

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 4, 1903

Number 1050

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

WHY NOT BUY YOUR FALL LINE OF CLOTHING

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

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Wholesale Clothing
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Collection Department

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 Mich. Trust Building, Grand Rapids
 Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.
 O. R. McFRANK, Manager.

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

Martin V. Barker
 Battle Creek, Michigan

We Buy and Sell
 Total Issues

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

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
 BANKERS

Union Trust Building, Detroit, Mich.

Have Invested Over Three Million Dollars For Our Customers in Three Years

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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THE DELIVERY WAGON.

Importance to the Store as an Advertising Medium.

Written for the Tradesman.

Probably there is nothing connected with the average mercantile establishment that receives so little attention as the delivery wagon. Very few writers on advertising and kindred subjects see fit to give it a serious thought and it would seem that merchants generally have come to believe that any old thing is good enough to deliver goods in. For example, I know of a city in which there are several modern department stores and groceries almost without number, and yet in this entire city one can not find one delivery wagon that appears to any more advantage than the average dray.

Now, why is this? These stores seem to be modern in every other particular—at least they are so to all outward appearances. They have costly plate glass fronts, in which are displayed by high-salaried trimmers the finest merchandise that money can buy. These concerns see to it that their salespeople are always well dressed so as to impress favorably those who visit the stores. Great pains is taken to keep the interior of the place neat and clean at all times—in fact, everything possible is done to cause people to look with pleasure on that which is spread before them. But when we come to the delivery wagon it is different.

Did you ever stop to consider how many people look at the delivery wagon every day? Perhaps not, but nobody will deny that it is before the people at all times. It goes to every part of the city. Is it not strange, then, that the merchant does not look after it a little more, to the end that it present a better appearance on the street?

The average delivery wagon is a

thing of red wheels, yellow letters and black or green body. After it has been in use the first month it is almost impossible to read the lettering on account of the mud that has been allowed to accumulate and dry on it, thus covering up the words as completely as a blanket would if thrown over the whole thing. From the appearance of these vehicles one sees on the streets it is to be judged that they are never washed, or at least not often enough to keep them looking presentable. True, in some of the larger cities the leading stores deliver goods in automobiles and other sorts of rigs that would do credit to a Sunday afternoon parade on Fifth Avenue, but it is not so in the majority of cases throughout the country, even in sizable cities.

It would seem that merchants would more thoroughly realize the value of the delivery wagon as an advertising medium; but from the way these vehicles are allowed to go looking it is evident that the subject is scarcely, if ever, considered. Why shouldn't the delivery wagon look attractive as well as other things pertaining to the store? Consider, for a moment the prominent part it plays in the business of the establishment. All day long it runs up and down the streets. It is constantly in the public eye. It passes through the finest parts of the town, why, then, should it not carry with it an air of respectability rather than appear before gentle folk simply as a huge daub of mud?

The driver, also, might be brought into this discussion. We might ask him to don better clothes, throw away his cob pipe and refrain from using such large quantities of chewing tobacco while on duty. It probably wouldn't be a bad idea for said gentleman to wear clean linen occasionally and something on his head other than a dilapidated old hat that has seen the storms of many winters fill the streets with blinding clouds of snow. Let him black his shoes at rare intervals and patronize the barber now and then. All this should have a healthy effect on trade.

But it would be worse than foolish to make a man "dress up" to ride on the average delivery wagon. In the first place, the wagon should be kept clean, if it has to be washed every day. And it would be a good thing if the letters were given a different color from the usual yellow. The wagons of each store should have some distinguishing features so that they would not bear such a resemblance to each other as they do now. If all this were done what a difference it would make in the appearance of the streets on a busy day. The dull monotony would be broken and people would pay more

attention to the stores and what they were doing.

The possibilities of the delivery wagon as an advertising medium have never been thoroughly appreciated. In the cities the newspapers make liberal use of the space on the sides of their autowagons for bulletining the latest news of the day. Why shouldn't merchants bulletin the latest store news on the sides of their delivery wagons? A good advertising manager should be able to devise some way of telling the public a good many things of interest about the store without offending the eye or marring the beauty of the wagon. Supposing a store is running a special sale, the wagons can carry on their sides and ends a few words neatly printed calling attention to the fact. Then when the shopper leaves home with the intention of attending the sale—which, of course, has previously been advertised in the newspapers—she will be reminded of it every time a wagon passes her. If this is kept up people will watch for the notices and the wagons will carry messages to every part of the city. But a cheap looking sign on a dirty looking wagon can not be expected to do the business. The whole outfit must carry an air of prosperity. A horse whose "slats" are always in evidence will not do.

The delivery wagon can be made to pay a much bigger interest on the money invested when the merchant comes to realize its true importance.

Raymond H. Merrill.

The Boys Behind the Counter.

Clare—Harry Curtis, of Coleman, has been added to the clerking force of W. H. Bicknell & Co. and will have charge of the shoe and furnishings departments.

Fremont—George Monroe has taken a position with C. E. Pearson in the grocery department.

Charlotte—Martin Mulholland, a clerk in Munger's hardware store, was the victim of a peculiar accident one day last week. He picked up some empty cardboard boxes from the floor and threw them into the stove. An explosion occurred instantly, severely injuring him on the head and face. The boxes had contained dynamite cartridges, and it is thought that one remained in one of them. The explosion jarred the whole three-story brick building. At first it was thought Mulholland would lose the use of both eyes.

To write the songs of a country may be to influence the morals of the country, but to write the advertisements is certain to determine what the people wear.

A child's best book is a good mother's face.

CANE SYRUP VS. GLUCOSE.**Contention of the Attorneys in the Harris Case.**

The case of B. S. Harris, a Grand Rapids grocer, convicted of selling a mixture of corn syrup and cane syrup under the name of Victor Corn Syrup without "glucose" being given on the label as one of the ingredients—the manufacturer contending that the term "cane syrup" is adequate—was argued in the Supreme Court yesterday. As the outcome of the controversy will affect every grocer in Michigan, as well as have an important bearing on the attitude of Food Commissions in other states, the Tradesman deems it wise to devote considerable space to publishing verbatim the briefs of both parties to the controversy. The brief of the People is as follows:

Respondent was arrested upon a warrant issued out of the Police Court of Grand Rapids upon complaint being made by the Pure Food Department of the State of Michigan, through one of its inspectors, charging him with unlawfully selling a two-pound can of Victor corn syrup alleged to have been insufficiently and improperly labeled in that the name of each ingredient contained therein and percentage by weight were not plainly stamped upon the label on said can; that the corn syrup contained in said can was a mixture of 90 per cent. glucose and 10 per cent. cane syrup, and that the statement on said label on said can was "Corn syrup 90 per cent., cane syrup 10 per cent."

Respondent was convicted by and before the Police Court of Grand Rapids of the offense charged in said complaint and, on appeal from said Police Court to the Circuit Court for the County of Kent, said respondent was again duly convicted of the offense charged in said complaint. The case is now brought to this court by bill of exceptions before sentence.

The act under which the charge in said complaint is brought is Act No. 123 of Public Acts of 1903 of the State of Michigan, entitled "An Act in relation to the sale of corn syrup." Said act provides as follows:

"No person shall offer or expose for sale, have in his possession with intent to sell, or sell, any cane syrup, beet syrup, or glucose, unless the barrel, cask, keg, can, pail or package containing the same be distinctly branded or labeled with the true and appropriate name; nor shall any person offer or expose for sale, have in his possession with intent to sell, or sell any cane syrup or beet syrup mixed with glucose unless the barrel, cask, keg, can, pail or package containing the same be distinctly branded or labeled 'Glucose Mixture' or 'Corn Syrup' in plain Gothic type not less than three-eighths of an inch square, with the name and percentage by weight of each ingredient contained therein plainly stamped, branded or stenciled on each package in plain Gothic letters not less than one-quarter of an inch square."

Continuing to quote, section one of said act says, referring to such "Glucose Mixture" or "Corn Syrup"

as mixtures: "Such mixtures or syrups shall have no other designation or brand than herein required that represents or is the name of any article which contains a saccharine substance."

The proceedings in this case are instituted under the act above referred to by the Pure Food Department for an offense under said act, and are brought to punish violation of said act and to prevent future violations. The proceedings have been very summarily conducted on the request of the respondent in order that this court may determine whether or not the offense as charged is a violation of the act, and interpret said act on the points in controversy herein.

ARGUMENT.

The act above referred to is entitled "An Act in relation to the sale of corn syrup." The term "corn syrup" is brought into use in a legal and commercial sense by this act. The article of commerce, "Corn Syrup," as referred to in the title of said act, must be either a simple syrup or a mixed syrup. If corn syrup is a simple syrup, and so to be understood when referred to in said act, then corn syrup is not a mixture. The term "corn syrup" has but one meaning in said act. Either it is a simple syrup or a mixture.

It is only reasonable and fair to presume and conclude that if corn syrup is a compound or mixture provided for in said act, then the ingredients therein contained, and which are directed by said act to be placed upon the label on said article, must of necessity be the articles mixed which produce the mixture.

Said act prohibits the sale of "any cane syrup, beet syrup or glucose unless the * * * can * * * containing the same be distinctly branded or labeled with the true and appropriate name; nor shall any person sell any cane syrup or beet syrup mixed with glucose unless the * * * can * * * containing the same shall be distinctly branded or labeled 'Glucose Mixture' or 'Corn Syrup,' * * * with the name and percentage by weight of each ingredient contained therein plainly stamped * * * on each package. Each package of syrup, either simple or mixed, shall bear the name and address of the manufacturer."

For the purpose of this discussion any article containing beet syrup may be eliminated as the article sold and mentioned in said complaint, to-wit: "Victor Corn Syrup" is a mixture of glucose made from corn 90 per cent., and cane syrup made from cane 10 per cent.

For the purpose of this discussion the act may be condensed to read as follows: "No person shall sell any cane syrup mixed with glucose unless the can containing the same be distinctly branded 'Glucose Mixture' or 'Cane Syrup,' with the name and percentage by weight of each ingredient contained therein plainly stamped on each package."

This act refers, as is above stated, to the syrups mentioned therein as "either simple or mixed," the simple syrups being cane syrup, beet syrup,

or glucose, and the mixed syrups being those made from "cane syrup or beet syrup, mixed with glucose."

The fact that corn syrup is mentioned in the title of said act, and its sale provided for thereby, makes corn syrup, so far as this act is concerned, either a simple or mixed syrup. If the act intended to recognize corn syrup as a simple syrup, then corn syrup would have been enumerated in said act under the head of and in the list of simple syrups therein stated.

It is conceded by respondent that the article sold called "Victor Corn Syrup," as charged in said complaint, is a mixture of cane syrup with glucose. Inasmuch as this act does not provide for the sale of corn syrup as a simple syrup, then we must conclude the corn syrup mentioned, and its sale provided for in said act, to be a mixture. The general name of such mixture may be corn syrup, but the ingredients or articles mixed in order to make such corn syrup are cane syrup and glucose.

It is the contention of respondent that glucose made from corn as a simple syrup is corn syrup. It is the claim of the people that glucose made from corn is glucose, the simple syrup mentioned in and intended to be mentioned in said act. The people further claim that had there been any intention on the part of the Legislature to use the terms "glucose" and "corn syrup" interchangeably and as synonymous, then the term "corn syrup" would have been enumerated as one of the simple syrups. If corn syrup as used and referred to in this act is not a simple syrup, then the people claim that corn syrup can not be properly named as an ingredient.

It is claimed by the respondent, although not admitted by the people, that the consuming public does not understand that glucose is made from corn, but suppose glucose to be an inferior product made from animal substances. Respondent further claims that when the above act was passed the privilege was given to the manufacturer of the articles mentioned in the act to label the mixture "Corn Syrup" in order that the general public might not be misled. There is nothing in the act which limits the amount of printed matter which the manufacturer may place upon the label. He may state as fully and conspicuously as he may wish the origin and character of the glucose. In this way no misunderstanding will be had that will affect either the public or the manufacturer.

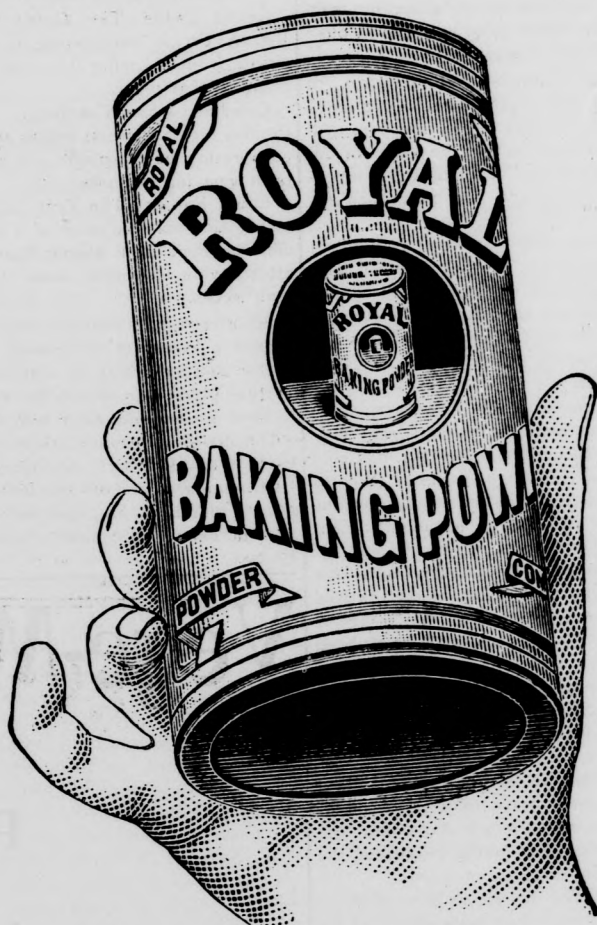
It is evident from the act that the Legislature did not intend the simple syrup "Glucose" to be confounded with corn syrup, or the name used interchangeably with that of corn syrup, as it is evident from a reading of the act that glucose is a simple syrup and corn syrup a compound made from mixing cane syrup with glucose. The article sold as charged in the complaint herein was branded "Victor Corn Syrup," thereby showing the contents or compound contained in the package so sold to be corn syrup, as the act contemplates.

The people claim that it should have been branded in addition to the name "Victor Corn Syrup" with the name and percentage by weight of each ingredient contained therein, viz.: "Glucose 90 per cent., cane syrup 10 per cent." This is the mixture as is provided by the act which shall constitute "corn syrup;" that is, cane syrup mixed with glucose. The respondent claims that he is complying with the act if, after branding the can containing the article "Victor Corn Syrup" he shall place, as he has, upon the can as the name and percentage by weight of each ingredient contained therein "Corn Syrup 90 per cent., Cane Syrup 10 per cent." The label upon said article sold as charged in said complaint and in accordance with the contention of the respondent, is as follows: "Victor Corn Syrup." "Corn Syrup 90 per cent., Cane Syrup 10 per cent." A glance at this label is sufficient to answer the contention of respondent. The act does not recognize corn syrup as a simple syrup. The act does provide for a mixture of cane syrup with glucose which may be called "Corn Syrup," and this interpretation of the meaning of the term "Corn Syrup" is recognized by respondent when he brands the article sold, as charged in complaint "Victor Corn Syrup." If corn syrup is a mixture, then corn syrup is not a simple syrup. Corn syrup can not have two separate and distinct meanings when used upon the same label to say the least. If corn syrup is not a simple syrup then it is not an ingredient, and therefore can not be named under the requirements of this act as one of the ingredients of the mixture called "Corn Syrup." Will the respondent say that commercially corn syrup has a positive and definite recognized meaning as an article of commerce? If so, will he say whether corn syrup is a simple syrup or a mixture? If corn syrup has a positive and definite meaning, then will respondent take the label aforesaid and say whether corn syrup is the mixture, or one of the ingredients? It is plain that corn syrup can not be both as stated upon said label. If corn syrup is a simple syrup then it is not a mixture, and the sale thereof is not provided for under this act. The only simple syrups mentioned and coming within the act are cane syrup, beet syrup and glucose. The only mixed syrups mentioned and coming within the act are cane syrup mixed with glucose and beet syrup mixed with glucose. The act provides that cane syrup mixed with glucose may be labeled corn syrup, but that the label shall contain in addition the name and percentage by weight of each ingredient. If cane syrup mixed with glucose makes corn syrup, then cane syrup and glucose are the ingredients.

The question in this case is not whether or not glucose is harmless or otherwise; whether glucose made from corn is more or less expensive; whether the consuming public understands how and from what glucose is made; whether the Legislature in-

(Continued on page six)

THE OLD RELIABLE



Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit.

Around the State

Movements of Merchants.

Lake City—Dennis Duffy has purchased a grocery stock at Sault Ste. Marie and has removed to that City.

Lyons—Kursen Bros. have removed their clothing stock to Coopersville and discontinued business at this place.

Sault Ste. Marie—Simeon Zeller has engaged in the drug business having purchased the stock of Kanouse & McIver.

Coldwater—Charles Welch, proprietor of the wonder store, is closing out the stock and will discontinue the business.

Fennville—Charles Ream, of Mack's Landing, has purchased the meat market of George Huff, who will retire from business.

Boyer City—A. J. Beardsley has sold his general stock to W. R. Niergarth, who will continue the business at the same location.

Traverse City—D. T. Youngman has sold his bakery at 314 South Union street to Hervey H. Anderson and Edward Tincher.

Cadillac—Max and Frank Hoseit, under the style of Hoseit Bros., have engaged in the notion business at 216 South Mitchell street.

Charlotte—Fred Foster will shortly open a grocery store and meat market in the building now in process of erection by C. G. Thompson.

Howard City—W. R. Niergarth has sold his shoe stock to August Fuhrman, of Belding, who will continue the business at the same location.

Lansing—John W. Clippert has resigned his position as meat cutter for H. H. Curtiss and will open a shop of his own at 1,000 Michigan avenue, East.

Clare—Wyman & Danley have engaged in the poultry business. A building has been equipped and a force of twenty-five persons has been employed.

Petoskey—L. E. Swan and A. B. Brown have formed a co-partnership under the style of the Petoskey Provision Co. They are located at 716 Emmet street.

East Jordan—Morrisey & Turner, dealers in harnesses and groceries, have dissolved partnership. The business is continued under the style of Turner & Wilder.

Clio—The bankrupt stock of hardware of the W. A. Smith Co. was sold at trustees' sale to Sperry Bros., of Port Huron, for \$2,875. The stock inventoried \$5,053.46.

Detroit—Abraham Barron, a crockery dealer of this city, has filed a petition in bankruptcy giving his liabilities at \$3,219.73, assets at \$25, and exempted assets at \$275.

Alpena—H. C. Masters and Walter E. Thorne have purchased the clothing stock of Thomas Sandham and will continue the business under the style of Masters & Thorne.

Bronson—Clinton Joseph, whose drug stock was recently burned at Quincy, has purchased the drug stock of Calkins & Morrison, of this place,

and will continue the business at the same location.

Maple Rapids—C. M. Redfern has purchased the interest of his partner O. G. Webster, in the general merchandise business of C. M. Redfern & Co. and will continue the business in his own name.

Evart—T. W. Brandon is engaged in building a cold storage house which will be completed this fall. The building is 20x42 feet, two stories high, the first four feet being constructed of grout.

Mt. Pleasant—Ward & Taylor have sold their grocery to Peak & Co. The new firm is headed by Willis Peak, the well-known traveling man, who has before been engaged in business in this community.

South Haven—M. Remington, of Bangor, has purchased the drug stock of C. E. Hessey. The business will be continued under the style of M. Remington & Co. The stock inventoried \$5,900 and was purchased for \$4,000.

Lansing—The Michigan Implement & Transfer Co. has been formed with a capital stock of \$10,000, held by Jas. J. Baird, 100 shares; E. F. Peer, 250 shares; F. G. Duning, 200 shares; A. T. Lowes, 150 shares, and I. H. Clark, 50 shares.

Bellaire—Geo. J. Noteware, who has been engaged in the drug business at this place since 1883, has sold his stock to Hugh Vaughn, recently a druggist of Pellston and at one time engaged in the drug business at Central Lake.

Greenville—John Avery and his son Bryant E. Avery have retired from the drug business of Passage & Averys, their interests having been purchased by Olin Shauman, formerly employed in the drug store of W. W. Slawson.

Pittsford—E. C. Clark is selling out his stock of groceries and dry goods on account of being unable to get a permanent lease of a store building. He came here a short time ago from Tekonsha, having purchased the M. P. Cutler stock of goods.

Flint—The dry goods firm of Warrick & Berger has been dissolved by mutual consent. By this change Mr. Berger will retire from the firm to enjoy the fruits of his long business career. The business will be continued by Mr. Warrick in his own name.

Crystal Falls—L. Harris, dry goods merchant, has filed a petition in bankruptcy. Two other business men, M. Savlan and N. Warshansky, dealers in dry goods and clothing, are reported to be in financial difficulties and to have settled with creditors for twenty-five cents on the dollar.

Negaunee—P. B. Kirkwood and J. E. O'Donoghue, who have been associated in the drug business under the style of Kirkwood & O'Donoghue for the past eleven years, have dissolved partnership, Mr. Kirkwood continuing the business. The retiring partner has purchased the drug stock of Werner Nikander.

Jackson—L. H. Field, the dry goods dealer, is out with a novel scheme for drawing trade. Last Wednesday he invited Marshall ladies

to visit Jackson and gave them a fine luncheon after looking over his store. Thursday he gave Battle Creek ladies the same treat. Suburban trains were chartered by him, he paying all expenses.

Cadillac—Timothy Burke is now sole owner of the Cadillac Pharmacy, having purchased the interest of W. A. Stecker. The business will be managed by Elmer Anderson, who has been with the firm for the past year. Mr. Stecker has removed to Chicago, where he has secured a position as traveling salesman for a drug firm in that city.

Manufacturing Matters.

Grand Ledge—The Grand Ledge Biscuit Co. is considering a proposition from Lansing to remove its plant to that place.

Caledonia—The Caledonia Butter Co. has filed a petition asking that the corporation be dissolved. It has not been a paying business.

Eaton Rapids—The True Manufacturing Co., manufacturer of a patented hay rack, has begun operations after having been shut down for several weeks.

Schaffer—Chas. LeClare has purchased a complete equipment for a cheese factory, which he will conduct at this place, and which he expects to have in operation early next spring.

Detroit—The capital stock of the Clayton & Lambert Manufacturing Co., manufacturers of gasoline furnaces, plumbers and tinner's tools, has increased its capital stock from \$50,000 to \$100,000.

Evart—The Evart Tool Co. has been merged into a corporation under the same style. E. Gough is President, C. D. Lawton is Secretary and Frank E. McDougall is Treasurer. Each holds a third interest.

Wells—The plant of the Mashek Chemical & Iron Co. is nearing completion and is expected to go into commission shortly after the first of the year. Its capacity will be 500 gallons of wood alcohol daily.

Utica—The Utica Cement Brick & Block Co. has been organized with an authorized capital stock of \$50,000 to engage in the manufacture of brick and tiling, operations to be conducted in Macomb county. The shares of stock are held by Geo. B. Davis, of this place who holds 2,500; B. Jolly, Detroit; M. R. Bacon, Wyandotte; P. F. Van Zile, Detroit, and W. T. McGrau, of Detroit, each of whom holds 100 shares.

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

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

The M. B. Martin Co., Ltd.

Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The beet factories are all under way and are turning out a lot of sugar. As pointed out some weeks ago, declines look imminent in the sugar market, but as yet it has held against the pressure.

Tea—Japans are steady in the oriental market, and the prospects are that there will be a very close clean up before the next crop, especially in the high grades. The consumptive demand for all teas is normal.

Coffee—There is no change in the statistical position, except the disclosure of additional evidence that the world's visible supply will show an increase on November 1st. The market for actual coffees shows an advance of $\frac{1}{8}$ c during the past week, No. 7's having sold at $6\frac{1}{8}$ c. The Rio markets at the present writing show an advance from the lowest point of 1 cent to $1\frac{1}{8}$ c per pound from the lowest point touched during the summer. The advance in the better grades of Santos is even greater than this. Milds are steady and in good demand.

Syrups and Molasses—The demand for compound syrup is fair only. Sugar syrup is in fair demand at unchanged prices. New crop molasses is still very scarce, but some receipts are expected within the next few days. No change in spot molasses has occurred, but there is a good demand.

Canned Goods—The demand for tomatoes on the declining market is dull. Corn is unchanged, being scarce and high. The demand eagerly snaps up everything obtainable. Peas are dull and will likely continue dull for some time. Prices are unchanged. Peaches are unchanged, being scarce and high. There seems to be no special demand for Baltimore peaches however. California peaches are getting fairly well cleaned up. New goods have been delivered, mostly, and the trade are filled up for the time. Apples are slow, some New York packers having advanced their prices.

Dried Fruits—Michigan apple driers are running to their full capacity and the quality of the fruit thus far marketed is first-class. California advices says: "Shipments are heavy and the packing houses running up to their full capacity, filling orders booked early in the season for October shipment. Quotations are unchanged but the market rules in buyers' favor. Packers having anticipated their wants are out of the market for the present, hence there are more sellers than buyers at the moment. Packers with all they can do to fill orders booked some time back are not buying except on a speculative basis which naturally means low prices. Growers who have been holding for an advance in the market and now stand in need of money are offering their fruit quite freely at present quotations, but find few buyers. This condition of affairs has a tendency to cause the market to ease up a little, and naturally buyers are bound to take advantage of it."

Fish—Shore mackerel are unchanged and firm in Gloucester, but some

concessions are still obtainable in secondary markets. Norway mackerel show some weakness. Irish mackerel are quoted at \$20 in a large way, which is a decline of 50c per barrel from the price ruling a short time ago. The demand for mackerel is fair. Sardines are getting stronger all the time. The market in Eastport is \$3.25 to \$3.30, and on spot about \$3.37 $\frac{1}{2}$. Many packers refuse to sell their holdings of oils at all. Three-quarter mustards are getting scarce and firm, and it develops now that there is going to be a shortage in those also. Some holders are already asking 5c advance. Cod, hake and haddock have all advanced in Gloucester $\frac{1}{4}$ c in the last few days. The packers have paid during the past week the highest price for raw fish recorded in many years, being about 75 per cent. above normal. The jobbers who had goods bought on contract are in clover, but are getting rather unsatisfactory shipments. Salmon is unchanged and dull.

Lansing Business Men To Touch Elbows.

Lansing, Nov. 2.—The officers of the Lansing Business Men's Association believe there will be a large attendance at its complimentary lunch and smoker at the Masonic Temple, Wednesday evening, Nov. 11. They have been very careful to select a date that would not conflict with any other affair, and hope that now the date being fixed, no other event to detract from the interest of this gathering will be scheduled.

The officers previously set 6:30 o'clock as the hour for the assembling, but it was decided to have a reception from 6 to 7 o'clock, the lunch to be served at the latter hour.

In view of the large attendance there is in prospect, the reception committee has been enlarged. The committee will be composed of E. M. Thorp, J. Edward Roe, O. T. Allen, Judge Howard Wiest, Justice W. L. Carpenter, Judge Edward Cahill, Mayor James F. Hammell, Guy W. Renyx, Harry E. Bradner, Dr. H. A. Haze, Dr. J. H. Wellings, President J. L. Snyder, L. L. Sattler, H. H. Larned, Louis Beck, C. J. Rouser.

Hides, Pelts, Tallow and Wool.

The country hide market is steady and quiet. Light hides and skins remain firm and in good demand, while buffs are at a low point and hard to buy in order to make a margin at prices named by tanners.

Pelts are fairly plenty and in large offerings, but are held above pullers' views, unless choice in wool and stock. Inferior or Western feeders have been brought East and the quality of wool changes materially in places.

Tallow remains unchanged with a good supply. Greases are well cleaned up, but no advance is obtained in price.

Wools are selling in a hand-to-mouth way East. Manufacturers are not anxious buyers, only as they want to use it. There is none moving from the State. Prices are firmly held, without concession to make sales. Wm. T. Hess.

The Produce Market.

Apples—The crop will be nearly all marketed in some form in spite of the lack of farm help and the low prices which prevail generally. Local dealers are taking in all the desirable winter varieties they can handle on the basis of 25@35c. Canners and driers are paying 12 $\frac{1}{2}$ @15c. for 100 lbs.

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

Beets—50c per bu.

Butter—Factory creamery holds the 1c advance noted last week, being firm at 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. Renovated is in active demand at 18 $\frac{1}{2}$ @19c.

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. Apples are commonly supposed to compete seriously with cranberries, but this year there has been no appreciable decline in the price of cranberries because of the heavy receipts of apples. Prices are firm, displaying in numerous instances a sharp upward turn. A strong market is anticipated all next month.

Eggs—Receipts are not so liberal as they have been, in consequence of which the market is very firm. Local dealers hold case count at 20@21c, candled at 22@23c and cold storage at 20@21c.

Game—Live pigeons, 50c per doz.

Drawn rabbits, \$1.20 per doz.

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

Green Peppers—65c per bu.

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

Lemons—Messinas and Californias, \$5.

Lettuce—Hot house leaf stock fetches 12 $\frac{1}{2}$ c per lb.

Mint—50c per doz. bunches.

Onions—Local dealers pay 35@40c. for best varieties of stock, anticipating 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 a little weaker than a week ago, in consequence of which the buyers have reduced their paying prices 2@5c. per bu. It looks as though Michigan growers and handlers will be strictly "in it" this year, on account of the small yield in Wisconsin, Minnesota and other competing districts. The ruling price at this market is 45@50c.

Poultry—Local dealers pay as follows for dressed fowls: Spring chickens, 12@13c; fowls, 10@11c; young turkeys, 13@14c; ducks, 11@11 $\frac{1}{2}$ c.

Pumpkin—\$1 per doz.

Squash—1 $\frac{1}{4}$ c per lb. for Hubbard.

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

Are Spending the Day in Alma.

A party of nineteen Grand Rapids gentlemen, representing the wholesale grocery and allied interests of this market, are spending the day in Alma as the guests of the Alma Sugar Co. The party left on the 7 o'clock train this morning and will return on the late evening train. The party is chaperoned by Geo. R. Perry, the local broker of the company, whose name is a sufficient guaranty of the pleasure of the occasion. The gentlemen composing the party are as follows: Orson A. Ball, Heman G. Barlow, Amos S. Musselman, C. G. A. Voigt, E. C. Winchester, Guy W. Rouse, Richard Bean, Ben. W. Putnam, Geo. B. Caulfield, Richard Prendergast, Daniel Lynch, Wallace Wendel, Arthur T. Scott, A. E. Brooks, J. W. Brooks, Jas. M. Crosby, E. A. Stowe, Geo. D. Hume and Geo. R. Perry.

New Credit System in Force.

Port Huron, Nov. 2.—The new credit system recently adopted by the Merchants and Manufacturers' Association, went into effect Monday. Hereafter when any of the members of the Association are called upon to give credit they will first call up Secretary Percival for information regarding the applicant. If the person asking for credit has been reported by any other member of the Association he will be refused and no credit will be extended to him until the old account is settled. The merchants belonging to the Merchants and Manufacturers' Association consider the credit system a good thing, and will enforce it.

Wm. Fisher, the Scottville bankrupt, has been commanded to appear in court and disclose what became of \$2,250 which represents the difference between his sales and his payments for goods during a certain period before he went into bankruptcy. The summons appears to have given him the cold shivers and a proposition to settle at 50 cents on the dollar is expected to be made in the course of a day or two.

In traveling it is well to take the keys for your trunk and suit case. It is mighty unhandy to sit around until the locksmith has broken open the trunk or case in order to get an impression of the lock to make a new key.

Gunn & Garrett, meat dealers at Ashley, have added a line of groceries. The stock was purchased of the Judson Grocer Co.

Pixley Bros., general dealers at Fulton, have added a line of shoes. Geo. H. Reeder & Co. furnished the stock.

Wm. Tolsma & Co. have purchased the grocery stock of Mulder & Co. at 69 West Leonard street.

Conzelman & Co. continue the meat business of Fred Conzelman at 293 North College avenue.

CANE SYRUP VS. GLUCOSE.

(Continued from page two)

tended to pass some other or different act; whether glucose was originally made from grapes, or any other conjecture which might be of interest as a matter of general information, but the question is, does the act require as an ingredient of corn syrup, the sale of which is provided for by this act, the name of the ingredient "Glucose" to be upon the label?

The act recognizes corn syrup as the compound or mixture provided to be sold thereunder. The simple syrups enumerated in the act are cane syrup, beet syrup and glucose (no corn syrup). No one of these syrups under the act can be called corn syrup, as the act requires the package containing cane syrup, beet syrup or glucose to be distinctly branded with the true and appropriate name of the simple syrup; that is, to be branded cane syrup, beet syrup or glucose, as the fact may be. The act further provides for the mixing of cane syrup with glucose or beet syrup with glucose, which mixture must be labeled "Glucose Mixture" or "Corn Syrup," and so far as this case is concerned, cane syrup mixed with glucose made from corn may be branded "Corn Syrup." No one will deny but that the ingredients of an article are the simple articles mixed together which produce the article. Corn syrup as designated by the aforesaid act may be made by mixing cane syrup with glucose, and in this case, after the respondent places the name of "Victor Corn Syrup" upon his label, he should then place upon the same label the name and percentage by weight of each of the ingredients contained therein; that is, of each of the simple syrups, cane syrup and glucose, mentioned in said act, which the law provides to be mixed in order to produce corn syrup. If the mixture is corn syrup, then corn syrup is certainly not an ingredient. Corn syrup under this act, if it comes under the act at all, is certainly a mixture. Not only does the title of the act assume corn syrup to be a mixture, but the act itself provides for the mixing of cane syrup and glucose, which mixture may be called corn syrup.

There appear to be no decisions of the courts bearing upon the question involved in this case. The case hinges on definitions of terms and interpretation of the language used in the act.

We believe that the act sufficiently indicates the intention of the Legislature in that, while the manufacturer may denominate or brand the article sold as charged in this complaint "Corn Syrup," yet he must place the names of the simple, primary ingredients of such mixture, as mixed under the terms of said act, on the label of the package sold containing such article.

We believe that the contention of the people as herein stated is the correct interpretation of the act and that the verdict of the lower court should be sustained by this court and an order should be entered herein

directing said Circuit Court to proceed to judgment.

WILLIAM B. BROWN,
Prosecuting Attorney Kent County.

Sugars are divided into three classes:

1. Glucose, grape sugar, starch sugar or dextrose.
2. Sucrose or cane sugar.
3. Fructose or fruit sugar.

Glucose is found in nature in grapes, apples, pears, cherries, peaches and the berries. In the fruits it is associated with fruit sugar.

Glucose can be obtained:

1. From the fruits above mentioned.
2. From starch; wheat starch, corn starch, potato starch, barley starch, buckwheat starch, rye starch, or any other kind of starch.
3. From cellulose or woody fiber of plants, such as corn stalks or sawdust.

The brief of the attorney for the Corn Product Co., the manufacturer of Victor corn syrup, is as follows:

This is a test case brought to obtain a construction of Act No. 23 of the Public Acts of Michigan of the year 1903, entitled "An Act in relation to the sale of corn syrup." The respondent, who is a retail dealer in groceries and provisions at Grand Rapids, was arrested upon warrant issued from the Police Court of Grand Rapids upon the complaint of the Deputy Food Commissioner of the State charging him with selling a two pound can of Victor Corn Syrup alleged to have been insufficiently labeled in that in the formula upon the can the word "Corn Syrup" is substituted for "Glucose."

In the Police Court a statement of facts was agreed upon between the Prosecuting Attorney and the respondent. A motion was made to quash the complaint and warrant upon the broad ground that the statute authorizes the use of the word "corn syrup" instead of "glucose" in the statement of the ingredients placed upon the can containing the product in question. The motion was over-ruled, jury was waived, the respondent was convicted and appeal was taken to the Circuit Court.

In the Circuit Court a like motion was made; the motion was denied, a jury was empaneled and the agreed statement of facts was put in evidence. The Court was requested to instruct the jury to render a verdict of not guilty. The Court "in order that a construction by the Supreme Court may be speedily obtained," instructed the jury to bring in a verdict of guilty, which was done. The case is brought to this Court by exceptions before sentence.

STATEMENT OF FACTS.

Act 123 of the Public Acts of 1903 entitled "An Act in relation to the sale of corn syrup," provides as follows:

" * * * nor shall any person offer or expose for sale, have in his possession with intent to sell, or sell any cane syrup or beet syrup mixed with glucose, unless the barrel, cask, keg, can, pail or package containing the same be distinctly branded or la-

beled 'Glucose Mixture' or 'Corn Syrup' in plain Gothic type not less than three-eighths of an inch square, with the name and percentage by weight of each ingredient contained therein, plainly stamped, branded or stenciled on each package in plain Gothic letters not less than one-quarter of an inch square."

The Victor Corn Syrup in question is, in fact, composed of 90 per cent. of syrup made from corn and 10 per cent. of cane syrup. It is conceded by the prosecution that labeling it "Corn Syrup" is in compliance with the statute.

The formula of contents as printed upon the label upon the can in question states the ingredients as follows: "Corn syrup 90 per cent., cane syrup 10 per cent."

The term "glucose" is a generic name for starch sugar as distinguished from cane sugar. It was originally made from grapes, and for the reason that starch sugars are identical with the sweet principle of grapes, was termed for many years and until lately was known chemically and commercially as grape sugar. Commercially glucose is now made in this country entirely from corn, although abroad it is still made from potatoes. Glucose therefore is a broad generic name embracing corn syrup as well as other starch sugars. Syrup made from corn is now commercially called corn syrup as well as glucose. The corn syrup, which the prosecution say should be called "glucose," contained in the Victor Corn Syrup in question is, in fact, a pure syrup made entirely from corn. This corn syrup or glucose is entirely harmless and recognized generally by the highest authorities as a valuable food product. It, in fact, costs at the present time more to produce and sells for more in the markets than manufactured cane syrups. The consuming public, however, does not understand these facts. It is admitted in the agreed statement of facts that the consuming public does not understand that glucose is a syrup made entirely from corn. It is the claim of the respondent and of the manufacturers of the product, as will be hereafter shown, that the public generally supposes glucose to be an inferior product made from animal fat or a product of the glue factory, while they do recognize corn syrup as being, as its name implies, a syrup made from corn. The manufacturers and dealers in corn syrup have accordingly for years been engaged in an effort to get rid of the obnoxious and misunderstood word "glucose." The statute in question was designed to accomplish this end.

