

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 11, 1903

Number 1051

The William Connor Co.

Wholesale Manufacturers of

READY-MADE CLOTHING

Grand Rapids, Michigan

Read our advertisement
in
next
week's
Tradesman

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

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.

C. F. WARDEN, Manager

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

We Buy and Sell
Total Issues
of

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

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

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

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withdrawn from sale with the exception of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

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

IMPORTANT FEATURES.

- | | |
|-------|------------------------|
| Page. | |
| 2. | Alma Invaded. |
| 4. | Grand Rapids Gossip. |
| 5. | Around the State. |
| 6. | Package Advertising. |
| 8. | Editorial. |
| 9. | Editorial. |
| 10. | Window Displays. |
| 12. | Germany Leads. |
| 14. | Holiday Umbrellas. |
| 16. | Clothing. |
| 20. | Shoes and Rubbers. |
| 24. | Displaying Toys. |
| 26. | Business Tact. |
| 28. | Woman's World. |
| 30. | Jewelry and Novelties. |
| 32. | Fruits and Produce. |
| 33. | New York Market. |
| 34. | Dry Goods. |
| 36. | Cold Curing of Cheese. |
| 40. | Commercial Travelers. |
| 42. | Drugs—Chemicals. |
| 43. | Drug Price Current. |
| 44. | Grocery Price Current. |
| 46. | Special Price Current. |

GENERAL TRADE REVIEW.

The center of interest in speculative markets continues to be the steel shares. The further reaction in these stocks which, of course, affects all by sympathy, is only the result of announcing lower prices in some of the leading forms of manufacture. It is not strange that this should be so in view of the timidity in speculative markets, but there should be an assurance in the fact that operators are ready to meet the requirements of normal business without holding out for unreasonable prices until the market should be ruined. That it is only a temporary fear is indicated by the fact that there is already a promising recovery affecting all leading lines. It is significant that this is led by Amalgamated Copper, which was so long the leader in the downward movement of last year. Investment buying in taking care of declines and in inquiry for bonds argues that capital is ready to take hold on the new basis as soon as matters are reasonably settled.

General business is reported more quiet in many lines, probably owing to the fact that it is between seasons and that the long period of unusually pleasant weather preceding the opening of winter affords opportunity to complete belated industrial operations, especially farm work. The advent of more seasonable conditions will bring trade with a rush and the healthier that it has been slow in

starting. There is such an abundance of money in the hands of consumers that goods will go like hot cakes as soon as there is the prompting of more inclement conditions.

A factor of disturbance in the textile trades continues to be the high prices of raw materials and, of course, the excessive wage scale. Rumors of light crop and the promise of large requirements have brought wild speculation in cotton, which is not good for the industry. Inventory season in the boot and shoe trades is making a temporary lull, but there is no sign of a permanent setback in the long activity.

Must Not Mend His Own Coat.

"Does a union man violate the mandates of trades unionism when he allows his wife to mend a rent in his overcoat?"

This question caused a heated discussion in the central labor union of Philadelphia the other day, and the decision finally reached was that he does. It also was decided to fine all organizations which do not employ regular union men for all work.

The matter was brought up in an argument as to the right of a union man to do the work of a bartender and waiter at an entertainment given by his own organization. For nearly two hours the delegates debated the matter. President Leps argued that it was all right for union men to perform any necessary work at home, but he was voted down.

Under the decision of the union a union man must not perform any duties which are not covered by his card. If he is a plumber, for instance, he must not put up a wooden shelf for his wife or permit her to do so, but call in a union carpenter. He must not curry his own horse, but invoke the aid of a union hostler. He must not buy a case of beer and drink it at home because that would encroach on the prerogatives of the union bartender. He must not split any wood because that work belongs to the union woodsplitter. His wife must not sew a button on his coat or make an apron for herself, because such work belongs to the union tailor or dressmaker.

A few years ago wheat bread was consumed by the generality of people in Germany in such forms as rolls, rye bread being the staff of life. "Weissbrodt," as wheat bread is usually called, was distinctively a breakfast bread. Now, however, we are told that wheat bread is commonly found on the supper table as well as at breakfast, and is supplanting rye bread to a great extent.—American Miller.

There is something wrong about people who boast that they never do anything wrong.

Experience of an American Drummer in England.

On my initial trip as commercial traveler in England a kind friend told me that I must state I was a "commercial" on entering an inn, and he added that the "commercial room" had peculiar customs. Arriving on a morning train in a famous university town, I was soon in the courtyard of an old-fashioned commercial hotel. I was welcomed by the "boots" and directed to a "commercial room" marked "Private."

