N. B. C. 6 1/2

Reception Flakes 13

Duchess 13

Zephyrette 18

Oyster

Round 6 1/2

Square 6 1/2

Faust 7 1/2

Extra Farina 7 1/2

Argo 7

Root Goods-Boxes

Animals 10

Assorted Cakes 8

Belle Rose 8

Ben's Water 10

Cinnamon Bar 8

Coffee Cake, food 9

Coffee Cake, Java 9

Coffee Cake, Soda 9

Cocoa Bar 10

Cocoa Nut 10

Cocoanut Taffy 12

Cracknells 12

Crackers 12

Cremins, food 10

Cream Crisp 10 1/2

Cubans 11 1/2

Durran Fruit 12

Frosted Honey 12

Frosted Cream 8

Gingers 8

Ginger Gems, 1/2 or am'l 8

Ginger Snaps, N. B. C. 8 1/2

Ginger Snaps 10 1/2

Graham Crackers 12

Graham Wafers 12

Grand Rapids Tea 12

Honey Fingers 12

Honey Honey Crumpets 12

Humbles, Honey 12

Lady Fingers 12

Lemon Snaps 12

Lemon Wafers 12

Luscious 12

Marmalade 12

Marmalade Creams 12

Marmalade Walnuts 12

Fairy Ann 12 1/2

Rock Picnic 12 1/2

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<p>6</p> <p>OLIVES</p> <p>Bulk, 1 gal. kegs..... 1 00 Bulk, 5 gal. kegs..... 85 Bulk, 5 gal. kegs..... 85 Manzanilla, 7 oz..... 80 Queen, pints..... 2 25 Queen, 10 oz..... 4 50 Shuffled, 8 oz..... 7 00 Shuffled, 8 oz..... 1 45 Shuffled, 10 oz..... 2 80</p> <p>PIPES</p> <p>Clay, No. 216..... 1 75 Clay, D., full count..... 85 Cob, No. 9..... 85</p> <p>PICKLES</p> <p>Medium Table, 1,200 count..... 8 00 Half bbls, 600 count..... 4 50</p> <p>Small Barrels, 2,400 count..... 9 50 Half bbls, 1,200 count..... 5 50</p> <p>PLAYING CARDS</p> <p>No. 90, Steamboat..... 90 No. 15, Rival, assorted..... 1 20 No. 20, Rover, enameled..... 1 60 No. 572, Special..... 1 75 No. 96, Gold skin finish..... 2 00 No. 98, Bicycle..... 2 00 No. 632, Tourman's Whist..... 2 25</p> <p>POTASH</p> <p>45 cans in case..... 4 00 Babbitt's Co.'s..... 3 00</p> <p>PROVISIONS</p> <p>Barreled Pork</p> <p>Mess..... @13 00 Beef, fat..... @15 20 Pork..... @15 20 Short cut..... @14 00 Pig..... 20 00 Bean..... @12 00 Family Mess Loin..... 17 50 Clear family..... @13 00</p> <p>Dry Salt Meats</p> <p>Bellevue..... 9% 3 P Bellows..... 1 00 Extra shorts..... 9%</p> <p>Smoked Meats</p> <p>Hams, 12 lb. average..... @ 18 Hams, 14 lb. average..... @ 12% Hams, 16 lb. average..... @ 14% Hams, 20 lb. average..... @ 14 Ham dried beef..... @ 12% Shoulders (N. Y. cut)..... @ 12% Bacon, 6-oz..... 12% @ 18 Tongue, 4-oz..... 18 Baked Hams..... @ 18 Picnic Baked Hams..... @ 14% Berlin Ham pr'd..... @ 9 Mince Hams..... @ 9</p> <p>Lard</p> <p>Compound..... @ 7% Pure..... @ 8 60 lb. Tubs..... advance % 60 lb. Tubs..... advance % 20 lb. Tins..... advance % 20 lb. Pails..... advance % 10 lb. Pails..... advance % 5 lb. Pails..... advance 1 5 lb. Pails..... advance 1</p> <p>Sausages</p> <p>Bologna..... @5% Liver..... 6% Frankfort..... 27% Pork..... 28 Feal..... 7% Headcheese..... 6%</p> <p>Beef</p> <p>Extra Mess..... 10 50 Boneless..... 