ARGUMENT.

There is no controversy in this case as to the actual ingredients in the can of Victor Corn Syrup sold. The can admittedly contained 10 per cent. of cane syrup and 90 per cent. of pure syrup made from corn. The single question presented by this record arises over the proposition asserted by the Food Department that technically this obnoxious and misunderstood word "glucose" must be placed upon the can in prominent

letters, notwithstanding the mixture is permitted to be labeled "corn syrup." No question as to the purity or value of the product is raised. In fact, the elements of purity and value are expressly conceded. No charge is made that the public is in any way deceived or imposed upon by the label in question. On the contrary, it is conceded that the public is misled by the term "glucose" from the fact that "the consuming public does not understand that glucose is a syrup made entirely from corn," while in fact the "glucose contained in the Victor Corn Syrup in question is a pure syrup made entirely from corn."

"Corn syrup" is, therefore, the "true and appropriate name for glucose made from corn." In view of the state of the art of manufacture in this country, the terms "glucose" and "corn syrup" are synonymous. In the pamphlet entitled "Food Definitions and Standards," prepared by the Committee on Food Standards of the Association of Official Agricultural Chemists, issued and distributed by the Bureau of Chemistry of the United States Department of Agriculture, "glucose" and "corn syrup" are treated as synonymous terms. In every state in the Union, with the single exception of Michigan, the term "corn syrup" is permitted to be used as a synonym for "glucose." Previous to the Statute of 1903 the use of the word "glucose" was necessary, but this necessity existed only by virtue of the statute. The comparison of the statute of 1893 with the law existing before the statute in question was passed clearly shows that the Legislature intended to no longer require the term "glucose" to be used anywhere upon the label, but to permit its place to be taken by the term "corn syrup."

Previous to the Act of 1903 in question, the law relating to glucose and glucose mixtures is found in 2 Comp. Laws 1897, Sec. 5,024.

This Statute of 1897 was an amendment to Act No. 193 of the Public Acts of 1895 entitled "An Act to prohibit adulterations, fraud and deception in the manufacture and sale of articles of food and drink." The matter added by way of amendment in 1897 forbade the sale of "molasses, syrup or glucose" unless the package be labeled with the true and appropriate name, and forbade the sale of "molasses or syrup" mixed with glucose, unless, first, the package be labeled "glucose mixture," and unless, second, the per cent. in which glucose enters into the composition was stated upon the label. The act provided, third, that "glucose and glucose mixtures shall have no other designation than required in the act referred to."

The act of 1903 differs radically from the act of 1897 with respect to each of the three provisions above referred to. First, it provides that the mixture may be labeled "glucose mixture or corn syrup" instead of "glucose mixture," as in the act of 1897; second, that the name and percentage by weight of "each ingredient" shall be given on the package instead of requiring the percentage of

(Continued on page forty seven)

glucose to be stated; and, third, mixtures or syrups are forbidden to have any other designation than required in the act, so far as such designation "represents or is the name of any article which contains a saccharine substance," the result being to permit the use of arbitrary names to designate various brands of manufacture. The effect of the act of 1903 is to make the mixture of corn syrup and cane syrup salable under the name of "corn syrup."

That the act of 1903 repeals the act of 1897 is clearly shown by these considerations:

1. The act of 1903 covers the entire subject matter of the act of 1897.

2. The act of 1903 is in direct conflict with the act of 1897, (a) in permitting the use of the term "corn syrup;" (b) in substituting, for the express requirement that the percentage of glucose must be stated on the label, a provision that the percentage of each ingredient must be given; (c) in permitting the use of terms to indicate the brand of manufacture.

3. The act of 1903 is expressly intended to give the name of "corn syrup" to syrup made from corn.

The very title of the act, namely, "An act in relation to the sale of corn syrup," so shows. Being a specific act, it by implication repeals general laws on the subject.

The act of 1903 was clearly intended to dignify syrup made from corn by giving it its true and appropriate name of "corn syrup" instead of requiring it to be discredited by the

use of the obnoxious and misunderstood term "glucose."

Syrup made from corn is as distinctively "corn syrup" as is syrup made from sugar cane "cane syrup" or syrup made from beets "beet syrup." In fact, until the act of 1903, the very act now under consideration, "beet syrup" was not recognized by statute under its distinctive name.

In the face of this clear intention, as shown by both the title and the specific provisions of the statute referred to and its essential differences from the old statute on the subject, a construction which, while permitting the use of "corn syrup" for the commercial product, would still require the word "glucose" to be printed in prominent letters one-quarter of an inch square on the label, certainly should not be adopted unless plainly made necessary by the express provisions of the statute. The statute contains no such express provision.

It is the position of the Food Department and of counsel for the People, as we understand their position, that it would be inconsistent to permit the use of the same name for a mixture and for a simple ingredient. It is argued that the mixture which the statute authorizes to be labeled "corn syrup" is a mixture of cane syrup with glucose and not of cane syrup with corn syrup; that "glucose" is not necessarily "corn syrup," and that in using the word "glucose" the Legislature was using it in its generic sense; that as the only "ingredients" named in the act are "cane syrup or

beet syrup" as one ingredient, and "glucose" as the other, the statute requires those ingredients to be stated in the very words in which they are used in the statute, and that the use of the term "corn syrup" adds nothing to the knowledge which the purchaser would gain from the statement of percentage.

We submit that this reasoning is illogical. It clearly overlooks the fact admitted in this case, namely, that "corn syrup" and "glucose" are commercially synonymous. It overlooks the plain proposition that were the terms not synonymous it would not be proper to use the word "corn syrup" for the mixture unless (as is universally the case in this country) the glucose was, in fact, made from corn. It overlooks the fact that "corn syrup" is, as shown above, the "true and appropriate name" for glucose as now universally made in this country.

The argument that the use of the term "corn syrup" in the statement of ingredients adds nothing to the knowledge which the purchaser would gain from the statement of percentage overlooks the admitted fact in this case that the public does understand that "corn syrup" is a syrup made entirely from corn.

There is no inconsistency in allowing the name of the principal ingredient in the mixture to be given to the mixture in connection with the name of a distinguishing brand. The mixture of 90 per cent. corn syrup with 10 per cent. cane syrup makes

the product, to all practical purposes and intents, a corn syrup. The cane syrup used therein is used only for blending purposes or seasoning, as salt is used in bread, or sugar is used in cake. The small percentage of cane syrup with the corn syrup does not change the general character of the product. It should be sufficient to say that the statute expressly provides that a compound of cane syrup and corn syrup may be labeled "corn syrup."

The Food Department's Position Purely Technical.

There is and can be no claim made in the case that by the use of the term "corn syrup" in the statement of ingredients the public is deceived, misled or imposed upon. It is conceded that the glucose (as the prosecution prefer to call it) in the product in question "is entirely harmless and recognized, generally, by the highest authorities as a valuable food product."

This admission is in direct accord with the well-established facts. In 1882 the National Academy of Sciences was called upon by the United States Government to investigate, examine, experiment and report upon "glucose, or grape sugar" as starch sugars were then called. The Academy is a Government institution and its duty is, when called upon to do so, by any department of the Government, to make such investigation, examinations and experiments, and to report upon any subject of science or of art that shall be submitted to it.

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E. A. STOWE, Editor.

WEDNESDAY - NOVEMBER 4, 1903

A FINGER IN THE PIE.

The Russian and the French ministers have had a meeting in Paris. Of course it means something and the curious are everywhere asking what? The presence of Count Cassini, the Russian ambassador to this country has been construed to indicate that the attitude of the United States is a factor to be taken into account in the present discussion as to what is to be done politically in the far East. Naturally. Anything otherwise would be a geographical impossibility. The Pacific ocean laves the whole of the Western hemisphere as well as Asia and Australia and it would hardly be within the nature of reason to suppose that France and Russia would enter into any scheme in regard to China, in which the United States has expressed much interest, without at least conceding that this country would have a finger in the pie.

Admitting this, the idea is constantly cropping out that it is the purpose of Russia to shut finally the "open door" and so exclude American commerce from China. Everything points exactly to that. Time was when Russia was striving for an outlet to the open sea. Now with Port Arthur in her possession that contention is groundless. With all Siberia hers she is not trying to enlarge her territory; so that if the opinion of those who are watching her is correct she is doing her level best to injure in every possible way her most formidable commercial competitor, the United States, and having tried in vain to do so while Manchuria belonged to China, she now intends to accomplish her purpose by making Manchuria her own. So she impudently breaks her promise to evacuate that country, certain that the time will come when chance and circumstance may swing to the door when a Russian gun barrel can easily be made to play the part of a bolt!

Recent advices are to the effect that Russian troops have taken possession of Mukden, one of the open ports provided for in the treaty between China and the United States, on the grounds that the Chinese did not preserve order there. Count Cassini, it is said, has made the statement that the status of Mukden as an open port will not be affected; but for all that the movement on the part of Russia is hardly reassuring. Where there is a will there is a way and some excuse will be found for holding

the control of that port, an act which China is utterly unable to prevent. With the fated province in the hugging arms of the Bear, China, however anxious she may be to act in good faith, can alone do nothing to oppose the will of Russia.

In the meantime what about America? Her position has long been understood. What she wants is simply to maintain existing conditions, so far as the world's trade with China is concerned. She wants the territorial integrity of that empire preserved and asks, earnestly so, that our treaty rights shall be respected, without asking any special favors for this country. It may be the aim of Russia to shut off American commerce from China—it may not be; but whatever be her intention, it may be safe to assume that, whatever be the conclusion reached, there will be an American finger in the pie.

From the American point of view the conditions are not such as to call forth any great anxiety—a fact which will enter largely into the Franco-Russian programme. If Russia is starving and this country only has the needed breadstuff this country is going to put an end to Russian hunger. If manufactured products are wanting in China and the American products can satisfy that wanting best to the place of demand the American goods sooner or later will go, irrespective of the days and nights the Russian and the French ambassadors have given to schemes to shut such products out. Let Manchuria remain in the control of Russia. Let Russia, as it is evident she will, shut the door against American merchandise. Is any one foolish enough to believe that that will accomplish the Russian and the French purpose? It is an old condition of things and the American tradesman by his wits and genius has been able to meet it without flinching. Germany, England—the whole world was against us once; but we got there. England would not let us make things; but we do. Germany shuts out our meat; but it gets in. Austria shut out our shoes; but they are, nevertheless, to-day on Austrian feet. Does anybody suppose that insignificant China is going to throw trade-experienced America into an ague fit by shutting the door between her and Manchuria or between her and the whole four hundred millions of Celestial pigtails?

That which has been will be; and between San Francisco, the Western metropolis of the United States, and Asia there is going to be the biggest traffic that, so far, has existed between the hemispheres.

Acting upon the principle that fish live with ease in any water if it is supplied with oxygen, European exporters are beginning to use metallic tubs, to which oxygen generators are affixed in such a manner as to feed the water regularly with the gas, which escapes when the pressure surpasses that of the atmosphere. Recently by this means 40,000 trout were exported from Switzerland to England, Germany and Austria, of which number only 400 died.

THE OLD, OLD STORY.

Without any kind of doubt the Russian Bear is indulging in a bit of exultation. He has been "fooling the fellows" all along and, now that he has things fixed to suit himself, with infinite satisfaction he is meeting with calm indifference the reproachful gaze of those whom he imagines he has outwitted and, with something much like a defiant growl, he is audibly wondering "what they are going to do about it." So far as the Eastern Hemisphere is concerned it is an old story. Diplomacy there since national life began has been a series of deception and lying and the biggest liar has invariably come out on top; but with the neighbor over the way of Behring Strait it may be a different thing. These Westerners have queer notions. They tell the truth with all the ease of the accomplished liar and then put the button on by tenaciously sticking to it. That is not all—they have a queer way of making a party feel uncomfortable. Without considering the tact and adroitness of the deceitful representation, they look "quite through the deeds of men" down to the bald fact and, with a determined "This is what you promised" and a look which says, "We are gentlemen," bear down on that last word as if it were in the biggest italics. "They're easy, no doubt about that; but then there are Manila and Appomattox and that seven-year affair that ended at Yorktown and a navy with matchless machines manned with men, and they do cling to the truth. They are young, though, and lying is easy and easily learned; so I'll do to them what they'd like to do to me and, Yankee like, 'do it first.' Oh, yes, the American will learn in time and I'll teach him. He impudently insisted on an 'open door' and talked in italics about 'integral China' and now he's making an ass of himself over Manchuria. We'll see—yes, we'll see!"

The trouble with Russia is that she is determined not to see and, above all, not to read the handwriting on the historic wall. As prejudiced as China and more superstitious she will not understand that the world to-day is not Peter the Great's world and that national progress since his day has progressed only as national life has kept pace with kindness rather than violence; that "Truth is mighty and must prevail" and that might finds its best development when even-handed Justice controls it. Trusting in her gigantic strength she utterly refuses to learn anything from the historic past near or remote. For her the long line of Bourbon kings means nothing; Spain's story, including her humiliating expulsion from Cuba, means nothing; the lessons which America has been teaching for more than a hundred years have been disregarded and the Russian Minister announces, as if that were the end of it, that the Manchurian convention has lapsed, which means, if it means anything, that the Chinese province is to remain permanently in the possession of Russia.

In that case is China to be dismembered; in that case are Germany and Great Britain to have their share; in that case is there to be any "open door" for this country to pass into or crawl out of?

The fact is Russia has been living up to her old standard of uprightness, and the world knows that by heart. Not one pledge has she carried out. She has gone on, in spite of protest, constantly strengthening her position on Chinese territory until she is mistress of the situation. China can do nothing, Japan seems to be overawed by the Russian preparations for war and nothing remains for the rest of the interested world but to contemplate the comfort that comes from "Grin and bear it." So far as this country is concerned it is safe to say that no dependence can be placed upon any promise Russia makes her and it looks much as if the long-talked-of friendship between this country and that has either come to an end or is to be subjected to the severest strain that it has so far received.

Those who are only slightly acquainted with Peter the Great's dream of political aggrandizement need not be told that the robbing of Manchuria is only a side incident of the Russian march to Constantinople—the future capital of that power which, located on the Bosphorus, will be the Mistress of the World—a restoration of the old Roman empire. There located the Eastern Hemisphere will lie subdued at its feet and, that point attained, time will find the Western Hemisphere only a far-off province—the inevitable destiny of the neighbor over the way.

The logic of events from history, however—the only real instructor—does not so forecast the future. The New World is not to be found thus absorbed. The Anglo-Saxon is playing a different part and more determinedly than the Invincible Peter is leading a more successful and enthusiastic following than he ever did or could. There is, then, but one result and the descendants of the Russian ancestor, powerful as he is and determined as he is, will find, as other powerful nations have found, that lying and deceiving and over-reaching and all other underhandedness will lead to destruction with nations as with individuals, and if they are wise they will see to it that the Russian government will govern itself accordingly.

The Weather Bureau collects its information by telegraph, and for a short time twice a day the whole telegraphic system of the country is at its service to the exclusion of all other business whatsoever. The telegrams are sent in cipher, to secure their correct, careful transmission and to lessen tolls.

The trade in American salted, pickled and cured meats with France has been progressively declining for a number of years past on account of the heavy duties imposed on these products by the French customs law and the high prices which have been prevailing in the United States.

SWIFT RAILWAY TRANSIT.

If there is one thing that thrills the heart of the average American above every other, it is to be able to travel with the greatest possible speed.

The Americans, however, have not been foremost in experimenting in the premises. They are far in the rear, with the Germans in the lead, and these have made great successes with electric propulsion. One of the greatest obstacles to swift transit on our American trunk lines is that the older roads traverse mountainous and broken country, a fact which necessitates steep grades and sharp curves, both of which are seriously in the way of any high rate of speed, so that it is only on straight stretches of roadway, where the grades are very gentle, that experiments can be successfully made.

Sixty miles an hour may be considered the limit on trunk line railways with steam as the propelling power. The reason for this, allowing that the trackway is all it should be, is found in the mechanism of the steam engine. Every standard engine, whether it be a railway locomotive or stationary, that is fixed in one place to operate machinery, works with a back-and-forth motion, either horizontal or perpendicular. The piston, which is the characteristic mechanism of all such engines, is driven by the steam to one end of its reach, then it stops until the steam is let in to drive it back to the point from which it started.

No matter how rapid may be the motion, the piston, like a pendulum, when it reaches the end of its course, comes to a full stop before it starts back. This back-and-forth movement is applied to a crank, by which a rotary motion is secured, and thus the wheels are made to go around. The full stop to which the piston or the pendulum is subjected, at the end of each swing or stretch, not only consumes time, but it operates to impose a heavy shock on the machinery, and the swifter the speed the more serious the impact which produces the shock, and the more destructive is the pounding upon the engine and upon the rails. Thus it is that a mile a minute may be considered the practical limit of railway speed with a steam locomotive.

According to an article in *Herald's Journal* (English), the Great Western Railway of England now runs a train regularly from London to Bristol, 113 miles, in two hours. It is called the "60-mile-an-hour" train. It is the 10:50 a. m. Cornish express from Paddington. On the first day, Oct. 1, it was a train of more than average weight, having nine eight-wheeled vehicles, including a dining-car, or nearly 230 tons coach load. The engine was the *City of Hereford*. The first fifty-two miles were covered just within the fifty-two minutes, Didcot being passed two and one-half minutes ahead of schedule, in spite of a long repairing slack at Maidenhead. Thence to Swindon there were unluckily three signal checks, but Swindon was passed nearly one and one-half minutes ear-

ly. The one hundred and seventh milepost (Bath) was passed in exactly 105¾ minutes.

But a very much greater speed has been attained by the Germans with electricity. According to a report from United States Consul General Mason, at Berlin, more than 100 miles an hour have been realized. It should be noted that electricity is converted into a rotary motion before it is ever applied to the wheels of a car, and therefore the full stop at the end of each vibration, which is a condition of steam propulsion, is avoided in electric motors. A brief account of the German experiments stripped of technical verbiage is interesting.

In October, 1899, there was organized at Berlin a corporation, with a capital of 750,000 marks (\$1,785,000), entitled the Company for Experiments in Electric High-Speed Railways, including among its members several leading bankers, machine builders, and electrical companies. The Prussian railway administration put at the disposal of the company a stretch of straight, nearly level track twenty-three kilometers (14.29 miles) in length, from Marienfelde to Zossen, on the triple-track military line which leads southward from Berlin. The westward track of the three, which was laid with ordinary steel rails weighing 69 pounds to the meter, was chosen for the use of the experimenters. The net result of the trials of that year was that motors, cars, and transmission apparatus worked to the entire satisfaction of the experimenters, and the speed was gradually increased from 90 kilometers (55.9 miles) to 150 kilometers (93.2 miles) per hour, at which pace the track began to yield to the enormous strain, so that the experiments were suspended on the 8th of November. Everything except the rails and roadbed had met all reasonable expectation, and no unpleasant effects had been experienced by those on board the cars.

Recently the track was laid with new steel rails weighing 86.1 pounds to the meter, and made as solid as possible. The route is nearly an air line and as nearly level. Each car for the new experiment is 22 meters (72.18 feet) in length, and weighs 90.5 metric tons, or about 200,000 pounds avoirdupois. Of this weight 48 metric tons comprise the body and running gear, and 42.5 tons are made up by the motors, transformers, and other details of the electrical equipment. Each end of the car rests on a six-wheeled bogie truck of the American type, and the motors are four in number, one attached to the front and rear axle of each truck, the middle pair of wheels in each group running free. The wheels are 49 inches in diameter, and are equipped with pneumatic brakes of the standard type. The transformers, which are hung beneath the middle section of the car, weigh 12 tons, besides which a storage battery of 631 pounds weight supplies the current for lighting purposes. An open railing incloses at each end the space occupied by the driver, who, standing behind

a curved front of plate glass, within easy touch of the volt and ampere meters, gauges which show the resistance of the air, and a dial that indicates and registers the speed, controls its movements by turning a pilot wheel.

The trials were begun on Sept. 15 last, when a speed of 93.2 miles an hour was reached. Sept. 28, 117.32 miles an hour were scored. Since Consul Mason's report, under date of Sept. 29, other trials were made, when the terrific speed of 125.5 miles an hour were realized, and on Oct. 23 it was raised to 131.5 miles an hour. An observer who was in the railroad platform at a way station saw the car pass, and the spectacle was described in a special cablegram thus: "First of all electric flashes were visible far down the track, marking the contact of the trolley with the overhead wire. Then a buzzing was heard, which increased rapidly in volume. The car, diminutive when first seen, appeared to grow in size 'with incredible rapidity, suggesting a flying projectile,' until as it passed the station it actually frightened spectators with a sensation of its immensity. It was gone so quickly that the blurred figures of the occupants could only be guessed at, and the wire behind it 'turned into a long fiery line.'"

The only discomfort described was from the contact of the wheels with the joints of the rails. It was described to be like 50,000 hammers pounding away as fast as they could. It was declared that continuous rails upon a perfectly solid roadbed on a straight and level route are necessary to make this great speed practicable. Without doubt many Americans will be eager to experience it.

All fuel used in Switzerland has to be imported. This fact has induced the Swiss government to organize a bureau of fuel testing, which will keep the people informed on the thermal value of all fuels sold in the country. Coal will be graded in Switzerland hereafter by its heat-producing value rather than by weight. The testing station is to be attached to the Federal Polytechnicum. The little republic is, however, making considerable progress these days in the development of electric heat and power from its numerous Alpine water courses, which will in time make an inroad, no doubt, on the coal imports.

The moose that lately were placed in the Adirondacks are said to be making tracks for Canada, as their ancestors did years ago. It is strange that the deer do not follow them. It is a settled fact that deer have multiplied rapidly in the Adirondacks in recent years. Why should not the moose be equally contented there? There are many moose in the woods of Maine, and they are not drawn away by the attractions of Canada. Before the story of the migration of the moose from the Adirondacks is accepted, more definite information is desirable.

If you can't advertise much, advertise as much as you can.

OUR FOREIGN POPULATION.

Very few people realize the extent of the foreign born population in the United States. In New England there is a large foreign element and the fading of the Yankee seems inevitable. The statistics of Connecticut show that deaths among the native population exceed births from native parentage, while the burden of providing a natural increase in the population rests wholly upon people of foreign birth. This is also true of other States, Massachusetts and Rhode Island having a large percentage of foreign born. In a statement and map published by the French-American College and Academy, located at Springfield, Mass., some interesting facts are shown by the President, Rev. Prof. Louis F. Giroux, a graduate of Hamilton College in the class of 1884. Prof. Giroux's institution is for young people of both sexes and its object is to meet the educational needs of the youths of all foreigners, especially those of French-Canadian parentage, although many other races have been represented in recent years.

The statement published by the French-American College shows that more than 75 per cent. of the Canadian French of the United States is found in New England and that three-fourths of the population in many principal cities is constituted of persons of foreign parentage. The foreign problem of New England is larger than that of New York or Chicago. The immigrants to New England are principally from Italy, Austria, Hungary, Russia, Poland and Canada. In nine of the principal cities of the United States the foreign born constitutes more than 40 per cent. of the total population and seven of these cities are in New England. The percentage of persons of foreign parentage in Massachusetts in 1870 was 43; in Connecticut, 37.9; in Rhode Island, 43.7; in New Hampshire, 14, and in Maine, 14.6. In 1890 Massachusetts had 56.2 per cent. of persons of foreign parentage; Connecticut had 50.3 per cent.; Rhode Island had 50.3 per cent.; Rhode Island, 32.2, and Maine, 22.9 per cent. In 1900 the figures for Massachusetts were 62.3 per cent.; Connecticut, 57.3 per cent.; Rhode Island, 64.2 per cent.; New Hampshire, 40.9 per cent., and Maine, 28 per cent. The figures also show that Fall River, Mass.; Woonsocket, R. I.; Holyoke and Lawrence, Mass.; Milwaukee, Wis., and Hoboken, in the order named, have the largest proportion of foreigners of any cities in the United States. These immigrants have been reared in a different civilization, speak another language and need to be educated in the civilization and language of their adopted country before they can become good citizens. The French-American College has been doing excellent work in this direction, making it possible for poor young men and women to get a practical education at small cost.

Nothing more thoroughly arouses the war-horse in a man than for his wife to invite a guest whom he does not like to eat at his table.

PATIENT INDUSTRY.

Greatness Achievable by Study of Great Subject.

Written for the Tradesman.

God gives every bird its food but does not throw it into the nest. The wild duck has a greater brain with a lesser body than the domesticated duck, because the latter was allowed to grow indolent—its energies were not called forth to the same extent and it sank into comparative imbecility. The same thing happens with man. Idleness and inactivity lead to brain rust. Every faculty of human nature is improved and strengthened by proper labor, for it is not work that kills but worry. Idleness becomes a crime by wasting the opportunities for improvement, by furnishing a pernicious example to others and by the implied refusal to contribute our share to the usefulness God demands of all men. Laziness becomes a crime when it suffers talents to remain unimproved, the limbs weak when mind and body sink into dull apathy while others are laboring to produce books, bridges, clothing, food, houses, newspapers, railroads, etc.

The Creator, who made men with physical and intellectual faculties capable of labor, has wisely decreed that labor is necessary in order to obtain the comforts of life as well as maintain physical and mental health. Working for others is not an evil because you not only acquire experience but learn the value of money by earning it.

The intelligent laborer will study the interests of his employer. If his wages be not advanced more desirable situations may be offered which he was either unaware of or did not feel at liberty to apply for.

The prejudice against manual labor is one of the most foolish and wrong that ever rooted itself in the mind of man or clamored for admission to the mind of woman.

"The refinements of civilization seem only to make it stronger than ever, and a college training generally makes it incurable. The rush of young men and women into the overcrowded professions shows plainly how strong this prejudice is.

"It is even stronger than the love of money, for there are in every American city carpenters and bricklayers and masons and engineers who make more money than a great many of the professional men of the town. Many a young doctor or lawyer spends as much on his laundry as he does on his meals, because he would a thousand times rather suffer hunger than lose his 'social standing.'

"The different grades of respectability are peculiar and perplexing. For instance, a man who has a store is much more respectable than a peddler; a wholesaler is far above a retailer; a landed proprietor is several degrees better than a manufacturer; a banker is ahead of an auctioneer; a dentist is looked up to, while a barber is almost socially ostracized, although each attends to wants of the body, and so on. Best of all, says fashionable society, is he whose ancestors have been supported in idle

luxury for at least three generations.

"This un-Christian prejudice against honest labor with the hands is being gradually overcome. The fact of the matter is that every man should be at the same time a manual and a mental worker. We all have bodies and brains, no man is born without hands or without a head. In the ideal society every one would have four hours of manual labor in the morning and four hours of mental labor in the afternoon. It would have been much better for Byron, Shelley, Carlyle and Emerson if they had dug ditches for a while every fine day, and it would have changed the whole course of history if working people had developed their minds as well as their bodies."

Stagnation in a young man's career is but a synonym for starvation, since, when a young man fails to keep abreast of the possibilities of his position, he recedes constantly, if unconsciously perhaps. Young men who think clearly, who can conceive, create and carry out, are not so plentiful that even a single one will be lost sight of. To simply fill a position is only a fair return for payments made, the art lies in doing something more than was bargained for, in proving better than expected. A young man of this kind does not remain in a subordinate position long.

The whole secret of making one's self indispensable to any business lies in what is given to an employer in return for the wages received and what is made of the position and its opportunities. Too many persons are satisfied to be faithful simply in the position they are occupying. A young man may make of his position just what he pleases. The possibilities lie in every position, seeing and embracing them rest with the occupant. One position should be the chrysalis for the development of new strength to come into another just above it. There are two classes which amount to nothing in the world: One is the Micawber class, always "waiting for something to turn up," and the other is the class which is ever planning some brilliant scheme with "millions in it"—some short cut to success. Both are doomed to failure.

No success is easily made nowadays. Appearances are tremendously deceptive in this respect. We see men making what we choose to regard and call "quick success," because at a comparatively early age one needs only to study the conditions they acquire position or means, but one needs only to study the conditions of the business life of to-day to see how impossible it is to achieve any success without work and lots of it. No young man need approach a business career with the idea that its achievement is easy, because advantages of education will come in at times and push one man ahead of another. No abilities, however splendid, can command success without intense labor and persevering application. The world's people of genius have generally been those who longed for a thing so strongly that for the sake of its attainment they conquered obstacles, lived down op-



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.

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.

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

CELERY NERVE GUM



PROMOTES THAT GOOD FEELING. Order from your jobber or send \$2.50 for five box carton. The most healthful antiseptic chewing gum on the market. It is made from the highest grade material and compounded by the best gum makers in the United States. Five thousand boxes sold in Grand Rapids in the last two weeks, which proves it a winner.

CELERY GUM CO., LTD., 35-37-39 North Division Street, Grand Rapids, Michigan

position, ignored discouragement and through years of trial moved steadily on toward the fulfillment of their desire. Success grows out of struggles to overcome difficulties. If there were nothing to compete for there would be nothing achieved. Successful adaptation to environment necessitates exertion and has led to most of the splendid mechanical inventions and improvements of the age, so that we may say with Agassiz, "Genius is capacity for an extraordinary degree of application."

Youth is the time for preparation and education that the boy may be fitted to take his place in the arena of life. If he is to become a workman his muscles, brain and senses must be trained for service. The future captain must be grounded in the art and rules of navigation, and likewise with farming and other pursuits, each of which must be preceded by thorough and conscientious training; and just in proportion to the correctness of habits formed in apprenticeship will be the usefulness of the man's life. The boy who has never made any effort to control his mind, who has been accustomed to let his thoughts wander at their own sweet will, who in his mental operations has always followed the line of least resistance, finds himself continually losing the connection of thought when for the first time he attempts to master a difficult mathematical problem or follow the steps of an extended argument. The effort to comprehend the thought and keep the mind intent is too great for his undisciplined powers. The mind wanders from the subject, the connection of thought is lost until he strives to recall it. If he can go through it at last without a hitch or a break in the argument, he has made substantial progress, and the next difficulty he encounters will be more easily mastered until by and by the habit of concentration is established, ready to serve him in every exigency of his future business or professional life.

When he is seeking mental discipline in the formative period of life he should have as few irons in the fire as possible until he learns to work while he works and play while he plays. The world will appreciate his capability of stern obedience to duty as well as his merit as a thinker.

Any man of ability and application who makes a great study of a great subject can become great.

Thomas A. Major.

Biggest Show 'Cept One.

A circus was coming to a town in Louisiana, and every barn and fence within a radius of twenty-five miles or more had been covered with the usual lurid announcements. An old-time colored man and a dudish yellow boy were gazing at the bills and wondering.

"Barnum and Bailey's circus. The biggest show on earth," read the youngster.

"What—what's dat?" asked the old-time darky, pricking up his ears.

The boy read again the legend of the show-bills.

"You don't know what you is talk-

ing about, nigger. Dat show kain't touch John Dobbinson's. He used to come froo here, and dat was a show wuth seein'. Dat was de bigges' show on dis earf, sho'nough."

The old man had evidently not seen a circus for many years. Elderly colored people throughout the South like to talk about John Dobbinson.

"Read it for yourself, then," said the boy. "I tell you that thing says this is the biggest show on earth."

The old man proceeded to spell out the big letters. He waded through "Barnum and Bailey," and after a rest began on the remainder of the sentence:

"Biggest show on earth, Sept. 1."

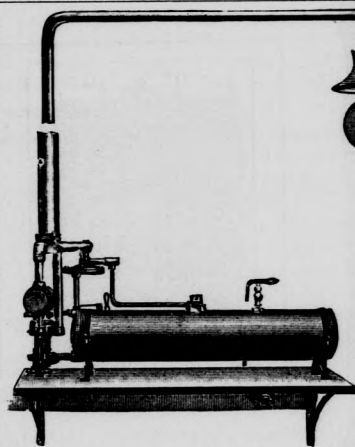
"I knowed it! I knowed it!" shouted the old man, jumping up and down in his glee. "De bigges' show 'cept one! Dat was John Dobbinson's!"

Corsets Moving Slowly

From reports the corset trade is not exceedingly heavy. The weather is against retailing. The rank and file of customers do not purchase before necessity compels it. As long as the weather is favorable to light clothing, the wage earner will not make a change for the season. When a sharp day suggests the warmth of flannels they will be purchased, likewise cloaks and suits. But a new corset is somewhat of a luxury and is, with the average wage-earner, the last garment of the season's outfit that is purchased.

Call For Petticoats.

Orders for fancy petticoats seem to be increasing. The sale of light colored silk skirts for wear under evening gowns has been particularly good. White naturally is the leading favorite in color for evening petticoats, but a considerable quantity of the pale shades of silk have also been sold. These skirts are not only more elaborately trimmed than those intended for street wear, but they have, as a rule, deeper flounces; in fact, most of them are almost knee deep.



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

Gas or Gasoline Mantles at 50c on the Dollar

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

Saves Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M".

S. F. Bowser & Co. Ft. Wayne, Ind.

We carry the most complete line of

Blankets
Fur and Plush Robes
Fur Coats, Etc.

in the state. Our prices are reasonable. We want your orders.

Sherwood Hall Co.,
(Limited)
Grand Rapids, Mich.

Little Gem Peanut Roaster

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

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

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

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.

Two Statements That Mean Something

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

Subtract them and you have as a result . . . 908

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

LANG & DIXON, Ft. Wayne, Ind.
State Agents in Indiana and Michigan

Hardware

The Sick Range and Chimney Doctor.

There is no doubt that trouble has developed frequently in many households through the unsatisfactory behavior of the range and chimney, and as a result the plate glass window of a large stove and heating concern in Brooklyn bears in white letters the words, "Sick Range and Chimney Doctor." This is the time of the year when people have most need of these essential features of the home, and the more experienced a dealer is in locating the causes and the more knowledge he has of what creates trouble, the better he can apply remedies and satisfy his customers.

The furnace, the steam boiler, or the range depends, for its successful operation, largely upon a good draft in the chimney. While chimneys have vagaries, those which are straight from top to bottom and clean of overhanging birds' nests and mortar from between the bricks, or woolly soot hanging from them, are less likely to give trouble than those that have here and there an offset to pass around a window to reach the center of the gable at the top. These offsets make excellent lodging places for fine ashes, which reduce the area of the flue, which possibly is none too large when its full capacity is available. Again, the chimney must not be made of such porous brick as will allow the air to enter the chimney from the outside. If the chimney above the roof has but little mortar between the bricks, due to time and exposure to the weather, it is quite probable that air will enter at these imperfect points and prove an important drawback to the draft. Such a chimney should be pointed up with cement or mortar, which will help its operation. Sometimes the foundation of the chimney is not what it should be and the chimney settles and cracks as a result, allowing the air to enter and interfere with the draft.

In many city buildings, where the semiportable range is largely used, the floor joists are not in sufficient number, or else, in far too many instances, they are not of a size to provide the necessary strength and, in consequence, the floor sags in the middle, drawing the range away from the chimney and breaking the smoke pipe connection, so that air can enter freely. In many cases the insurance companies have succeeded in forcing adoption of the foolish practice of partially inclosing the range between heavy jambs, and the builder often starts the chimney from the top of these jambs, so that the smoke pipe enters through the throat piece at the bottom. The bottom arrangements of such chimney jambs, throat pieces and smoke pipes are numberless and varied, and, in most instances, the cause of something similar to a life-long penal servitude on the part of the housewife. It is difficult to make a tight smoke connection at the bottom and air enters at many small, unlooked for places. The draft of

the chimney is spoiled, and consequently there is no pull on the fire. An attempt to start the fire fills the kitchen with smoke, and an attempt to bake is given up, recourse being had to the baker for many things which could be prepared in the oven if the statutes of different states compelled the owners of buildings to equip their property in such a manner that the tenants would receive all of the benefits and conveniences for which they were paying rent.

If all stove men and dealers were thoroughly informed and competent chimney doctors, a reform in form and construction might possibly relieve the distressed housewife. Unfortunately, far too many stovemakers know as little as the imported servants who operate the kitchen range. In fact, the "kitchen mechanic" is often about equally equipped with intelligence when it comes to knowing anything about the chimney and operation of a range, notwithstanding that one is equipped with a dish cloth and the other with a hammer and a pair of shears. There is one fundamental principle that can be relied upon as a safe guide in all chimney troubles, and that is to connect the stove, range, furnace, or boiler with the chimney so that no air can find entrance to it, except through the grate or the apparatus itself, and through the smoke pipe. If a range gives trouble and the chimney is right it is often the case that the range needs cleaning, the dust, soot and ashes having accumulated deep enough to reduce the flue within the range to such proportions that there is not sufficient draft to heat the oven.

Again, where an upright grate is used on the front or side of the range fire box, it will warp in toward the fire and allow the air to pass up between the grate and the front or side of the range and over the fire to check the draft, exactly the same as if a cover was removed. This means a new grate. It is not uncommon for the fire brick in a range to be broken so that a piece of coal gets down behind the bricks and creates an air passage which will eventually interfere with the draft through the coal and the work it has to perform. Not infrequently the damper rods warp or burn out so that they do not properly operate the damper, and many times a small piece of coal will find its way to the hinge socket, or under the damper, to interfere with its operation.

It is the study of these small things and their effect on the chimney and on the range and their operation that qualifies a man to act as a "Sick range and chimney doctor." If the coming winter is utilized by the trade to store up experience and information along the lines indicated, they may be justified in hanging out such a sign, and if they are skillful practitioners they will have many patients and build up a lucrative business.—Metal Worker.