The "commercial" dinner was served promptly at 1 o'clock or at quarter past 1. Should twenty "commercial" be stopping at the house and but one be present at this dinner hour, the soup is served.

It was a few minutes after the hour when I re-entered the "commercial room" to find sixteen seated at the long table, now covered with white linen and decorated with flowers.

At the head of the table, engaged in serving the soup, sat Mr. President, who occupies this position by virtue of having remained in the hotel longer than any other person present, and at the other end is Mr. Vice, the second in length of stay. This I did not then know.

After hesitating for a moment I slipped modestly into a vacant chair. In a few seconds I was conscious that every eye in the room was fixed upon me. Presently the President, a ruddy-faced old man of about 60, said, "Perhaps the gentleman who has just seated himself is unaware that this is a private room?" This was said courteously, but firmly.

My first thought was to telegraph to the American Ambassador and to get out my passport declaring me to be a free-born American citizen, but the savory odor of the soup and my friend's warning prevailed; so, half rising from my chair, I stammered out something about my ignorance. With every desire to relieve my evident embarrassment, and at the same time to uphold the tradition of the table, the President said, "The gentleman is a stranger and wishes to join us."

A hearty permission was given at once by all, and I resealed myself.—World's Work.

Voice Culture.

"I like the looks of this bird. What is it worth?"

"Only \$5, ma'am, and it's cheap for that parrot. He learned to talk the new method."

"What's that?"

"By making him listen to a phonograph."

"Does he talk like a phonograph?"

"Exactly, ma'am."

"I am so glad you told me. Show me some other bird."

Choice Investment

BONDS

EDWARD M. DEAN & CO.
Bankers

Second Floor Michigan Trust
Building
Grand Rapids, Mich.

ALMA INVADED.**Incidents of a Day in the Sanitarium City.**

The visit to Alma, undertaken by the representatives of the wholesale grocery trade of this city and Muskegon last Wednesday, was a most enjoyable trip to all concerned, no incident having occurred to mar the pleasure of the occasion. The party went in a special car on the regular morning train over the Pere Marquette Railway, returning on the late evening train. On arriving at Alma, the party was met by Fred R. Hathaway and Lester A. Sharp, who conducted the gentlemen to the plant of the Alma Sugar Co., where two hours were spent in going over the buildings and inspecting the process of manufacturing beet sugar from start to finish. Carriages were then taken to the Sanitarium, where a delightful dinner was served, after which carriages were again taken for a ride into the country through one of the best beet raising districts. On returning to the city, an informal reception was given the party by A. W. Wright at his office, after which an early supper was served at the

invested \$25 in Calvinistic brick and mortar.

Geo. R. Perry was a member of the same party, nineteen years ago, and the writer recalls the fact that he predicted the election of Grover Cleveland as the result of the Maria Halpin exposures which were published to the world that morning. As usual, his prediction made good.

Amos S. Musselman made the hit of the evening meal when he proposed a toast to Mr. Wright as the ideal citizen and Christian gentleman.

E. J. Keate took rank early in the day as the champion story teller of the occasion. Most of his stories were imported from Germany, having originated in the fertile brain of L. P. Witzleben, of Hamburg, formerly R. G. Dun & Co.'s Grand Rapids representative, with whom Mr. Keate is in constant communication.

It was a matter of general regret that Ben. W. Putnam should have missed the train. He expected to meet the party at Mill Creek, overlooking the fact that the Pere Marquette now takes its patrons part way to Detroit before turning northward toward Saginaw.

videre at Charlevoix, has taken the management of the Wright Hotel and the Sanitarium, at Alma, which is a sufficient guaranty that both will be so well conducted that their patrons will never have occasion to regret the change. Mr. Foley is a man of wide experience and remarkable executive ability and wherever he is prosperity locates its camping ground.

New Century FLOUR

*A guaranteed confidence winner
to both dealer and consumer*

WHY?

Because we use nothing but Michigan's best wheat which is thoroughly cleaned seven times by best machinery that can be bought, which gives best possible results.

One order will convince the most particular.

Write for prices.

Caledonia Milling Co.
Caledonia, Mich.

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



Plant of the Alma Sugar Co.

Sanitarium. Everyone present voted the affair an extremely pleasant one and every member of the party felt under obligations to the hosts for courtesies shown during the day.

The star actor of the occasion was clearly C. G. A. Voigt, who entered into the spirit of the affair with as much zest as though he were a frisky young man of twenty. He told the best stories—and the biggest ones—of any man in the party, and when it came to walking long distances and climbing long stairs, he showed even the younger members of the party cards and spades.