10 50 Rump, New..... @10 50</p> <p>Pigs' Feet</p> <p>% bbl., 40 lbs..... 1 85 % bbl., 40 lbs..... 3 80 1 bbl., 1 lb..... 7 75</p> <p>Tripe</p> <p>Kits, 15 lbs..... 70 % bbl., 40 lbs..... 1 25 % bbl., 50 lbs..... 2 80</p> <p>Ossings</p> <p>Pork..... 28 Beef round..... 12 Beef middles..... 12 Sheep..... 60</p> <p>Uncolored Butterine</p> <p>Solid, dairy..... 10 10% Rolls, dairy..... 10 10% Rolls, purity..... 14 Solid, purity..... 13%</p> <p>Canned Meats rex</p> <p>Corned beef, 2 lb..... 2 40 Corned beef, 1 lb..... 17 50 Boast beef, 1 lb..... 2 40 Potato ham, 1 lb..... 85 Potato ham, 1/2 lb..... 85 Deviled ham, 1/2 lb..... 85 Deviled ham, 1/2 lb..... 85 Potato tongue, 1/2 lb..... 85</p> <p>RICE</p> <p>Domestic</p> <p>Carolina head..... 7 Carolina No. 1..... 6% Carolina No. 2..... 6 Broken..... 6</p> <p>Imported.</p> <p>Japan, No. 1..... 5% @ 25 Japan, No. 2..... 5 Java, fancy head..... 65% Java, No. 1..... 65%</p> <p>SALAD DRESSING</p> <p>Durkee's, large, 1 doz..... 4 50 Durkee's, small, 3 doz..... 5 25 Snider's, large, 1 doz..... 2 25 Snider's, small, 3 doz..... 1 25</p>	<p>7</p> <p>SALERATUS</p> <p>Packed 50 lbs. in box. Church's Arm and Hammer..... 3 15 Dwight's..... 3 00 Dwight's Cow..... 3 15 Emblem..... 2 10 L. P..... 3 00 Wyandotte, 100 %..... 3 00</p> <p>SALT SODA</p> <p>Granulated, bbls..... 95 Granulated, 100 lb. cases..... 105 Lump, bbls..... 5 Lump, 145 lb. kegs..... 95</p> <p>SALT</p> <p>Diamond Crystal</p> <p>Table, salt, 24 3 lb. boxes..... 1 40 Table, salt, 100 3 lb. bags..... 60 Table, barrels, 50 7 lb. bags..... 75 Table, barrels, 40 7 lb. bags..... 75 Butter, barrels, 20 14 lb. bags..... 65 Butter, barrels, 20 14 lb. bags..... 65 Butter, sacks, 25 lbs..... 27 Butter, sacks, 60 lbs..... 67 Shaker, 24 3 lb. boxes..... 1 50</p> <p>Jar-Salt</p> <p>One doz. Ball's Qu. rt Mason Jars, (3 lb. each)..... 85</p> <p>Common Grades</p> <p>100 3 lb. sacks..... 1 00 100 3 lb. sacks..... 1 50 25 10 lb. sacks..... 1 70 25 10 lb. sacks..... 1 5 25 10 lb. sacks..... 15</p> <p>Warraw</p> <p>50 lb. dairy in drill bags..... 40 25 lb. dairy in drill bags..... 20</p> <p>Solar Rock</p> <p>50 lb. sacks..... 22</p> <p>Common</p> <p>Granulated Fine..... 75 Medium Fine..... 80</p> <p>SALT FISH</p> <p>Cod</p> <p>Large whole..... @ 6 Small whole..... @ 5% Strips or pickets..... ? @ 9 Pollock..... @ 3%</p> <p>Halibut.</p> <p>Stripes..... 18 Ounks..... 14</p> <p>Herring</p> <p>Holland white hoops, bbl..... 8 50 Holland white hoops, bbl..... 60 30 Holland white hoop mola. 75 Norwegian..... 3 60 Round 100 lbs..... 2 10 Round 50 lbs..... 16 Scotch..... 16</p> <p>TROUT</p> <p>No. 1, 100 lbs..... 5 50 No. 1, 40 lbs..... 2 50 No. 1, 10 lbs..... 70 No. 1, 8 lbs..... 50</p> <p>Mackerel</p> <p>Mess 100 lbs..... 11 50 Mess 50 lbs..... 7 75 Mess 10 lbs..... 1 75 Mess 8 lbs..... 1 45 No. 1, 100 lbs..... 13 00 No. 1, 50 lbs..... 7 50 No. 1, 10 lbs..... 1 35 No. 1, 8 lbs..... 1 35</p> <p>Whitefish</p> <p>No. 1 No. 3 Fam..... 3 70 100 lbs..... 7 75 50 lbs..... 3 68 10 lbs..... 82 8 lbs..... 77</p> <p>SEEDS</p> <p>Anise..... 