The screaming advertisement often defeats its first object. We are not all visually deaf.



White Seal Lead and Warren Mixed Paints Full Line at Factory Prices

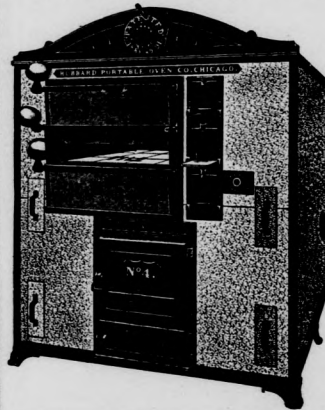
The manufacturers have placed us in a position to handle the goods to the advantage of all Michigan customers. Prompt shipments and a saving of time and expense. Quality guaranteed.

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

BAKERS' OVENS

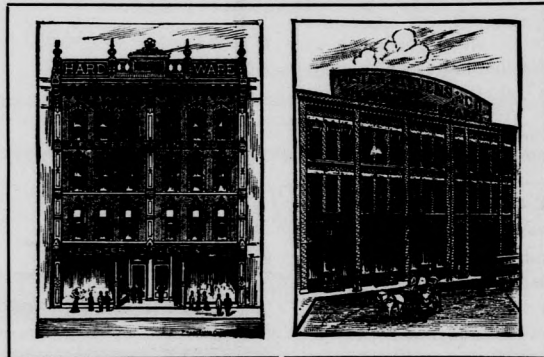


All sizes to suit the needs of any bakery. Do your own baking and make the double profit.

HUBBARD PORTABLE OVEN CO.

182 BELDEN AVE.,
CHICAGO, ILL.

Foster, Stevens & Co.



Grand Rapids, Michigan

Printing for Hardware Dealers

Make Your Window What It Ought To Be.

The object of your window display is not to show how many classes of goods you have, for all classes of goods are not equally desirable; neither is it to build up a reputation for yourself or your window-dresser for having the most elaborate and gorgeous window displays in your town, but it is a means to an end—an advertisement for your goods. For advertising purposes, one selects a few of one's leading garments, and makes them prominent in one's window. If a clothing display, select a late design and the most fashionable article you have in your stock for the basis of your window design; study how you can make it show to the best advantage in your window; consider its lining, make and quality, and aim to put all in the best light possible. After having placed it in your window, observe how it looks to you, and note the effect the position produces upon your mind. In that way you may bring to your apprehension what the effect will be upon the mind of the passer-by. If your first effort fails to satisfy you, try some other position and note the effect as before. Continue this work until you get the garment in the most desirable position for showing its merits.

After you have placed the important piece, make your selections that are to go with it, and hang them in your window with equal care. If your window is large, the room at your disposal will give you opportunity for neckwear or hat displays, or any other leading article you may wish to present. Whatever you do, guard against crowding your goods, give ample room between the pieces, and, if convenient, have some suitable background of draperies or something that will throw the view of your display outward toward the street, and at the same time help the appearance of your goods from the observer's position.

Some sort of background for articles placed in the window is as important as the background to a picture. Some retailers hang their windows full of goods, leaving sufficient space between the pieces to enable the observer before the window to take a full view of the store. This method of window-dressing is bad, and, like bad advertising, it brings no results. A merchant should never dress his window for any purpose other than as a means to advertise his goods. The window, like newspaper advertising, is intended to bring results. If the work is badly done, the effectiveness intended will not exist, and the advertisement will bring no results. Some think it necessary to put a whole store in the window, as if the display was intended to show the greatness of your stock rather than to present a few leading articles to show the nature and quality of your goods within. A window of that description may attract a crowd, but it will sell no goods for you. It may also bring applause to the window trimmer, but the fame

he gets in that way will soon vanish like a soap bubble.

We have often suggested that a few flowers or pot-plants should be used to give life and beauty to a trim, but we do not mean the window should be made a flower show. The still life of a few flowers and plants will brighten and enliven the goods displayed. Everybody, young and old, whose taste for the beautiful is not dead, loves flowers, and hence a single rose in a window may attract attention, when your suit of clothing would be unnoticed without it. The rose placed with the suits would bring attention to the garments, and it would enhance the beauty of the display. Make your window what it ought to be—attractive and beautiful by the use of all beautiful things at your command.

Fable of the Furnishing Trade.

Once upon a time there flourished a chubby man with a fog-horn voice and a ferocious glance. They masked the soul of a flunky and the spirit of a tame rabbit, but people hadn't found that out. They bowed low and rubbed their hands when Ferocious Foghorn came along, and he, being a flunky at heart, waxed rosy and lump on the adulation of the artless. For, flattery and flummery were sweet to his nostrils; he quaffed deep and often of them as a toper quaffs his favorite tipple.

By and by the head of Ferocious Foghorn got turned. He put himself on a pedestal and genuflected before his own image. He grew to fancy that the sun rose and set with him, that a waiting world hung breathless upon his next utterance, that if he should be gathered to Kingdom Come the universe would come to an abrupt stop. In his contemplative moods he saw this epitaph carved upon his tombstone:

"He lies beneath the earth he made his own.
And God once more is running things alone."

Ferocious Foghorn couldn't get along with those under him, and small wonder. They were made of coarse clay, while he was fashioned of choicer stuff. He loved to ride roughshod over his subordinates, bragging and swaggering, roaring and cavorting like a mad bull. And if those under him were afraid and showed it, Ferocious Foghorn was glad in the innermost fibre of his mean little soul. But if a man rebelled at the slurs put upon him and showed fight, Ferocious Foghorn would cower down and shrink within himself and mumble apologies and the tears would stand in his watery eyes, and his voice would have a pathetic catch and his face would be like unto that of a martyr on a stained glass window.

Of course Ferocious Foghorn could not last. People were bound to find him out, and when they did, he discovered himself measuring his length on the flagstones and viewing the constellations. He was thrown down so hard that he made a dent in the ground.

But did Ferocious Foghorn learn a lesson from this fall? Not a bit

of it. He picked himself up with as good a grace as he could master, flicked the dust from his garments and went on his way sullen and brooding. Locked in his chamber, with the lights turned low, he took a most piratical oath that he would be revenged, yes revenged upon those who had caused his downfall.

But Ferocious Foghorn was shorn of his power. Most of those he met in the street, and tried to buttonhole with his tale of woe, impatiently shook him off. Some paused to listen, smiled pityingly and passed on.

And Ferocious Foghorn, left to stew in his own juice, grew bitter and vindictive and his cheeks lost their rosy hue and his waistline its girth. There he stands like an eject-

ed beggar, making faces at the window of the man who cast him out.

Moral—It pays to be decent.—Haberdasher.

Quick temper is a liability and not an asset. If you can keep your temper under severe provocation you have one of the prime requisites of a good salesman. Having learned to control yourself you can then control others.

If you get a good hint in this paper put it to work at once. Ideas are good, but you must hitch them up with action. Think and work make a good team and will pull the heaviest load.

Experience is a wise teacher—if folks just act on her advice.

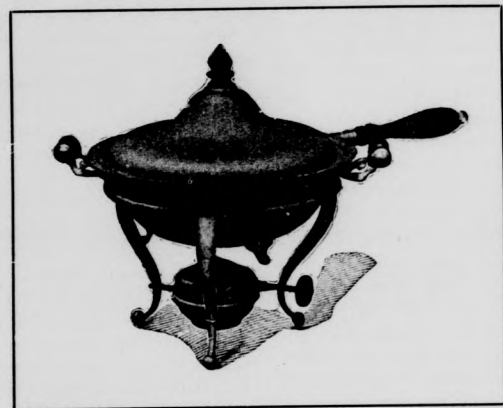


THE ALLEN LIGHT
MFG BY
ALLEN & SPARKS GAS LIGHT CO.
GRAND LEDGE, MICH.

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.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The tone of the staple end of the market is decidedly better, although the actual increase in the transactions has not been very material. The firmer feeling, however, gives everybody more confidence and buyers will undoubtedly realize the strong basis upon which the market prices rest. The buying has not expanded to any extent, but promises well for the near future. A good many orders have been taken during the last few days for shipment in December and January for spring business. There is some accumulation of three-yard sheetings, but it may be because prices on these are considered relatively higher than on other lines. Drills are in fair condition and denims retain the strong position with the exception of a few unimportant brands where some slight shading is being done. Colored cottons in the South are in good condition and generally well sold ahead. Bleached cottons are showing a firmer tone, owing to a stronger business in the gray goods market.

Underwear—The underwear market is passing through the usual fall period of quietude and, although there has been some trade, it has been conducted in a listless and rather uninterested way. There is far more interest noted in the prospects for the new fall season, and what is to be done, rather than in the spring season. Of course the price question is paramount, and while there seems to be little chance, probably no chance of prices being any lower, there is a great diversity of opinion; but how much higher they will be, if based upon conditions for the heavyweight season just passed, or passing, as it is with many mills, prices may be expected to advance sharply, but when the leavening influence of the spring, 1904, season is considered, the problem becomes more complicated. A good many of the manufacturers made their prices over high and have not yet sold up the productions of their mills. They will, no doubt, try to recoupe their losses with the next heavy weights. This gives color to the intimation that many prices will be but little, if any, higher than last year's. On the other hand, the majority affirm that they will make every effort to continue the percentage of advance secured on an average for spring lines. From a careful canvass of the market it seems to us that it is only fair to expect about the same percentage of profit, for unless that is secured it would hardly pay to run the majority of the mills. Of course on the same percentage of profit, the actual profit would be somewhat more on account of the greater weight of fall lines, and there are many in the market who feel that they cannot induce the buyers to pay in that way and the best they can expect is to get practically the same profit as on spring lines, which would, of course, be a smaller percentage. When considering the price of goods for the fall season, manipulation must

certainly be taken into consideration, and it is here that the buyers who have not had an actual mill training are most frequently in fault; for so skillfully is much of the work done in order to reduce the cost of the goods, that it is almost impossible to detect it without a careful analysis of the fabric. An ordinary examination such as is commonly given would never disclose it.

Hosiery—There is yet considerable business being transacted in the primary end of the hosiery market, and commission houses who are able to promise deliveries within a reasonable time are cleaning up fairly well. Buyers for the local market are looking around and picking up bargain lots, but even in these there has been little that could rouse enthusiasm. There have been very few drives offered. Some buyers have been making offers slightly under the market prices, and in one or two cases these have been accepted, but this has not been of enough importance to be considered seriously. Low-grade goods are claiming attention for the present time and orders are being placed for these to-day in fair quantities. Preparations are in order for the new wool and fleeced goods but it seems now as though the fall season was likely to open late. Last year men were on the road before the middle of November, but this year it will be much later.

Wool Dress Goods—With the placing of the bulk of the initial spring dress goods orders, it is but natural that business at first hands during the past week should show a marked falling off as compared with the time when the market was crowded with buyers and initial buying was in full blast. It is the sense of the trade quite generally that while the first round of business is nearing completion, both jobbers and cutters-up will have to add materially to their takings as the season advances. Just what direction this additional business will take must remain for future developments to disclose. At present opinions in this connection are varied somewhat and are based largely on the initial ordering, as it impresses itself on various minds. The business that is coming forward on both domestic and imported lines differs in no important particular except as regards volume, from the earlier buying. It is probable that little additional light of a dependable character will be shed on the question of fabrics and general demand until jobbers and garment manufacturers make an extended canvass of their trade. While some few salesmen representing the early jobbers are already out trying to get spring orders, no great importance is attached to such efforts by the average initial factor, for the reason that he realizes that the initial trade, as a whole, has not progressed far enough with its fall business to cause him to take up the question of lightweight requirements in an earnest manner. The retailer has enough to do at this juncture in connection with the current season without jumping ahead into the next. It will be some weeks apparently before



GENTS' NECKWEAR

Ask our agents to show you their line.

We have just received a large and complete assortment of neckties in the following styles:

String
Teck
Bow
Four-in-hand
Shield

TIES

Prices from
45c to \$4.50
the dozen

Way's
Harvard

Mufflers

Prices from \$1.90 to \$5.25
the dozen.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.



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 Campau St.
Grand Rapids, Mich.

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 general retail trade will be in a mood to take up the question of spring season's needs and see to the providing for them. The dress goods mills, as a whole, are in from fair to good shape as regards business in hand and can consequently await the development of the reorder demand without unusual misgivings. Unless the duplicate business proves generally disappointing, dress goods manufacturers should round out the lightweight season in good shape.

Carpets—The demand for all lines of carpets has been very good the past season. As a result of the Philadelphia strike prices are stiff on all lines, and open up a possibility of an advance for next season, especially on ingrains. Some doubt is expressed by the trade regarding any further advance on Brussels and Wilton carpets as the sales were less last season than other grades, owing to price. While it is true these lines should advance with others, large buyers who have already been looking around with a view to placing orders are not prepared to pay an advance. It will be a difficult matter to prognosticate the future condition of the market until after the 15th of November. The stocks of carpet were practically cleaned up last season, and the trade of late has been buying very conservatively. Philadelphia manufacturers, having lost last season's business, will use the same samples the coming season, and will be prepared to take orders early. The large New England and Middle States carpet mills are well supplied with orders for carpets to last them for some time, especially the ¾ goods. As a result many will run into next season before completing the initial orders, in some instances. The trade is more favorable than ever before to one sampling season, which, if generally adopted, would be a saving of thousands of dollars.

Smyrna Rugs—The demand continues good. Some mills are from one to two months behind in the deliveries of their goods, on account of labor troubles, and the difficulty of getting yarn dyed and the scarcity and high price of raw material. New styles for spring are already being offered by leading manufacturers, which are very neat and novel in the designs, and the trade considers them more attractive than in previous seasons. The demand runs on both wool and jute goods.

Persian Rugs—Have met with a large sale all through the time of the strike, as the manufacturers of this line were not affected.

Felts—The trade continues good on general lines. On millinery felts there is some slacking off, owing to the changeable weather and the season advanced. On ordinary lines for clothing purposes, the demand continues good. Mills are unable to fill orders promptly and buyers are forced to wait for what will be called seasonable and profitable goods. Prices are firm on all lines, and advanced on some, such as low-grade goods. A number of mills that are making felts have been unsuccessful in producing regular goods, but the

old-time mills making standard goods have difficulty in filling their orders promptly.

Portieres—This line is very active, and jobbers report many orders unfilled since last May and June, due to the labor strike in Philadelphia. Many orders have been canceled, owing to the manufacturers' inability to deliver.

Windsor Cloth—A good demand is reported and available goods have sold rapidly. Manufacturers are declining to book orders unless they obtain their price.

Thought and Action.

Some men achieve great success apparently without any effort at all, but it is on account of their wonderful mind force. When you learn that all of your power comes from your mind then you will appreciate the idea of being prompt in all things. Nothing ever falls contrary to the law of cause and effect. The cause of the great effects we are talking about in this journal is that we have not been thinking right. You may think you have been; if you do, let me ask if everything is right?

Money is moving this world, or, in other words, the people, and I know that thinking makes the money. If you want to make more money put your thinking machine to work by acting on every progressive thought that comes to you. Don't forget that your thinking machine will not work if you don't work with it. It is entirely too intelligent to try to work with you if you fail to work with it.

If you believe in progress, prosperity, expansion and evolution, you must believe in action. Without action there is nothing accomplished. Failure is the result of ignorance and idleness. We remain ignorant in many things just because we have allowed ourselves to believe that idleness is happiness. What a lie! Do you wish for the time to come when you will not have to work? If you do, I can see why it is that you are not being fed with thoughts that will help to show you how to find progress, prosperity and expansion in your business. E. H. Miller.

Easy When You Know How.

It is the easiest thing in the world to write a simple advertisement—all you have to do is to find out what there is to say about the subject of your advertisement, and then write it down in the order in which the various points will best appeal to the reader. But if you undertake to twist the facts into a knot that you may arouse the reader's curiosity to get him to attempt to unravel it, you will encounter hard work and a great deal of useless expense. After all, most of the mystery of mysteries of advertising consists in doing things which are considered smart by the people who invent them and foolish by the people who read them. A great deal of money is spent on this mysterious kind of advertising, but it is safe to say that half the money invested in simple statements which people can understand would bring immensely greater returns. The writer of an advertisement should digest the in-

formation he may receive about the subject of his sketch and consider what points are known to the public, what points are commonplace and what points stand between the public and the purchase. He will find very often that the points which appeal to him will be commonplace to the public; and the points which seem commonplace to him will most strongly appeal to the public.

Waldo P. Warren.

If you lack wealth try to get wit. Poverty of the mind is more pitiable than that of the body.

FOR RENT

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 Ranville Power Block
Corner Campau and Lyon St.
Grand Rapids, Mich.

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

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

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

CHAS. A. COYE

JOBBER OF

Cotton, Jute, Hemp, Flax and Wool Twines

Horse and Wagon Covers, Oiled Clothing, Etc.

Grand Rapids, Michigan

11 and 9 Pearl St.

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

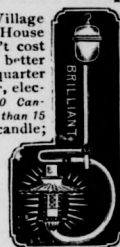
"The Clothing that makes Rochester famous."

REGISTERED BY Solomon Bros. & Lempert, 1900.

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

The BRILLIANT Gas Lamp

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



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,
Grand Rapids, Michigan

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

Clothing

Market Conditions in Underwear and Hosiery.

The present apathy of buyers is a little disconcerting to jobbers, and both underwear and hosiery lines for the moment are quiet. This is usually a brief resting period with the wholesalers, but they have looked for more duplicates on underwear than have so far been received. Some filling in has been indulged in by the Western and Northwestern trade, where the retailers have had a longer spell of cool weather than has prevailed at New York, Philadelphia, Boston, Washington and neighboring points. Reports received from salesmen are that most of the retailers, with the exception of the big department stores, have just gotten their fall lines well before the public.

When the cool spell came early in October many of the furnishers were caught without their heavyweights near at hand to meet the hurried demand that came for woolens and heavyweight cottons. Not even all the department stores were prepared for such a heavy run as came then upon the underwear counters for woolens and fleeces. Most of these big operators buy in case lots direct from the mills and the latter had been delaying deliveries for one reason or another, and many of the big stores in the large cities had to bring out their leftovers to meet the demands upon them. Then the mills were called to account on deliveries. Those buyers who had gotten their goods in early and prepared for the first advent of chilling winds did a landoffice business. They had gone by past experience, which has taught them that there are many thousands of people who have an awful dread of pneumonia, and with the first drop of the mercury rush for woolens. Dealers who had prepared for such a demand did the business, and furnishers who were somewhat indifferent about the weather probabilities lost trade.

It is from these stores that had an early run on wools and fleeces that duplicates are being received. Aside from supplementary business coming in in spots the market is rather listless.

Agents returning from their initial spring trips through the West, Middle West and Northwest report a very satisfactory spring business. They say those sections of the country seem to be enjoying much more prosperity than is experienced in the East, and particularly in New York. Trade with the latter section lacks snap, and sellers say they find it difficult to interest their customers in new lines. But agents believe that Eastern trade will develop more life later, when the retailers have had a longer spell of cool weather than has yet visited that section. Cooler weather has prevailed in the West and reports from salesmen are to the effect that retailers have had a very fair opening fall business. Jobbers who have been giving attention to spring lines have been buying quite as liberally as they did last spring.

The Western trade start the new season with very light stocks, having exhausted their last season's holdings pretty effectually last July and August, hence their need of new stocks.

The Shoe-Horn Trade.

Since the disappearance of long-legged boots for men and the very general use of low shoes—especially in warm weather—by both men and women, the shoe-horn has become more than ever before an important article of manufacture and sale. There are shoe-horns to be had for nothing, these being given to the purchasers of shoes; and then there are shoe-horns that cost \$100 apiece or more. The shoe-horn is made in these days in very great variety and of many materials, including celluloid, steel, fine woods, silver, tortoise shell, ivory and gold. A writer recently described some of them: Celluloid shoe-horns are made in different sizes and in all colors. They cost as low as ten cents.

It is the steel shoe-horn in its simplest form that is given away to the purchasers of shoes, and then there are finer horns of steel, nickel plated and handsomely finished, that sell for fifty cents, seventy-five cents, or it might be \$1. Some of these have a buttonhook at the end of the handle.

Shoe-horns in fine woods are made of ebony and of snakewood. Either can be bought for seventy-five cents. Ivory shoe-horns come in probably fifty or more varieties. There are some a foot in length, which might prove quite convenient for a man of generous gift, who didn't want to bend too low. There are horns of stained ivory, horns with carved handles, and horns perfectly plain and simple in design. You can buy one for as little as \$3, or from that up to \$14.

There are tortoise shell shoe-horns that sell for more than the finest one of ivory. One of amber would cost \$25.

There are silver shoe-horns in a score of patterns as to handles, and in a still greater number of varieties, counting styles of finish. Thus there is a silver shoe-horn with a Louis XVI. handle, and one with a handle in marquise style; another with a handle in renaissance, one with a George III. handle, and so on; and in these silver shoe-horns new styles are added from time to time in an endeavor for further variety and fresher novelty. Silver shoe-horns are sold at all sorts of prices, ranging from \$4.50 to \$22. Then there are gold shoe-horns that may cost \$100 or more, one of good size, but perfectly plain and simple in design and finish, of bright yellow gold, with a polished finish, selling for \$105.

An exchange says when you get on your knees to say your prayers and find on getting up that you are stiff, that is a sign that you are growing old. Very good, but how do the rest of us tell? When we lose our collar button under the dresser?

How does a mermaid ever get to sleep? She can't look under the bed for burglars!

Job in Fur Overcoats

500 only Russian Buffalo Fur Overcoats, brown or black. High grade, full sizes, regular stock, while they last, **\$10.50** net cash. Will send you sample coat—it's a snap shot so don't delay.

Detroit Fur Co.

253 Woodward Avenue, Detroit, Michigan
Mail Orders

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.

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

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



"GLADIATOR" MEANS BEST

Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

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

Samples Sent on application. Express prepaid

M. I. SCHLOSS

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

Fads and Fashions Peculiar to the Season.

The sack suits for this season have plenty of variety and style; for the most part they drape the figure rather than fit it closely, as heretofore, and are cut slightly longer, thereby looking well on a great majority of men. In the single-breasted coat we have the choice of the standard four-button style and also the three-button coat, which is particularly adapted to the young men's wants, and has a certain snap and go, which is liked by many old men.

The double-breasted coat is also worn in two styles—three-button and occasionally a two-button, although the latter style is waning, it being a little too extreme for most men. There are a certain number, however, who will cling to it throughout this season. In the double-breasted sack the lapels are rather long and peaked and the suit generally is made of dark, quiet fabrics, but the single-breasted coat shows a greater variety, even running to rather pronounced plaids, although for the most part they are rather subdued. You will find in both black thibets, worsteds and chevots, fancy woven chevots, dress worsteds and cassimeres plaids, stripes and some mild checks.

This season shows a good variety of overcoat styles. Undoubtedly the most popular one will be that which reaches about to the knee, cut full fly front, velvet collar and square pockets; kerseys will show considerable prominence in the various lines this season and for good reasons: they are warm; they wear better than almost any other overcoating and are a thoroughly good, all-around fabric for all sorts of occasions. Another style that will be popular also, and, in fact, may equal the one just mentioned, is that which reaches about six inches below the knee, but otherwise is made in much the same style. In both coats we find that kerseys lead in popularity, both blues and black, also blue and black Oxford vicunas, meltons and Irish friezes.

The loose-fitting belted overcoat, built something on the ulster style will continue a good one for many men. It is comfortable, warm and "dressy;" good for driving or walking and mostly made from rough-faced fabrics, such as chevots, vicunas and friezes, but there are also Oxfords and blue and black smooth-faced kerseys.

The single-breasted frock overcoat will again be worn by men of extreme taste and is one of the most favored novelties in men's outer garments for this season and is particularly becoming to men of good physique. It fits the form closely to the waist, with skirts moderately full and hanging gracefully from the hips.

For men who are out in all sorts of weather, particularly driving, there is the storm overcoat, 49 or 51 inches long, loose and heavy, and belted in the back, made from plain and mixed chevots, black and Oxford vicunas and friezes.

In speaking of outer garments we must not forget the "cravenette" rain coat, that handy, all-around garment

for many occasions, and which is rain-proof. They are cut on stylish lines, 51 inches long, and when they are made of loose-woven fabrics are lined with "cravenette" proofed silk, which insures absolutely rain-proof qualities. They are cut loose, to hang in graceful folds, and do not interfere in walking and are comfortable when seated in a carriage.

The cutaway coat shows more space in front this season, although the skirts are long and full. It is a more graceful garment than that of a year ago, and promises to be more popular.

The Prince Albert frock coat, which is, of course, the only correct style for daylight social occasions, is more graceful than usual—form fitting to the waist, yet not tight. The skirts hang loose, silk or satin-faced to buttonholes, and so cut as to emphasize the broad shoulders and deep chests and it is optional whether you wear a waistcoat of the same fabric or one of fancy cloth, but the trousers are invariably of fancy worsted.

The full evening dress suit shows more grace, yet greater adaptability, this season. You can use either dress or undressed worsted, imported llama, thibets or French crepe cloths, each silk or satin lined to edge of lapel, preferably the former, and the trousers may have a braid on the outside seam or be plain; the latter is much favored by many men. Of course, either the waistcoat of the same material as the coat or a white waistcoat may be worn, and either of them may be double or single breasted, although single breasted styles seem to be more popular.

The Tuxedo coat, which may be made from any of the materials proper for full dress, is the correct informal evening dress; that is, it should not be worn to any formal occasion and, as a rule, never where ladies are present, but this latter rule is somewhat losing its force, for the extreme comfort of the Tuxedo is bringing it into favor for many different purposes and we frequently see it now at the theater and at more or less formal dances. Those who observe the strict rules of good form in such matters never wear it in such circumstances, but custom may bring it about in time, and it is not unlikely that before long it will be recognized as a correct form of full evening dress. The man who has plenty of money to spend has his complete full evening dress and complete dinner dress, but those who are of limited means have full evening dress and the Tuxedo coat, which answers very well. Likewise the man who has plenty of money has a silk hat and an opera hat, the latter to wear to the opera or theater, while those who practice economy get along with the silk hat, although it usually requires an ironing after a visit to one of these places of amusement.

The fall and winter neckwear shows the larger effects, quite a reaction from what has been in vogue for the past year or so. At the same time, we find many cravats of the opposite extreme, the diminutive bows for early fall and the very narrow four-in-

hands. The large ascot shapes, heavily lined, are promised by the exclusive haberdashers to be quite correct, and they are certainly backing up their convictions with good stocks. The wing collar, which continues to be strong in popularity, allows, in fact demands, the use of heavier, larger cravats, and it is something of a relief to find them fashionable again.

The man who can not find a collar to suit him this season must indeed be hard to please. You have the choice of every shape, practically, that is ever made. Banded collars are slightly higher on the average than for the summer, as would be natural. The wing styles show a great variety of forms from the narrow tabs and narrow spacings to the broad, deep tabs, and wide open fronts, and poke collars are of every conceivable dimension and "pokiness."

The matter of cuffs shows a little change. The round corners are preferable. Although square corners are almost equally popular, and the percentage of shirts wanted with cuffs attached increases each season. White cuffs on colored shirts are being pushed even by some of the swellest haberdashers, but as yet they are far from the popular stage. What may happen in this direction before the season is over is hard to say, although it is not impossible that they may show up strongly before long.

A salesman can offend a customer by a shrug of the shoulders, a gesture of the hands or an expression of the face.

Made on Honor

and

Sold on Merit

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

PAN-AMERICAN GUARANTEED CLOTHING

That Air of Jauntiness

which is a distinguishing characteristic of

PAN-AMERICAN GUARANTEED CLOTHING

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

makes it the best selling line of Popular Price Clothing for Men, Boys and Children in the United States. And the Retailer's profit is larger, too—Union Label has improved quality—has not changed the price, though.

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UNION WORKERS REGISTERED

GREAT WESTERN GARMENT CO. MADE IN AMERICA

UNION MADE

Men's Suits and Overcoats
\$3.75 to \$13.50

High grade materials, all wool, stylishly cut and handsomely finished, substantial trimmings, stayed seams—every suit made so that it will uphold our guarantee. Our salesmen will tell you about it. Or a postal to us will bring information and samples.

WILE BROS. & WEILL

BUFFALO, N.Y.

Special Features of the Haberdashery Market.

Preparations are well made for the holiday trade, which is fast approaching the retail trade. The manufacturers' business for this part of the season has been very good in spite of the fact that the regular autumn season was behind that of a year ago in many lines, with considerable disappointment. Unless all signs fail, however, the holiday trading will to a considerable extent make up for it. Some of the creations of the cravat-makers can only be termed superb and it is only a pity that we can not reproduce some of the new effects in colors. The English square is decidedly a leader in this particular line and some of the richest silk patterns ever designed have been utilized in making them this year. Many large figured effects may be seen, including beautiful Oriental effects as well as stripes and geometrical designs. The latter two are frequently combined on a plain ground with pleasing effect. Many of the vine and floral designs are arranged as for the spring and summer season, in stripe effects.

The heavy Ascot cravats, lined and padded, will be a strong feature of the high-grade lines as evinced by the sales for the holiday trade to the more exclusive haberdashers.

The four-in-hands are of moderate width, $1\frac{1}{2}$ and $1\frac{3}{4}$ inches, and follow the prevailing silk effects although naturally in the smaller pattern.

Mufflers are always big sellers at this season and will be no ways behind for 1903. Both the squares and the made-up shapes are being offered to the trade, but the former promise to be more prominent in the retailers' stocks this year than last.

The salesmen representing the neckwear houses are on the road with their special holiday samples and are sending in good reports in regard to business. At the same time they are showing some new samples for the general season that were brought out after their regular fall trips. Undoubtedly the most important feature of the season and one that gives great promise is the amount of higher-priced neckwear that they have sold. This is undoubtedly the direct result of the higher grades that the retailers have sold so far this fall. The salesmen report that in the smaller towns considerably more brilliant effects are wanted, more than in the larger cities, yet in the latter there seems a leaning in that direction also. Yet the finer trade in the cities prefers the rich, but quieter effects. Many of these are made up in four-in-hands two and two and a quarter inches wide as well as the Ascots and English squares. There is also a fair demand for folded-in cravats, Imperials, wide bat-wing ties, graduated end ties and Derbies.

As for colors, the holiday lines exhibit a riot of brilliancy in all grades, although in the higher-priced lines rich effects, the result of particularly harmonious blending, are more sought. The medium grades include many iridescent effects and brilliant

blues, deep reds, greens of various shades, browns, purples and some lavender in the compositions. Reds and greens have been particularly prominent throughout the autumn selling and will continue an important factor for the holidays. In connection with the various color schemes the grays are used much for ground colors and throw the rest into prominence.

The search for bright color effects has resulted in the revival of the Roman stripes as well as the Persian and Oriental patterns. What their ultimate success will be remains to be seen.

The wholesale end of the hat trade is in very good condition. The sales have been excellent and the good retail trade of this fall encourages the manufacturers in the belief that the future is bright for them.

Straw hat salesmen, out with samples of 1904 hats, have met with good success in the sections traversed by them so far.

The holiday trade, which is well under way with the manufacturers of smoking jackets, house coats and bath robes, promises to show a banner record. The smoking jackets made of soft fancy or plaid back fabrics, selling at wholesale at \$3 to \$5, are big sellers. House coats of tricot and matelasse, with quilted silk or satin linings, are selling well. Bath robes of all wool blanketings and eiderdown lead in their line.

Color will play an important part in the men's handkerchief section this season, especially toward Christmas. Many very handsome and elaborate designs have been conceived for these, including both printed and woven effects. In the former, great care has been manifest in the work to make it appear like woven work and the results are excellent.

Women are proving that even in the realm of discovery and invention—so long swayed strictly by the sterner sex—they are capable of achieving conquests. To Mrs. Carrie Renstrom, of Tacoma, Wash., is due the revival of the long lost art of tempering copper. Mrs. Renstrom has incorporated a company to put her patented secret process into practical use. A plant is being established and already is turning out hardened and tempered copper possessing a spring not surpassed by steel. Trolley wheels constructed by Mrs. Renstrom's process, have been tested by the officers of a Western electric company, who declare that one of the copper wheels in use for sixty-one days traveled over 12,000 miles, giving satisfactory use.

To be equal to and ready for any responsibility, to be self-poised and confident yet reverent, mindful of established ordinances, obedient to the right, earnest to resist evil; to be diligent in business, patient under its exactions, generous but not wasteful; to be quick to acknowledge error, prompt to repay obligations, chaste in thought and upright in deed, ever courteous; in a word, to be alike noble in soul and in bearing—this is to be God's gentleman.



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 chevot, 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.

Your Son or Daughter Could Keep Your Books!

Our accounting and auditing department can send you an expert to devise a simple yet complete set of books and give all necessary instruction.

*The expense is small!
The advantages many!
Write us about it NOW!*

THE MICHIGAN TRUST CO.

(Established 1889)
GRAND RAPIDS, MICHIGAN

The Old National Bank

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

3%

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency

CASHED HIS CHECK.

How a Stranger Got Accommodation in South America.

Worthington Cheever, the President of the Banco del Prado of Bogota, was sitting in his private office opening his mail. Most of it was from New York, for Mr. Cheever was an old Broadway beau, and many a pink and pale blue envelope, exhaling dainty perfume, had found him in his strange environment in South America. He had been there but six months, and his secretaries and assistants had found out that the words "New York" or "United States" on anybody's card were certain to win an audience from their new chief. He was a tall, strong, well poised man of fifty-six, a widower with two beautiful daughters, an ex-colonel of the Indian wars and a stately but deliberate and cautious man of affairs.

"Senor James Trefny, of New York, would wish that he may speak with you, Senor," said the soft voiced office boy in dulcet Spanish accents.

"Thank you, Emilio. Show the gentleman in," said President Cheever, with a look of pleased anticipation, although he could not remember having ever met or heard of the visitor.

The young man who came in was perfectly attired in well fitting flannels. In the pale buff stock about his neck was a fine gold scarfpin set with diamonds. Upon his finger a splendid solitaire sparkled in a heavy gold band. His hat was in his hand, and Mr. Cheever noticed the singularly calm, unconscious beauty of his manly head and face. He was dark with the tan of the sea, but his thick, fine hair was carefully arranged and his whole manner betokened the patrician man of education, travel, gentleness and courage. Cheever liked his looks and showed his welcome in a frank smile and a hearty handshake. But he had reason to quickly change the first favorable impression, for Mr. Trefny, of New York, sitting calmly beside him and speaking in measured, clear tones without a suggestion of a tremor, said:

"Mr. Cheever, this walking stick is filled with nitro-cotton; if you move I'll explode it. There, quite still; that will do. Nitro-cotton is the new explosive just adopted by the German army, and is, as you probably know, the most terrible medium of destruction ever perfected. It is ignited by a fuse of mercury. See, here, in the handle of my cane, is the fulminating cap. Don't look around. If anyone comes in say you will be busy for half an hour. Thank you. No, no! Don't tap your foot against the velvet rug. It annoys me.

"As I was saying, all I have to do is touch this disk with my finger and you and I, this bank and building and everyone and everything in it will be torn instantly to atoms. In such an event there would not be enough of us left for identification or burial. There are, as I understand it, about \$217,000 in your vaults. It would be scattered to the four winds."

There was a knock at the door. Cheever looked an enquiry at Trefny.

"Say what I told you or not, as you please," said the latter.

"Not in for thirty minutes," said Cheever.

"Now, to resume. I have here," taking from his inside pocket a check, "an ordinary check on the Plaza Bank, your rival, you know. It is made payable to me, James Trefny. It is signed—let's see—oh, yes, it is signed Homer O. Dunlevy, and calls for \$50,000. You see," turning over the slip of paper, "I have indorsed it in form. Now my business with you is this: You must call a clerk, tell him to bring fifty one-thousand-dollar bills, get them and hand them over to me. I need hardly tell you that my name, 'James Trefny,' is wholly mythical. This cane, loaded with instant death for all of us, is the only argument I have. See, my finger is just above the disk. The first sign, word or motion you make to betray me—down it comes. Now get the money."

"Ramon, Ramon," called the banker, without moving. And to the suave clerk who came in he said: "Bring \$50,000 at once for this check, and—"

"I want it in all large bills, a thousand each, if possible," interrupted "Trefny," smiling blandly.

The clerk disappeared bowing, came back with the money, laid it before Cheever and departed. Trefny reached across the table, picked up the money, counted it, placed it in his inside pocket, waved his terrible cane as in salute and said:

"Thank you. I want but ten minutes to catch my train. If you pursue me within that time I'll come back and wreck the bank as a mere matter of protest. Adios, senor," and he was gone.

Of course Cheever had sent a messenger to the police inside of two minutes. They held the train, but they didn't find Trefny, nor anybody like him. They searched the town; and about an hour later found the robber, slipped and at ease over his cigarette and highball in his sumptuous room at the Hotel del Orinoco. He was engaged in writing a letter, too, so he did not forestall the approach of ten officers in time to seize the awful cane which stood harmless in a remote corner while Trefny looked, calmly enough, into the muzzles of ten rifles. As none of his captors could speak English, and only Cheever was there to complete his identification, a messenger was despatched for the Magistrate, who presently arrived to begin an enquiry. When the court was thus installed, and the prisoner put under oath, this odd criminal explained matters thus:

"In the first place, gentlemen, especially you, Mr. Cheever, put yourselves at ease about that cane. It's quite harmless, even in my hands. It's a sword cane. That's the worst that can truthfully be said about it. Now, my name is Homer O. Dunlevy, of New York, and I robbed the Banco del Prado—don't laugh, gentlemen—just to test my personal courage." Cheever sneered and the Magistrate put his tongue in his cheek.

"Oh, I assure you, gentlemen.