O. A. Ball recalled a trip taken by the wholesale grocers nineteen years ago, when visits were exchanged by the grocery trade of Grand Rapids and Saginaw. Mr. Musselman demurred to the invitation, whereupon Mr. Ball offered to contribute \$25 to the Westminster Presbyterian church, then in process of construction under the direction of Mr. Musselman, providing the director-general would accompany the party. The offer was promptly accepted, Mr. Musselman entering into the spirit of the occasion with his usual zest and Mr. Ball

Geo. B. Caulfield developed an appetite for Alma-Bromo early in the day and frequently stole away from the party—ostensibly to indulge in additional libations of Alma-Bromo. His partiality for the water was fittingly appreciated by the management of the Sanitarium in the presentation of a quart bottle, appropriately labeled and handsomely inscribed, at the conclusion of the evening repast.

Richard Bean also developed an ardent taste for the same liquid, but evidently did not carry it to the same extreme as his brother down the street.

The chemist of the Alma Sugar Co. states that the three weeks of sunshine which the beets had during the month of October increased the saccharine matter $1\frac{1}{2}$ per cent., which is equivalent to 50 cents per ton or \$30,000 increased income for the patrons of the Alma Sugar Co. alone. But for this gracious act of nature in giving sunshine to the beet growers, they would have fared rather poorly from the season's crop. As it is, their crop will yield fully up to the average.

R. P. Foley, who has won wide recognition as landlord of the Bel-

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

Moore & Wykes

MERCHANDISE BROKERS

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

SELECT

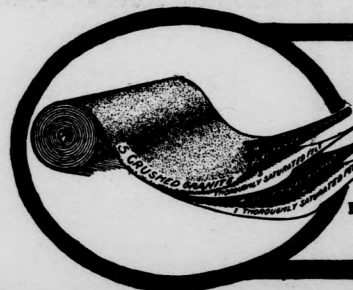
The Housewife's Selection

SELECT FLOUR

ST. LOUIS MILLING CO., MAKERS

St. Louis, Mich.

SELECT



**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.

How to Make Cider Vinegar.

Take sound barrels or any suitably sized vessels of wood, earthenware or glass—never iron, copper or tin. Clean thoroughly and scald. Fill not more than half full with the cider stock, which should have fermented at least one month. To this add one-fourth its volume of old vinegar. This is a very necessary part of the process, since the vinegar restrains the growth of the chance ferments which abound in the air, and at the same time it favors the true acetic acid ferment. Next add to the liquid a little "mother vinegar." If this latter is not at hand, a fairly pure culture may be made by exposing in a shallow, uncovered crock or wooden pail a mixture of one-half old vinegar and one-half hard cider. The room where this is exposed should have a temperature of about 80 degrees Fahrenheit. In three or four days the surface should become covered with a gelatinous pellicle or cap. This is the "mother vinegar." A little of this, carefully removed with a wooden spoon or stick, should be laid gently upon the surface of the cider prepared as above described. Do not stir it in. The vinegar ferment grows only at the surface. In three days the cap should have spread entirely over the fermenting cider. Do not break this cap thereafter so long as the fermentation continues. If the temperature is right the fermentation should be complete in from four to six weeks.

The vinegar should then be drawn off, strained through thick white flannel, corked or bunged tightly, and kept in a cool place until wanted for consumption. If the vinegar remains turbid after ten days stir into a barrel one pint of a solution of one-half pound of isinglass in one quart of water. As soon as settled, rack off and store in tight vessels. Usually no fining of vinegar is needed. No pure cider vinegar will keep long in vessels exposed to the air at a temperature above 60 degrees Fahrenheit. "Vinegar eels" are sometimes troublesome in vinegar barrels. To remove these, heat the vinegar scalding hot, but do not boil. When cool, strain through clean flannel, and the "eels" will be removed.

The Sensational Advance of Cloves.

From all appearances cloves are going to be much higher even than now before the end of the year is reached. The advance has continued until 15 to 15½ cents is now the spot quotation. This shows an advance of 7 cents per pound in the last six weeks, and 5 cents per pound in the last thirty days. It is the general belief that we will see a still further rise in prices, and many say that they will not be surprised to see sales made at 20 cents per pound before the close of the year. Arrivals came in quite freely last week, but these were quickly taken up. Zanzibar, the primary market refuses to consider orders sent out at around the American quotation, and cables are received in reply quoting 9½d., which is the equivalent of 19 cents per pound, ex the dock of New York. The Bombay houses, which last year

took only a small portion of the crop, have been buying very heavily in London. It being reported there that these speculators have bought as many as 25,000 bales for delivery, and as the London stock does not exceed 16,000 bales, they are calculating on making a squeeze for January-March and other positions. From present indications, it would seem that we will undoubtedly see higher prices, owing to the heavy speculation which has set in, and to the fact that supplies are so much below the normal.