15 Canary, Smyrna..... 8 Caraway..... 8 Cardamon, Malabar..... 1 00 Celery..... 10 Homop, Russian..... 4 Mixed Bird..... 4 Mustard, white..... 6 Poppy..... 6 Poppo..... 4% Cuttle Bone..... 25</p> <p>SHOE BLACKING</p> <p>Handy Box, large, 3 doz..... 1 25 Handy Box, small..... 1 25 Bixby's Royal Polish..... 85 Miller's Crown Polish..... 85</p> <p>SOAP</p> <p>Johnson Soap Co. brands— Savon King..... 3 65 Calumet..... 75 Scott's Family..... 2 85 Cuba..... 2 85 Jas. S. Kirk & Co. brands— American Family..... 4 00 Dusky Diamond 50-8 oz..... 4 00 Dusky Diamond 100-8 oz..... 30 Jap Rose..... 3 75 Savon Imperial..... 3 10 White Russian..... 3 10 Dome oval bars..... 3 10 Satinet, oval..... 2 15 White Cloud..... 2 10</p> <p>Laur Bros. & Co.'s brands—</p> <p>Big Acme..... 4 00 Big Master..... 4 00 Snow Bow P'wdr, 100-pkgs..... 4 00 Marcellines..... 4 00 Acme, 100-kib bars..... 3 70 (5 box lots, 1 free with 5) Acme, 100-kib bars single box lots..... 3 20 Proctor & Gamble brands— Lenox..... 3 10 Ivory, 8 oz..... 4 00 Ivory, 10 oz..... 6 75 Star..... 8 25</p> <p>A. B. Wisley brand—</p> <p>Goo Cheese..... 4 00 Old Country..... 4 00</p>	<p>8</p> <p>Scouring</p> <p>Enoch Morgan's Sons. Sapolio, gross lots..... 9 00 Sapolio, half gross lots..... 4 10 Sapolio, single boxes..... 2 25 Sapolio, hand..... 2 25</p> <p>SODA</p> <p>Boxes..... 5% Kegs, English..... 5%</p> <p>SNUFF</p> <p>Scotch, in bladders..... 37 Macaboy, in jars..... 35 French Rappee, in jars..... 45</p> <p>SPOICES</p> <p>Whole Spices</p> <p>Allspice..... 12 Cassia, China in mats..... 12 Cassia, Batavia, in bund..... 32 Cassia, Saigon, broken..... 32 Cloves, Saigon, in rolls..... 44 Cloves, Amboyra..... 20 Cloves, Zanzibar..... 20 Mace..... 55 Nutmegs, 75-80..... 55 Nutmegs, 100-110..... 55 Nutmegs, 115-20..... 55 Pepper, Singapore, black..... 45 Pepper, Singapore, white..... 45 Pepper shot..... 18</p> <p>Pure Ground in Bulk</p> <p>Allspice..... 16 Cassia, Batavia..... 16 Cassia, Saigon..... 45 Cloves, Zanzibar..... 17 Ginger, African..... 15 Ginger, Cochin..... 25 Ginger, Jamaica..... 25 Mace..... 55 Mustard..... 55 Pepper, Singapore, black..... 45 Pepper, Singapore, white..... 45 Pepper, Cayenne..... 25</p> <p>STARCH</p> <p>Common Gloss..... 5 3-lb. packages..... 4% 6-lb. packages..... 5% 40 and 50-lb. boxes..... 3% @ 4 Barrel..... 3%</p> <p>Common Corn</p> <p>20 1-lb. packages..... 5 40 1-lb. packages..... 4% @ 7</p> <p>SYRUPS</p>
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SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 9 00
Paragon.....55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case..... 45
1/4 lb. cans, 4 doz. case..... 85
1 lb. cans, 2 doz. case.....1 60