See?" holding up the letter he had begun. "I was just in the act of writing a letter of explanation to you, Mr. Cheever, I—"

"You had better quit this foolishness and, if you are telling the truth, return the \$50,000 you stole."

"I didn't steal it, I should say. Stealing implies skulking, sneaking—'stealth,' so to speak. Besides, I really needed the money and intend to keep it."

"Put on the manacles," ordered the Magistrate, gathering courage after a hesitating glance at the walking-stick.

"But I protest!" cried Trefny, looking quite pained as he saw the fierce glances of Cheever. "I protest, Mr. Cheever. Don't you understand?"

"Understand! The devil! Of course I don't understand anything but that you forced me to pay you \$50,000 on a worthless—"

"Check?" interrupted Trefny, or Dunlevy, as he claimed. "Why, my dear sir, that check is as good as gold. Have you tried to cash it? Of course you haven't. I might have known you were too excited to think of that. But, before I explain any further, would you, Mr. Cheever, and you, Senor," to the wondering Magistrate, "would you mind taking my check over to the Plaza Bank? It will be paid quite readily, on my word. All you have to do is to indorse it. My deposit and letters of credit are more than enough to cover it. I'll wait here with these pleasant but overzealous warriors of the police."

Cheever and the Magistrate consulted together for a moment, then went away together. When they returned in ten minutes they were smiling audibly. The check was good!—Chicago Record-Herald.

Norway has recently purchased a lot of our shoemaking machinery, and a factory has been established in Christiania which is making so-called American shoes. They are even importing our leather and are making their shoes on American models.

We call special attention to our complete line of

Saddlery Hardware

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

Special attention given to mail orders.

Brown & Sehler
Grand Rapids, Mich.

We have good values in Fly Nets and Horse Covers.

How About Your Credit System?

Is it perfect or do you have trouble with it?



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

Itemized Statement of Each Customer's Account?

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

SEE THESE CUTS?



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

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

PLASTICON

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

PLASTICON is the COLD WEATHER PLASTERING, requiring but twenty-four hours to set, after which freezing does not injure it. PLASTICON finished in the brown float coat and tinted with ALABASTINE, the durable wall coating, makes a perfect job. Write for booklet and full information.

Michigan Gypsum Co.
Grand Rapids, Mich.

Shoes and Rubbers

Importance of a Strong Children's Shoe Department.

This is the time of year when it is worth while to stop and think a few things on the subject of shoes for the kids. One thing I have noticed about successful shoe stores is that they have a children's shoe department which is a little better, as a rule, than any other department in the store.

It may not be better located or larger, but it contains invariably the kind of shoes which will stand the wear. They may be heavy or they may be light, they may be plain or they may be elaborate, but one thing they all are and that one thing is best described by the word "quality."

I believe that there are a good many shoe stores which do not realize the great importance of having a strong children's shoe department. I do not know I ever would have realized it myself had it not been that the shoe store where I got my first training was owned by a man who made a feature of that department.

Although his liking for children was entirely natural, he learned that it was profitable as well. He found out that by pleasing the child he pleased the mother and got the whole family coming his way.

Since then observation of many other shoe stores has shown me the correctness of his opinion. If you do a little better by them on children's shoes than most stores do, they naturally take it for granted that you must be all right on other lines, too.

They buy children's shoes perhaps two or three and perhaps six or seven times where buying shoes for grown-ups once.

One little thing which must never be forgotten in this connection is that nothing short of the plain facts will answer when you are talking children's shoes. Be very careful never to recommend a child's shoe for hard wear unless you are satisfied it will stand it. Tell them just what each shoe is good for. Always be sure it is a great big value for the price. If they want your advice which shoe to get, give it to them freely, but first ask for what wear the shoe is intended.

People want children's shoes to look well, as well as to wear well, and the progress made in this direction is truly wonderful—much more so than that made in men's and women's lines. Men's and women's fine shoes of twenty years ago compare favorably with the men's and women's shoes of to-day, but the children's fine shoes of twenty years ago will not stand such a comparison; and the common children's shoe of twenty years ago was a hideous monstrosity made of split, kip or grain leather with sole leather tips and high heels; generally buttoned, and either too small or too large around the ankle.

But the children's shoes of to-day are another proposition. Whether heavy or light, they are made on foot form lasts of soft leather with sensi-

ble spring heels. They fit well everywhere, and some of them for the smaller children are made in such pretty patterns and beautiful color combinations that one could almost wish that children were never born singly, but always twins, triplets or quadruplets. In fact, children's shoes have grown to such an important line that there are many wholesale houses that carry nothing but shoes for little folks. To get a fair idea of the improvements made in these lines, one has only to look at some of the catalogues gotten out by these up-to-date firms.

Children love pretty shoes and the average parent of to-day is much more willing to gratify their tastes in that direction than the average parent of fifteen or twenty years ago. Sometimes children are very easy customers. Sometimes they are hard ones. A great deal depends on how you handle them when they first come in the store, and a great deal depends also on the parents.

One important thing to do is to cultivate a liking for children; not only for the handsome ones or well dressed ones or for the clean ones, but for all of them, be they rich or poor, well dressed or ragged, clean or dirty, handsome or ugly. Make them and their parents understand by your actions that you appreciate their company.

In waiting on children, your object, of course, is to get through with them as pleasantly and quickly as possible. Always greet a child with a few kind words and a "quaker-oats smile" whether he comes alone or with his parents. Tell him how pretty his new clothes are and how big he is getting to be or how strong he is or any of those common things that every child likes to be told and that cost nothing and will do both the child and yourself some good. Children can be pleased so easily we should please them all we can. At the same time you will be pleasing their parents even although they know you are a shoeman and a liar.

Before you bring out a shoe to look at, have the child seated and one shoe off. While you are taking it off you can ask what kind of a shoe is wanted. Sometimes neither the parent nor the child have thought much about what kind of a shoe they want and are willing to leave it to you. In such cases always be sure to give them something that represents good value and will stand the banging, for if you do not there will not be a soul to blame but you. Sometimes both are agreed as to what is wanted and that is another easy proposition. And sometimes the child wants one kind of a shoe and the parent another.

That is the very time when a shoe clerk must forget the last base ball game and the last dance and even his last sweetheart and use all his brains for the good of his customers. Perhaps the child is unreasonable, and yet it is just as likely to be the parents that are unreasonable. By a few questions it ought to be easy to find out which is the more determined in the matter. Sometimes a few

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.

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.

words to the parents will make them willing to let the child have his way and again you can swing the child around very easily. If it be a boy, tell him the kind of shoes he wants are girl's shoes and if a girl, vice versa—that generally settles the matter. When it does not, you can depend upon it that the young one also knows that you are a shoeman and a liar.

It is well to size up the situation this way before bringing out any shoes, because to show the child a shoe he wants badly but that his parents will not buy is to make every one concerned a lot of trouble. In case both want something much different from each other, the best thing to do is to get some shoe which is a compromise between two ideas and to show each of the parties that it has the qualities they want. Let it be as near like the parents' want as possible and yet not entirely different from what the child wants. Then tell the child, if a boy, that it is just like the shoes the men wear and if a girl that it is the same kind that her teacher has.—Brother Ham in Shoe and Leather Gazette.

Time Required To Make a Pair of Shoes.

Speaking of the time required to make a complete pair of shoes, a new record was recently established in a Toronto shoe factory, where a complete pair of women's welt shoes was cut, fitted, lasted, bottomed, etc., and put on a woman's feet inside of fifteen minutes.

In commenting upon this feat, a shoe manufacturer says that while it might arouse interest among outsiders who knew nothing about the process of shoe manufacturing, to a manufacturer, who knows that a perfect shoe must take from three to four weeks to be made, it is of no value.

"The shoe has to dry," he said, "which was not done by this Canadian; therefore the shoe was not perfect. Of course a shoe doesn't actually require three or four weeks in the works, but if this time is taken it is a better shoe. We can put through shoes in ten days or a week even, but we do not like to do it."

Another prominent shoe manufacturer, speaking of the test, said that he failed to see the practical utility of the thing. "This scampering from process to process could probably be done in less time than that taken by the Canadian workman," he said; "but what does it prove beyond the fact that the shoe is unwearable? If Canada is ahead of us it is certainly only to the extent shown by this test.

"Although they use American machinery over there, it is generally admitted that they are ten years or more behind this country. To properly dry the cork or the cemented portions of the shoe would exhaust the time taken to make this test pair and many others, not to speak of many other processes which take several minutes each, that is, if the shoes are to be of the kind turned out in Rochester."

Retail shoe dealers who have gone through factories of the modern

kind will recall the fact that they saw many more shoes standing about on racks than were being actually worked upon at any time.

It is necessary that they stand, not only in waiting their turn at the various machines, but in order that they may become properly seasoned.

In the speed record spurts, the parts of the shoe are slashed out, lasted, stitched, etc., as fast as the workmen can jump from one machine to another. The result is a shoe, to be sure, but the manufacturer who sent out such half made, green stuff would know just what per cent. of "returned goods" to look for. It would be 100 per cent., unless he sent some to a prodigious ignoramus, who kept his lot because he did not know what shoes were.

In the course of proper manufacture, parts of the shoes are at times soaking wet, and paste and cement are used, all of which take considerable time to dry properly. The shoes should stay on the lasts long enough to become thoroughly "set" to the required shape. The paints and stains used on the bottoms must have time to dry.

It can be seen that a "rush" job is not one that is likely to please the dealer, and it certainly is not the kind that pleases the manufacturer.

You can't turn out well-made shoes like chopping coins out of a sheet of metal. They come through rapidly in a big factory, but it is by an orderly procession through the works, with time enough to do the job right.

Recent Business Changes Among Indiana Merchants.

Burnett's Creek—H. V. & M. Hanna, hardware dealers, have dissolved partnership, Henry V. Hanna succeeding.

Evansville—The style of the Novelty Furniture Co. has been changed to the Novelty Furniture Manufacturing Co.

Fort Wayne—Scott Dingham, dealer in implements and vehicles, has removed to Huntington.

Galveston—Seward & McReynolds succeed to the grain elevator business formerly conducted by Truax & Seward.

Indianapolis—The capital stock of the Morris-Johnson Excelsior Co. has been increased to \$50,000.

Linton—The Haseman Drug Co. continue the drug business of Bedwell & Haseman.

Pleasant Hill—A. J. Wood & Co. have retired from general trade.

Warren—J. R. Garen has removed his notion and queensware stock from South Whitney to this place.

Sullivan—Mrs. A. T. Sheridan has purchased the millinery stock of Mrs. Rosa Beatwright.

Sullivan—The Sullivan Mercantile Co. is succeeded by Scott Bros. in general trade.

Velpin—A. Sherman has purchased the drug stock of F. M. Payne.

A large trade in Maltese lace has lately been developed with this country and a good deal of interest is being displayed in that market regarding American products.



Do You Know What This Means ?

- It means good leather.
- It means solid shoe making.
- It means better wear than ordinary.
- It is stamped on the sole of every shoe we make. It's our guarantee to your customer of absolute shoe satisfaction.

If we do not have an agency in your town for our shoes why not secure the sale of them for yourself? You cannot help increasing your business if you push our goods. For full information write us and we will send our salesman with the samples.

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



Reliable Shoes for the Laborer

Not another shoe manufacturer can produce the equal to

Mayer
SHOES

For Miners, Lumbermen, Farmers, Etc.
We have studied the requirements and know what to make and how to make it.
F. MAYER BOOT & SHOE CO., Milwaukee, Wis.

Trustworthy Shoes for the Mechanic

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

Pertinent Hints for Progressive Shoe Clerks.

While in a busy store the other day the writer noticed that the clerks were not educated to the fact that it is just as easy to put a shoe back as it is to pull it out, and that it makes it so much easier all around if clerks would return the shoe to the carton the moment they are through with it. The ledges were crowded with shoes of all descriptions. When the shoes were mostly on the ledges the cartons were naturally empty. I noticed the clerks one after another moping around looking up at the shelves for some kind of a shoe to show. When they did find a style that they thought might suit the customer they could not find the size. In this way it took so much more time to please a customer. The quicker one sells a pair of shoes on a busy day the better it is. In many cases the sale was lost, as people get out of patience and become hard to please when they are compelled to wait so long for something to be shown them. I heard one woman remark to another while two clerks were trying in vain to find a style to show them that they had the size of: "A nigger could wait on us better than those fellows."

Now those two clerks were good clerks, as the average go, but not being able to find anything suitable to show, were handicapped. It was also the cause of a number of turnovers, customers that ought never to have been turned over. One woman on being asked as to what the trouble was, or was there some certain style of shoe she was looking for, informed the second clerk that she did not know what the trouble was. She said: "The other clerk simply brought me one shoe which I could not get on my foot and then brought you." The customer was all right and would ordinarily be a "snap," but on account of the clerk's not being able to find a decent style shoe in her size became disgusted and bought nothing. There are times when a turnover is all right.

There are a great many clerks who have an idea that because they can not sell a customer no one else can, but they are mistaken. I have seen cases where a good salesman finding that he does not seem to take with a customer will call one with much less ability who readily makes the sale. When you get a customer it is your duty to try your best to please him, but if you fail in that, it is your duty to call the best man you can to take the turn-over so as to make the chances better for a sale. Some clerks go in just the opposite direction and pick out some one whom they think will have little chance to make a sale. They do not want the boss to see anyone make a sale after them. This is very wrong. When the boss sees a sale made by a turn-over he gives you both credit for the sale. On the other hand if the sale is lost he has an idea that you spoiled the customer.

I was in a store one day when a man came in to buy a pair of women's shoes. A young clerk was serving him, but did not seem to find what

the customer wanted quick enough to suit him, and the customer remarked: "I guess you are not very well posted in your stock." This remark was not very gentlemanly, to be sure, but the clerk did wrong in turning this man over to the stock boy, who happened to be near. This boy had never sold a shoe in his life, so naturally was no match for a hard customer, and lost him. There were several good experienced salesmen at hand who could probably have made the sale, but this clerk was piqued at the remark, and wanted to show the customer that there were others less informed than himself, and this all at the expense of the boss.

Another very bad thing when turning over a customer is to speak so loudly that several others hear how you introduce the other clerk. I have often noticed a clerk bring another up and say, "This gentleman has charge of the stock; perhaps he can find something to please you." In another moment some other clerk will bring up to his customer with the same remark. This is very wrong. People see at once that they are being fooled and they do not like it. P. T. Barnum used to say that the people like to be humbugged, but I think he meant in a different way. I heard a man remark in a store one time to the clerk who was serving him on a turn-over: "How many clerks have got charge of this department?" He said every time he came in some new man was brought up and introduced as the manager. When you go to turn a customer over, do so quietly, so that the parties sitting near will know nothing about what is going on.

Do you try to bring trade to the store? Clerks should always have a neat little business card so as to be able to hand them to parties they meet at sociables or those that may be introduced to them by friends. The more trade you bring to the store the more the boss will like it. It is not necessary to go around town preaching shoes or advertising your boss, but in a nice way one can bring a lot of trade to a store. When business is rushing a personal call is not noticed much, but when things are a little slack and the boss sees several customers coming in and one after another call for you he is going to notice it. He will know there is something doing. You may want a raise some day and perhaps you may not be obliged to ask for it. These men soon know which of their clerks are the ones that are watching out for business.

Treat your customers right when they come to see you, impress them so that they will think of you. Some day when in need of shoes they perhaps may be quite a distance from your store and if you have not given them enough attention to more than satisfy them they will drop in the nearest store. But when you serve them give them to understand that you appreciate their trade. Impress them with the idea that you do not get rich on one pair of shoes, but want the trade of the whole family.

I know a man who is such a good

"jollier" that one day two men were driving by his store door and as they passed they hailed him. He made several strong motions for them to stop. They were not inclined to do so at first, but from his actions they thought he had something of importance to impart. Well, they had been going at a good pace and had gone quite a distance before they pulled up, and turned around and drove up to his door. He shook hands with both, seemed awfully glad to see them. They wanted to know what

You have not seen the catalogue of the Michigan Business University, Grand Rapids. You are not so familiar with the fact Michigan has the finest lines of Business Education in the hands of the State.

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 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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

was in the air. "Nothing at all," he says. "I just wanted to shake hands with you." They knew him well and took it good-naturedly and while talking seated in the buggy one of the men thought of a pair of shoes needed at home and he bought them. This kind of business will not go with everyone, but if you know your man you can pull many different wires.

How about complaints? Do you ever try to adjust them yourself without going to the boss? If you don't you should. There are very often times when a customer will come in with some little kick that hardly amounts to anything, such as a top lift coming off, a rip in the shank or some other little trifle. You can give them a nice little talk and fix the thing up very easily without going to the boss and bothering him about it. He has plenty of other things to think about. When you are drawing salary from him it is your duty to do all you can to have things run smoothly. These petty jobs take very little trouble to fix up and it takes a good deal off the mind of your boss. He will soon get to notice it and you will lose nothing by it.

A clerk to be right should not be afraid of work. He should feel that he is part of the firm, and not merely a hired man. He should look after the business just as though his own money was invested in it, and feel that if he in any way neglected his work he would be the loser.

Use your own judgment. Don't be a dummy. Should you make a little mistake it will be overlooked as long as the boss sees that you are always on the alert for new business and trying hard to cater to the old. He isn't going to find fault, but will stand back of you and see that you get what is yours.—Shoe Trade Journal.

Leather Is Now Modish.

On exceedingly smart coats and costumes of fine cloth doeskin is used most effectively as trimming. It is so soft and pretty, with its suede finish, and serves as a neutral background for richly tinted buttons and Persian embroideries. By the way, everybody said that Persian ornamentation was passe, yet it is still in evidence and apparently as popular as ever. Those rich yet faded colors peculiar to Oriental art can not be easily dispensed with.

Kid, especially white kid, is much seen this fall. Tiny little hats for children of rough felt in dark blue and red have white kid crushed around the crown and caught with steel buckles. Kid is also being dyed to match costumes, exhibiting in some instances hues quite brilliant. "Beetroot" red is one of these—the name having been coined across the water. There are royal blue and emerald green. Many of the rough cloths, such as tweeds and frieze, have little woolly curls thrown on the surface, red and green and blue. A belt, a collar facing, or cuffs of red to match, just accentuates the touch of color in a desirable manner.

Perforated leather and stitched

suede are both fads of the hour, and there are even toques of pleated or braided leather.

The motoring craze is responsible for a new departure. For many years women who claimed any pretensions at all to youth have secured their hats to their heads by means of hat pins. Strings have been left entirely to elderly matrons. Now we are to have pretty hats and pretty faces set off by a vast quantity of maline or chiffon, attached to the chapeau and tied underneath the chin slightly at one side in a big and very coquettish bow. It is to be hoped that only very charming and youthful maidens will adopt the new fashion, for its coquetry would be fatal to the charms of a mature woman or one of staid demeanor.

By the way, and apropos of the leather decorations mentioned above, a very smart girl is the possessor of a novel belt, or rather girdle. It is five or six inches deep, curved as to outline and deeper front and back than at the sides. Probably there are bones somewhere in its make-up, for it fits her figure without a wrinkle. It is of very dark blue leather, and is studded all over with tiny scarlet silk buttons, the lower edge of the back being finished with a necktie bow of soft leather, and the front with a leather covered buckle.

Results of Your Business Are Your Own Making.

Every intelligent, active individual is hoping for good results. Remember the results of your business are entirely of your own making. You may not be quite prepared to agree with us in this statement on first sight, but think this over a moment and think of some of the deals you have made in the past; you will no doubt see they were not of your own making, if you allowed yourself to be influenced by the suggestions of every traveling man that has come your way.

Results count in business as elsewhere. If they are not altogether to your liking it is within your power to change them. This can not be done in a day, a week or a month, however, but make up your mind that you are the man who will govern things pertaining to your own business and bring about the results you desire. If you are not successful in one way, try another, there are always many resources open to the individual possessing a progressive mind and such a man will soon discover that to make desirable results is not such a difficult task when one will apply himself. Perchance you know of a busy, progressive merchant. Watch him and you will find he is only acting on his thoughts. A man's business will scarcely become the talk of the town if he is spending most of his time at the ball game or a horse race; if his thoughts run in this direction his feet will surely carry him there, but his business—what of it? It will go into the hands of someone else, some worthier man, one who is not afraid of studious application to business, books and bargain hunting. He who will bear in mind (thought) the re-

sults he desires to win will be in a receptive attitude to catch the progressive business thoughts that are prevalent in the thought realm which lies all about us. Draw a mental picture of the results you wish to attain, hold this ever before you and work to this end and you will realize their real value some day. To build castles in the air to-day means that you will live in them to-morrow. Don't neglect to build your castle, the result lies in your acting on the thoughts that create this mental picture. Work hard to materialize your picture, the results will make you successful and happy.

Small Demand For Hare Meat.

The Belgian hare craze has gone by, after making comfortable fortunes for some of those who took up breeding and importing at the commencement of the boom. The hare is now taking its place largely as a meat producing animal, although the stories told about it in this direction are greatly exaggerated. But there is a small and possibly growing demand for the meat, which is of high quality. The hares attain market size at about six months of age, but make good eating at four months old.

His Reputation.

"As I understand it, you want me to go on the stand and swear to the truth of your contention."

"Heavens and earth, no! I want you to swear against me. Why, there are five members of the jury who know your reputation well."

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 Potoskey or the Soo. A booklet mailed on request.

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

A GOOD SELLER



PAT. 1897

THE FAIRGRIEVE PATENT

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
Fairgrieve Toaster Mfg. Co.
A. C. Sisman, Gen'l Mgr.
287 Jefferson Avenue. DETROIT, 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.

SOMETHING SOLID.

Few People Carried Away With the Allurements of Cheapness.

The interest taken in good advertising is frequently manifested by the enquiries coming to this office for the addresses of certain advertisers whose products are reproduced in these columns. Such enquiries do not only show the effect of good advertising, but show the importance of the firm placing its address on its advertisements. It often happens that retailers advertising in local papers leave off their place of business thinking the name of the firm sufficient. A business firm may have a local acquaintance, and the people within a given range of trade may know where to go to take advantage of the firm's announcements, but it should not be forgotten that one object of publicity is to widen one's range of trade, and introduce the firm to persons that hitherto knew nothing about it.

The paper containing the retailer's advertisement undoubtedly will find many readers that are strangers to the name of the firm or the place of its business. If the advertiser is doing business in a small town, the name of the town should not be omitted, and if his business place is in a city, in addition to the name the street and number should appear on the advertisements. To do this would require but little space, and save annoyance to the reader, and increase the patronage of the firm.

A business house may have grown old in some community, and on that account it may conclude it is too well known to advertise, or, if it advertises, it may think the name of the firm sufficient, and thus leave off its place of business. This theory might work, provided its old customers would live always, but when the fact is taken into consideration that the old and familiar faces are gradually disappearing and a younger generation taking their places, the importance of keeping the name of the house before the people through continuous publicity is at once apparent.

To advertise is to educate the people in relation to one's wares or articles offered for sale. To accomplish that purpose one must be systematic in one's methods of advertising. To resort to publicity once or twice a year is not sufficient. A method of that kind is referable to spasmodic conceptions of self-importance, but never proves effective. It is money wasted, as the people pay but little heed to erratic methods of publicity. We knew of a large firm in a near-by city doing comparatively a large business, which never advertises, except now and then when some rumor gets afloat that the firm has gone out of business. Then it resorts to publicity for a day or two by placing an advertisement in the papers. The advertisement excites curiosity, but commands no respect. Its make-up reflects the complacency the firm realizes in its fossil methods. It is currently rumored that the firm's business is rapidly declining, and that fact may account for its spasmodic

attempts at advertising. Not having been in the habit of availing itself of the value of publicity, and now that the firm has by force of circumstances been compelled to advertise, it begins on a very small scale, and adopts a method wholly inadequate to obtain the objects desired. The attempt is worth something, but the thing done should not savor the policy only, but should show strength and character. It should strike from the shoulder, and make its blow felt in a way to win trade and increase the business.

For some reason many persons have come to the conclusion that large advertisements are principally made up of the cheapest articles in the store to serve as a bait to get people into the store, and when there they find but few of those articles advertised worth the price placed upon them, and that if they want something good they will have to pay a good round price for it. How this notion has been lodged in the minds of many people, but like some superstition it is there and "will not down." Some good reason has led to it, and to disabuse the mind of the notion will require some heroic treatment.

One way to accomplish that object is through the use of short advertisements wherein the best goods one has in one's store are presented in the strongest light possible. If the bait should not be as strong as the long list of cheap and shop-worn articles in the large advertisement, it will contribute more to the reputation of the retailer, and give him a standing for honesty and sincerity. It is much easier to pass from a good article to one of inferior quality than to lead the customer from the poorer goods to the better class. It may often happen that a customer may not want the poorest nor the highest grades, but will be content with something of medium quality and price. It is, therefore, poor policy to confine the matter of your advertisements to the cheap grades only, for it creates the impression that all in one's store is sold accordingly. If the advertisement states the fact the deception intended will not be so glaring. An advertisement is never good unless the matter advertised is good. The time has gone by when an inferior article was made to appear a good article by talk and high-sounding words in articles of publicity.

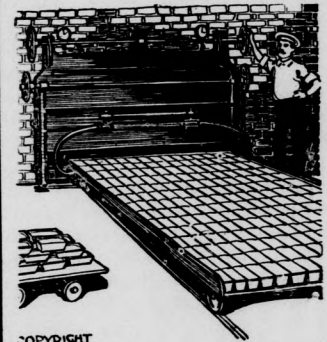
People want something solid these days, something that is worth the price asked. They are not carried away with the allurements of cheapness; they know that very cheap goods are the dearest they can buy, and act accordingly. It is not possible for anyone to place equal stress upon everything one may have in the store, but the lines may be so classified that a few pieces out of each line may serve as a type for the whole. These small advertisements are specially useful to present an article or a few articles in strong light so as to emphasize the whole line of which the articles are types. To make known the line, it is unnecessary to advertise every piece in the

line, except by the presentation of one or two pieces, representative of the line. What profit is it to anyone of having a reputation for large and gorgeous advertisements, if these products reflect nothing of special interest to the reader? Is it not better to select representative articles and put them strongly before the reader?

Every person that has tried the plan of using good illustrations in advertising knows their value. The child and the adult, the educated and the uneducated alike, are interested in pictures. They pore over illustrations with eagerness, because the picture is always a thing of interest. Hints on Advertising recognizes this tendency of the human mind, and aims to give it full play. It is this bent of the human mind that makes it necessary that the illustration should yield something that is suggested in the printed matter of the advertisement. When the printed matter of the production gives something in detail, omitting nothing to be suggested, the illustration has no place, and if used in such circumstances, it will add nothing to the effect. The reason is apparent, as the use of an illustration is to bring forward vividly the suggestions made in the text matter, and where the text matter explains everything, leaving nothing to be suggested, the illustration has no work to do.

Some retailers seem to think the important object to be gained in advertising is to let the public know

Everybody Enjoys Eating Mother's Bread



COPYRIGHT

Made at the

Hill Domestic Bakery

249-251 S. Division St.,

Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

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

A. B. Wilmink

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

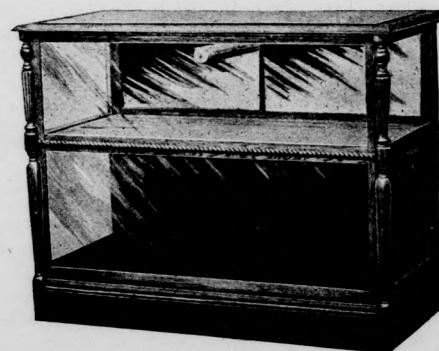
Both Phones 87.

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

Grand Rapids Fixtures Co.

One of our Leaders in Cigar Cases

Write us for Catalogue and Prices



Shipped Knocked Down

Takes First Class Freight Rate

No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

that they have a certain kind of goods to sell. That is true, as far as it goes, but it does not go very far as an inducement to buy those goods. There may be several other firms in the town that handle the same kind of goods. If one has an especially good article, one will gain the public confidence by telling something about it. If it is a bad article, the less said about it the better, and no wonder some think "We have goods to sell" is sufficient. It may be sufficient in their case, and it may be more than sufficient, for, perhaps, the kind of goods handled will sell better in the dark than through the light of publicity.—Clothier and Furnisher.

How Chipped Glass Is Made.

The ever-increasing use of forms of glass which will serve as a screen and yet admit of a maximum amount of light makes the study of their manufacture an interesting one. The form most generally used is known as chipped glass. In the manufacture of chipped glass the second grade is used; such imperfections as blisters or pimples, called stones, do not affect the quality of the finished product. The large sheets are first placed on a platform and passed slowly under a powerful sand blast of fine white sand such as is used in glassmaking. In a couple of minutes they emerge with the glaze cut from the surface, and are known as ground glass, and much is sold in this form.

The sheets are then coated on the ground surface with a high grade glue in liquid form, American or Swiss being considered best. They are then carried to the drying room and placed on racks, where they lie flat until the glue is well dried, which takes from twelve to fifteen hours. They are then placed in the chipping rooms, which are about five feet deep by six feet high, and as long as the size of the building will permit. They are divided by light frame partitions into spaces sufficient to admit two sheets of glass standing on edge with the coated surfaces outward. Coils of steam pipe run under the frames holding the glass, and when the heat is turned on, and as the glue reaches its driest point, it curls up in pieces from the size of a finger nail to a couple of inches long by an inch wide. The glue adheres so closely to the ground surface that in pulling loose a film of glass is taken with it. The result is the beautiful fern-like tracery, familiar to all who have noticed this kind of glass. About thirty-six hours is required for it to peel off clean, and thus complete the process of single chipping. For double chipping the glue is applied to the rough surface without sanding, as the surface is sufficiently rough to hold the glue. It is then passed through the same process, but the chips are smaller and break up the fern-like appearance of single chipped. The secret of the process consists in the quality and preparation of the glue used, as none but the best will do the work. Also in having the draft and temperature right in the chipping rooms. Ordinarily a heat equal to a summer heat will do the work. The glue is clean-

ed and used repeatedly, as is also the sand. The sand, after striking the glass, falls into a pit underneath and is carried up by the elevator.

Essentials of Good Oil Paint.

The essentials of good structural oil paint are: It must work properly; it must produce a satisfactory appearance, and it must exclude moisture from the material it covers. In addition to these essentials the cost must also be considered.

Wood usually contains water, extractives, ligno-cellulose and mineral matter, and the first two of these are enemies of paint. An oil paint, to preserve or protect, must be repellent of water, for water and sap cause the decomposition of wood. Paint composed of hydrofuge material can not be expected to stick to a damp surface. Most of the complaints of paint spotting, cracking, crawling, wrinkling or blistering on wood may be attributed to water, sap, soot or grease under it. Some parts of a board will suck the liquid out of an oil paint and leave more or less of the dry pigment on the surface, while other parts, less absorbent, will support the paint so that it will give the desired appearance. The painter must therefore make a study of the things to which the paint is applied as well as the method of mixing and applying it.

Pigments are used in oil paints to color or better the appearance of surfaces; to permit the application of more oil than can be accomplished by the use of oil alone; to protect the oil mechanically; to hasten the hardening of the oil and to increase the thickness of the covering layer. It is claimed that all pigments good for use in paintmaking have a defined crystalline structure.

The manufacturer of oil paint as used to-day is based upon the theory that the solids are coefficient with the liquids in producing the best material, and the secret, if there be any, lies in the determination of the amount and kind of each needed in the mixture to secure the best results.

All paints are defined as a close union of solids or pigment and liquids or binder. The inorganic or solid matter in a finely divided state is mixed with the organic or liquid matter, and they are linked together chemically or mechanically. The quality of paint is fully as dependent upon its physics as it is upon its chemistry.

Potato Bug Destroyer.

If the inventors keep on turning out machines to do the farmer's work for him the problem of hired help will be solved for the large farmer at least, as he can afford to buy the machinery and pay the good wages necessary to command the men to run it. The latest idea is the machine for destroying potato bugs in a wholesale way, going over acres of ground in a day and adapted for use on single or double rows of plants. It also embodies features of adjustment which accommodate it to variations in height of the plants by simply gripping levers pivoted beneath the handles by which the ma-

chine is guided. The movement of these levers raises or lowers the blade supports, and as the blades rotate rapidly they strike the plants and knock the bugs into the troughs on either side of the machine.

From there the pests are fed to the crushing rolls at the bottom of the troughs and dropped to the ground dead. A central corrugated wheel running between the rows of plants furnishes the power to drive the fans and rolls, these being geared with chains to rotate at the proper speed.

She Knew the Size.

The following story is told by an Illinois clerk:

"A woman came in the store where I was clerking and wanted a pair of trousers for her 'man,' who had remained at home to plow while she had come to town to see the circus parade. I asked her his size. She said that what would fit her would fit him. She selected a pair, went to the dressing room, tried them on and bought them."

Boston scientists have developed a device by which they claim warships can be guarded against submarine attack. It is called the ship's ear. Any sound made under water can be heard, it is said, a distance of eight miles. The apparatus, if it does what is claimed, will be useful not only for war vessels but for all vessels, as it could be employed to prevent collisions in fogs.

SAVE THE LEAKS

Autographic Standard Cash Register

Does what no other register will
It gives you a complete statement of your day's business

IT Makes Clerks Careful
Detects Carelessness
What more do you want? Prices moderate
Address

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

THE OLDS MOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

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

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

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.

Grocers

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

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

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

**The Purest of Pure Foods
The Healthiest of Health Foods**

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

Our puzzle scheme is selling our goods. 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

The Wholesomeness of a Little Commercial Piety.

Written for the Tradesman.

Glindon, a town of some four thousand, was more than hopefully pious. As one hustling disciple put it, she had more churches and church members to the square inch than any other town in the State. "Great Scott! There is hardly a night when there isn't a church social or a donation party going on and when you talk of choir-quarrels, Glindon stands so far ahead that not another town in the whole Middle West is willing to enter the lists with her!"

For all this—well, it is hardly fair to call it fanatic fervor—going on the town had never been thoroughly prosperous. The streets were not looked after and the little pieces of home patch were neglected all over the "city," which the citizens insisted on calling it and were mad if everybody else didn't. Paint had hopelessly gone out of fashion and the started nails and warped boards in the sidewalks produced some very impressive and eloquent silences among the groups going home with the ministers from the weekly prayer meetings. The unregenerate called the town "doggone" and it had long been evident that something had got to be done about it.

It was not until the trade began to go out of town, however, that Burke Rugg, "the only real store-keeper in Glindon and a good many miles out of it," began to scratch his head. He happened to be in business for something besides the fun there is in it and when he saw week after week the express wagon go by loaded down with goods that ought to have gone over his counter, he concluded there was something rotten in Denmark and that it had got to be removed and the whole thing checked. He soon found that he had a job on his hands. Beginning with the passing express wagon, his immediate cause of grief, he found himself "butting in" first into this and then into that, until Glindon and her inhabitants were parceled and labeled and put away. Then he sat down to think it over.

What a self-centered lot they all were! How they were all scrambling for the same little dirty copper cent! and when a community of four thousand with possible nickels and dimes in sight do that something must be done to widen its world and show itself up to itself. Yes; but how? To bring down things to a single point: How was he, Burke Rugg, so to manipulate the people of Glindon that they would work more to the welfare of Glindon and less for that of the surrounding towns? He was deep in the problem when Knott Raymond came in.

"Hello, old man! I'm glad to find you in. Say, there's another scrap started in the choir. Rollins has got mad and left and the Old Harry will be to pay if we don't get a tenor by Friday night. What's to be done? I've just heard that the Presbyterian minister is suddenly called away and that there'll be no service there on Sunday. How would it work to get

their tenor as a make-shift until the quarrel is over?"

Then was the time Rugg got mad. In a second he was at a white heat. His first word began with a big G and the whole of that first explosive sentence was hardly in accordance with the senior-wardenship of "the little church 'round the corner." The main idea can be safely transferred to the printed page in terse Anglo-Saxon. "This whole town is scrapping and every fight, hunted down, leads straight to one or the other of these twenty-nine meeting houses. It's got to be stopped and I'm going to stop it. The twenty-nine have got to come down to three. Do you hear that? I said three; and I'll kick up the biggest row Glindon has had yet if the thing isn't done before the snow flies.

"Get that tenor. Give him five—give him ten dollars to come and then let's have the whole d—d—I mean the whole congregation over to hear him, and let's treat 'em so well that they'll want to come again. The fact is, Raymond, Glindon is cursed with too many churches and I'll tell you right now we're gone up unless we can get things in that line down to a smaller figure. Reverend What's-his-name has gone to West-over to preach on trial and I hope he'll make it. They need him and we don't; and if he goes I believe we can get those people over with us and keep 'em. We'll try it anyway. We'll put it on a financial basis as a starter. This town has bitten off a good deal bigger piece than it can chew. It's scattered all over creation and we've got to contract into smaller dimensions to make a go of it. Here's a chance to begin. We two congregations are serving the same Lord and let's try to worship Him together without quarreling, and at the same time save on fuel and light and possibly on the salary. Anyway it'll bring to the front that choir question and we'll settle that once and forever if we have to tear the loft down and throw the organ out of the window. I'll engage the whole Presbyterian choir for a year if they'll come. That'll set the tide our way and we'll spike that gun. It'll be worth five hundred dollars to have one year of church without a choir quarrel.

"Now, Raymond, let's push this thing for all it's worth. If we make a success of it I know about seven more congregations that will do the same thing. What I insist on is this: If we can get the Glindon folks to think of something else besides getting ahead of one another the town will have a chance, business will look up, home interests will be better looked after and the town will begin to attract strangers, not repel them. Selfish? Of course I am. I want people here to trade with me. I want Mrs. Van Wyman to buy her next silk of me and I'll warrant her a better gown at a less price than her last one so that Van can afford to repair his sidewalk. Mrs. Argyle paid \$5 for her hat. I'll give her a better one at half that sum and give her a chance to repair her front gate.



Why Put a Guard over your Cash Drawer? And Not Over Your Bulk Goods?