Recent Business Changes Among Indiana Merchants.

Acton—Ed. E. Fry has purchased the interest of his partner in the general merchandise business of Ray-born & Fry.

Boonville—Bohannon & Parker, dealers in shoes and clothing, have dissolved partnership. The business is continued by Parker & Boner.

Grass—M. Gutting has purchased the general merchandise stock of David Axton.

Howell—T. J. Wesson has sold his stock of general merchandise to O. H. Thieman & Co.

Laporte—Mr. Countryman has purchased the interest of his partner in the agricultural implement business of Scofield & Countryman.

Leesburg—F. D. Irvine & Co. continue the drug and grocery business formerly conducted under the style of J. A. Irvine & Co.

Loogootee—Wm. L. Brown, baker, has sold out to P. McGovern & Co.

Pierceton—Henderson Bros. are closing out their stock of clothing and shoes.

Terre Haute—E. S. Brown has taken his brother into partnership in the jewelry business under the style of Brown Bros.

Warsaw—The Webber Hardware Co. has been organized to succeed Selden Webber in the hardware business.

No More Ready-Cut Plug Tobacco.

Under a special order issued by the Internal Revenue Department plug tobacco must be sold from the original box in which it is packed. The customer who seeks to purchase a "five-cent" cut of plug may not walk into a store and find the small section of plug already cut and inclosed in a paper bag. The dealer is supposed to keep the butt containing from twenty to thirty pounds of plug within reach, and he must cut the piece for the customer from one of the long plugs.

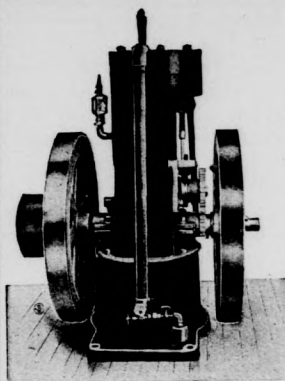
The larger stores will have little difficulty in complying with the law, but the small dealer is in a state of trepidation, because the enforcement of the law threatens to drive him out of the field in selling plug tobacco.

To meet the demands of his trade he will be compelled to carry in stock \$200 or \$300 worth of plug tobacco. Heretofore he has been able to buy a single plug of each kind.

The Seat of Disease.

Husband—Why are you so angry at the doctor?

Wife—When I had a terribly tired feeling he told me to show him my tongue.



The "Ayres"

Gas and Gasoline ENGINES

Are a picture of simplicity and durability, particularly adapted to all kinds of work. Write for catalogue and particulars. We also manufacture wood-sawing outfits.

Agents Wanted

Ayres Gasoline Engine and Automobile Works

Saginaw, W. S., Mich.

Quality and Uniformity

characterize every sack of

Voigt's Crescent Flour

"BEST BY TEST"

and make it the most popular and largest selling flour on the market. * * * * *

Voigt's Crescent

always makes friends and increases trade.

Voigt Milling Co. Grand Rapids, Mich.

Opportunities!

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

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

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

TRADESMAN COMPANY

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

Around the State

Movements of Merchants.

Hillsdale—T. F. Burnett has opened a new meat market.

Boyer City—E. H. Cope has opened a restaurant and bakery.

Shepherd—Irving P. Gilman has sold his harness stock to W. J. Smith.

Pellston—H. A. Snyder has sold his stock of general merchandise to Moody & Gerkin.

Caro—H. N. Montague is succeeded in the boot and shoe business by W. A. Calbeck & Co.

Morley—D. M. Hulsart is closing out his stock of boots and shoes and will retire from trade.

Tawas City—Peter Evertz, furniture dealer and undertaker, has sold out to John Armstrong.

Birch Run—Lounsberry & Co. have purchased the general merchandise stock of George N. Fisher.

Nashville—C. L. Walrath has purchased Ross Walrath's cigar shop and will continue the business.

Saginaw—Clarence D. Kirby succeeds Sadie (Mrs. John A.) McPeak in the confectionery business.

Chesaning—Graham & Hickman continue the grocery business formerly conducted by W. F. Graham.

Detroit—E. W. Kernaghan has purchased the grocery stock and meat market of Frank C. Bloeser.

St. Louis—O. F. Jackson & Co. succeed Geo. H. Scriver & Son in the hardware and agricultural business.

Birnamwood—John McDonald & Son succeed Preston & Kuckuk in the furniture and undertaking business.

Paw Paw—F. A. Butterfield has opened a grocery store in the building formerly occupied by S. O. Kenyon.

Hawkins—Asa B. Davis has engaged in the grocery business here. He expects to add a line of dry goods soon.