Royal



10c size..... 90
1/4 lb. cans 1 35
5 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

Arotic, 4 oz. ovals, per gross 4 00
Arotic, 8 oz. ovals, per gross 6 00
Arotic 16 oz. round per gross 9 00

BREAKFAST FOOD

Nutro-Crisp
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. 2 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 05
Hulled Corn, per doz..... 95

Grits

Walsh-DeBoo 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..... 32 00
1000 or more..... 31 00

COCOANUT

Baker's Brazil Shredded



70 1/2 lb packages, per case \$2 60
35 1/2 lb packages, per case 2 60
38 1/2 lb packages, per case 2 60
16 1/2 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; Melsel & Goeschel,
Bay City; Fielbach Co., Toledo.

CONDENSED MILK

4 doz in case.



Gall Borden Eagle..... 6 40
Crown..... 5 90
Daisy..... 4 70
Champion..... 4 25
Magnolia..... 4 00
Challenge..... 4 00
Dime..... 3 85
Peerless Evaporated Cream..... 4 00

FLAVORING EXTRACTS

Coleman's Van. Lem
2 oz. Panel..... 1 20 75
3 oz. Taper..... 2 00 150
No. 4 Richmond Blake 2 00 1 50

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..... \$ 10
5 box lots, delivered..... \$ 05
10 box lots, delivered..... \$ 00

TABLE SAUCES

LEA & PERRIN'S
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 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
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

Figures are Dry But They Don't Lie

STATE OF MICHIGAN) ss
COUNTY OF KENT)

John DeBoer, being duly sworn, deposes and says as follows:

I am a resident of Grand Rapids and am employed as pressman in the office of the Tradesman Company. Since the issue of October 4, 1899 (4 years), no edition of the Michigan Tradesman has fallen below SEVEN THOUSAND complete copies. I have personally superintended the printing and folding of every edition and have seen the papers mailed in the usual manner. And further deponent saith not.

John De Boer

Ernest A. Stowe, being duly sworn, deposes and says as follows:

I am President of the Tradesman Company, publisher of the Michigan Tradesman, and certify to the correctness of the above affidavit.

Ernest A. Stowe

Personally appeared before me, a Notary Public in and for said county, Ernest A. Stowe and John DeBoer, known to me to be the persons who executed the above affidavits, who certify that they made the statements regarding the circulation of the Michigan Tradesman from their personal knowledge, on this 1st day of October, A. D. 1903.

Henry B. Fairchild

Notary Public in and for Kent county, Mich.

The Best Way To Judge The Future Is By The Past

Model Circular Issued by an Iowa Druggist.

Your doctor is called as the occasion demands, because you have confidence in his ability. You believe he is able to relieve pain, to repair injuries, to bring a sufferer safely through an illness. But have you ever thought how much depends on the unremitting care, the exactness, and the honesty of the druggist who supplies the material which your doctor prescribes? We are careful in every step of handling medicines or other goods used in the sick room. We select our goods carefully. We make our "stock" medicines properly and with a view to the promptest and most efficient results. We compound medicines with exactitude—just as your doctor orders them.

After the prescription is carefully studied; after all the ingredients have been placed in your bottle—then we “check up,” carefully review the quantities we have weighed and measured, and examine all the boxes or bottles from which drugs have been taken, to see that no mistakes have been made. We do this with all prescriptions, and take time to do it thoroughly. You want all your prescriptions filled that way, do you not?

Diplomas of Registration from
Iowa Board of Pharmacy Nos. 5,454,
6,578, 2,918.

On these assurances we solicit
your trade. Jackson Drug Co.

Habit of Exaggeration.


Exaggeration is one of the most serious evils of the day. It is common in all the walks of life, people not being willing to see what is actually before their eyes, but permitting their imaginations to enlarge and extend their views frequently to the limit of the mental horizon. Few will deny its deleterious effect. Rumors on each side of the ocean for which there is no reasonable basis throw the country into a state of unhealthy anxiety and do positive harm at times of a serious character. Very recent events have strikingly illustrated this. It is the vogue, or it is a temporary evil which has seized upon the public, and there does not appear to be any remedy except to let it run its course like any other epidemic and pass away.

New Apple Barrel Advocated.

A package for apples recommended by the Department of Agriculture and advocated by some large exporters of this fruit holds about a half barrel and is somewhat similar to the orange case. The ends and middle piece are $\frac{3}{4}$ inch thick and $12\frac{3}{4}$ inches long and wide. The sides, top and bottom are $\frac{3}{8}$ inch thick and consist of two or three pieces for each side, top and bottom. In nailing the box together, these pieces should be left $\frac{1}{4}$ inch apart for ventilation. Any greater distance would permit the fruit to wedge into the open space, cutting or injuring it. The box outside, when put together, is $28\frac{1}{4}$ inches long, $13\frac{1}{2}$ inches wide and $13\frac{1}{2}$ inches deep.

Have you somewhat to do to-mor-
row, do it to-day.

Calendars

for 1904. Write us about them today. 

TRADESMAN COMPANY

"EXPERT" Assortments of Holiday Goods

Years and years ago a merchant, who maybe did not have the time, inclination or experience to do it right himself, asked us if we could and would select his holiday order.

We told him we could—we did it to his entire satisfaction.

That was the beginning of our making a specialty of our putting up "expert" assortments of holiday goods.

Each individual order is selected personally by an expert salesman, who makes his choice from goods that represent our own and his judgment of what best fits the customer's particular needs.