Can you tell us why some merchants employ a cashier, buy a \$300 cash register and an expensive safe to protect their cash, and then refuse to guard their bins and barrels that hold this money in another form? Just realize this point: The bulk goods in your store were cash yesterday and will be to-morrow. Your success depends on the difference between these two amounts—what you had and what you can get. Now don't you need protection right at this point more than after it is all over and the profit is either lost or made?

A Dayton Moneyweight Scale is the link that fits in right here; it gets all the profit so that your register, your cashier, your safe may have something to hold.

It will *Save three Pennies*
A postal card brings our 1903 catalogue. Ask Department K for catalogue.

The Computing Scale Co.,
Dayton, Ohio
Makers

The Moneyweight Scale Co.,
Chicago, Illinois
Distributors



If Jilson had bought of me the load of groceries he went over to Hastings for a week ago he could have saved enough to fix his fence, and paint it and fill in that mud hole in front of his house that for months has been a disgrace to the whole neighborhood. Why—but there is no need of going on with this. You see what I mean and what I want. Let's work the thing up and see what will come of it. It'll do this anyway: Seven ministers will be saved from slow starvation; the community will get rid of a year of church oyster suppers and fairs and can go to meeting Sunday pretty certain of hearing sermons worth listening to—it'll be the survival of the fittest, you see—and I'm as certain as I can be of anything that it'll be the beginning of the prosperity Glindon has been hoping for and praying for for a good many years. If it should turn out that way I shall have found out what the ordinary church choir was made for!"

A week later Glindon was stirred up. The Reverend Mr. Pastor had accepted a call to Westover, Burke Rugg had got mad with the choir at the Episcopal church and had hired the Presbyterian singers in a body to sing for them and was going to pay them out of his own pocket, and until they could get a minister the Presbyterians were going to that church for Sunday service; and for once rumor was right. Consequently Rugg became Glindon's leading citizen. "That man has a head on him. He can see things an inch from his nose without having the whole landscape hidden. Three hundred dollars for the music! That's the kind of liberality that amounts to something;" and for some unexplained reason Rugg's goods were "enough sight better than you c'n get this side o' Chicago."

Then something else happened: The Presbyterians weren't going to have any minister for a while, but were to keep right on with the Episcopalians, and they liked the idea so well that they are going right on with that arrangement now. Then things with the united congregations prospered so that the other denominations made the union an object lesson and the result was what farsighted Rugg had foretold. There wasn't any dismissing of ministers but "Heaven helps those who help themselves" and one after another "calls" were received and with each departure there was a union of congregations until the Biblical seven was reached. That brought the members of the congregation to a number that made the minister's salary one he could live on comfortably without indulging in the questionable ways of raising money. That matter having been happily settled other questions of public concern were intelligently looked after and to-day there isn't a prettier town in the Middle West than Glindon or a thriftier one; and what is much to Burke Rugg's purpose the express companies are not now furnishing the Glindonites with goods.

Richard Malcolm Strong.

The Value of Self Control.

One of the most important things to be acquired if one would win success in any line of business is to learn the value of self control. When one speaks hastily he usually repents of it.

The man of few words if he has studied the effect of words and discovered the power of suggestion will wield a power over the persons who come under his influence. Man is full of energy and this power must find an outlet somewhere; the man who expends his energy in expressing his opinion too quickly and without taking time to think is wasting a power that is beyond value; could he but realize this fact and would utilize his mental energy in thinking and become a man of strong thoughts and few words, being careful how he expresses himself on all occasions, he would soon discover the power that lies dormant within him and would find a vast improvement in his business as well.

The quiet man in the corner knows just what it means to refrain from speaking too soon and likewise too much; to do this, usually, is equivalent to plucking fruit before it is ripe; then, one often finds it bitter; so it is when we are not careful and slow to speak, we are more liable to undo things than we are to do them right.

The very best way to accomplish the things we desire is to learn to control one's self and think quietly on all sides of a question before speaking one way or the other. The spoken word is creative either for good or evil; watch your own words even for the short space of one day and see how they create conditions for you.

Whatever be the present condition of your business, my friends, you

have made it such by your own words. Learn to reserve this energy that is within you and learn to control it that you may be master of your environments and of circumstances. Learn to direct this mental force correctly by using it silently and think out the proper way to manage all things pertaining to your business. None will ever accomplish very much until the value of self control is well learned and to learn this one must practice it in the many opportunities which present themselves every day in a man's business life.

Bargain Sales.

Some merchants seem afraid to have customers know they are selling goods at a profit. Quality, exclusiveness of style, or a dozen better arguments are unimportantly spoken of so that more space is left to dwell upon low price. Department stores offend most frequently in this respect. Many people flee from a so-called bargain sale as they would from a plague, and these are usually of the class that makes for a store's reputation. It is not from a mere affection of purism that some advertisers avoid mentioning the word bargain. Opprobrium attaches to it and the user. It has become a term of classification. —Printers' Ink.

A novel Belgian method of dealing with smoke consists in driving it by fans into a porous receptacle over which flows a stream of petroleum. The smoke is caught and turned into a gas that gives great heat, and can be used for running gas engines.

During the recent storm on Lake Superior, a flock of goldfinches were blown far from land, and scores of them alighted in the rigging of passing lake boats.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

Make Tidy Packages

ATTRACTIVE, neat and substantial packages—that is a good way to draw good trade—and to hold it. Use our WRAPPING PAPER and TWINE. If your bundles are untidy, cheap-looking and insecure your business will suffer, particularly with women. Our wrapping paper is much better than any other at the same price—stronger, wraps better. The colors are bright and attractive—Mottled Red, Pink, Blue and Fawn Color. It's thin enough to fold easily and quickly and makes the neatest kind of a package. So very tough that it stands a whole lot of handling without breaking through. Suppose we send you samples and prices?

Grand Rapids Mich. U. S. A. **WHITTIER BROOM & SUPPLY CO.**

You have had calls for
HAND SAPOLIO

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

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake

Woman's World

How To Improve the Long Winter Evenings.

The falling leaves and cool nights remind us that winter will soon be here and consequently long nights. Truly each month of the year has its prime and no matter how much we may enjoy the present, we look forward with just as much zest to the future. It is a lamentable state of affairs if the long nights are only used to sleep in and not for "the dear delights" the poet sings of. Of course, it is very necessary to get the proper amount of rest, but there is time for both rest and pleasure in the long, long nights.

Whenever the snow whirls and the gray clouds frown upon the bare fields, when the cattle seek the shelter of strawstack or barn and when all nature seems wrapped in a cold white garment, I remember a home where the winter evenings were truly delightful to the boys and girls of the whole neighborhood through the efforts of one busy woman. She saw little of her flock from the time they tramped off to school early in the morning until after supper, for after coming from school in the evening, chores and lessons claimed their attention until dark.

But after the dishes were put away and the big table with its two bright lamps was surrounded by a fringe of happy faces, the good time began. The programme varied from evening to evening, but was always interest-

ing to the youthful audience. Sometimes they made pin wheels or kites, sometimes they played games and often the mother read aloud from some interesting book. It was rarely that they sat alone around the table for the children of the neighbors early discovered that Mrs. B. never objected to fun and frolic while, sad to relate, other mothers did. If there was to be a spelling school at the home school or near enough for the young people to attend, this tireless woman drilled the rows of boys and girls sitting primly on her dining room chairs and sent them confidently forth to win many a victory in the contests.

There were always refreshments midway between settling around the table and bedtime. These were simple and as varied as the occupations, but the youngsters were always easily pleased. Pop corn, molasses candy, apples and nuts gave more pleasure to children than expensive bonbons do in these later days and certainly were more healthful. On very rare occasions there were oranges and "store candy," but the old favorites never went begging.

It was in these fleeting hours that the mother trained her own and the neighbors' children in manners and morals more than at any other time. The tales of heroic deeds, the educational games, the word fitly spoken when opportunity offered and all the ideas of fairness and justice she impressed upon their plastic minds are bearing fruit to-day when those boys and girls are scattered far and wide.

Of all the women in the neighborhood she is the youngest in face and heart because of her never failing interest in young people. She is reaping her reward in the appreciation and love with which her name is cherished in the hearts of the men and women who still remember the evenings spent at her fireside with keen pleasure.

"I never could understand how mothers could allow their boys and girls to find pleasure away from home, but since they did, I tried to give them what little enjoyment I could," she often says to young mothers who come to her for advice. "If your children show a disposition to wander from their own firesides, you must try to see if you are at fault before condemning the home that is responsible, in your opinion, for leading them away from you."

It seems a pity that all mothers do not realize their high calling and privileges! If necessary give up all fancy work and needless expenditure for expensive clothing to provide books and simple games for the children. Make it your unailing rule that each child shall go to bed every night happy and content and that nothing unpleasant shall mar the golden evening hours. In summer, work necessarily lasts late on the farm so make the most of the long winter nights.

When I was a little girl a good old brother used to solemnly exhort the brethren and sisters to "occupy the time" in class meeting because time is short and that advice is pertinent here. By all means occupy your chil-

dren's with some sort of healthful, educational and useful recreation because the space of it allotted to you is very brief indeed.

Hilda Richmond.

The Poultry Crop Outlook.

Reports on the poultry crop from 400 different sections of the country show an ample supply of broilers at probably the same prices ruling a year ago, while turkeys will be scarce and probably higher. It is believed high turkey prices will react on the poultry market, cutting off the demand, which will swing to hens and large broilers, thereby stiffening prices on these in the face of large supplies. The general outlook among Western poultry operators is not a pleasing one, viewed from a financial point of view. In other seasons when the large storage houses had plenty of money at command at low rates small operators were invited to store on liberal advances made by the storage houses. This will not be the case this season. All the heavy storing will be done by the large operators who have their own houses and their own marketing arrangements.

J. P. Angell, jeweler, Pine Bluff, Ark.: The Tradesman reaches me in good shape. I have found the wrappers rather tough, but it is only the wrapper, the nut being always well worth the cracking. By the way, it's a blind man who doesn't read your paper, if he has ever seen it.



Many mines of gold, silver and coal, once abandoned as unprofitable, are today being worked with improved machinery and are paying big dividends.

Are your profits as large as they should be, Mr. Merchant? If not, you should take care of your receipts with the up-to-date system of a National Cash Register.

Do you know positively that your clerks never make mistakes in change; that they never forget to record credit sales?

Are you positive that the money now in your cash-drawer is all that ought to be there?

Isn't there an opportunity for leaks in your store? Do you know how much these leaks have cost you in the past?

Suppose there had been no opportunity for these leaks in the past, have you any means of knowing that your profits would not have been increased 25 or even 50 per cent.?

Are you in business to make all the money you can?

A National Cash Register furnishes the only practical system on earth for preventing losses in handling money in a retail store.

Mail us the corner coupon and we will tell you why.

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 information as to why a merchant should use a National Cash Register, as per your "ad" in MICHIGAN TRADESMAN.

Name _____

Mail address _____

CUT OFF HERE

THE WORK OF YEARS.

Wonderful Electric Clock Made by a Cripple.

After working ten hours a day for three and a half years, most of which time his right arm was useless because of an accident, Marvin Shearer, of Akron, Ohio, has perfected what is probably the most interesting electric clock in the world.

Mr. Shearer is a scenic artist. Four years ago he began planning the clock, and recently he was able to announce to his friends that he had finished it. He was greatly handicapped in his work and the obstacles he surmounted would have discouraged most men.

Some time ago Mr. Shearer was painting at a factory, when he was caught in a line of shafting and injured so badly that he lay in the City Hospital five weeks, semi-conscious. While convalescing he planned many details of the clock, and after leaving the institution began work upon it. His right hand was almost useless, but he was assisted by his wife. The only tools used in the construction of the clock were a scroll saw, a file and a common pocketknife.

The clock is named "The Electric Wonder." It is 12 feet 4 inches high, 4 feet 4 inches wide and 29 inches deep, and weighs 850 pounds. One large dial gives standard time, while directly under it is a dial which shows the changes of the moon and gives the Government weather report twenty-four hours in advance.

By watching the clock one can see handsome pictures of the ships in the United States Navy pass behind a glass. The ships are arranged according to their speed, and the effect is pleasing.

The history of Christ is shown from the nativity to the ascension—the last supper, betrayal, crucifixion, the resurrection and ascension—by pictures, painted by the inventor and illuminated.

One of the most interesting features of the clock is a miniature Niagara Falls, with real water tumbling down, the color of which appears to change. Just below the cataract is an electric fountain and an arch, arranged to produce a beautiful effect.

Flags appear on a staff near the center, and in front of the dial, and indicate the kind of weather expected twenty-four hours in advance. The interpretation of the flag appears on the calendar dial simultaneously with the appearance of the flag. The weather reports are produced by a thermometer, a barometer, a hydrometer, a spirit level and a compass. These instruments are arranged on the front of the clock.

The front of the clock is lighted by fifty small electric lights, thirty-five of which are arranged around the Niagara Falls and electric arch.

The history of the United States from the landing of Columbus to the present time is shown by ninety-six paintings which are attached to a ribbon 108 feet long, and moved by electricity. These paintings are also from Mr Shearer's brush.

When the clock strikes the hour the figures of Uncle Sam and the Goddess of Liberty pass out of an electric elevator on one side of the miniature Niagara Falls, walk through a gate, down a stairway around the base of the cataract and the electric fountain to the opposite side. Here they ascend another stairway and enter another elevator. These figures appear to be of flesh and blood, and walk without being attached to any wires.

One minute after the clock strikes the hour fifty lights appear, and a musical attachment is brought into use.

At the half hour the cathedral gong strikes once, and the musical attachment plays an air. At the quarter-hour the chimes in the three towers on the top ring.

An illuminated picture on one side shows the Delaware River full of ice, with Washington crossing with his army. Three boats are portrayed, Washington appearing in the front one, holding the Stars and Stripes. The scene is presented at the end of every hour and forty minutes.

The battleship Maine also appears in three pictures. One shows her in Havana harbor before the explosion which wrecked her, one the explosion scene, and the other the wreck after the explosion.

On the back of the clock the Lord's prayer is given, inlaid with 312 pieces of wood. The portraits of American poets, musicians and all the Presidents also appear on the back. The portraits are all in motion and travel at the rate of twenty-five feet a minute.

Pictures of the martyred Presidents, Lincoln, Garfield and McKinley, are exhibited, and at the hour of death of each the lights illuminate the face for five minutes and a phonograph gives the inaugural address of the dead statesmen and plays the music rendered at the funeral.

On the dial is a piece of wood from every state and territory in the Union, including the foreign possessions. Mr. Shearer spent three years in collecting the wood.

The base of the clock contains all the electrical appliances, which are self-winding. There are 640 feet of electric wire used in its construction and thirty-two feet of pipes to provide water for the falls. There are also 412 electrical connections.

The electric wonder has useful features. During the summer it can be arranged to operate an electric fan, and in the winter months it can be fixed to light a gas stove. There is also a burglar alarm attachment which will show the number of the door or window being entered, besides illuminating the rooms and sounding alarms, eight in number.

Use and Abuse of Food Preservatives.

There appeared in an English publication recently an account of the trial of a sausagemaker, accused of having used more borac acid in his goods than the law allows. The account was submitted by the Advocate to an expert, with the request that he give his opinion on the case. He has written us as follows:

"There is no use of using 1 per cent. of an article if half of 1 per cent. will suffice. Many persons are of the opinion that if 1 per cent. is good, 2 per cent. would be better; but that is no reason. When 1 per cent. is used where half of 1 per cent. is sufficient, the user is merely throwing away half of 1 per cent. One per cent. of borac acid has been used for the preservation of sausages for years and no ill health has resulted from its use. As the laws of England only allow half of 1 per cent. to be used in potted cream, butter, etc., these laws should be complied with.

"When an article is preserved with borac acid, it does not hide the normal sense of putrefaction that would be unnoticeable to the sense of sight and smell. But it prevents the decomposition and it keeps the article preserved in a healthy condition, which is far more nutritious and healthful than if partially decomposed, teeming with obnoxious bacteria.

"There is no doubt about fresh foods being more healthful than those preserved with any substance, but under existing conditions, it is impossible to feed the people of any nation, without resorting to some method of preservation. The quantity must be determined by the atmospheric condition and the length of time preservation is required. There is not an authentic case on record of a man, woman or child, ever being

injured by partaking of foods preserved with borac acid."—Butchers' Advocate.

If you have to give the cat medicine and can not get her to take it in her food, mix it in a little butter or lard and smear it on her sides and she will lick it off.

THE BEST LIGHT.



SUPERIOR TO ELECTRICITY
and costs less than Kerosene Oil. The wonder of the age!

A 100 Candle Power Light for one week for 2 cents.

Each Lamp Takes and Burns Its Own Gas!

**NO ODOR!
NO SMOKE!
NO DIRT!**

Perfectly safe. Over 100 styles for indoor and outdoor use. Every lamp warranted.

Sells at Sight.
Agents coinuing money. Write at once.

The Best Light Co.
82 E. 5th St., Canton, O.

BEST BY TEST.

JAR SALT
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
Detroit Salt Company, Detroit, Michigan

Ready to Serve

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



A dish of this delicious, crisp preparation of the entire wheat, served with milk or cream, is not only grateful, but decidedly beneficial to people of impaired digestion.

Nothing equals Nutro-Crisp for school children. It makes the brain keen. Look for "benefit" coupon in each package.

Proprietors and clerks' premium book mailed on application.

Nutro-Crisp Food Co., Ltd.
St. Joseph, Mich.

SPECIAL SALES.**They Can Be Carried Altogether Too Far.**

In the mass of retail store advertising appearing daily in the newspapers, two expressions stand out glaringly in the mind's eye after all the details have melted into forgetfulness—Special Sale and Price Reductions.

To the average reader these words have grown into synonyms of firm names, giving a tone as distinctive as it ought to be desirable. There is an inseparable relation between special sales and certain stores that seems to mark them as being run upon purely philanthropic principles. The thoughtful reader is left to decide between two questions: Is John Robinson's store with its wholesale price reductions and daily special sales open for the spiritual glory of its owners or are the attractions merely the wordy bait to tempt gullible customers within the store precincts? In either case there must be a loss of confidence on the public's part. However much a bargain may appear to be its value, the deception must early or late arrest her attention and shake her faith in the firm's honesty.

It would seem that the special sale from being an exception has become the rule with many advertisers. The questions remain as follows: How long will they remain so? If all price reductions are as advertisements represent them then the profits on regular priced goods must be enormous. It is quite true that goods are rarely advertised at regular prices, but the practice still accuses, for then so-called reductions, being based upon purely fictitious values, are not reductions at all. The impression conveyed by the majority of clothing and department store advertising is that regular priced goods will not draw spoiled by too much bargain selling; the fault seems to lie in the rivalry existing between storekeepers as to which will succeed in outdoing the other in offering bargains. On the other hand, it is a noticeable fact that the most reputable rarely advertise bargains and yet do a growing business. If goods are bought at wholesale to sell at a below profit figure there must be something the matter with the goods, the store, or general conditions in the retail trade.

Stores whose stock is daily offered at special sale inducements are little better classed than the continuous fire sale establishments. The difference is one of name only, and the first will come to grief just as surely as the last named have ceased to find favor or credence with the public. When a legitimate reason is given for price reductions or special sales, confidence in customers is increased rather than lessened, for it can always be made plain why at certain times of year stock must be unloaded; but when the unloading occurs at the beginning of a season and continues every day to the end, ad infinitum, the public will begin to wonder and at last lose confidence in the store's honesty and the truth of its

advertising news. The fact is wherever the practice has become the ruling principle, the advertising man is at a loss to discover new reasons to offer as riders to bargain items.

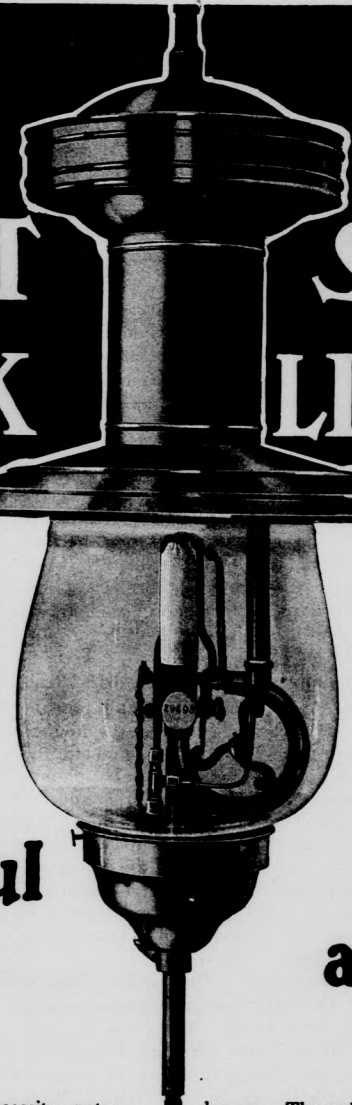
Some merchants seem afraid to have customers know they are selling goods at a profit. Quality, exclusiveness of style, or a dozen better arguments are unimportantly spoken of so that more space is left to dwell upon low price. Department stores offend most frequently in this re-

spect. Many people flee from a so-called bargain sale as they would from the plague, and these are usually of the class that makes for a store's reputation. It is not from a mere affectation of purism that some advertisers avoid mentioning the word bargain. Opprobrium attaches to it and the user. It has become a term of classification.—L. Scott Dabon in Printers' Ink.

It does not pay to parade our pains and sorrows before others.

The Hobo.

Too tired to work, too tired to play,
Too tired to make the farmer's hay,
Too tired to bathe, too tired to smile,
Too tired to walk a single mile,
Too tired to plow, too tired to reap,
Too tired to herd the cows and sheep,
Too tired for joy, too tired for woe,
Too tired to dodge the farmer's toe,
Too tired to curse, too tired to cry,
Too tired to live, or even die,
But how he springs upon his feet—
He's not too tired to drink and eat!



A
SHORT
TALK

ON
STORE
LIGHTING

How
the
Won-
derful
Doran
Light

Will
In-
crease
Profits
at Your
Store

Good store light is a necessity, not a
store, and other things being equal, the

luxury. The well-lighted store is the cheerful
cheerful store is the well-patronized store.

Nobody knows these things better than the gas and electric light companies. Do you pay your light bills cheerfully? Do they always seem reasonable? If they do you are lucky. But if they don't, why not follow the lead of enterprising merchants all over the country and install a "DORAN LIGHT" System? "DORAN LIGHTS" give a stronger, steadier, whiter light than the electric arc and cost only one-tenth as much to maintain. Their safety is beyond question. Gasoline is supplied under air pressure to each lamp through a seamless wire tubing. The tank can be put anywhere out of the way. Insurance companies permit them with no extra charge. "Doran Lights" save money and increase custom and give satisfaction in every way; not to mention that every dollar invested in the "Doran Light" doubles itself many times in a year. There is nothing you need so badly as a well lighted store. Look around you and you will find that the prosperous merchant is the one who has plenty of light, no matter what the cost. Have you ever noticed that you unconsciously patronize the well-lighted place? People are like moths—you find them thickest where the light is greatest. Write for our special trial offer, and full information about our lighting system. We have a liberal proposition to agents.

ACORN BRASS MFG. CO.

214 Fulton Street, Chicago, Ill.

THE COUNTRY EDITOR.

The Most Useful Man in the Community.

As a factor in fostering every local enterprise, and as one who devotes his whole time and talents to the upbuilding of the community, the country editor is unique and important, and I deem it an especial privilege to pay a merited tribute to his worth.

Every enterprise projected, every scheme unfolded, that will awaken his fellow citizens to business activity receives his enthusiastic support and the fruits of his pen add wealth to his constituents.

The country editor possesses a pride in his own town that no one else can possibly feel. His paper is an index of the progressiveness of his bailiwick, which he is anxious to show off to the best advantage.

If a broom factory or foundry is to be built, the influence of the country editor is first secured to boom the project and enlist the much desired stockholder under his banner.

If the court house or jail is growing old and dilapidated, the beauties and benefits of new public buildings are set forth in such eloquent words that property holders deem it a happy privilege to be taxed to erect them.

Should the town be devastated by fire, nothing short of pressed brick and terra cotta will suit the editor's advanced views as to the proper material to be used in rebuilding, and his persuasive plea insures an issue of bonds to equip the town with a system of water works and an up-to-date fire department.

Although he rarely occupies the amen corner in the church, whenever new buildings are required the country editor is one of the most enthusiastic workers in securing handsome places of worship for the people.

In the interests of education he enlists for life, and by the influence he commands makes it possible for every child in the community to receive a public school education.

With a zeal that is wonderful to behold, he assists in making governors, congressmen, senators and representatives of his friends, and is rewarded with numerous packages of garden seeds that refuse to yield the kind of plant advertised on the label.

He insures the re-election of the sheriff by heralding some hairbreadth adventures whereby the vigilant official caught some luckless burglar asleep at the switch.

While it is unprofessional for the physician to advertise, the editor never fails to praise the wonderful dexterity with which he saws off some man's leg or causes some luckless drummer to be relieved of the grip.

Should John Butler have an unusually good crop of peaches or corn, the editor sings his praises without stint and strengthens the farmer's credit with the country merchant.

Every girl in the community who becomes a bride is the loveliest that ever wore orange blossoms, and the bridegroom is the bravest and hand-

somest man that ever came down the pike.

If the mothers of the community were allowed to vote, the editor could get any office he wanted, as he makes it a point to call every baby a bouncing ten-pounder, and when he reads it the happy father wears a smile that illuminates his countenance the whole length of a cotton furrow.

For this untiring devotion, this labor of love, the editor is entitled to a generous reward. Every man in the community should make it a point to take his county paper whether he takes any other or not.

Every lawyer, physician, school teacher or professional man of any kind should keep a standing card in his home paper and pay liberally for it whether they feel that they are directly benefited or not.

The merchants, hotels, and boarding houses should be the most liberal patrons, as they are the ones who reap the greatest returns.

It is wrong for any community to compel its editor to dun them for subscriptions which should be cheerfully paid in advance, not in baled hay, fodder and shucks, but in good honest silver dollars, having a merry ring that will make the editor smile audibly.

As a general thing the country editor is a good-natured, big-hearted man who loves to labor for others and contents himself with remuneration far below his worth. He labors hard, even if he often reaps not, and as he passes through this vale of tears, where true merit often goes unrewarded, he may gain comfort from the fact that there are no records to show that an editor ever went to the penitentiary or to hades, and although his reward may be small while on earth, there awaits for him a crown hereafter that fades not away and that is beyond the reach of delinquent subscribers.

R. B. Harrison.

Good Method for Retailers.

A scrapbook is such a valuable article that it is a wonder every retailer in the land who has any ambition at all does not use one. Its value after it has been in use for a few years can not be estimated.

The ideas and suggestions that are gathered together and preserved between its covers are always a source of value, and new ones are constantly being added. Every concern that does advertising in daily and weekly press keeps clippings of not only all its own advertisements, but the advertisements of competitors, and good specimens used by firms in other lines of business.

The scrapbook forms a convenient and concise reference when preparing matter. It shows what goods were advertised at the same date a year ago, or when certain lines were announced. Anyone that has had experience in preparing advertising matter can appreciate the advantage of being able to refer to previous announcements. To keep the newspapers in which the advertisements appear would be to preserve much useless matter. The scrapbook facili-

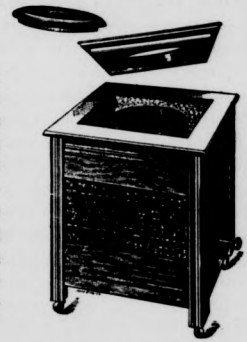
tates keeping tab on competitors' advertising, and progressive concerns notice what the others are doing. It is not only in collecting advertising clippings that the scrapbook is valuable, but in getting together other useful information. Frequently, in reading a trade journal or newspaper, an article is noticed that contains information not wanted at the time, but that may prove useful later.

These articles might refer to window-dressing, to store fixtures, to frosty windows, to changes in business of some other person or one's self, or to dozens of other matters of interest and value. Those who have used a scrapbook for a few years admit that it contains a fund of information invaluable.

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.

JULIUS A. J. FRIEDRICH



Pianos and Organs

Angelus Piano Players

Victor Talking Machines

Sheet Music

and all kinds of

Small

Musical

Instruments

Our Motto:

Right Goods
Right Prices
Right Treatment

30 and 32 Canal Street

GRAND RAPIDS, MICHIGAN

GOOD MERCHANTS

Can recommend to their customers and friends

MEYER'S

Red Seal Luncheon Cheese

A specially prepared Cheese with just enough spice to make it delicious. It sells on sight and every sale makes a regular customer. It is all ready for a rarebit without addition, and for sandwiches it is just the thing.

This Elegant Display Case, filled with 2 1/2 dozen 10 cent packages, **\$2.40**

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



J. W. EYER,

127 E. Indiana St.

CHICAGO

Manufacturer of

Red Seal Brand Saratoga Potato Chips



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

Butter and Eggs

Observations of a Gotham Egg Man.

We are now approaching the season when Southern sections of the country become of more importance as a source of fresh egg supply. The states south of the Ohio River are favorably located for winter egg production, but while shippers in that section have improved their methods considerably during the past few years, they have not yet made the most of their opportunities. I can see no reason why the Southern eggs should not be handled so as to occupy the leading place in our winter egg markets instead of a secondary place, as has generally been the case.

Just now the invoices of Southern eggs generally contain a very large proportion of stale country held eggs which brings their value down materially, and these inferior goods usually predominate during the fall and early winter. Comparatively few of the Southern shippers make any attempt at grading their goods, and yet there are a few who do candle and grade, and who get much better prices by so doing. Some of the shippers claim that the men they are able to employ to pack eggs are not qualified to grade the stock. But it would seem that candlers could be found if there was a disposition to find them, and when any considerable quantity of stock is handled it would certainly seem worth while to get candlers from adjacent cities and through them to educate the local talent. It is not a difficult thing to judge egg qualities reasonably well with a proper candling outfit, and any fairly intelligent man should learn the art in a short time.

In the fall and winter, when fresh laid eggs are comparatively scarce, dealers object very seriously to buying fresh eggs that contain a large proportion of stale, shrunken eggs because they prefer refrigerator eggs to the latter. They would much rather pay a relatively high price for fancy goods, and I am convinced that shippers can realize more for their shipments by making several grades and having each of fairly uniform quality. This is a matter that most of our Southern friends will have to improve in if they want to establish a first-class reputation for their goods.

Another needed improvement among the Southern egg shippers is in the matter of cases. As a rule, Southern receipts are known as such by buyers, simply from the appearance of the cases. There are, of course, exceptions, but most of the Southern cases are poorly made, poorly put together, and often made of dark colored, unattractive looking wood. Then they are often badly packed—the excelsior seems to have been loaded in with a pitchfork and sticks out under the cover like whiskers. These may seem trivial objections to some, but I can assure shippers that the first impression on a buyer has a good deal to do with his judgment of quality and it is a great help to a salesman to have a line of goods that make a fine appearance on the outside. Clean, well matched

cases, strongly and neatly put together, with just enough packing to serve its purpose, none showing on the outside, give an impression of carefulness that has an influence on buyers.

The proper grading of country receipts requires at least four grades: first, the good sized clean eggs that are reasonably full and strong meat; second, the good sized clean eggs that are weak, shrunken, and unfit for the first class trade; third, the good sized dirty eggs; fourth, the checked and cracked eggs and the very small eggs. Rots and spots and leakers should be kept out of all grades. Packers who get too few eggs to warrant such close assortment, or who may be temporarily unprepared to grade, may at least throw out the rotten eggs and make sound firsts and seconds.—New York Produce Review.

Suggests Guillotine for Killing Sheep.

A meeting having for its object the consideration of a suggestion made by a London medical practitioner for a more humane method of killing sheep than at present in use was held recently at Newcastle. The following report of it is from one of our English exchanges:

"In the course of a short address, Colonel Coulson said he had been told by a number of butchers and slaughterers that the sheep took from four to five minutes to kill, and that, under the circumstances, there were numbers of sheep skinned before they were actually dead. He was quite sure that any suggestion put forward for a quicker and more painless method of killing sheep would be gladly welcomed by everyone. The suggestion put forward by the medical gentleman was simply that sheep should be killed by means of a guillotine, which would, he considered, be both painless and practically an instantaneous method.

"A discussion followed, in the course of which the majority of the speakers strongly expressed themselves as entirely opposed to the method suggested on the ground that it was unclean, and would cause a tremendous flow of blood. Some of the speakers said it was to their interest to kill sheep as quickly and painlessly as possible. Every care, it was urged, was taken by the butchers in their work. They were practical men, and knew what they were about. Some practical butchers stated during the discussion that they could kill a sheep in thirty seconds at the outside by the present method of sticking with the knife.

"In conclusion, Colonel Coulson made the explanation that the whole matter had been brought about by the fact that there was a belief among laymen that the sheep took three or four minutes to die; but if they could be killed in thirty seconds by the present method he himself did not think a much better system could be found."

The Wise Farmer.

"May I ask your name?" said the dapper man, stepping up to the old farmer. "I have a telegram here for somebody."

"My name's Bagley," said the farmer.

"Then it's not for you," returned the other, turning away.

"Hold on, young feller!" called the farmer, "might jest as well tell you right now that I come ter town loaded up with a new name fer every feller that asks me, an' I don't answer to none of 'em two minutes later, so the one I give you won't do no good unless you work it quick."

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

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.

BEANS

We want beans and will buy all grades. If any to offer mail good sized sample.

BROWN SEED CO.

GRAND RAPIDS, MICH.

WE CAN USE ALL THE

HONEY

you can ship us, and will guarantee top market price. We are in the market for your TURKEYS.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.
Citizens Phone 2654.

New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 1.—Actual coffee business this week has been very quiet among jobbers, and a trip through the whole district shows no exception to the general rule of "nothing doing." Prices, however, are firmly maintained and Rio No. 7 is pretty firmly established at 6c, a figure which no one thought would be reached this year. Speculators have made up in activity, however, what the jobbers lack, and the week has been "full of fun" for the gentlemen who are putting up a few loose millions on the reports that are coming from Brazil of a bad crop outlook and higher cables from Europe. In store and afloat there are 2,518,695 bags, against 2,733,404 bags at the same time last year. Crop receipts at Rio and Santos aggregate from July 1 to Oct. 28 6,207,000 bags, against 5,957,000 bags at the same time last year. Mild coffees are firm, but the volume of trade is not large. Good Cucuta is worth 8½c. East India growths are steady and practically without change.

Sugar is about as quiet a thing as there is in the whole grocery market. Practically no new business is going forward, and the withdrawals under old contracts have not been large enough to cause any comment. The efforts made by the wholesalers to maintain some sort of list prices have resulted in flat failure and the situation now is one that leaves every man for himself. This applies to New York State. Granulated in barrels is 4.55c less 1 per cent. for cash.

The interest lately shown in the tea market continues and a pretty good trade has been going on all the week. Quotations are firmly maintained and Congous in particular have met with excellent call at full rates. The trade in package teas is still active.

Stocks of rice are fairly large, but demand is active and quotations are very firmly maintained all around. Dealers look for a good trade for the rest of the year and are not at all disposed to cut rates.

The spice market retains its strength and seems to add thereto all the time. Cloves are the most interesting article on the list and Amboynas are worth 15½@16c; Zanzibars, 15½@15¾c. Pepper is well sustained but no particular advance has been made in price, which remains at about 12¾@12¾c for Singapore. Cassia is steady and unchanged. The undertone of the whole market is strongly in favor of the seller.

Actual business in the molasses market has been rather quiet and purchases generally were of very small lots. Quotations are well sustained, and with freer receipts of new crop we shall probably have a better trade all around. Stocks of all kinds of desirable molasses are small, and this accounts in some degree for the firmness. Syrups are working out in the usual fashion and dealers generally are fairly well satisfied, although they

say there is room for improvement.

Good to prime, 19@25c.

Quietude of a "large" character has settled over the canned goods market and everybody has gone home to vote. There are some good cans coming here that anybody who can read could tell were tomatoes, because the label, a work of art, says so. No one could tell simply by looking at the goods. And, on the other hand, some tomatoes from Maryland and Virginia are all that the most fastidious buyer could ask for. Quotations range all the way from 60@90c, the latter for standard New Jersey goods at the factory. Corn is about out of the market for Maine and New York. An Indiana packer is said to have made large sales at 75c for 1904 pack. Aside from this little, if anything at all, has been done in the way of future sales. There is little demand for salmon and buyers are seemingly simply waiting to see what the future has in store before they purchase ahead of current wants.

The butter market is rather more quiet than last week as the warmer weather has tended to increase receipts, while demand is certainly not more active. Quotations are practically without change, and very best creamery can not safely be rated at over 22½c, although some exceptional lots have perhaps brought a little more; but the quality must be very fine and, indeed, there is some good butter selling for less. Seconds to firsts, 18@22c; imitation creamery, 15@18c; factory, 14½@15½c; renovated, 15@17½c.

There is little to be said of the cheese situation. The market is just about as last noted and trading is moderate. Many factories will close to-day and holders are confident we shall have a better condition for the rest of the season. Small size cheese, full cream, is worth 11½c and large sizes about ¼c less.

While quotations on near-by eggs are about as last week, they seem to be firmly held notwithstanding the high price. A good many refrigerator goods are being placed on the market, and so far as medium and low grades go the situation is practically as last noted. Extra Western, fresh-gathered, 20@26c; seconds to firsts, 22@25c. Refrigerator stock ranges all the way from 16½@21½c. Lined averages about 20@21c.

Waterproof Paste.

Soak glue in water until it softens, remove it before it has lost its original shape, and dissolve in linseed oil by gentle heat until it acquires the consistency of a jelly. This paste may be used for all kinds of substances, as besides strength and hardness, it possesses the great advantage of resisting the action of water.

Martin Neuss.