Grand Ledge—Geo. Campbell & Sons have introduced the cash carrier system in their drug and grocery store.

Escanaba—Groos Bros., druggists, have dissolved partnership. The business is continued by Peter J. Groos.

Petoskey—M. I. Fryman has established a branch shoe store at Traverse City, placing A. S. Fryman in charge.

Escanaba—Kratjenstein Bros. continue the dry goods, clothing and boot and shoe business of Isaac Kratjenstein.

Saginaw—The style of Whitney & Co., dealers in flour, feed and produce, has been changed to the Valley Produce Co.

Traverse City—Smith & McCormick will shortly erect a new grocery store just east of the building now occupied by them.

Sault Ste. Marie—Wm. H. Peck succeeds Harry McKinstry as proprietor of the Johnson Harness Manufacturing Co.

Mt. Pleasant—P. Corey Taylor has removed his drug and wall paper stock into a new store building recently completed.

Cadillac—M. D. Lynch, of Grandville, has taken possession of the

Frank Johnson grocery stock recently purchased by him.

Escanaba—The Bink Wholesale Supply Co. is putting up a handsome brick building west of the Olson block, which will be ready for occupancy by Jan. 1.

Holland—The grocery stock of Balgooyen & Co. has been sold to DeWitt & VandenBelt, the former from Grand Rapids and the latter from Filmore.

Bangor—McKinney & Farrington now occupy half of the building recently vacated by J. P. Ryan and have put in a line of crockery, notions and groceries.

St. Louis—C. W. Satterlee has purchased the W. T. Harrington stock of dry goods, clothing and shoes, and archways have been placed between the two stores.

Ishpeming—Anderson & Hansen are arranging to open another general merchandise store at Negaunee. The new place of business will be located on Iron street.

Camden—Frank Smith, who has been manager at Chester's cheese factory for several years, has taken the position of Secretary and Manager of the Hillsdale creamery.

Middleville—The State Bank of Middleville has sold its building and fixtures to the Farmers' State Bank for \$6,000. The purchaser also takes the notes and mortgages.

Newberry—A. L. Newark has retired from the dry goods firm of Rosenthal & Newmark and, in company with Wm. Parmer, has purchased the bankrupt stock of Meyers & Harris.

Pellston—Geo. W. Priest, whose drug stock and store building were recently destroyed by fire, has had plans made for a two-story cement block, which he will occupy with a clothing stock.

Frankfort—W. V. Capron has purchased an interest in the Citizens Bank, the new style being C. F. Phillips & Co. Mr. Capron has discharged the duties of cashier for more than a year.

Sault Ste. Marie—Conway & Hall, druggists, have opened an up-town drug store at the corner of Ashmun and Spruce streets. They will continue the business at the corner of Portage and Ashmun streets.

Detroit—The People's Oil Co. has been organized to engage in the production of oil, gas, etc., operations to be carried on in Wood county, Ohio. The capital stock is \$250,000, held in equal amounts by Thos. Heathcote, Detroit; E. B. Schrader, Detroit; A. R. Lusty, Dundee, and J. Chamberlin, Dundee.

Flushing—The store building of Warren Wood, Jr., which was recently destroyed by fire, is being rebuilt and he expects to occupy same with a new stock of general merchandise by Nov. 16. The dry goods stock was purchased of the Wm. Barie Dry Goods Co., of Saginaw, and the groceries of the Smart & Fox Co., also of Saginaw.

Elkton—Herman Magidsohn, dealer in general merchandise, has merged the business into a corporation under the style of the Magidsohn Mercan-

tile Co. The capital stock is \$15,000 held by David Scheyer, Detroit, 892 shares; Lloyd Walton, Detroit, 466 shares; Betty Magidsohn, Elkton, 100 shares; Herman Magidsohn, Elkton, 25 shares, and others.

Manufacturing Matters.

Bronson—The capital stock of the Bronson Portland Cement Co. has been increased from \$500,000 to \$1,000,000.

Cedar Springs—H. A. Brown has purchased the Cedar Springs Milling Co.'s mill and will operate it to its full capacity.

Detroit—The Detroit Dish Washer Co. has engaged in the manufacture of specialties. The capital stock is \$15,000, of which F. C. Sherman, of Pontiac, holds 1,360 of the 1,500 shares.

Detroit—The C. E. Winter Cigar Co. is a new corporation capitalized at \$5,000. The shareholders are C. E. Winter, 300 shares; Cynthia Winter, 150 shares, and W. E. Brines, Jr., 50 shares.

Allegan—The Cruse elevator has been sold to H. A. Grigsby, of this place, and Harvey Stratton, of Otsego. Geo. Slaghuys, who was with Mr. Cruse many years, will continue in charge of the elevator.