With few exceptions, all of our "expert" assortments will pay you an average profit of 50 per cent.

We would be pleased to send you suggestions and full information. It will save time to receive this and other like information in your first letter: size of town—character of store—lines handled—have or have not formerly handled holiday goods, etc.

The big holiday number of "Our Drummer" is just out. Ask for catalogue J481

BUTLER BROTHERS

**NEW YORK
CHICAGO
ST. LOUIS**

Wholesalers 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—Farm of 40 acres, two miles from Shelby and two miles from New Era; good markets and shipping points; choice land, well improved; seven room house, cellar and frame barn, underground stable; 60 apple, 80 plum and 50 cherry trees in bearing, two acres berries. Can see Lake Michigan from house, also Whitehall eighteen miles away. R. F. D. mail. Price \$2,500. Address P. O. Box 273, Shelby, Mich. 854

For Sale—Stock of hardware in good Eastern Illinois town. Address Lock Box 26, Chrisman, Ill. 853

Wanted—Stocks of merchandise for improved and wild farm lands. W. F. Poole, 2126 Gladys av., Chicago, Ill. 852

For Sale—My entire stock of furniture, crockery and notions; established in 1880; best location in the city; best of prospects ahead; business this season more than 100 per cent. over last; part cash; easy terms; only one exclusively new line in competition. Because of failing health, my physician says I must have outdoor work. An excellent chance for a hustler. Correspondence solicited. R. C. Smith, Petoskey. 849

Lucky Fisherman tunnel opening enormous ore bodies. Seize your golden opportunity. Shares, 3c. Prospectus. Mineral free. Fisherman Gold Mines Company, 507 Mack, Denver, Colo. 848

For Sale or Would Exchange for Small Farm and Cash—Store, stock and dwelling, about \$5,000. Address No. 857, care Michigan Tradesman. 857

For Sale at Once—General stock, inventorying about \$4,000, all bought within last seven months; located in town of 500 inhabitants; summer resort town, surrounded by good farming country; best location in town; stock can be reduced; must sell at once for cash; liberal offer; other business to look after. H. E. Hamilton, Crystal, Mich. 855

Good opening for dry goods; first-class store to rent in good location. H. M. Williams, Mason, Mich. 858

For Rent—Fine dry goods room, two floors, 46x85, fixtures all in; best opening in the State, and a beautiful building. Address F. H. Boughton, Bowling Green, O. 847

Wanted—\$2,000 merchandise for third cash; balance good city rental. Box 27, Eylar, Ill. 846

Dividends—It is dividends you want if you buy stock. Many Michigan people are interested as stockholders in a very rich producing gold mine in California I recently visited. Only a little more of the stock can be bought. For particulars send for free copy of my Mining Bulletin. Edwin Fernald, 119 Griswold St., Detroit, Mich. 860

For Sale—First-class grocery stock and fixtures, located 218 W. Main street, Kalamazoo, Mich. Stock invoices from \$4,000 to \$5,000. For references address 218 W. Main St., Kalamazoo, Mich. 863

For Sale—One of the best drug stores in the noted summer resort town of South Haven, Mich. Bargain figures. Price on application. Address Drugs, 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, Piersen, Mich. 755

Have cash customer for good small general stock. Clark's Business Exchange, Grand Rapids. 844

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. L. 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

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

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 \$3,800. Terms very reasonable. Address No. 829, care Michigan Tradesman. 829

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 \$3,000; 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 month; 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 \$2,409; 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—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

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

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—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 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—"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—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

MISCELLANEOUS.

Wanted—After Nov. 15 permanent position by first-class man in carpets, wall paper and advertising departments. Address No. 861, care Michigan Tradesman. 861

Young Man—Bright, over 18, to prepare for Government position. Good salary. Permanent. Gradual promotion. Box 570, Cedar Rapids, Ia. 862

Wanted—A position as manager of town drug store; registered, good buyer, trustworthy, temperate, good general education. Address No. 856, care Michigan Tradesman. 856

Wanted—Position by registered assistant pharmacist; sixteen years' experience; married; references if required. Address L. E. Bockes, Bellaire, Mich. 859

Wanted—Position as salesman in men's furnishing or shoe store. Geo. A. Critchett, Ferry, Mich. 818

Wanted—Clerk in a dry goods store. Must be a fair window dresser and good salesman. Address No. 566, care Michigan Tradesman. 566

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Wanted—First-class dry goods salesman capable of taking charge of domestic goods and linen department. State reference and wages. Correspond with S. Rosenthal & Sons, Petoskey, Mich. 850

Wanted—Salesmen to sell as side line or on commission Dilleys Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

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 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

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