There is only one thing that raises more dust on the boulevard than the devil wagon. You know what that is—two devil wagons. And sometimes there are as many as seven—with eleven coming a block away.

Do you make all you spend, or spend all you make? There is a wide difference between the two.

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.

DID YOU EVER USE

RENOVATED BUTTER ?

ASK

C. D. CRITTENDEN, 98 South Division St., Grand Rapids, Mich.

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



FOOTE & JENKS'
JAXON
Highest Grade Extracts.

TERPENELESS LEMON PRODUCTS
"JAXON" and "COLEMAN" brands

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

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.

FATE WAS UNKIND

To the Little Widow Who Earned Her Living.

Written for the Tradesman.

Last week, under the caption, "Fate Was Unkind," I touched upon the early life of a woman of my acquaintance who is very rich and very old (well, 75 looks old) and very discontented; the story of a woman who has of earthly possessions a great store, but who, since her marriage at the age of 17 to a wealthy man many years her senior, a man whom she married "out of spite" and at the solicitation of her father, has spent her life in one vast unavailing regret at the step she took on that fatal day. I told how the poor young man she did care for, but with whom she had had a lover's quarrel, went West, afterwards making his fortune ("pile," we should call it to-day) and marrying another, the match proving a happy one; how Aunt Maria's heart—she is my very distant relative—grew harder and yet more hard and the lines of her face severer and yet more severe, as she came to realize what life meant without the man she wasn't married to and loved and with the man she was married to and hated, poor thing; how she was left an un-mourning widow at the fresh age of 27—when she might have been so "bloomin'"—and since then has lived an aimless, and consequently wretched, life.

In the previous article I started out to write about Aunt Maria, but ended with as long a recital of the bitter trials of another woman, also a widow, whose friendship I value highly. I call the one that isn't Aunt Maria Aunt Silvia, and although I am no kith or kin of hers, she seems a thousand times more near and dear to me than the other. With, seemingly, nothing on earth to make her en rapport with life and everything to render her lot unhappy, she is yet the fortunate possessor of a disposition so sunny it draws everyone to her. She is an optimist "from the sole of her head to the crown of her feet," as the boy said when he got mixed up. Ever looking at the bright side her character is a constant lesson and a continual rebuke to all those honored in knowing her who are inclined to growl at the niche in which Kismet has placed them.

Last week I described in detail the disagreeable circumstance in her existence in the shape of a cantankerous old termagant of a husband who was the personification of stinginess, who, further than providing a roof over her head, never allowed the little Griselda any of the perquisites so dear to the female heart. I recounted how she used to ply the needle for others so that she might become possessed of the wherewithal for the "little fixin's" that mean so much to women; how, just when she had things to her liking, her brute of a husband sold the home "on purpose to break her spirit," he said, and all her extra toil went for naught. This he did three times in succession, each sale but a repetition of the last experience. Then he took the home-loving little body way up in the wilds

of Northern Michigan and established her in a lonely little country hotel, where he began a deliberate system of neglect that resulted in an absence from which he never returned.

There was a kind Uncle who came on and settled up her board bill with the landlord, taking his niece home with him, where she remained until she in a measure recovered from the shock of her husband's faithlessness. Coming back to Grand Rapids she supported herself for years at her old occupation. Then came evil days when her hands lost their cunning, becoming all bent out of shape with rheumatism. Then Aunt Maria stared her in the face.

There had been a time when the Good Uncle could have provided her a home under his roof, but, in the years that intervened since the desertion, the Uncle's wife had died and after a suitable length of time had elapsed he had married again. The first wife and the first wife's children were all friendly to the little woman, but the second wife was of a sour, jealous nature and exhibited an attitude toward all her husband's relatives that made it utterly impossible for this little waif to become an inmate of her Uncle's family.

By dint of strictest economy she had put by a tidy little sum for the proverbial "rainy day." But when that day lengthened into weeks and the weeks into months and the months into several years of unproductiveness, her saved earnings could not last forever. Finally the last penny went to put food in her mouth. The future looked black indeed, with no silver lining to the clouds that hung on her horizon.

What should she do—what could she do? Her money was all gone, and her poor fingers were so bent out of shape and so full of pain that for weeks at a time Aunt Silvia could do nothing but sit with one hand in the other, trying to find new positions for them so the miserable ache would be eased a little.

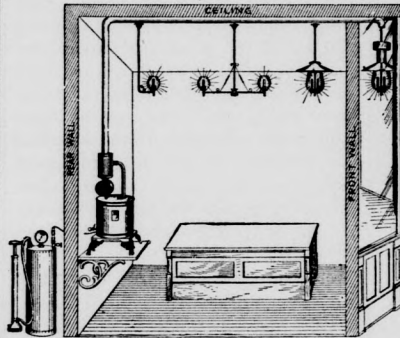
I don't know what the little soul would have done in those days if it hadn't been that her pleasant, cheery disposition had laid up for itself treasures for this very time of need. The friends of her more prosperous days had, most of them, kept up their interest in the brave little woman, and often a dollar from this one and that one would find its way into her empty lap, and many were the baskets of necessities and goodies that were left, often clandestinely, at her door.

But this was but a precarious existence and when the pain in the little crippled hands became less, after so many weary months of suffering, she began to look around her for something that she could do with the knotted hands that were left her. It did seem a very cruelty that Fate should take from her the only thing on earth between her and poverty, the only thing on earth she possessed with which to fight her way through life—her hands.

She took up the only work left for her to do. She could still, by twisting her fingers a certain way, hold a broom and all the housewifely ways

How Does This Strike You?

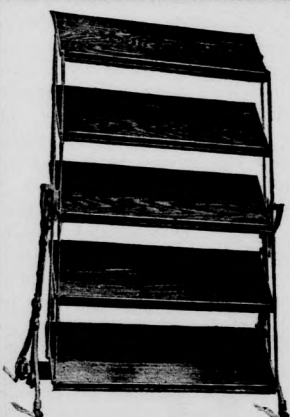
TRY BEFORE YOU BUY



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.



"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.

1904

This is to remind you that the end of the year is close at hand and it is time you placed your order for your next year's calendars. You know our reputation as calendar makers, so send for our new line of samples.

Tradesman Company
Grand Rapids

of making things about a place cozy and clean she still possessed the knack of.

When I first became acquainted with this little noblewoman, she was living in a little back room, and a closet—and very thankful for the closet—on the third floor of a long four-story brick block. The ground floor, at first, was given up to stores, the second to offices and the two upper ones were arranged in single rooms and suites for renting to private parties. That was in its palmy days, before so much was demanded in the way of bathroom luxuries and other sanitary requirements, and even very well-to-do families took up their residence there, "getting their meals out." Numbers of the suites went to young men, they often clubbing together, having their separate sleeping rooms and a common living room. Of course they must have a care-taker for their apartments, and what more natural than that a dozen or fifteen should have as applicant for the position this old gray-haired little gentlewoman?

What a come-down from having lived in three different homes of her own in the same town! But she took up the battle with dirt—and with her heart—bravely and the fastidious young men had no cause for complaint as to her care of their fine furniture and other elegant belongings.

She had lived in the block for years and years when I first met her and had done this kind of work as many. She used to tell me about "her boys," as she called them, although one of them was almost as old as she. She would weave little romances about their lives and tell me how interested she was in all of them. Most of them were exemplary young men, some of them not so good as they might have been, but for them all she came in time to have a mother's solicitude. Often they would share with her some of the good things that came their way. The one that was old enough to be her brother used to have a fine dinner sent up to his room every Sunday and on Thanksgiving and Christmas and New Years. Invariably, if the little woman was not invited out, the "brother-man," as she used to call him to me, would take to her door on a big clean plate—he "had gone and bought it a-purpose," he told her—a generous portion of the great quantity that came up on the big napkin-covered tray.

"And how this did help out!" she exclaimed to me, the last time I saw her. "In those days it was sometimes 'a feast or a famine' with me, and I used to live high for two meals at a time when 'my plate' would put in its appearance," she went on reminiscently. "How it all has changed since I first came in the block," and at a time when 'my plate' would put old eyes. "All my old boys are gone—got married or moved away—and now all I have left to stand between me and starvation is what I make out of just two rooms—and I don't get pay for those all the time, only when the owners are home. They are gone out of town several days

each week, and that 'takes off the profits,' you see."

I was sorry I did see, for the tone of the voice told more than the words.

Well, how I have rambled on! And I meant to tell, when I began this week's "discourse," all about how I dragged my dreary old Aunt Maria to call on this other widow—the meeting of the rich tall cross old woman and the poor little pleasant old lady. Really, I have gone on at such a rate that I shall be obliged to defer the account of our visit until next week. Josephine Thurber.

Anthrasol.

This is a new tar preparation of German origin, which is stated to represent equal parts of coal tar and juniper tar. It occurs as a pale yellow oleaginous liquid with a pronounced tarry odor. It is soluble in acetone, benzol, the fixed oils, petrolatum and absolute alcohol, but only to the extent of 5-10 per cent. in 90 per cent. alcohol. It is claimed to be more effective and less irritating than ordinary tar in the treatment of certain skin diseases in which tar is used, being applied in the form of ointment, paste, solution (in liquid petrolatum) and glycerin jelly.

Wood Alcohol.

Owing to the increased production of the wood alcohol made at charcoal furnaces, the price of this article has been declining. Sixty cents a gallon was obtained for it last year, when almost a million gallons were produced in this State, but the price this year has already declined 25 per cent. and, if the drop proceeds much farther, the producers say the result will be the shutting down of many alcohol factories.

Water Purification by Chemicals.

An Austrian professor says that water may be sterilized in five minutes, and made both harmless and palatable, as follows: To one gallon of water add three drops of the following solution: Water 100 parts, bromide 20 parts, potassium bromide 20 parts, and then, after five minutes, add three drops of a 9 per cent. solution of ammonia.

Shorter Hours.

Pat—An' so ye shtruck fer shorter hours?

Mike—Yis. We want each wan to consist of 40 minutes, begorry!

An extraordinary increase of Persian exports to the Nijni Novgorod fair this year is attracting considerable attention. It is attributed to the supremacy Muscovite influence has lately attained in Northern Persia through the political activities of the Czar's agents. A commercial aggressiveness has thus been stimulated. The Russian policy of bonuses has been the means of causing Russian goods to drive British products out of the northern part of the Shah's dominions, and the Persians are naturally seeking a return market for their products in Russia through the agency of the great annual fair held at Novgorod.

Some folks smile—and then their face flies back like a spring lock.

MOORE & WYKES
 MERCHANDISE BROKERS
 Office and Warehouse, 3 N. Ionia St.
 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.

SAVE TIME IN TAKING INVENTORY
 January 1st will soon be here. Send for Circular NOW.
BARLOW BROS., Grand Rapids, Mich.

Union Central Life Insurance Co.

OF CINCINNATI OHIO

Assets over \$34,000,000

For a number of years the interest earnings have been more than enough to pay all the death claims. This indicates a high state of solvency and the capacity of the company to pay good dividends to the policy holders.

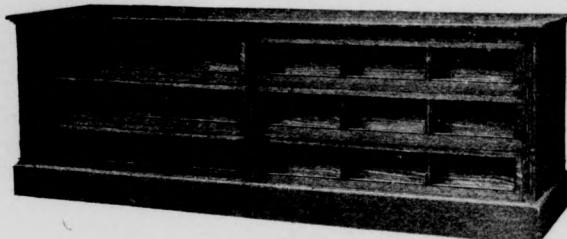
WILBOUR R. DENNIS

General Agent

218-19 Houseman Building
 GRAND RAPIDS, MICHIGAN

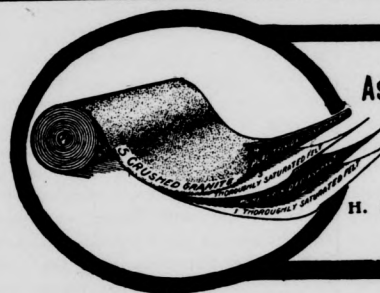
DISPLAY COUNTERS

4, 8, 12 and 16 feet long.
 Drawer back of each glass 6 3/4 x 13 3/4 x 20 1/2 inches



28 Wide, 33 High. All kinds store fixtures.

GEO. S. SMITH FIXTURE CO., GRAND RAPIDS, MICH.



H. M. R. BRAND
Asphalt Torpedo Granite
Ready Roofing.

THE BEST PROCURABLE

MANUFACTURED BY
H. M. Reynolds Roofing Co.,
 GRAND RAPIDS, MICH.
 Write for Samples and Prices.



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.

CHICAGO DOOMED.

Decadence of City Caused by Unionism.

Has not the day arrived when employer and employe can together calmly review the past, study "The Signs of the Times," and reach the same conclusion regarding the results of the war now being waged, in our city, between capital and labor, should it be long continued?

As money capital and labor capital are unquestionably dependent upon each other, is it wise to continue a conflict which must necessarily score severe losses to both?

For the purposes of this letter, we need only to casually review the various steps which have led to present conditions.

It is generally acknowledged that, in the human greed for money, the rapid growth of business, the formation of corporations, and the great consolidations which have occurred during the past few years, the interests of labor capital did not receive all the consideration to which they were entitled.

Workmen, individually, could not command the attention which their requests or demands merited, and they felt compelled to form unions for the purpose of making themselves heard, and of asserting their rights, which they intended to do by just and legal means. The purpose was a laudable one, and the outcome has, in many instances, justified the hopes of the organizers by placing labor upon its rightful basis, increasing wages, shortening hours of work, and improving sanitary and other conditions.

In union there is strength, but in unions there may exist elements of weakness which will eventually neutralize much of the good that has been accomplished, undermine the unions themselves, and jeopardize their very existence.

In the outset, the leaders were, as a rule, thoughtful, fair-minded men (fortunately many of these men are still leaders), and the rank and file was composed of those who earnestly and consistently sought to formulate and execute plans which should improve their own condition and that of their fellow members, without injustice to others, either workmen or employers.

Unfortunately, as time went on, and as both unions and their membership greatly increased in numbers, the official control of affairs, the making of rules, and the general legislation too frequently came under the control of men who wanted to display an authority to which they were unaccustomed; to add to their personal income; to increase their political influence; or, having lost their heads, to viciously injure capital (money capital) with little reference to the effect upon labor. They are the men who have, not infrequently, encouraged and even insisted upon enforcing unreasonable demands by legal or illegal means. They are the unthinking men who do not realize that an effective blow aimed at capital always cripples labor.

With increased numbers, drawn

from all classes of workmen; with too little attention paid to qualifications; the adoption of rules which ignored the differences in capability, but compelled all men to be classed with the lower grade workmen, thus stifling ambition and necessarily making the quality of workmanship inferior; the reducing of intelligent and efficient workmen to the level of machines by fixing their maximum output at a point below their natural producing power; the petty quarrels of unions among themselves over the right to do special small bits of work in a large job, the unions are losing and must more and more lose the sympathy and support of the general public. What is of vastly more importance to every citizen of Chicago is the fact that while the better class of union men stand for law, order, and the

members rather than upon coercion of either employer or employe in a manner not sanctioned by law or endorsed by the public.

The foregoing all leads to the questions:

Haven't employers been taught that the rights of every employe should be recognized before asked for or demanded? Haven't they learned that in the long run such rights must be recognized?

Do not all employes realize that ultimately every man, union and non-union alike, must be protected by the executive branch of our Government, without reference to political effect, or we shall cease to have a real Government; that our courts, as rapidly as called upon to render decisions, will do so in accordance with the laws upon the statute books, regardless of



A. C. Bartlett.

rights of their fellow men, the irresponsible and ignorant court the assistance of hoodlums and criminals in defying the law and in denying the rights of others, and at the same time bring disgrace upon the organizations to which they belong. It should not be disputed by the most radical that a body of men, either legally or not legally constituted, has no more right to say what disposition any law-abiding fellow citizen, not a member, shall make of his time, labor, or money than it has to say how he shall vote. Still further than this, when that body undertakes by force to compel obedience to its dictation, it must do so illegally or criminally.

We all learn from experience, and it is to be hoped that the unions will go back to early principles and depend upon their moral influence in securing the personal rights of their

whether verdicts favor employer or employe, individually or in organization?

In the efforts of unions to secure for their members a greater share of present prosperity (too much of which will be found to exist only upon paper), are they not liable to go to an extreme which will result in future misery and distress? If wages are forced to an unnaturally high level, will not the panic which will, as a consequence, be precipitated in the labor world on the advent of "hard times" (and they are bound to come) be not only disastrous to workmen, but more disastrous to unions? What is so certainly assuring and hastening the coming of "hard times" as the radical and unwarranted action of the extremists upon both sides of the labor question?

When the demand shall be for

work and not for workmen, what power can hold together in organization willing and unwilling members; those who have joined from principle and those who have joined from fear; good workmen and poor workmen; those who want to do an honest day's work for a full day's pay and those who want a full day's pay for the least work they can do; the thrifty and the thriftless? Is not this the proper time to stop and consider which is better for unionism, strength in numbers, or strength of members?

Is it not true that the United States, to keep its present position as a manufacturing country among the nations, must hold its foreign trade, and that this trade is liable to be lost on account of inability to compete in price at cost of production?

Is it not true that in order to maintain a fair rate of wages in every department of industry (not alone in manufacturing) there must be no great influx of foreigners, and that they are coming in large numbers, attracted by the present wage scale?

Is it not a fact that the increase in the cost of living because of the high price of labor in manufacturing the commodities in daily use nearly counterbalances the increase in the wages secured by workmen?

Are you aware that no manufacturers are starting new enterprises in Chicago; that building is now confined to actual necessity, and will probably be insignificant in amount during the coming year?

Do you know that in other cities in this country, which have gained less reputation for labor agitations than has Chicago, the growth is much more rapid?

Have those employers who have been trying to get, at all hazards, the most possible work for the least possible expenditure of money in wages and improved conditions figured to see just how much they have actually saved by pursuing such a course?

Have those employes who have been crying for strikes to enforce demands, whether reasonable or unreasonable, made careful calculation to learn how much smaller their Savings Bank balances are than they would have been had they adopted the plans advised by conservative leaders?

Is it not the duty and for the interest of every man who gives thought to the future to consider what he may do towards averting calamities which are sure to befall this community if there is not a change in the feeling and relationship existing between employer and employe and between fellow workmen?

Should each employer evince a willingness to pay full prices for honest labor done in days of reasonable length and in suitable environment, with extra pay for extra quality or greater production, and should each employe strive to increase his wages by doing better and more work during those "reasonable hours;" should he as a union man endeavor to eliminate from the manual of his organization all the petty rules which detract from his own efficiency and which belittle his manhood; should he

always vote and act with those members who work for permanent good and not for momentary advantage; should he labor to make his union attractive to the best citizens from among the best workmen, and repulsive to the indolent, the ignorant, and the vicious; should he as a non-union man make his services so valuable that they would always, in good times and in bad times, insure him employment, and in due time ample protection; should he by his course and influence convince any and every union that men of his character and caliber never become members except when the union is outspoken in word and convincing in act that it stands for law and order and the rights of every man, and that it is not the football of blatant agitators or self-seeking organizers—in other words, should every honest, conscientious citizen, employer or employe, do his manifest duty at this critical period, Chicago would be known for its rapid growth in business, the abundance of its labor at good wages, and its general prosperity.

A. C. Bartlett.

Value of Co-Operation in Modern Business.

The modern business general gathers his aides around him in council and values their opinions in proportion to his own. He aims to have his employes work with him—not alone for him. Many large manufacturing concerns have, within the past few years, offered substantial prizes for suggestions that may be of value to the company. In this way the employes are furnished an incentive to give to their employer the best that is in them, and are made to feel a personal interest in the concern, an interest that often means much to the employes themselves and to the company.

Some men and women labor for remuneration only; they devote a certain number of hours a day to a certain work and for a certain specified sum. Their interest in their employes rests on a purely business basis. But employes are appreciative, and an effort to install better conditions of labor may generally be relied upon to meet with a response. Good light, clean work-rooms and ventilation give a tone to the work-room and an energy to the worker that are shown in material results. Some wise man once said: "Business is business, and it won't mix with anything but business." This company does not believe this, because it has evidence to show that the best investment it has made has been by improving the industrial conditions about the mills where are manufactured its products.

M. Furchgott.

Only Wanted to Classify Him.

"Do you remember," asked the restaurant keeper, "that you were a nickel short when you paid for your last lunch?"

"No," replied the occasional patron, "but I presume it's all right. Add it to this check."

"I will," rejoined the other. "If you had remembered I was going to let you go."

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C. boxes 250, per m.	1 40		
No. 2 Winchester, boxes 250, per m.	1 40		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	Shot	Per
120	4	1 1/8	10
129	4	1 1/8	9
128	4	1 1/8	8
126	4	1 1/8	6
135	4 1/4	1 1/8	5
154	4 1/2	1 1/8	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/8	6
265	3 1/2	1 1/8	5
264	3 1/2	1 1/8	4
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 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	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	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	13 00		
Garden	29 00		
Bolts			
Stove	70		
Carriage, new list	60		
Plow	50		
Buckets			
Well, plain	4 00		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
1/4 in. 5-16 in. 3/4 in. 1/2 in.			
Common	7 c.	6 c.	6 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.
BBB	8 3/4 c.	7 3/4 c.	6 3/4 c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable	40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List 12 13 14 15 16 17			
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	90		
Double Strength, by box	90		
By the Light	90		
Hammers			
Maydole & Co.'s, new list	33 1/2		
Yerkes & Plumb's	40 & 10		
Mason's Solid Cast Steel	30c list		
Hinges			
Gate, Clark's 1, 2, 3	60 & 10		
Hollow Ware			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
Horse Nails			
Au Sable	40 & 10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20 & 10		

Iron	
B&F Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 3 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 3/4 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	3
Sand Paper	
List acct. 19, '86	dis
Sash Weights	
Solid Eyes, per ton	36 00
Sheet Iron	
Nos. 10 to 17	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50
Solder	
1/4 @ 1/2	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
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40 & 10
Onelda Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	10-80
Screw Eyes	10-80
Hooks	10-80
Gate Hooks and Eyes	10-80
Wrenches	
Baxter's Adjustable, Nickered	30
Coe's Genuine	38
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz.	85
1 gal. fireproof, bail per doz.	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/4
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 68
No. 2 Sun	2 42
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 90
No. 2 Crimp	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	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," 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 (65c 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 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 60
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx, 10c.	50
No. 0 Tub., cases 2 doz. each, bx, 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., B.W.'s eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll	20
No. 1, 1/2 in. wide, per gross or roll	30
No. 2, 1 in. wide, per gross or roll	42
No. 3, 1 1/2 in. wide, per gross or roll	65
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

AN ENDLESS CHAIN.

The Ultimate Outcome of the Credit Business.

There will be those who will differ with me, perhaps—cheeky of 'em, too—but according to my own opinion the greatest problem to the retail grocer to-day is credits.

Yes, I expected dissent, but it is very impolite to gabble all at once.

I don't mean that it is the problem so much to the grocer in the large city, where the interests of the trade are safeguarded by a good strong association; or so much the problem in the smaller city or town where the grocers are organized.

I mean that it is the problem in the little towns of five, six and seven thousand, scattered over the country, where the grocers have no association, where there is no common interest, and where it is a case of reading minds to know who is a dead beat and who is not.

These grocers are helpless. What can they do? As one of them said to me the other day: "I'm up against it, I realize it. If a respectable-looking person comes in here intending to beat me out of a bill, he can do it all right. I can't stop him."

They can sue, but the dead beat would rather be sued than eat. He has nothing you can reach.

One day last week I was standing in a grocery store of the type I have described. There were no customers in the store, and one of the partners said to the other:

"I think we ought to go slow on that woman. I think she's shady, myself."

"Oh, I don't know," said the other. "All right," retorted the first; "you will find I'm right before we're through with her."

"Guess she won't get in on us any worse'n old Sam Simpson," said the other with a chuckle and a sniff.

The first man reddened slightly, and I saw that old Sam was in some way a sore point.

"Huh!" he grunted, "Sam's good for all he got from us. He's got 'propetty'."

"Yes, he's got lots of it!" was the retort; "one little house, mortgaged up 'way over its head!"

A customer entered just then and the subject dropped. Later I found out more about old Simpson from a clerk.

He was or had been the foreman of a railroad gang, making about \$1.50 a day. He had scrimped and saved enough to buy a house worth \$800, but had gotten back in the interest and the house actually had \$900 liens against it.

Yet old Sam, simply with the plea that he "was wuth propetty," had run up a bill of over \$200 with that firm! Think of that, will you! One of the partners had kicked a little over giving old Sam such a leeway, but the other had persisted that he was all right and so the account grew.

Now I believe they've about resigned themselves to the expectation of getting nothing. Yet I foresee that it will be some time before old Sam's name will be dropped from the conversation of the store.

I ran across another case not long ago where another grocer had actually let a little fellow earning only \$5 a week run up a bill of over \$80. No, I'm not dreaming and I'm not lying—it's a fact! The poor little fellow is as honest as the sun, and he'd pay if he could, but how in Heaven's name is he going to clear off a debt of \$80 on a salary of \$5 a week?

In this case the young fellow had made a little better salary when he first started to run up the bill, although not enough to deserve a line of \$80, and the grocer had gone no further in self-protection than to get his simple promise to pay.

Promises to pay are all right, but not without the money to back 'em. I always promise my creditors to pay.

The editor of the Legal Department really sprung an idea in his department the other day. It was a good scheme, I thought—something about getting the customer to sign away his exemption rights so the grocer could get hold of his household goods.

That's a pretty good idea, although I'm not advertising the legal editor, for he's a snuffy old grub! Wanted to charge me—me!—for a legal opinion the other day; think of that! It isn't everybody who would ask for his opinions!

Not long ago a grocer was bragging to me on not losing anything through bad debts.

"I use good judgment," he said with hands complacently folded across a stomach that I've coveted a thousand times. "I don't trust every Tom, Dick and Harry. I know where my goods go, and that's why I can give a man a good big line of credit—bigger than most grocers would give him—and always get my money."

"That's the way to do it," I observed.

"Now, there was a fellow in here only a short time ago," he said; "he owes me \$65, but I'll get every cent of it."

"How will you get it, if he doesn't want to pay?" I asked.

"Why," he said, "he works for the Pennsylvania Railroad."

"What has that to do with it?" I asked.

"Why, I can go there and get it, if he won't pay," he answered.

"How can you?" I persisted.

"I'd go there and demand it out of his wages," he said, "and if I couldn't do anything else I'd get out an attachment against his wages."

He looked at me triumphantly.

"Well, my friend," I said, "I'm afraid this is one of the cases where you haven't used good judgment. I don't know much about such things, but I do know this, that the Pennsylvania Railroad won't help you collect bills from its employes and will probably give you the frosty slipper as a nuisance if you go there to try it on. I know another thing, too, and that is that you can't attach wages in Pennsylvania."

If you could, mine would have gone long ago. That's how I knew.

The grocer protested feebly that

"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.

PURITY FLAVOR QUALITY

always just right in

S. B. & A.
CHOCOLATES

Order our assorted case No. 6, \$10.50
and be convinced.

STRAUB BROS. & AMIOTTE
TRAVERSE CITY, MICH.

"S. B. & A. on every piece stands for reputation."

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.

he could do this, and do that, but the fact is that he can't do anything. He's helpless, like all the rest. He has no protection whatever against that railroad clerk who owes him \$65, if the fellow wants to give him the laugh.

It would pay jobbers to give retailers some little help in collecting bad debts, if they could.

About a week ago the head salesman of a Philadelphia wholesale grocery house was sitting with me in a near-by store. The grocer had been waiting on a woman, who got her order and left.

"How much does Mrs. Handley owe now?" the grocer asked the book-keeper.

"One hundred and three dollars and fifty cents," the latter said after tallying it up.

"Lordy me!" said the grocer, "I'll have to haul her up. I thought she'd reduced that account more than that."

"You bet you'll have to haul her up," butted in the salesman. "If you don't cut her off next Saturday night, I'll have to cut you off. You owe us a bill I've been trying to get for seven months. That's just where our money is. You'll have to cut her off, Benner; there's no use talking."

The grocer promised to do it, meekly enough. The salesman was right. Had Mrs. Handley paid the grocer, the grocer could have paid the manufacturer, and the manufacturer could have paid his doctor's bill. Mrs. Handley was holding up the whole gang.

And maybe the doctor was owing his grocer, who owed some other jobber, and so you have it all over again in an endless chain.

Any condition is a problem which puts a merchant at the absolute mercy of every dead beat who wants to do him.—Stroller in Grocery World.

Tact Necessary to the Good Salesman.

From the contributions in the clerks' department of your paper one would think that the farmer bought all of the goods. I work in a store where the farmer is rarely heard of, but where we must have our eye out for workingmen's trade all of the time.

Our greatest trouble is to bring our trade up to good goods. We sell any amount of cheaper lines like workingmen's garments and the staple lines of groceries, but it is no easy thing to pull the business above that average.

There is some workingmen who have not yet learned that a seventy-five cent overall is cheaper in the long run than a fifty center. It takes time and plenty of argument to convince them.

The clerk who is dealing with this class of trade all of the time can appreciate what an advantage it is to be working in a better class of goods. The farmers of the prairie country undoubtedly are far above our trade in quality.

After dealing with workingmen for several years I have arrived at the conclusion that tact is the thing the clerk most needs. It is not a question of values and price on many

goods as much as it is knowing how to handle the customer and make your ideas agreeable to him.

You could have the best bargain on earth, but if the customer did not like to buy of you, it would be useless. Business is done more on likes and dislikes than many think. The clerk must be able to adapt himself to his surroundings.

When customers come into the store they like to feel that you are interested in the same things they are. The clerk ought to know a good deal about the people around him so as to draw them out on their likes and dislikes and needs. More goods are really sold at the tag-end of a little conversation than in any other way. If you go at them hard, talking nothing but values and price, you are as likely to scare as many away as you sell.

It has taken me a long time to learn these things, and after that it took some time to learn how to put them in use.—T. C. in Commercial Bulletin.

Woman's Legal Right to Scold.

Judge Johnson believes that the law that gives the right to a jury to say that a woman is a common scold simply because some of the neighbors think she talks too much should be wiped from the statute books, and every chivalric man will freely agree with him. As the court says, it is a mean discrimination against a woman to apply this law to her, while it can not be applied to a man, although there is just as good ground in one case as the other.

This country has as its greatest boon the right of free speech, and that right is particularly the heritage of the women, and any law that curtails that boon does violence to our institutions and to the sex. We stand with the learned judge of the Delaware County courts that it is unfair to make any such discrimination, and we will die in the last ditch before the mothers, the sisters, the pretty cousins and the benevolent aunts of this glorious land of the free and the home of the brave shall be obliged to curtail in the least the privilege of womanhood to speak freely and without reserve upon any topic that courses through the feminine mind.

Talking is the safety valve of our dear sisterhood, and it is more than probable that but for this happy and heaven given vent many of the recalcitrant husbands would get their worthless heads thumped with a rolling pin; so let there be the freest speech accorded to the women of the land, whether in the club, the home or upon the sidewalk in front of a neighbor's house.

Pretty Separate Waists.

A pretty waist is made of white cloth stitched all over with black silk, giving it the effect of being striped. The stock is of plain white cloth and the narrow collar is also of white cloth. Three bands extend half the length of the front and two bands half the length of the back. They are stitched at the edge only and fastened down to the waist with three gold buttons. The buttonholes are


embroidered in black. The cuffs are made of the white cloth stitched on the edge and fastened with gold buttons. Another pretty waist is of black and white checked taffeta. There is a band of white silk embroidered in black down the center of the front and a similar band running the length of the full sleeves. The cuffs are of white silk embroidered in black and are rather long. The stock is of white silk and the wide girdle of crushed black louisine.

Buyers and Shippers of
POTATOES
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

PILES CURED
DR. WILLARD M. BURLESON
Rectal Specialist
103 Monroe Street Grand Rapids, Mich.

Buy Automobiles Now
Actually \$100 to \$300 saved by buying now instead of spring.
A \$750 New Geneva with top..... \$350
A good Second-hand one..... 150
Michigan Automobile Co.
Grand Rapids, Mich.

F TURKEYS 18@20
A DUX 17@18
N CHIX 14@15
C GEESE 15@16
Y FOWLS 12@13



and what a Bellevue dealer says:

Caledonia Milling Co.,
Caledonia, Mich.
Gentlemen:—Please send us 5 bbls "New Century" Flour 1/2s. People continue to call for this and are willing to pay a small advance in price over other grades, and we will keep it in stock hereafter.
Respectfully,

Write for our price or phone No. 9

Caledonia Milling Co.
Caledonia, Mich.

For Thanksgiving and Christmas is our prediction. We have not missed for years that Buffalo is not excelled then.

If miss now then we are misinformed as to crop. Unsurpassed service. Refer Third Nat Bank, Buffalo; Berlin Heights Bank, Berlin Heights, Ohio.

35th Year **BATTERSON & CO., Buffalo** Reference Anywhere

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

THE VINKEMULDER COMPANY
Car Lot Receivers and Distributors
Sweet Potatoes, Spanish Onions, Cranberries, Figs, Nuts and Dates.
14-16 Ottawa Street, Grand Rapids, Michigan
Write or 'phone us what you have to offer in Apples, Onions and Potatoes in car lots or less.

Buckeye Paint & Varnish Co.
Paint, Color and Varnish Makers
Mixed Paint, White Lead, Shingle Stains, Wood Fillers
Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Us
Corner 15th and Lucas Streets, Toledo Ohio
CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER INSIST UPON GETTING THE PELOUZE MAKE
No. E 90 AS SHOWN 24 LBS.
No. T 90 WITH TIN SCOOP.
No. 92 1/2 BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

Commercial Travelers

Michigan Knights of the Grip
President, B. D. Palmer, Detroit; 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. C. T.
Senior Counselor, W. B. Holden; Secretary-Treasurer, E. P. Andrew.

FOOTBALL WINDOW.

How a Merchant Can Utilize the Seasonable Fad.

The Regal Shoe Store, Boston, made a hit recently by trimming their windows in honor of the Boston American league baseball team's victory over the Pittsburg National league team in the post-season games. This championship contest created an immense amount of local interest and hundreds of people stopped to look at the window. The store secured a great deal of valuable publicity. Why not add another feature—post a bulletin of the scores each afternoon just as soon as they can be secured? Write a little blue pencil account of the game or anything of interest in connection. There is room here for individual write-ups of popular members of the team.

It is too late to do that with baseball this season, but why not adopt such a plan for football? People are interested in the game; feature the local team if you have one. Get a picture of the eleven with the coach and trainer. Cover the base of the window with some good strong color, using if possible the colors of the team. Suppose they are orange and black. Put in a bottom of black and take an orange braid or ribbon and mark out a miniature gridiron. The proportions should be about 33x11. After the rectangular figure is blocked out in this shape there should be twenty-one cross lines of the same or of lighter material. Perhaps the best combination would be a half-inch wide for the side-lines and goal-lines and a mere string for the twenty-one cross lines which give it the gridiron effect. These can be fastened down with brass thumb tacks at each end of the strings. Goal posts and cross bars can be made from the same material as the side lines.

Another feature which could be added to enhance the value would be groups of miniature players. These can be secured from novelty houses in the shape of pasteboard men or a simpler way, although not as realistic, would be to use big head tacks. These again could be made in colors. Eleven in the local colors and the other eleven in the colors of some rival team. A good arrangement of these would be to have the line up preparatory to kicking off for a game. The one team spread out in a straight line across the field on the center of 55 yards line and the other eleven distributed about in strategic positions to protect their goal, to catch the ball and to run it back. Any football player can place the men for you in three minutes. It would be a good plan to talk with some of them about it. They will be pleased, for it will help advertise the game.

Some football shoes might be dis-

played in connection and a little additional trade picked up on that class of goods, although the amount of sales in that line is not liable to swell the profits to any alarming extent. The chief benefits would be in attracting the favorable attention of people who like the game and who will give you regular business. There are comparatively few college towns in this country, but the game of football has now developed to pretty good proportions in the High Schools and of these there are a great many which have good teams.

Such an advertisement ought to start the school children, too, even from the grammar schools. The average American youth of the public school age may be sadly deficient when it comes to a knowledge of American statesmen and warriors, but he possesses a surprisingly intimate acquaintance with the warriors and heroes of the big college football teams.

You would probably be astonished to hear them reel off accounts of the great Thanksgiving Day contests, naming the players and telling how the battle was won by a seventy yard run around the left end, or a goal from the field, or by a drop kick from the forty-five yard line in the last two seconds of the game, and all the rest of the lingo.

The writer was surprised several years ago while visiting points in Washington and Oregon to find how many fellows from Eastern schools would haunt the newspaper and telegraph offices on Saturday night to get the results of games.

Why wouldn't it be a good scheme in connection with such a window to make it a point to get the results of the big games and post them Saturday evening? They could be secured from the local daily or if there were none, the sporting editor of some out-of-town publication would be glad to give the results by telegraph as soon as he could get them. In the West most of them would be available by 7:30 or 8 o'clock in the evening.

A football card on the window during the day stating that the results would be posted in the evening would bring back a lot of people in some towns.

Set a Poor Example for His Clerks.

A representative of this journal entered a Rochester store the other day in time to hear a wordy discussion between the head clerk and the proprietor.

"I tell you the boys were busy all day yesterday and the windows could not be washed," argued the head clerk, emphatically. "I myself sold over \$200 worth of shoes, and the only one that was not busy was yourself."

"Me? Do you mean to insinuate that it is my business to wash windows? I have graduated from that long, long ago, young man, and if some of the men I pay to do this work won't do it, the windows will have to go dirty. I had some political matters on yesterday, and of considerable importance, too. But I

want those windows washed to-day, by somebody."

The chief clerk replied that he would do it if the proprietor would take his place in the women's department. The latter scowled and went to his enclosed desk to enjoy a smoke.

"No; don't get much encouragement to keep up a nice store here," said the clerk to the newspaper man. "The boss is getting grouchier every day. He is in the fight against the machine and is losing patronage every day. Look there!"