Benton Harbor—The Lindon Cereal Co.'s plant was sold last week for \$2,300 and stockholders will not get a penny, as the purchase price will go to pay debts. This company is the successor of the Sanatory Food Co. and the product is a substitute for coffee.

Plymouth—The Markham Air Rifle Co., heretofore owned by Wm. F. Markham, has been merged into a corporation under the same style. W. F. Markham owns 1,020 of the 1,250 shares. The capital stock is \$125,000, \$20,000 being paid in in cash and \$105,000 in property.

Battle Creek—The Perfection Hook & Buckle Co. has engaged in the manufacture of harness hardware. The new concern is capitalized at \$50,000, held as follows: L. E. Gardner, 2,015 shares; A. T. Allen, 300 shares; G. A. Southernton, 25 shares, and F. F. Hodges, 10 shares.

West Bay City—The National Chicory Co. has about 2,000 tons of raw material at its two factories, which will insure a run of another month at least. That received afterward will enable the factories to continue operations until the first of the year, when the factories will close down.

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.

Sugar—The weather has continued fair the past week, and harvesting of beets still continues under most favorable conditions. The supply of beets for the factories is steady, assuring them of an uninterrupted run until the end of the campaign. Beets have gained in sugar percentage and purity during the sunny days, having an average of 13.5 to 15 per cent. sugar, and purity of 82 to 86 per cent. Owing to the fair weather during October a prosperous campaign is now fully assured for all factories, and the indications are that the yield of sugar will be larger than was thought probable a fortnight ago.

Teas—The market for all grades of teas is firm and business is quite active. Japan teas are firm at unchanged prices.

Coffee—The world's visible supply on November 1 showed an aggregate slightly over 13,800,000 bags, which is a substantial increase over the record reached a month earlier. The failure of the market to respond in full to the bull manipulations is due to the fact that some of the most conservative houses of Brazil have estimated the current crop at 12,500,000 bags and have also prophesied that the next crop would show no material diminution. Spot coffee is $\frac{1}{8}$ c higher than last week. Milds are steady and unchanged.

Canned Goods—Tomatoes are weaker and somewhat lower, due to the anxiety of some of the packers to unload their supplies. There is nothing new to say about corn, which, however, is steadily advancing. York State corn has sold during the week at \$1.25, which cost $67\frac{1}{2}$ c when future contracts were made. Peas are unchanged and very draggy. The California Canned Goods Association has advanced peaches and pears 15c per dozen during the week and apricots 5c. Outside packers, however, are still selling at the old price. Eastern peaches are high and are getting closely cleaned up. Apples are unchanged and slow.

Dried Fruits—The future of the prune market is somewhat uncertain, some authorities prophesying an advance in large sizes later, and others a decline after January 1st. Peaches are in fair demand at unchanged prices. Seeded raisins are coming in to fill contracts and the current demand is light. They can still be bought at the old price. Loose raisins are in fair demand on spot, and the demand about cleans them up as fast as they arrive. Currants are a trifle easier and the demand has not yet felt the holiday quickening. Apricots are the firmest thing on the list, and may advance still further. The supply is not equal to the demand.

Syrups and molasses—Compound syrup is unchanged and the demand is light on account of the warm spell. Sugar syrup is unchanged and quiet. Molasses is very quiet on spot. The receipts of new molasses are small.

Fish—The demand for mackerel is light and the market shows no im-

portant changes during the week. Cod, hake and haddock are unchanged on spot and dull, but have advanced somewhat in Gloucester. Sardines are unchanged, but very strong. The demand is good. Lake fish is unchanged and quiet. Salmon is unchanged and quiet.

Pickles—Supplies are so short that there is no possibility of a reduction.

Provisions—Lard is unchanged, both pure and compound. Picnic hams are unchanged and quiet. Barrel pork is quiet and unchanged. Beef is unchanged and the demand slow.

Hides, Pelts, Furs, Tallow and Wool.

There is little change in the situation of the hide market. Prices are no higher and dealers find it difficult to operate on the low basis. Country dealers are not inclined to let go at the prices, nor can they buy to sell again, giving another dealer's profit, even a small one. Tanners want and insist on low values and find a few cars on some terms sufficient to keep them running. The country kill is larger as cold weather approaches. Cattle among feeders are fairly plenty, but light in weight. There is no outlook for higher values.

Pelts are more plenty, with a good demand and no accumulations. All offerings are readily taken at full values. The tendency is upward on improved quality.

Furs begin to come in, but are inferior on account of an early catch. No market has been established.

Tallow and greases are in larger offering at a slight advance in price. The market is firm, with good sales.

Wools are selling more freely and large sales have been made at full values. There are no weak spots or concessions made to effect sales. Some large lots have been sold in the State the past week, and State can be said to be well cleaned up at slightly higher prices.

Wm. T. Hess.

Eugene Davis, who conducts a greenhouse at the corner of Kalamazoo and Oakland avenues, has originated a new forcing cucumber which is a cross between the White Spine and English Frame. It is nearly all flesh and has very few seeds. It grows to a size of twelve to eighteen inches in length. The new variety was exhibited at the annual convention of the National Seedsmen's Association last summer, where it attracted much attention. The quality of the cucumber is excellent, possessing the best characteristics of the two varieties from which it originated. Mr. Davis originated the forcing lettuce and the Davis kidney wax bean, both of which have brought him prominently to the attention of the horticultural world.

The Michigan Ginseng Farm Co. has been organized to engage in the cultivation and sale of ginseng. The authorized capital stock is \$1,000, held by P. S. Leavenworth, W. E. Broadbent, D. M. Wigle, G. H. Schnabel, Jr., and others.

H. Webber succeeds Peter Jasperse in the grocery business at 119 Plainfield avenue.

The Produce Market.

Apples—Local dealers are taking in all the desirable winter varieties they can handle on the basis of 25@35c. Cannery and driers are paying 14@20c per 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, but the quality does not improve. 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.

Celery—18c per bunch.

Citron—90c per doz.

Cranberries—Cape Cods and Jerseys are both in market, commanding \$9 per bbl. Dealers are getting their stocks ready for Thanksgiving and business is likely to continue active for two weeks to come.

Eggs—Are commanding more attention in the dairy world than all other products combined. There has been decided shrinkage in supplies of fresh stock, not only locally but in all sections of the country. Collectors are making strong efforts to get shipments and are not making prices any object, but where 50 cases were formerly secured, 5 and 10 cases are the limit. Local dealers hold case count at 21@22c, candled at 24@25c 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.

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.

Onions—Local dealers pay 35@40c.

Oranges—California late Valencias, \$5; Jamaicas, \$3.50@3.75; Floridas, \$3.75.

Parsley—50c per doz. bunches for hot house.

Pickling Onions—\$2@3 per bu.

Potatoes—The market is stronger and a little higher than a week ago. Local dealers are paying 40@45c per bu. and there is no indication of much higher prices so long as shipments can be made in box cars, because growers are making deliveries about as fast as the railroads can handle the transportation problem.

Pecans—New crop has arrived in market and can be delivered promptly. The quality is perfectly satisfactory to all buying and consuming interests.

Poultry—Local dealers pay as follows for dressed fowls: Spring chickens, 11@12c; fowls, 10@11c; young turkeys, 13@15c; ducks, 11@13c; geese, 9@10c.

Pumpkin—\$1 per doz.

Squash—1 $\frac{1}{4}$ c per lb. for Hubbard. Sweet Potatoes—Virginias have de-

clined to \$1.90 per bbl. Genuine Jerseys have advanced to \$3.75 per bbl.

The Drug Market.

Opium—Is dull and lower.

Morphine—Is unchanged.

Quinine—Is firm.

Benzoic Acid—Stocks are small and prices have advanced.

Beeswax—Price has advanced, on account of scarcity.

Cocaine—Has declined abroad, but is as yet unchanged here. It is said that the cost of importation is increasing and crude material is very much higher. Competition among manufacturers is the cause of the article being weak.

Cocoa Butter—Has advanced.

Epsom Salts—Is very firm at the advance made by manufacturers.

Vanillin—On account of the advance in raw material, is 10c higher and another advance is looked for.

Balsam Fir—Both Oregon and Canada have advanced, on account of scarcity.

Select Elm Bark in Bundles—Is very scarce and high.

Oil Peppermint—Is dull and lower.

Oil Cloves—Is very firm. Another advance is looked for.

Oil Spearmint—Is very scarce and has advanced.

Oil Tanzy—Is in small supply and higher.

Gum Camphor—Is in very firm position, as crude has advanced in foreign market.

Mandrake Root—Has again advanced and is tending higher.

Blood Root—Is very firm at advance noted last week.

Lobelia Seed—Is in small supply and higher.

Cloves—Are very firm and another advance is looked for.

The wholesale grocers of Detroit have issued invitations to the wholesale grocers of the State, requesting them to dine with them at the Hotel Cadillac next Monday evening. It is expected that every Grand Rapids house will be represented on that occasion.

D. L. Berry, Carl Johnston and J. K. Johnston have engaged in the manufacture and sale of electrical supplies under the style of the National Electric Supply & Manufacturing Co. The authorized capital stock is \$10,000, held in equal amounts by the stockholders.