Across the street was a gray-haired man helping a youth to clean the windows of a shoe store. "I wish the boss could see that," the clerk continued. "It doesn't shame the gray hairs of his competitor to wash windows, and the example he sets is a valuable one. It teaches the clerks that there is nothing dishonorable in doing work of this kind, although it may not be to their taste. Some day I intend to have a store of my own, and I will follow the example of the man across the road, and will not mingle in politics to such an extent that I will lose trade. You'll excuse me, for I must get the bucket and hot water, as our windows are so grimy that I can not stand it to see them looking so."

The work was quickly begun, and the merchant in passing out the door had no word to speak with the chief clerk, who had taken upon himself the task of cleaning the windows. "Perhaps some day he'll have to get out and clean windows," smilingly

predicted the head clerk, after the "boss" was out of speaking distance. —Shoe Retailer.

If you've got a hard luck hair in your head pull it out and look pleasant. Undertakers are the only men who can make money by looking solemn.

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.
1232 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

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.



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.

Quarterly Meeting of the Board of Directors.

The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Jackson, Saturday, Oct. 31. All of the directors were present except Manley Jones, of Grand Rapids.

Secretary Brown reported receipts of \$2,500 in the death fund and \$2.50 in the general fund.

Treasurer Bradner reported a balance of \$62.24 in the employment and relief fund, \$166.94 in the general fund and \$2,649 in the death fund, making a total of \$2,878.18.

The following communication was received from Lapeer:

"We feel it our duty to bring your attention, and through you the attention of our brother Knights in Michigan, to the case of Mr. Marvin Matson, of this city, who is one of the earliest and most enthusiastic members of our association and who was for many years widely known as one of the most capable, genial and efficient traveling salesmen on the road. He has been for several years gradually failing in health, and has now for over a year been confined to his house with something like locomotor ataxia, totally disabled. In addition to this, his wife, a most estimable lady, has now for some months been confined to her bed with serious illness, and their only daughter has been compelled to give up the small salary she was earning in an office in order to nurse her unfortunate parents. Their resources are exhausted and we are of the opinion that the case is one well worthy of the most generous consideration of our brothers.

W. S. Abbott,
W. T. Edgar,
E. E. Mix,
Frank Rhead."

The Secretary was instructed to send out with next assessment an appeal to the members of the organization for a subscription on their part to aid Brother Matson, and that the Secretary and President draw an order on the Treasurer for \$7 a week for such a length of time as the donation will allow and Brother Matson needs the same.

The chairman appointed M. S. Brown, M. Howarn and C. W. Hurd to draft suitable resolutions upon the death of Mrs. George Randall. The committee submitted the following report, which was adopted unanimously:

Whereas—It has come to our knowledge of the sad affliction by the death of one who was so well-known and endeared to us all, whose face was so familiar to us at all of our annual gatherings and whose simplicity and nobility of character was always demonstrated at all of our board meetings—it is with the feeling akin to a personal loss, that we learned of her sad demise; be it further

Resolved—That we extend to our beloved brother our heart-felt sympathy in this hour of his sad bereavement; be it further

Resolved—That a copy of these resolutions be sent to our beloved brother and family and to the Michi-

gan Tradesman and be spread on the minutes of this meeting.

It was moved that the floral piece presented by the Michigan Knights of the Grip, to Brother George H. Randall, be paid for by the Board of Directors, personally. Carried.

The following bills were allowed and warrants ordered drawn for the same:

William N. McIntyre, printing	\$ 19.50
M. S. Brown, exchange on checks, stamps, stationery	9.60
Barlow Bros., for new ledger	9.50
M. S. Brown, salary	129.62
H. E. Bradner, salary	51.85
Charles W. Stone, Board meeting	3.32
H. E. Bradner, Board meeting	2.98
M. C. Klocksien, B'rd meeting	2.50
B. D. Palmer, Board meeting	4.62
M. S. Brown, Board meeting	5.75
M. Howarn, Board meeting	5.33
C. W. Hurd, Board meeting	5.33

Five per cent. of all moneys collected in the death fund for 1903 was ordered transferred to general fund.

The Railroad Committee was instructed to procure immediately, rates to the annual convention to be held in Flint.

An order for \$50 was ordered drawn to pay for sending out the annual invitations M. S. Brown, Sec'y.

Uncle Sam has plenty of money, but he doesn't often commission artists to make pictures of scenes of historic occurrences. If he does, it is a long time after. The signing of the peace protocol with Spain in 1898 was an interesting event, but Uncle Sam didn't tell any artist to portray it on canvas. That suggestion was left to H. C. Frick, the millionaire steel manufacturer, who put Theodore Chartran, the well known portrait painter at work, offering him \$20,000 as a reward. The picture has now been presented to the Government by Mr. Frick and will form an important addition to the art treasures at the national capital.

This is an age of the world in which wealth condones any act by the possessor of it, and nobody suffers, provided he be successful. It is, too, an age when people are impatient to acquire wealth rapidly, and they are easily induced to put their money into all sorts of schemes, provided they be plausibly represented. That is why so many persons who are otherwise intelligent are so ready to invest their money on the mere pretext of a representation, and not only are ready, but eagerly anxious in the belief that if they delay all the best places will be taken.

The damage done by the cotton boll weevil in the state of Texas alone this year is estimated at \$30,000,000. This is certainly serious enough to warrant the action of the Department of Agriculture in sending scientists to Texas to study the situation and devise means of combating the pest. One proposal is to put into action other bugs which will conduct a natural warfare against the bugs that destroy the cotton fields.

Hearts, like apples, give forth their sweetest juices when hardest pressed.

Manufacturing Matters.

Kalamazoo—W. H. Hattel, proprietor of the Globe Pattern Works, has perfected a combination iron folding bed and davenport. Mr. Hattel desires to manufacture his new device at this place and will undertake to organize a stock company.

Detroit—The Ericsson & Moon Manufacturing Co. has been organized to engage in the manufacture of tools and dies. The new concern is capitalized at \$5,000, the stock being held by A. N. Ericsson, 125 shares; Wm. Moon, 125 shares and M. D. Ireland, 2 shares.

Charlotte—The Middletown Cereal Co. has been formed to manufacture nut butter and a coffee substitute known as Kerosso. The company is composed of John I. Snow and Eugene Hall. The company also puts up salted peanuts and the Snowball brand of popcorn.

Zeeland—The Wolverine Specialty Co., manufacturer of furniture specialties, has filed articles of incorporation, with a capital stock of \$20,000. The stock is held as follows: D. F. Boonstra, 425 shares; Gerrit Veneklassen, 350 shares; J. H. DePree, 150 shares, and P. DeSpelder, 150 shares.

Engadine—The Engadine Lumber Co. has engaged in the manufacture of lumber with an authorized capital stock of \$20,000, held by F. F. Robinson, Gould City, 600 shares; F. H. Freeman, Gould City, 600 shares; M. E. Collins, Engadine, 400 shares; Jas. Nickel, of Welsh, 200 shares, and others.

Petoskey—L. H. Cheesman, of Detroit, has been elected President and General Manager of the Petoskey Fiber Paper Co. to succeed M. L. Johnston, resigned. Mr. Cheesman recently purchased the holdings of F. M. Aiken in addition to those of other local stockholders and now owns a controlling interest in the plant.

Battle Creek—A. E. McBeth, D. D. Duggan, W. H. Brown, J. B. Brown, H. A. Ross, and others of this place, have organized the Hygienic Flesh Food & Toilet Co., Limited, to engage in the manufacture of a flesh food and toilet articles. The new concern is capitalized at \$10,000, the stock being held in equal amounts by the members of the company.

Petoskey—A. R. Chapman, of the lumbering firm of Johnson & Chapman, has disposed of his interests to Jacob L. Crowl, of Reading. Mr. Chapman will soon take up his winter residence in Chicago and engage in the lumber brokerage business in that city. Mr. Crowl is a manufacturer of bedsteads and cheap furniture at his home in Reading. He also conducts a sawmill business in Oscola county. The new firm will be known as Johnson & Crowl.

The demand for tannic acid for generations past has resulted, perhaps, in the destruction of more valuable oak and hemlock timber than any other one cause, excepting always the fearful extravagance and waste consequent on the old-fashioned rail fence. But tannin must be had, and so the trees were barked and killed to get it. But of late a plant, which is something more than a substitute for

the old-time tanbark, has been found, and it seems designed to become in this country a money-making and timber-saving crop. Carraigre is the name of the plant, and it is adapted to cultivation in many parts of our country. The tannic acid is taken from the roots of the plant and the yield is wonderful, equalling in most instances hitherto observed something in excess of 30 per cent. The plant, or rather the root from which the tannin is taken, makes its chief growth in the winter, and the crop is considered a certain one, yielding from ten to twenty tons of marketable roots.

Race suicide is a serious question in France. Writing from Paris, William E. Curtis says that the population of the country is decreasing, not by immigration, for very few people leave their native country compared with those of other nations, but because the death rate is greater than the birth rate. According to the returns of the bureau of vital statistics, there were 25,988 more deaths than births in France last year and 20,000 less births than during the previous year, while the increase in the number of deaths was 37,052. The record shows only 827,297 births for a population of more than 39,000,000. There was a slight increase in the number of marriages and a slight decrease in the number of divorces, which fell off from 7,179 to 7,157. There were 16,815 more boys born than girls. No country in the world shows a similar record. In all of the European states as well as in South America, the natural increase of the population is considerable every year. France alone shows a decrease.

The Bon Marche, the famous Paris stores, is said to boast of the largest kitchen in the world, which is used for preparing the meals of the 4,000 employes of one or other sort who conduct the business. These are all supplied with their meals during the day, and that the whole of the working hours may not be given up to the table, the appliances are on the largest scale. The smallest saucepan in the kitchen holds 75 quarts, the largest 375. There are some 50 frying pans, each with a capacity for 50 cutlets. On the days when omelettes are served more than 7,800 eggs are needed, and 750 quarts of coffee are daily served. The culinary staff consists of 60 chief cooks and more than 100 assistants.

Hotel Cody, Grand Rapids, C. E. Bondy, Prop. first class, \$2 and \$2.50 meals, 50 cents.

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
State Land Commissioner, Lansing, Michigan

Drugs--Chemicals

Michigan State Board of Pharmacy.

Term expires
 Wirt P. Doty, Detroit, Dec. 31, 1903
 C. B. Stoddard, Monroe, Dec. 31, 1903
 John D. Muir, Grand Rapids, Dec. 31, 1906
 Arthur H. Webber, Cadillac, Dec. 31, 1906
 Henry Helm, Saginaw, Dec. 31, 1907
 President—Henry Helm, Saginaw.
 Secretary—J. D. Muir, Grand Rapids.
 Treasurer—W. P. Doty, Detroit.

Mich. State Pharmaceutical Association.

President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
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 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

A Loyal Servant Too Often Neglected.

The store window is the right hand of fellowship extended to the passerby. It is the smile of welcome to him who would enter. This, let me say, is not putting a sordid construction on the office of the window. It is simply a recognition of the fact that the fabric of present day pharmacy is not unlike those of which our garments are made; it has two faces. It is not my purpose here to delineate window displays or to propose a series of plans for filling windows with novel and attractive arrangements of goods. My sole object is to bring conviction to you that in the window placard you have a loyal but neglected servant. The placard is the one medium through which the average pharmacist can tell store news from day to day, from week to week. Except in a relatively small number of cases he can not use the newspapers, and the folder or booklet is issued so seldom that the advertiser finds it rather difficult to infuse the all-important element of timeliness into his bit of printed matter.

I want to commend the man who uses placards relative to his various simple home remedies and the toilet helps that he prepares. At the same time I am constrained to protest against the skeleton type of placards so often seen. What I mean by "skeleton" is a mere name printed or painted on a card. Let us have flesh and blood in placards; let us have evidences of life. I suppose my idea can be most strongly emphasized by asking you to imagine that you see a card bearing these words in a window: "Choice Perfumes." A little farther on, however, your eyes catch this message: "Climax Violet Extract. Dainty and sweet as the flowers with the dew still on them." Or, perhaps, the words before you are: "Climax Rose Extract. A wealth of summer sweetness in every drop." Which card, may I ask, would make the better impression on you?

We come now to a few suggestions about subjects for placards. One of the primal elements of value in placards is that they can be made suggestive of immediate needs. In a cold snap in winter you can refer to hot-water bottles, lotions and creams for chapped hands, and to a preparation for coughs, if you make one. If your store is equipped with

an apparatus for hot soda, a drop in the temperature in the cold months may be a favorable time to display cards about hot drinks, and reminders about atomizers may not be out of order at the same time. Moth preventives have their season, and the same may be said of sponges, chamois, disinfectants and other house-cleaning helps. Spices are most largely in demand in summer and fall, and paraffin, used for sealing jelly, would find a ready sale at the same time. Flavoring extracts are used all the year around, but most largely at holiday times. Seasoning herbs are likely to be called for around the time of the winter holidays. Egg dyes have their special season, and soda water is the beverage of millions all through the warm months. Then there are some topics that should be regarded as perennially appropriate. Prescription work is one of them; others are the following: hair brushes and hair lotions; tooth brushes, washes, powders and paste; toilet waters; perfumes; cigars; cameras; photographic chemicals.

Some of the articles or classes of goods here mentioned may seem trifling. My only excuse for offering them is that they go to make up the stock of many thousands of pharmacists. If you exclude all the trifling things from your window advertising, you will take away certain possibilities in telling store news. Your cards will soon become monotonous, stale and unprofitable.

The next point to be considered is the style of conveying your message. I know full well that many druggists decline to consider placards because of the expense involved. It is a source of show where the possibilities of decorative features are practically unlimited. Discarded lithographs, popular periodicals which print half-tones on heavy paper or use colored plates, and old illustrated catalogues of various kinds will be of great help in affording ideas as well as material for making placard frames attractive. Pictures are a universal language. They tell some stories without a word of explanation. The cards on which the wording appears should be ordinary white, lightweight bristol board. Use only black ink in lettering your cards and no fancy or involved forms of letters. Avoid long, bewildering curves and scroll work. Go to your local printer and have him give you samples of printing in "French Old Style" or "Elzevir" type. Better still, have him print several selected paragraphs for you in which all the letters of the alphabet occur. Then you can have models of letters before you at any time.—Ralph Gablein in Bulletin of Pharmacy.

Some Things Heard on a Trolley Car.

Battle Creek, Nov. 2.—During a recent trolley ride between Kalamazoo and Battle Creek, a short conversation struck me so forcibly, I reached the conclusion the best way to get rid of its remembrance was to mail it to the Tradesman, and through its columns secure the aid of others to bear the burden, as it has a local (Grand Rapids) bearing.

It was just as the trolley jumped the wire at a sharp curve where the road turns suddenly around the corner of a newly-cut corn field that a finely modulated but high pitched feminine voice (she did not realize that the car had stopped, so her voice penetrated every ear in the car) asked her seat-mate, "Why does that field of corn look so shocked?"

Every ear was straining to hear the click of the little business wheel fitting its groove to its proper wire, so everyone was instantly guessing the conundrum, inadvertently forced onto our attention.

One answer worthy of record was, "It probably dislikes having its ears pulled thus publicly."

Still another suggested, "It has been badly cut up and can't get over it."

This gave the key to the real situation, for the humorist of the party recalled a scene from memory's page, asserting "he knew that was the real reason, but did not think anyone else could give the true reason of the cutting up." When pressed for reply, or more specifically speaking, when again pressed (as the car was carrying ninety-seven passengers with seating capacity for forty-three), he made reply:

"Let me see. Yes, it was back in the fall of 1902, I think in early October, as I was passing this point on the Michigan Central flyer from Grand Rapids to Caseville, a letter was whisked from off the suit case of a young man just in front of me, who had been industriously writing it for some minutes, through the open window. I saw it light on that particular field and presumed it was 'plowed under,' but since learned it was so weighted with its own message that it sank into the soil, and has 'just turned up' from a plow point getting its 'nose into its secret resting place.' Sure, so it was, for there is the plow now with its point melted."

We all saw the plow with its melted point, yet failed to see the point of application, when a demure young lady, who evidently had been reading the State papers, answered our enquiring minds as to why a simple love letter should thus cut up a field of corn, by asking, "Was not that the lost letter and signed Baker to Adams?" L. A. Ely.

The Drug Market.

Opium—Is weak and lower on account of lower prices in the primary market.

Quinine—Is firm but unchanged.

Morphine—Is steady.

Carbolic Acid—Present prices will probably rule during the coming year. Contracts for 1904 are being made on the same basis as 1903.

Balm Gilead Buds—Are in very small supply and have advanced.

Cubeb Berries—Are dull and lower.

Oil Cloves—Is very firm at the advance. Higher prices are looked for.

Otto of Rose—Is in large supply and lower.

Oil Peppermint—Is dull and lower.

Mandrake Root—Is very scarce and advancing.

Canary Seed—Is very firm and advancing on account of higher primary market.

Italian Anise Seed—Is very scarce and has advanced.

Zanzibar Capsicum—Stocks are very small and the price has advanced.

Cloves—Continue to advance and are tending higher.

Linseed Oil—Has declined on account of lower price for seed.

Temperance puts wood on the fire, meal in the barrel, flour in the tub, money in the purse, credit in the country, contentment in the house, clothes on the back, and vigor in the body.

Enthusiasm is the vitality of advertising.

FOR SALE

A Small stock of Drugs, Patents and Fixtures at Ferry, Oceana Co., Mich. Invoice about \$275.00 Will sell at a bargain if taken at once. Good opening for physician. Address

FRED BRUNDAGE

Muskegon, Mich.

This is THE PERFUME that



Sells at 75c per ounce

Dorothy Vernon

IN BULK

½ pint and 1 pint bottles \$6.00 per pint

IN PACKAGES

2 drachm bottles, 12 on card,	\$1.00 doz
¾ oz. G. S. bottles, 6 in box,	2.00 "
¾ oz. " " 6 in box,	4.00 "
1 oz. " " 1 in box,	6.00 "
2 oz. " " 1 in box,	10.80 "
2 oz. Cut bottles, satin box,	21.00 "

The Jennings Perfumery Co.

Manufacturing Perfumers
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Aceticum 6@ 8	Exechthitos 1 50@1 60	Tinctures
Benzolium, Ger. 70@ 75	Erigeron 1 00@1 10	Aconitum Nap's R 60
Boracic 2@ 17	Geranium 2 40@2 50	Aconitum Nap's F 60
Carbolicum 22@ 27	Gossypii, Sem gal 50@ 60	Aloes 50
Citricum 38@ 40	Hedeoma 1 80@1 85	Aloes & Myrrh .. 50
Hydrochlor 3@ 5	Juniper 1 50@2 00	Arnica 50
Nitrosum 8@ 10	Lavandula 90@2 75	Assafoetida 50
Oxalicum 12@ 14	Limonis 1 15@1 25	Atrope Belladonna 50
Phosphorium, dll. 4@ 15	Mentha Piper 3 40@3 50	Auranti Cortex .. 50
Salicylicum 42@ 45	Mentha Verid. 5 00@5 50	Benzoin 50
Sulphuricum 13@ 15	Morhuuae, gal. 5 00@5 25	Benzoin Co 50
Tannicum 1 10@1 20	Myrcia 4 00@4 50	Barosma 50
Tartaricum 38@ 40	Olive 75@3 00	Cantharides 75
Aqua, 18 deg. 4@ 6	Picis Liquida 10@ 12	Capicum 75
Aqua, 20 deg. 6@ 8	Picis Liquida gal. 40@ 45	Cardamon 75
Carbonas 13@ 15	Ricina 90@ 94	Cardamon Co 1 00
Chloridum 12@ 14	Rosmarini 1@ 10	Castor 1 00
Aniline	Rosae, oz 5 00@6 00	Catechu 50
Black 2 00@2 25	Succini 40@ 45	Cinchona 50
Brown 30@1 00	Sabina 90@1 00	Cinchona Co 50
Red 45@ 50	Santal 2 75@7 00	Columba 50
Yellow 2 50@3 00	Sassafras 60@ 65	Cubebae 50
Baccae	Sinapis, ess, oz. @ 65	Cassia Acutifol .. 50
Cubebae po. 25 22@ 24	Tigil 1 50@1 60	Cassia Acutifol Co 50
Juniperus 5@ 6	Thyme 40@ 50	Digitalis 50
Xanthoxylum 30@ 35	Thyme, opt @ 1 60	Ergot 50
Balsamum	Theobromas 15@ 20	Ferri Chloridum .. 50
Cubebae po. 20 12@ 15	Potassium	Gentian Co 50
Peru @ 1 50	Bi-Carb 15@ 18	Guaiac 50
Terebin, Canada 60@ 65	Bichromate 13@ 15	Guaiac ammon .. 50
Tolutan 45@ 50	Bromide 12@ 15	Hyoscyamus 75
Cortex	Carb 12@ 15	Iodine, colorless 75
Ables, Canadian .. 18	Chlorate po 17@19 16@ 18	Kino 50
Cassiae 12	Cyanide 34@ 38	Lobelia 50
Cinchona Flava .. 18	Iodide 2 30@2 40	Myrrh 50
Euonymus atro. .. 20	Potassa, Bitart pr 28@ 30	Nux Vomica 75
Myrica Cerifera .. 12	Potass Nitras opt 7@ 10	Opil 50
Prunus Virgini .. 12	Potass Nitras 6@ 8	Opil, comphorated 50
Quillaja, gr'd. 12	Prussiate 23@ 26	Opil, deodorized 1 50
Sassafras po. 18 14	Sulphate po 15@ 18	Quassa 50
Ulmus 25, gr'd. 40	Radix	Rhatany 50
Extractum	Aconitum 20@ 25	Rhei 50
Glycyrrhiza Gla. .. 24@ 30	Anchusa 30@ 33	Sanguinaria 50
Glycyrrhiza, po. 28@ 30	Arum po 10@ 12	Serpentaria 50
Haematox 11@ 12	Calamus 20@ 40	Stromonium 60
Haematox, is 13@ 14	Gentiana po 15 12@ 15	Tolutan 60
Haematox, 1/2s. 14@ 15	Glycyrrhiza pv 15 16@ 18	Valerian 50
Haematox, 1/4s. 16@ 17	Hydrastis Cana. .. @ 85	Veratrum Veride. 50
Ferru 15	Hydrastis Can po 12@ 15	Zingiber 20
Carbonate Precip. 2 25	Hellebore, Alba. 18@ 22	Miscellaneous
Citrate and Quinia 75	Ipecac, po 2 75@2 80	Aether, Spts Nit 3 30@ 35
Citrate Soluble .. 40	Iris plox 35@ 40	Aether, Spts Nit 4 34@ 38
Ferrocyanidum S. 15	Jalapa, pr 25@ 30	Alumen, gr'd po 7 4@ 4
Solut. Chloride. .. 40	Maranta, 1/4s @ 35	Annato 40@ 50
Sulphate, com'l, by 2	Podophyllum po. 22@ 25	Antimon, po 4@ 5
bbi, per cwt. 8	Rhei 75@1 00	Antimon et Po T 40@ 50
Sulphate, pure 7	Rhei, cut @ 1 25	Antipyrin @ 25
Flora	Rhei, pv 75@1 35	Antifebrin @ 20
Arnica 15@ 18	Spigella 35@ 38	Argenti Nitras, oz @ 46
Anthemis 22@ 25	Sanguinari po 18. 65@ 70	Arsenicum 10@ 12
Matricaria 30@ 35	Serpentaria 75@ 85	Balm Gilead buds 45@ 50
Folia	Senega 75@ 85	Bismuth S N 2 20@2 30
Barosma 30@ 33	Smilax, off's H .. @ 40	Calcium Chlor, is 20@ 22
Cassia Acutifol. 20@ 25	Smilax, M @ 25	Calcium Chlor, 1/4s @ 10
Tinnevely 20@ 25	Scillae po 35 10@ 12	Calcium Chlor, 1/2s @ 12
Cassia, Acutifol. 25@ 30	Symplocarpus .. @ 25	Cantharides, Rus. @ 95
Salvia officinalis. 12@ 20	Valeriana Eng. .. @ 25	Capsici Fruc's af. @ 20
1/2s and 1/4s. 12@ 20	Valeriana, Ger .. 15@ 25	Capsici Fruc's po. @ 22
Uva Ursi. 8@ 10	Zingiber a 14@ 16	Cap'i Fruc's B po. 20@ 22
Gummi	Zingiber j 16@ 20	Caryophyllus 20@ 22
Acacia, 1st pkd. .. @ 65	Semen	Carmin, No 40 @ 3 00
Acacia, 2d pkd. .. @ 45	Anisum po. 20 @ 15	Cera Alba 55@ 60
Acacia, 3d pkd. .. @ 35	Apium (gravel's) 13@ 15	Cera Flava 40@ 42
Acacia, sifted sts. @ 28	Bird, is 4@ 6	Coccus 40@ 40
Acacia, po. 45@ 65	Carul po 15 10@ 11	Cassia Fructus .. @ 35
Aloe, Barb. 12@ 14	Cardamon 70@ 90	Centraria @ 10
Aloe, Cape. @ 25	Coriandrum 8@ 10	Cetaceum @ 45
Aloe, Socotri @ 30	Cannabis Sativa 6 1/2@ 7	Chloroform 55@ 60
Ammoniac 55@ 60	Cydonium 75@1 00	Chloro'm, Squibbs @ 1 10
Assafoetida 35@ 40	Chenopodium 25@ 30	Chloral Hyd Crst. 1 35@1 60
Benzolium 50@ 55	Dipterix Odorate. 80@1 00	Chondrus 20@ 25
Catechu, is @ 13	Foeniculum @ 18	Cinchonidine P-W 38@ 48
Catechu, 1/2s. @ 14	Foenugreek, po .. 7@ 9	Cinchonid'e Germ 38@ 48
Catechu, 1/4s. @ 16	Lini 4@ 6	Cocaine 4 55@4 75
Camphorae 64@ 69	Lini, grd bbl 4 4@ 6	Corks list d p ct. @ 75
Euphorbium @ 40	Lobelia 75@ 80	Creosotum @ 45
Galbanum @ 1 00	Pharlaris Cana'n 6@ 7	Creta bbl 75 @ 2
Gamboge po. 1 25@1 35	Rapa 5@ 6	Creta, prep @ 11
Guaiacum po. 35 @ 75	Sinapis Alba 7@ 9	Creta, Rubra @ 8
Kino po. 75c @ 60	Sinapis Nigra 9@ 10	Crocus 45@ 50
Mastic po. 45 @ 40	Spiritus	Cudbear @ 24
Myrrh po. 45 @ 40	Frumenti W D. .. 2 00@2 50	Cupi Sulph 6 1/2@ 8
Opil 3 50@3 60	Frumenti 1 25@1 50	Dextrine 7@ 10
Shellac 55@ 65	Juniperis Co O T. 1 65@2 00	Ether Sulph 78@ 92
Shellac, bleached. 55@ 60	Juniperis Co 1 75@3 50	Emery, all Nos. .. @ 8
Tragacanth 70@1 00	Saccharum N E .. 1 30@2 10	Emery, po @ 6
Herba	Spt Vini Galli 1 75@6 50	Ergota po 90 85@ 90
Absinthium, oz pk 25	Vini Oporto 1 25@2 00	Flake White 12@ 15
Eupatorium oz pk 20	Vini Alba 1 25@2 00	Galla @ 23
Lobelia oz pk 25	Sponges	Gambler 8@ 9
Majorum oz pk 23	Florida sheeps' wl carriage 2 50@2 75	Gelatin, Cooper .. @ 60
Mentha Pip oz pk 25	Nassau sheeps' wl carriage 2 50@2 75	Gelatin, French 35@ 60
Mentha Vir oz pk 39	Velvet extra shps' wool, carriage @ 1 50	Glassware, fit box 75 & 5
Rue oz pk 22	Extra yellow shps' wool, carriage @ 1 25	Less than box 70
Tanacetum V. 22	Grass sheeps' wl, carriage @ 1 00	Glue, brown 11@ 13
Thymus V. oz pk 25	Hard, slate use. @ 1 00	Glue, white 15@ 25
Magnesia	Yellow Reef, for slate use @ 1 40	Glycerina 17 1/2@ 25
Calcined, Pat. 55@ 60	Syrups	Grana Paradisi @ 25
Carbonate, Pat. .. 13@ 20	Acacia @ 50	Humulus 25@ 55
Carbonate K-M. .. 13@ 20	Auranti Cortex .. @ 50	Hydrarg Ch Mt. .. @ 95
Carbonate 13@ 20	Zingiber @ 50	Hydrarg Ch Cor .. @ 90
Oleum	Ipecac @ 60	Hydrarg Ox Ru'm @ 1 05
Absinthium 3 25@3 50	Ferri Iod @ 50	Hydrarg Ammo'l @ 1 15
Amygdalae, Dulc. 50@ 60	Rhei Arom @ 50	Hydrarg Ungue'm 50@ 60
Amygdalae Ama. 8 00@8 25	Smilax Off's 50@ 60	Hydrargyrum @ 85
Anisi 1 60@1 65	Senega @ 50	Ichthyobolla, Am. 65@ 70
Auranti Cortex. 2 10@2 20	Scillae @ 50	Indigo 75@1 00
Bergamili 2 85@3 25	Scillae Co @ 50	Iodine, Resubi .. 3 40@3 60
Cajiputi 1 10@1 15	Tolutan @ 50	Iodoform 3 60@3 85
Caryophylli 1 25@1 30	Prunus virg @ 60	Lupulin @ 50
Cedar 35@ 70		Lycopodium 65@ 70
Chenopadi @ 2 00		Liquor Arsen 65@ 75
Cinnamoni 1 00@1 10		Hydrarg Iod et .. @ 25
Citronella 35@ 40		Liq Potass Arsnit 10@ 12
Conium Mac. 80@ 90		Magnesia, Sulph. 2@ 3
Copaiba 1 15@1 25		Magnesia, Sulh bbl @ 1 1/2
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 36@ 39
Morphia, S N Y Q. 2 35@2 60	Sinapis @ 18	Linseed, boiled .. 37@ 40
Morphia, Mal 3 35@2 60	Sinapis, opt @ 30	Neatsfoot, w str. 65@ 70
Moschus Canton .. @ 40	Snuff, Maccaboy. @ 41	Spts. Turpentine. 64@ 68
Myristica, No. 1. 38@ 40	De Voes @ 41	Paints bbl L
Nux Vomica, po 15 @ 10	Snuff, S'h De Vo's @ 41	Red Venetian 1 1/2 @ 8
Os Sepia 25@ 28	Soda, Boras 9@ 11	Ochre, yel Mars 1 1/2 @ 4
Pepsin Saac, H & P D Co @ 1 00	Soda et Pot's Tart 28@ 30	Ochre, yel Ber 1 1/2 @ 3
Picis Liq NN 1/2 gal doz @ 2 00	Soda, Carb 1 1/2 @ 2	Putty, commer'l 2 1/2 @ 3
Picis Liq, qts. @ 1 00	Soda, Bi-Carb 3@ 5	Putty, strictly pr. 2 1/2 @ 3
Picis Liq, pints. @ 85	Soda, Ash 3 1/2 @ 4	Vermillion, Prime American 13@ 15
Pil Hydrarg. po 80 @ 50	Soda, Sulphas @ 2	Vermillion, Eng. 70@ 75
Piper Nigra. po 22 @ 18	Spts, Cologne @ 2 60	Green, Paris 14@ 18
Piper Alba. po 35 @ 30	Spts, Ether Co. 50@ 55	Green, Peninsular 13@ 16
Plix Burgun @ 7	Spts, Myrcia, Dom @ 2 00	Lead, red 6 1/2 @ 7
Plumbi Acet 10@ 12	Spts, Vini Rect bbl @	Lead, white 6 1/2 @ 7
Pulvis Ip'e et Opil. 30@1 50	Spts, V'i R't 1/2 b @	Whiting, white S'n @ 90
Pyrethrum, bxs H & P D Co. doz. @ 75	Spts, V'i R't 5 gal @ 1 15	Whiting, Gilders. @ 95
Pyrethrum, pv 25@ 30	Strychnia, Crystal 90@1 15	White, Paris, Am'r @ 1 25
Quassiae 8@ 10	Sulphur, Subl 2 1/2 @ 4	Whit'g, Paris, Eng cliff @ 1 40
Quinia, S P & W. 27@ 37	Sulphur, Roll 2 1/2 @ 3 1/2	Universal Prep'd 1 10@1 20
Quinia, S Ger. 27@ 37	Tamarinds 8@ 10	Varnishes
Quinia, N Y 27@ 37	Terebenth Venice 28@ 30	No. 1 Turp Coach. 1 10@1 20
Rubia Tinctorum. 12@ 14	Theobromae 42@ 50	Extra Turp 1 60@1 70
Saccharum La's. 20@ 22	Vanilla 9 00@9	Coach Body 2 75@3 00
Salacin 4 50@4 75	Zinci Sulph 7@ 8	No. 1 Turp Furn. 1 00@1 10
Sanguis Drae's. 40@ 50	Oils	Extra T Damar. 1 55@1 60
Sapo, W 12@ 14	Whale, winter .. 70@ 70	Jap Dryer No 1 T 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

Wooden Tubs and Bowls
Shore Mackerel

DECLINED

Rollod Oats
Corn Meal
Hominy
Starch

Index to Markets

By Columns

Table listing various goods and their prices, including Axle Grease, Bath Brick, Brooms, Butter Color, Confections, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Fly Paper, Fresh Meats, Fruits, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Lye, Meat Extracts, Molasses, Mustard, Nuts, Olives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, and Yeast Cake.

1

Table 1 listing various goods and their prices, including AXLE GREASE, BATH BRICK, BROOMS, BUTTER COLOR, CANDLES, CANNED GOODS, BEANS, BROOK TROUT, CLAMS, FRENCH PEAS, GOOSEBERRIES, HONEY, LOBSTER, OYSTERS, PEACHES, PEARS, PEAS, PLUMS, and various other items.

2

Table 2 listing various goods and their prices, including Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, CARBON OILS, BARRELS, CHEESE, CHICORY, CHOCOLATE, CLOTHES LINES, and various other items.

3

Table 3 listing various goods and their prices, including Cotton Windsor, Cotton Braided, Galvanized Wire, COCOA, COCOANUT, COCOA SHELLS, COFFEE, DRIED FRUITS, FARINACEOUS GOODS, and various other items.

4

Table 4 listing various goods and their prices, including Lady Fingers, Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lemon Gems, Lem Yen, Maple Cake, Marshmallow, Marshmallow Cream, Marshmallow Walnut, Mary Ann, Malaga, Mich Coco F's'd honey, Milk Biscuit, Mich Frosted Honey, Mixed Picnic, Molasses Cakes, Sclo'd, Moss Jelly Bar, Muskegon Branch, Iced, Newton, Newsboy Assorted, Nic Nacs, Oatmeal Cracker, Orange Crisp, Orange Slice, Orange Gem, Orange & Lemon Ice, Penny Assorted Cakes, Pilot Bread, Ping Pong, Pretzels, hand made, Pretzettes, hand m'd, Pretzeltes, mch. m'd, Raisin Bun, Richmond, Rube Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped, Sugar Squares, Sultanas, Spiced Gingers, Tutti Frutti, Urchins, Vienna Crimp, Vanilla Wafer, Zanzibar, Currants, and various other items.

5

Table 5 listing various goods and their prices, including Cotton Lines, LINEN LINES, POLES, FLAVORING EXTRACTS, JENNINGS, TERPENELESS LEMON, FRESH MEATS, BEEF, MUTTON, VEAL, GRAIN BAGS, AMOSKEAG, GRAINS AND FLOUR, WHEAT, LOCAL BRANDS, PATENTS, SECOND PATENT, STRAIGHT, SECOND STRAIGHT, CLEAR, GRAHAM, BUCKWHEAT, RYE, SUBJECT TO USUAL CASH DISCOUNT, FLOUR IN BBL'S, 25c per bbl. additional, WORDEN GROCER CO.'S BRAND, QUAKER, QUAKER, QUAKER, QUAKER, SPRING WHEAT FLOUR, CLARK-JEWELL-WELLS CO.'S BRAND, PILLSBURY'S BEST, WINGOLD, WINGOLD, JUDSON GROCER CO.'S BRAND, CERESOTA, CERESOTA, CERESOTA, WORDEN GROCER CO.'S BRAND, LAUREL, LAUREL, LAUREL, LAUREL, BOLTED, GRANULATED, FEED AND MUSTIFLUFFS, ST. CAR FEED SCREENED, NO. 1 CORN AND OATS, CORN MEAL, coarse, WHEAT BRAN, WHEAT MIDDINGS, COW FEED, SCREENINGS, OATS, CAR LOTS, CORN, CORN, CAR LOTS, HAY, NO. 1 TIMOTHY CAR LOTS, NO. 1 TIMOTHY TON LOTS, HERBS, SAGE, HOPS, LAUREL LEAVES, SENNA LEAVES, INDIGO, MADRAS, S. F., 2, 3, 5 lb. boxes.

6	7	8	9	10	11
<p>JELLY 5 lb. pails, per dz .1 85 15 lb. pails .37 30 lb. pails .68</p> <p>LICORICE Pure .30 Calabria .23 Sicily .14 Root .11</p> <p>LYE Condensed, 2 dz .1 60 Condensed, 4 dz .3 00</p> <p>MEAT EXTRACES Armour's, 2 oz .4 45 Armour's, 4 oz .8 75 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's, imported, 2 oz. 4 55 Liebig's, imported, 4 oz. 8 50</p> <p>MOLASSES New Orleans Fancy Open Kettle .40 Choice .35 Fair .26 Good .22 Half barrels 2c extra</p> <p>MUSTARD Horse Radish, 1 dz .1 75 Horse Radish, 2 dz .3 50 Bayle's Celery, 1 dz .</p> <p>OLIVES Bulk, 1 gal. kegs .1 00 Bulk, 3 gal. kegs .85 Bulk, 5 gal. kegs .85 Queen, pints .80 Manzanilla, 7 oz .2 35 Queen, 19 oz .4 50 Queen, 28 oz .7 00 Stuffed, 5 oz .90 Stuffed, 8 oz .1 45 Stuffed, 10 oz .2 30</p> <p>PIPES Clay, No. 216 .1 70 Clay, T. D., full count .65 Cob, No. 3 .85</p> <p>PICKLES Medium Barrels, 1,200 count .8 00 Half bbls, 600 count .4 50 Small Half bbls, 1,200 count .5 50 Barrels, 2,400 count .9 50</p> <p>PLAYING CARDS No. 90, Steamboat .90 No. 15, Rival, assorted .20 No. 20, Rover enameled .60 No. 572, Special .1 75 No. 98, Golf, satin finish .2 00 No. 808, Bicycle .2 00 No. 632, Tourm't whist .25</p> <p>POTASH 48 cans in case .4 00 Penna Salt Co.'s .3 00</p> <p>PROVISIONS Barreled Pork Mess .13 00 Back, fat .15 00 Clear back .15 25 Short Cut .14 00 Pig .20 00 Bean .11 50 Family Mess Loin .17 50 Clear Family .13 00</p> <p>Dry Salt Meats Bellies .9 1/2 S P Bellies .11 Extra shorts .9 1/4</p> <p>Smoked Meats Hams, 12 lb. average .13 Hams, 14 lb. average .12 1/2 Hams, 16 lb. average .12 1/2 Hams, 20 lb. average .12 1/2 Ham, dried beef .12 1/2 Shoulders, (N. Y. cut) .13 Bacon, clear .13 California hams .7 Boiled Hams .18 Picnic Boiled Hams .12 1/2 Berlin Ham p's'd .9 Mince Hams .9 1/2</p> <p>Lard Compound .7 Pure .8 1/2 60 lb. tubs, advance .7 1/2 80 lb. tubs, advance .7 1/2 50 lb. tins, advance .7 1/2 20 lb. pails, advance .7 1/2 10 lb. pails, advance .7 1/2 5 lb. pails, advance .7 1/2 3 lb. pails, advance .7 1/2</p> <p>Sausages Bologna .5 1/2 Liver .6 1/2 Frankfort .7 1/2 Pork .8 Veal .7 1/2 Tongue .6 1/2 Headcheese .6 1/2</p> <p>Beef Extra Mess .10 50 Boneless .10 50 Rump, New .10 50</p> <p>Pig's Feet 1/2 bbls, 40 lbs .1 85 3/4 bbls .3 50 1 bbls .8 00</p> <p>Tripe Kits, 15 lbs .70 1/2 bbls, 40 lbs .1 25 3/4 bbls, 80 lbs .2 60</p> <p>Casings Pork .26 Beef rounds .12 Beef middles .12 Sheep .60</p> <p>Uncolored Butterine Solid, dairy .10 1/2 @ 10 1/2 Rolls, dairy .10 1/2 @ 13 Rolls, purity .14 Solid, purity .13 1/2</p>	<p>Canned Meats Corned beef, 2 .2 40 Corned beef, 14 .17 50 Roast beef, 2 @ .2 40 Potted ham, 1/4s .45 Potted ham, 1/2s .45 Deviled ham, 1/4s .45 Deviled ham, 1/2s .45 Potted tongue, 1/4s .45 Potted tongue, 1/2s .55</p> <p>RICE Domestic Carolina head .6 @ 6 1/2 Carolina No. 1 .6 1/2 Carolina No. 2 .6 Broken .</p> <p>Imported Japan, No. 1 .5 1/2 @ 6 Java, fancy head .5 1/2 @ 5 1/2 Java, No. 1 .5 @ 5 1/2</p> <p>SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35</p> <p>SALERATUS Packed 60 lbs. in box Arm and Hammer .3 15 Deland's .3 00 Dwight's Cow .3 15 Emblem .2 10 Wyandotte, 100 3/4s .3 00</p> <p>SAL SODA Granulated, bbls .95 Granulated, 100lb cases .05 Lump, bbls .85 Lump, 145lb. kegs .95</p> <p>SALT Diamond Crystal Table Cases, 24 3lb. boxes .1 40 Barrels, 100 3lb. bags .3 00 Barrels, 50 6lb. bags .3 00 Barrels, 40 7lb. bags .2 75</p> <p>Butter Barrels, 320 lb. bulk .2 65 Barrels, 20 14lb. bags .2 85 Sacks, 28 lbs .27 Sacks, 56 Shaker .67</p> <p>Jar-Salt One dz. Ball's qt. Mason jars, (3lb. each) .85</p> <p>Common Grades 100 3lb. sacks .1 90 50 6lb. sacks .1 80 28 10lb. sacks .1 70 56 lb. sacks .1 50 28 lb. sacks .15</p> <p>Warsaw 56 lb. dairy in drill bags .40 28 lb. dairy in drill bags .20</p> <p>Solar Rock 56 lb. sacks .22</p> <p>Common Granulated Fine .75 Medium Fine .80</p> <p>SALT FISH Cod Large whole .@ 6 Small whole .@ 5 1/2 Strips or bricks .7 @ 9 Pollock .@ 3 1/2</p> <p>Herring Halibut Strips .13 Chunks .14</p> <p>Herring Halibut White hoops, bbl. .8 50 White hoops, 1/2 bbl. .4 50 White hoops keg. .60 @ 5 White hoops mchs .75</p> <p>Norwegian Round, 100 lbs .3 60 Round, 50 lbs .2 10 Scales .16 Bloaters .16</p> <p>Trout No. 1, 100 lbs .5 50 No. 1, 40 lbs .2 50 No. 1, 10 lbs .70 No. 1, 8 lbs .59</p> <p>Mackerel Mess 100 lbs .14 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 00 No. 1, 10 lbs .1 60 No. 1, 8 lbs .1 35</p> <p>Whitefish No. 1 No. 2 Fam 100 lbs .7 75 3 75 50 lbs .3 68 2 20 10 lbs .92 53 8 lbs .77 46</p> <p>SEEDS Anise .15 Canary, Smyrna .5 Caraway .8 Cardamon, Malabar .1 00 Celery .10 Hemp, Russian .4 Mixed Bird .4 Mustard, white .8 Poppy .6 Rape .4 1/2 Cuttie Bone .25</p> <p>SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small .1 25 Bixby's Royal Polish .85 Miller's Crown Polish .85</p> <p>SNUFF Scotch, in bladders .37 Maccaboy, in jars .35 French Rappie, in jars .43</p>	<p>SOAP Black Hawk Brand 72 5c cakes .2 50 Five box lots .2 40 Ten nbox lots .2 25 Johnson Soap Co. brands Silver King .3 65 Calumet Family .2 75 Scotch Family .2 85 Cuba .2 35 J. S. Kirk & Co. brands American Family .4 05 Dusky Diamond, 50 8oz. 2 80 Dusky D'nd., 100 6oz. 3 80 Jap Rose .3 75 Savon Imperial .3 10 White Russian .3 10 Dome, oval bars .3 10 Satinet, oval .2 15 White Cloud .4 00 Lautz Bros. & Co. brands Big Acme .4 00 Acme, 100-% lb bars 3 10 Big Master .4 00 Snow Boy P'dr. 100 pk. 4 00 Marselles .4 00 Proctor & Gamble brands Lenox .3 10 Ivory 6 oz .6 75 Ivory 10 oz .6 75 Star .3 25 A. B. Wrisley brands Good Cheer .4 00 Old Country .3 40</p> <p>Scouring Cassia, China in mats. .9 00 Sapolio, gross lots. 4 50 Sapolio, single boxes .2 25 Sapolio, hand .2 25</p> <p>SODA Boxes, English .5 1/2 Kegs, English .4 3/4</p> <p>SPICES Whole Spices Allspice .12 Cassia, China in mats. .9 00 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna .27 Cloves, Zanzibar .17 Mace .55 Nutmegs, 75-80 .50 Nutmegs, 105-10 .40 Nutmegs, 115-20 .35 Pepper, Singapore, blk. 15 Pepper, Singp. white .25 Pepper, shot .13 Pure Ground in Bulk Allspice .16 Cassia, Batavia .28 Cassia, Saigon .48 Cloves, Zanzibar .17 Ginger, African .15 Ginger, Cochain .18 Ginger, Jamaica .25 Mace .65 Mustard .18 Pepper, Singapore, blk. 17 Pepper, Singp. white .25 Pepper, Cayenne .12 Sage .20</p> <p>STARCH Common Gloss 1lb. packages .5 3lb. packages .4 1/2 6lb. packages .5 1/2 40 and 50 lb. boxes .3 @ 3 1/2 Barrels .3 1/2</p> <p>Common Corn 20 1lb. packages .5 40 1lb. packages .4 1/2 @ 7</p> <p>SYRUPS Corn Barrels .22 Half barrels .24 10lb. cans, 1/2 dz. in case .65 10lb. cans, 1/2 dz. in case .1 80 5lb. cans, 1 dz. in case .1 80 2 1/2 lb. cans, 2 dz. case .1 80</p> <p>Pure Cane Fair .16 Good .20 Choice .25</p> <p>TEA Japan Sundried, medium .24 Sundried, choice .32 Sundried, fancy .36 Regular, medium .24 Regular, choice .32 Regular, fancy .36 Basket-fired, medium .31 Basket-fired, choice .38 Basket-fired, fancy .43 Nibs .22 @ 24 Siftings .9 @ 11 Fannings .12 @ 14</p> <p>Gunpowder Moyune, medium .30 Moyune, choice .32 Moyune, fancy .40 Pingsuey, medium .30 Pingsuey, choice .30 Pingsuey, fancy .40</p> <p>Young Hyson Choice .36 Fancy .30</p> <p>Oolong Formosa, fancy .42 Amy, medium .25 Amy, choice .32</p> <p>English Breakfast Medium .20 Choice .30 Fancy .40</p> <p>India Ceylon, choice .32 Fancy .42</p>	<p>TOBACCO Fine Cut Cadillac .54 Sweet Loma .33 Hiawatha, 5lb. pails .55 Hiawatha, 10lb. pails .53 Telegraph .22 Pay Car .31 Prairie Rose .49 Protection .37 Sweet Burley .42 Tiger .38</p> <p>Plug Red Cross .32 Kilo .34 Hiawatha .41 Battle Axe .33 American Eagle .32 Standard Navy .36 Spear Head, 16 oz .42 Spear Head, 8 oz .44 Nobby Twist .48 Jolly Tar .36 Old Honesty .42 Toddy .33 J. T. .36 Piper Heidsick .63 Boot Jack .78 Honey Dip Twist .39 Black Standard .38 Cadillac .38 Forge .30 Nickel Twist .50</p> <p>Smoking Sweet Core .34 Flat Car .32 Great Navy .25 Warpath .25 Bamboo 16 oz .24 I X L, 5lb. .26 I X L, 16 oz. pails .30 Honey Dew .36 Gold Block .35 Flagman .38 Chips .32 Kilo Dried .21 Duke's Mixture .38 Duke's Cameo .43 Myrtle Navy .40 Yum Yum, 1 2-3 oz. .39 Yum Yum, 1lb. pails .37 Cream .36 Corn Cake, 2 1/2 oz. .24 Corn Cake, 1lb. .22 Plover Boy, 1 2-3 oz. .39 Plover Boy, 3 1/2 oz. .39 Peerless, 3 1/2 oz. .35 Peerless, 1 2-3 oz. .36 Air Brake .36 Cant Hook .30 Country Club .32-34 Forex-XXXX .28 Good Indian .23 Self Binder .20-22 Silver Foam .34</p> <p>TWINE Cotton, 3 ply .20 Cotton, 4 ply .20 Jute, 2 ply .12 Hemp, 6 ply .12 Flax, 4 ply .20 Wool, 1lb. balls .6</p> <p>VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & E .11 Pure Cider, Red Star .11 Pure Cider, Robinson .11 Pure Cider, Silver .11</p> <p>WASHING POWDER Diamond Flake .2 75 Gold Brick .3 25 Gold Dust, regular .4 50 Gold Dust, 5c .4 00 Kirkline 24 1lb. .3 90 Pearline .3 75 Soapine .4 10 Babbitt's 1776 .3 75 Roseine .3 50 Armour's .3 70 Nine O'clock .3 35 Wisdom .3 30 Scourine .3 50 Rub-No-More .3 75</p> <p>WICKING No. 0, per gross .25 No. 1, per gross .30 No. 2, per gross .40 No. 3, per gross .55</p> <p>WOODENWARE Baskets Bushels .1 10 Bushels, wide band .1 25 Market .35 Splint, large .6 00 Splint, medium .5 00 Splint, small .4 00 Willow Clothes, large .5 00 Willow Clothes, med. 5 00 Willow Clothes, small 5 00</p> <p>Bradley Butter Boxes 2lb. size, 24 in case .72 3lb. size, 16 in case .68 5lb. size, 12 in case .63 10lb. size, 6 in case .60</p> <p>Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60</p> <p>Churns Barrel, 5 gal., each .2 40 Barrel, 10 gal., each .2 55 Barrel, 15 gal., each .2 70</p> <p>Clothes Pins Round head, 5 gross bx. 55 Round head, cartons .75</p>	<p>Egg Crates Humpty Dumpty .2 25 No. 1, complete .29 No. 2, complete .18</p> <p>Faucets Cork lined, 8 in .75 Cork lined, 9 in .75 Cork lined, 10 in .85 Cedar, 8 in .55</p> <p>Mop Sticks Trojan spring .90 Eclipse patent spring .85 No. 1 common .75 No. 2 pat. brush holder. 85 12lb. cotton mop heads. 1 25 Ideal No. 7 .90</p> <p>Pails 2-hoop Standard .1 50 3-hoop Standard .1 65 3-wire, Cable .1 60 3-wire, Cable .1 80 Cedar, all red, brass .1 25 Paper, Eureka .2 25 Fibre .2 70</p> <p>Toothpicks Hardwood .2 50 Softwood .2 75 Banquet .1 50 Ideal .1 50</p> <p>Traps Mouse, wood, 2 holes .22 Mouse, wood, 4 holes .45 Mouse, wood, 6 holes .70 Mouse, tin, 5 holes .65 Rat, wood .80 Rat, spring .75</p> <p>Tubs 20-in., Standard, No. 1. 7 00 18-in., Standard, No. 2. 6 00 16-in., Standard, No. 3. 5 00 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre .10 80 No. 2 Fibre .9 45 No. 3 Fibre .8 55</p> <p>Wash Boards Bronze Globe .2 50 Dewey .1 75 Double Acme .2 75 Single Acme .2 25 Double Peerless .3 25 Single Peerless .2 50 Northern Queen .2 50 Double Duplex .3 00 Good Luck .2 75 Universal .2 25</p> <p>Window Cleaners 12 in. .1 65 14 in. .1 85 16 in. .2 30</p> <p>Wood Bowls 11 in. Butter .75 13 in. Butter .1 10 15 in. Butter .1 75 17 in. Butter .2 75 19 in. Butter .4 25 Assorted 13-15-17 .1 75 Assorted 15-17-19 .3 00</p> <p>WRAPPING PAPER Common Straw .1 1/2 Fibre Manila, white .2 1/2 Fibre Manila, colored .4 No. 1 Manila .4 Cream Manila .3 Butcher's Manila .2 1/2 Wax Butter, short c't. 13 Wax Butter, full count. 20 Wax Butter, rolls .15</p> <p>YEAST CAKE Magic, 3 doz. .1 15 Sunlight, 3 doz. .1 00 Sunlight, 1 1/2 doz. .50 Yeast Foam, 3 doz. .1 15 Yeast Cream, 3 doz. .1 00 Yeast Foam, 1 1/2 doz. .58</p> <p>FRESH FISH White fish .Per lb. @ 11 Trout .@ 8 Black Bass .11 @ 12 Halibut .10 @ 11 Ciscoes or Herring. @ 5 Bluefish .11 @ 12 Live Lobster .@ 25 Boiled Lobster .@ 27 Haddock .@ 8 No. 1 Pickerel .@ 8 1/2 Pike .@ 7 Perch, dressed .@ 7 Smoked White .@ 12 1/2 Red Snapper .@ 12 Col. River Salmon 1 1/2 @ 13 Mackerel .19 @ 20</p> <p>OYSTERS Cans F. H. Counts .25 Extra Selects, gal .28 Selects .23 Perfection Standards. 22 Anchors .20 Standards .18 Favorites .16</p> <p>Bulk Standard, gal. .1 15 Selects, gal. .1 40 Extra Selects, gal. .1 60 Fairhaven Counts, gal. 1 75 Shell Oysters, per 100. 1 00 Shell Clams, per 100. 1 00 Clams, gal .1 25</p>	<p>HIDES AND PELTS Hides Green No. 1 .6 1/2 Green No. 2 .5 1/2 Cured No. 1 .8 1/2 Cured No. 2 .7 1/2 Calfskins, green No. 1. 9 Calfskins, green No. 2. 7 1/2 Calfskins, cured No. 1. 10 1/2 Calfskins, cured No. 2. 9 Steer hides 60lbs. over. 9 Cow hides 60lbs. over. 8 1/4</p> <p>Pelts Old Wool .50 @ 1 00 Lamb .25 @ 60 Shearlings .25 @ 60</p> <p>Tallow No. 1 .@ 4 No. 2 .@ 3</p> <p>Wool Washed, fine .@ 20 Washed, medium .@ 23 Unwashed, fine .17 @ 18 Unwashed, medium. @ 20</p> <p>CONFECTIONS Stick Candy Standard .7 Standard H. H. .7 Standard Twist .8 Cut Leaf .9</p> <p>Jumbo, 32lb. cases Extra H. H. .7 1/2 Boston Cream .10</p> <p>Mixed Candy Grocers .6 Competition .7 Special .7 1/2 Conserve .7 1/2 Royal .8 1/2 Ribbon .9 Broken .8 Cut Leaf .8 English Rock .9 Kindergarten .8 1/2 Bon Tion Cream .8 1/2 French Cream .9 Star .10 Hand made Cream. 14 1/2 Premio Cream mixed. 12 1/2</p> <p>Fancy-In Pails O F Horehound Drop. 10 Pony Hearts .15 Coco Bon Bons .12 Fudge Squares .12 Peanut Squares .9 Sugared Peanuts .11 Salted Peanuts .9 Starlight Kisses .10 San Blas Goodies .12 Lozenges, plain .9 Lozenges, printed .10 Champion Chocolate .11 Eclipse Chocolates .13 1/2 Quintette Chocolates. 12 Champion Gum Drops. 8 Moss Drops .9 Lemon Sours .9 Imperials .9 Ital. Cream Opera .12 Ital. Cream Bon Bons. 12 20 lb. pails .12 Molasses Chews, 15lb. cases .12 Golden Waffles .12 Fancy-In 5lb. Boxes Lemon Sours .50 Peppermint Drops .60 Chocolate Drops .60 H. M. Choc. Drops .85 H. M. Choc. Lt. and Dark No. 12 .1 00 Gum Drops .1 35 O. F. Licorice Drops .80 Lozenges, plain .55 Lozenges, printed .60 Imperials .55 Mottos .55 Cream Bar .55 Molasses Bar .55 Hand Made Crms. 80 @ 90 Cream Buttons, 80 @ 90 String Rock .65 Wintergreen .60 Mapple Jake, per case. 3 00 Cracker Jack .3 00 Pop Corn Balls .1 30</p> <p>NUTS Whole Almonds, Tarragona. 16 Almonds, Ivica .16 Almonds, California sft shelled, new .15 @ 16 Brazil .11 Filberts .12 Walnuts, Grenobles. 15 Walnuts, soft shelled. 15 Cal. No. 1 .15 @ 16 Table Nuts, fancy .13 1/2 Pecans, Med. .10 Pecans, Ex. Large .12 Pecans, Jumbos .14 Hickory Nuts per bu. Ohio new .4 Cocoanuts .per bu. 4 Chestnuts .per bu. 4</p> <p>Shelled Spanish Peanuts. 6 1/2 @ 7 Pecan Halves .42 Walnut Halves .40 Filbert Meats .30 Alicant Almonds .36 Jordan Almonds .50</p> <p>Peanuts Fancy, H. P., Suns 5 1/2 @ 5 1/2 Fancy, H. P., Suns Roasted .6 1/2 @ 7 Choice, H. P., J'bo. 7 @ 7 1/2 Choice, H. P., Jumbos, Roasted .8 @ 8 1/2</p>

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 8 00
Paragon.....55 8 00

BAKING POWDER



1/4 lb. cans, 4 doz. case..... 45
1/2 lb. cans, 4 doz. case..... 85
1 lb. cans, 2 doz. case.....1 60

Royal



10c size..... 90
1/4 lb. cans 1 35
6 oz. cans. 1 90
1/2 lb. cans 2 50
1 lb. cans. 4 80
3 lb. cans 13 00
5 lb. cans. 21 50

BLUING

Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

BREAKFAST FOOD



Cases, 24 1 lb. packages..... 2 70

Oxford Flakes.

No. 1 A, per case..... 3 60
No. 2 B, per case..... 3 60
No. 3 C, per case..... 3 60
No. 1 D, per case..... 3 60
No. 2 D, per case..... 3 60
No. 3 D, per case..... 3 60
No. 1 E, per case..... 3 60
No. 2 E, per case..... 3 60
No. 1 F, per case..... 3 60
No. 3 F, per case..... 3 60

Plymouth

Wheat Flakes

Case of 36 cartons..... 4 00
each carton contains 1 1/2 lb

DR. PRICE'S FOOD

Peptonized Celery Food, 3 doz. in case..... 4 05
Hulled Corn, per doz..... 85

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages..... 2 00

CHEWING GUM

Celery Nerve

1 box, 20 packages..... 50
5 boxes to carton..... 2 50

CIGARS

G. J. Johnson Cigar Co.'s brand.



Less than 500..... 33 00
500 or more..... 32 00
1000 or more..... 31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb packages, per case 32 60
35 1/2 lb packages, per case 2 60
38 1/4 lb packages, per case 2 60
16 1/2 lb packages,

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelator, M. & J., 1 lb. cans
Excelator, 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. Dezenberg & 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 40
Dime..... 3 85
Peerless Evaporated Cream..... 4 00

FLAVORING EXTRACTS

Coleman's Van. Lem.....
3 oz. Panel..... 1 20 75
3 oz. Taper..... 2 00 1 50
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..... 3 10
5 box lots, delivered..... 3 05
10 box lots, delivered..... 3 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..... 2 75
Halford, small..... 2 50

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

Last Call

—to get in shape for Holiday Trade

We want to give you fair warn- ing that you have no time to waste if you intend to do any holiday busi- ness this year.

There are only 41 days ahead of you in which to do "lots"—buy your goods—get them in, marked, dis- played and ready for the Christmas rush.

The longer you put off doing what you ought to have done days ago, the more chance you take of being disappointed in not getting the goods you want—in not getting your pick of the most complete line shown any- where, in trunks or sample rooms— in not getting what you do get in time.

Right now our line is full. Stocks are unbroken. You can take your pick and feel safe that you'll get the goods.

Pretty soon—next week or the week after, no one knows just when— the inevitable eleventh hour rush will tear great gaps in our stock and pro- crastinating merchants will suffer.

And mark our words, that Christ- mas rush—the time that plays havoc with holiday stocks in a day or so— is going to come earlier this year than ever before.

If you haven't our holiday cata- logue—J481—ask for it today. It is free if you are a merchant.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

CANE SYRUP VS. GLUCOSE.

(Concluded from page seven)

The National Academy of Sciences, after liberal investigations and experiments, summed up its conclusions as follows:

"1. That the manufacture of sugar from starch is a long-established industry, scientifically valuable and commercially important."

"2. That the processes which it employs at the present time are unobjectionable in their character, and leave the product uncontaminated."

"3. That the starch sugar thus made and sent into commerce is of exceptional purity and uniformity of composition, and contains no injurious substances. And,

"4. That, although having at best only about two-thirds the sweetening power of cane sugar, yet starch sugar is in no way inferior to cane sugar in healthfulness, there being no evidence before the committee that maize starch sugar, either in its normal condition or fermented, has any deleterious effect upon the system, even when taken in large quantities."

Since the report referred to was made great progress has been made in the manufacture of "corn syrup." It is matter of common knowledge that its uses and offices are becoming more and more prominent and valuable every year.

Corn syrup is not an inferior product. On the contrary, it is admitted that it costs at the present time more to produce and sell for more in the markets than manufactured cane syrup.

Not only is the consuming public not misled by the use of the word "corn syrup" instead of the word "glucose" in the statement of the ingredients upon the label, but it distinctly appears from the agreed statement of facts that the word "glucose" is itself misleading. It is admitted that "the consuming public does not understand that glucose is a syrup made entirely from corn, while, on the other hand, it is expressly admitted not only that the ingredient described upon the label as "corn syrup" is, in fact, a pure syrup made entirely from corn, but that it is commercially known both as "glucose" and as "corn syrup."

No claim is made that the product in question is an adulteration. There is and can be no claim that the small amount of cane syrup used lowers, depreciates or injuriously affects the quality, strength or purity of corn syrup. The only theory under which the use of the word "glucose" could properly be required would be that starch sugars are themselves inferior to cane sugars. It is sufficient to say that the statute expressly permits the manufacture under the name of "corn syrup," and the requirement of the statute as to the statement of the percentage of cane syrup employed has been fully complied with.

We submit that the use of the word "corn syrup" upon the label in question is within both the spirit and terms of the law. We submit that the construction contended for by the prosecution is not only purely techni-

cal and without merit in substance, but that it is not sustained by the terms of the statute. We submit that to permit this contention to obtain would be to ignore the plain intention of the statute and, so far from benefiting the consuming public, would, in fact, tend to confusion and misunderstanding on its part.

We submit that the construction sought to be put upon this act by the prosecution would, in effect, completely nullify the manifest intent of the Legislature in its enactment.

We respectfully ask that the act be construed in accordance with the construction placed upon it in the use of the label in question, and that the judgment of the court below made "in order that a construction by the Supreme Court may be speedily obtained" may be formally reversed and the respondent thereby discharged.

KNAPPEN, KLEINHANS & KNAPPEN,

Counsel for Respondent.

How Goods Damaged by Fire and Water Are Made Salable.

What becomes of fireswept stocks that are not entirely ruined? How are the goods recovered and who does it?

Insurance companies and adjusters of fire losses have no difficulty in answering these questions, and refer those people making enquiry on the subject to the salvage, or wrecking, companies which exist in New York, Chicago, Boston, and Kansas City. There are salvage concerns in other cities also, but only a few undertake large contracts, and they are prepared to handle almost any class of merchandise, in any condition, from "slightly damaged by water" to "severely burned." The salvage company follows closely on the heels of the insurance people, and as soon as the fire has been put out its inspector is sent to the scene of the conflagration, where an examination is made to see how much of the stock may be rescued from the ruins. Sometimes the salvage concern works for the insurance people and sometimes for the owners of the goods. That depends on the terms of settlement between the owners and the insurance companies. In some instances, where by the terms of the settlement the goods, or what is left of them, become the property of the insurance companies, they are turned over to the salvage company, which "wrecks" the goods and sells them for the account of the insurance companies that have paid the former owners for a total loss, the usual process being to take out, restore, house and sell the goods for a certain percentage of the amount realized.

The operation of making goods which have gone through a fire salable involves quick, skillful handling, and must be supervised by men who are thoroughly conversant with the line of goods which has been damaged. If the fire was a large one the stock will be found in the water-soaked cellar, covered with heaps of plaster, stones, charred beams and all sorts of rubbish. The salvage company finds the goods, no matter what condition they may be in, carts

them away to stores or warehouses rented for that purpose, and there undertakes the operations by which they may be restored as nearly as possible to what they were before the fire, so that they may be converted into money. For dry goods, clothing, and merchandise of that class quick-drying plants must be provided, and as soon as the bolts, rolls, and pieces of goods are dry they are put into the hands of the cleaners and renovators. New labels, bands, boxes and ornamental wrappers are provided, and in some instances goods which looked too badly damaged to pay for carting them away are sent to the auction room looking as good as new. When silks, cloths or dress goods have been so damaged that they become useless because no long pieces can be saved, the goods are trimmed and cut into short pieces for the use of manufacturers of covered buttons, neckwear, gaiters, cloth slippers, caps and many other lines of goods where short pieces are useful.

One of the most difficult stocks to handle is clothing, and the man who takes charge of the work of a salvage company must know the business in every detail. The garments, after being dried, must be gone over by experienced tailors, who work diligently to obliterate the signs of damage by fire and water. Garments are changed in style and size to destroy the fire marks, and in order to sell two garments a third one must frequently be made.

A whole stock of coats may have occupied such a space in the fire that a sleeve from each coat would be burned away, but that would not make the coats a total loss to the salvage men. The coats would be doctored in some way so that they would bring a price at the "fire sale," which ends the service of the salvage company. At these sales goods which were miles away from the scene of the fire are often "run in" for the purpose of averaging the stock, and to make them look like wrecked goods they are sometimes treated to a bath just before the sale.

At one of these auctions, which took place recently, a buyer examined a lot of coats, and said that they looked remarkably clean and new to have been through a fire. "Yes," said the man for whose benefit the sale was going on, "you see, they found the buttons in the ruins and made the coats to put them on."

Hardware and cutlery are difficult articles to handle because rust makes the goods unsalable. Finely polished steel, guns, revolvers and plated ware look useless and worthy of the scrap heap when they are thrown from a burned out store into packing cases and carted to the rooms where the salvage company takes them in hand. There, by means of polishing buffs, grindstone, acid baths and burnishing tools, the metal is made to look fresh and new horn, ivory, rubber and celluloid handles are put on the various articles. Then the small stuff is fastened on cards and packed in new boxes. The stock which is ruined

beyond repair is "bunched" and sold to junk dealers.

Perishable goods, like groceries, are easily ruined by fire and water, but still the salvage companies know how to handle such stocks, and have men in their employ who will not allow a coffee bean to escape. A large stock of groceries is now being salvaged in a Western city. A vacant building was hired for the purpose, and on the upper floor thousands of dollars' worth of coffees, teas and spices have been spread out on canvas shelves. Great rows of boxes of cigars are piled on tables over which a draught of fresh air is blown, and on the floors below are great beds of spices, coffees, chicory and shallow troughs of sugar of all grades. All about the rooms are boxes, bales, barrels and crates of groceries begrimed with smoke or soaked with water. The point which the salvage man keeps constantly in view with regard to the grocery stock is to rid it of all signs or smell of smoke, and if that can be accomplished there is little difficulty in selling the dry, repapered and repacked stock for nearly the same price as it would have brought over the counter before the fire.

By the salvage industry, as carried on for the benefit of the insurance companies in cases where a total loss has been sustained, the insurance companies frequently receive back a considerable sum, and by that means reduce their losses.—New England Grocer.

How to Drive Correctly.

One can not drive without sitting down, and that position should, from the first, be correct, easy and firm. Sit squarely down on your seat or cushion; not on the end of your spine with your feet stuck far out in front as if rowing a boat, but upright, and with the legs forming an angle at the base of the spine, which will make you, for comfort's sake, hollow your back; and which position, in turn, will give you a "feel" to wrist, forearm and hand which you never knew before.

The reins are held in the left hand, the left or nigh rein coming over the first finger and thence through the palm; the right or off rein coming between the second and third fingers and thence through the palm, thus separating the reins by the change in direction to be made by merely turning the hand and wrist.

Do not lug at a horse's mouth, but always drive as if any sudden pull or sharp jerk might break the reins.

The University of Chicago is said to have lost 700 students this year as a result of President Harper's new policy of segregating the young women students in the first half of the course. The university has been a "co-ed" institution and the new policy is interpreted as a direct blow at coeducation; hence the dropping out of students who believe in the system.

That people fail in advertising is not the fault of advertising. More often failure is due to a lack of ability.

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.

I am the inventor of a wonderfully fascinating nickel-in-the-slot game of skill. Lawful everywhere. My friends say it is sure to make a fortune. Would you like to join in my good luck? Write for liberal proposition. It explains everything. Disc Rolling Game Co., Detroit, Mich. 884

For Sale—Are you looking for an established business doing \$25,000 a year in a hustling manufacturing town of 5,000? Good farming country. If so, here is your opportunity. Owner going West. Clean hardware stock invoicing about \$7,000. If you are interested, write me to-day. Address J. K., care Michigan Tradesman. 883

For Sale or Exchange—A \$40,000 tract of Illinois land; 1,600 acres; good soil; well worth \$50,000; want merchandise for all, or small farm or city property part pay. Write for map and description. Box 82, Wetaung, Ill. 882

For Sale—Rare chance. One of only two general stores in best village in Genesee county. Write for description. Address No. 881, care Michigan Tradesman. 881

Wanted—Three National cash registers, second-hand; must be in first-class condition. In answering state price and size. Address H., care Michigan Tradesman. 880

Store Building, 28x133, furnace heat, acetone gas, plate glass front. Will sell or rent. Good opening for general store. Located at Elmira, Mich. Address M., Fordham & Co., Spokane, Wash. 870

For Sale—Dayton computing scale. Been used short time. As good as new. First cost \$88; will take \$70. Address Youngman & Bishop, Lakeview, Mich. 869

For Sale—Cigar factory doing a good business in a town of 1,200 inhabitants, with five well established brands selling in fifty different towns and cities. Reason for selling, engaged in other business. Address No. 868, care Michigan Tradesman. 868

Wanted—A drug stock in a good town. Would prefer north of Grand Rapids. Address Claude G. Becker, Rockford, Mich. 867

Cash for goods! Old stock sold—money in the bank. Trade buyers—all worry gone! It is done by Buehmann's Regulating Sales, 1103 Schiller Building, Chicago. Write. 865

An unusual opportunity to obtain an old-established grocery business located on the best retail street in Grand Rapids. Don't answer unless you have at least \$2,000 in cash. No trades. Will deal with principles only. Address No. 874, care Michigan Tradesman. 874

Wanted—Good second-hand engine, 100 to 150 horse power. Give full particulars as to make and length of time used. Boyne City Electric Co., Grand Rapids, Mich. 875

For Sale—Confectionery with good wholesale ice cream business, which can be increased next season; established trade of fifteen years; good location; will pay for itself in one year; nothing better for amount invested; good reason for selling. Address Box 786, Ludington, Mich. 873

For Sale—Good building for general stock of merchandise in nice clean Iowa business town. Good corn, wheat and stock section. Address H., care Michigan Tradesman. 876

Stock of clothing, boots and shoes for sale. Valued at about eight thousand dollars. Sixteen thousand in cash, net, cleared from stock during past three years. Good brick store room in which stock is located also for sale or for rent. Address T. J. Bossert, Lander, Wyoming. 877

For Sale—A new \$2,500 stock of clothing, men's furnishings, hats and caps, in one of the best Southern Michigan towns, surrounded by the best farming country in Michigan; population 1,200; large factory employing 250 and 300 people, mostly men and boys; new store building, plate glass windows, electric light; next door to Postoffice; rent reasonable; stock can be reduced to suit buyer. Reason for selling, have other business. Address No. 878, care Michigan Tradesman. 878

For Sale—Furniture and five year lease; 100 room American plan hotel in city of 100,000 population in California; rent \$200 per month; gross annual receipts \$25,000; price \$8,500 cash. J. R. Richards, Hotel Brokers Company, Los Angeles, Cal. 879

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, inventing 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

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, Pierston, Mich. 755

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

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

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

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

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

Our business is making sales for merchants and closing out stocks. Write us for full information. C. L. Yost & Co., 177 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

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.

MISCELLANEOUS.

Wanted—A good all-round machinist. Write the E. R. Moses Merc. Co., Great Bend, Kas. 864

Wanted at Once—A registered pharmacist. State salary expected and send references. Young man preferred. Frank E. Heath, Middleville, Mich. 871

Young Man—Bright, over 18, to prepare for Government position. Good salary. Permanent. Gradual promotion. Box 570, Cedar Rapids, Ia. 862

POSITIONS WANTED.

Wanted—After Nov. 15 permanent position by first-class man in carpets, wall paper and advertising departments. Address No. 861, care Michigan Tradesman. 861

Wanted—A position as manager of town drug store; registered, good buyer, trusty 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

SALESMEN WANTED.

Wanted—Ten traveling fur salesmen at once with Detroit Fur Co., Detroit, Mich. 866

Wanted—Salesmen to sell as side line or on commission Dilley Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

Wanted—Clerk in a dry goods store. Must be a fair window dresser and good salesman. Address No. 566, care Michigan Tradesman. 566

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. Moore, Gen'l Manager, Station A, Columbus, O. 458

AUCTIONEERS AND TRADERS

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

I Design Window Displays

I design window displays for merchants who want good window displays but do not employ a window trimmer. A window trimmer costs at least \$20.00 a week. My plan costs \$1.00 a week. The effect is the same. My displays do more than draw attention—they attract customers. The displays are designed to **Sell Goods**. They Do It.

Send me the size of your window and I will design a display for you. A design comprises three or four drawings and complete directions for trimming. **A boy can do the work.**

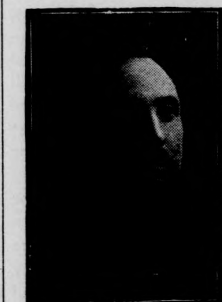
All my designs are new and original; when you order a design I send you the latest ideas and effects in window trimming. I give you the design and methods of an expert window trimmer. The price is \$1.00 for each design. Mention the kind of merchandise you wish to display. Write to me

Ralph R. Sandham
536 Endicott Bldg., Dept. B,
St. Paul, Minn.

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MONEY in place of your goods by the

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We give the sale our personal attention in your store, either by our special sale plan or by the auction plan, whichever you ask for. Sales on a commission or salary. Write today for full particulars, terms, etc. We are the oldest in the business. Hundreds of names of merchants furnished.

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