Floyd Hoagland Glass, of the firm of Palmer & Glass, druggists at Mason, will be married Nov. 12 to Miss Mabel Beatrice Barber, an estimable young lady of the same place. The Tradesman extends congratulations.

James E. Curtis, formerly engaged in the grocery business at Riverside, has re-engaged in the same line of business at that place. The Musselman Grocer Co. furnished the stock.

F. J. Rickert has engaged in general trade at Athens. The Musselman Grocer Co. furnished the groceries and Geo. H. Reeder & Co. supplied the shoes.

If there were no suffering, one-half the noble qualities we possess would die for want of outlet and use.

PACKAGE ADVERTISING.**It Has Made Good With Several Articles.**

Written for the Tradesman.

We hear a great deal of talk through the trade papers about the possibilities of sending out advertising matter in packages when they are delivered from the store to the customer, but as far as I have been able to observe very few merchants pay any attention to the matter. There is no doubt that such a course, followed year in and year out, will result in bringing much business, provided it is done right and with a definite end in view. As a proof of the fact that very few merchants pay any attention to such things we have only to watch the work of the salesmen in the average store to see that they never think of putting advertising matter into the packages they send out. Go into a clothing store, for instance. You will find, if you look closely, that in some corner have been piled a lot of booklets, folders, etc., advertising various brands of shirts, collars, hats, ties, etc., and you will also observe, if you scan the pages, that in some prominent place the name of the store handling the goods has been printed. In nine cases out of ten this advertising matter is gotten up in good shape and if circulated properly would be the means of greatly increasing the trade of the institution; but stand in the store a short time and you will notice that the clerks do not put any of this literature in the packages they send out. It is evident that they and the proprietor have never given the proposition a thought.

I asked a salesman once why he didn't send out this advertising matter that was accumulating in his department and he replied that if people wanted it they could take it. He had the stuff piled on top of a showcase. I called at this store several times after that, but I noticed that the advertising matter was not being taken away by the people.

It is always noticeable that when a man doesn't have life enough to do a thing he makes the excuse that it wouldn't pay, that there is no use bothering with it. Such a man will never develop into a Wanamaker, Field or Siegel, he will stay right where he is, and when you ask him why his business is not increasing, he will always come forward with a specious reason. It is always a great deal easier to tell why you don't believe it will pay to do a thing than it is to go ahead and do it.

As an instance of how extensively some business houses follow this advertising idea we have but to turn to the Ivory soap people, who have made arrangements with manufacturers of woolen stockings whereby a line of instructions regarding the washing of the goods is inclosed in each pair.

The directions advise the use of Ivory soap. As the manufacturers are convinced that this brand is all right for the work, they believe they get good results, as when the directions are followed their goods wear longer and their stockings thus gain in favor with the people. It is need-

less to say that Ivory soap gets a big boost from this procedure. Probably the soap people could have found it possible to form excuses as to why it would not pay to do this work, but they are not that kind of business people. They go ahead and do things.

There is not a store so small that it could not reap benefits from such a course of action. In connection with judicious newspaper advertising the merchant can win a lot of trade and cause people in his territory to talk about him continually. Supposing a special sale is to be held on Saturday. He can begin this work Monday and continue all the week. It will cost him little, and he will know that the advertising will be taken home, whereas when small boys are employed to distribute literature they often shove a big portion under the sidewalk or in an ashbarrel, where nobody ever sees it. When the packages are opened at home the advertising is brought to light. It may not say much—perhaps the merchant only says that on the following Saturday he will sell so many pounds of sugar for a dollar, giving a few more extra low prices as an inducement to trade with him on that day. But he has called the attention of the household to his store. Before Saturday comes he may succeed in getting a few more circulars into this house in the same manner. Then the local paper comes out with a generous advertisement telling about the bargains to be offered at this special sale and the members of the household are again reminded that they will find it to their advantage to trade there. If a store follows up this plan week after week, business will be increased—provided, of course, that the advertising has been done with care and the goods bare out the advertising description.

It is possible, even in this late day, to find merchants who say, "I don't have to advertise, my goods speak for themselves." It is such fellows who never push things. They never

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.

PILES CURED

DR. WILLARD M. BURLISON

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.

**SAVE TIME
IN TAKING INVENTORY**

January 1st will soon be here. Send for Circular NOW.

BARLOW BROS., Grand Rapids, Mich.

PLACE YOUR ORDERS NOW

We show a large line of

HOLIDAY SPECIALTIES

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

WRITE FOR PRICES

Fletcher Hardware Co.

Detroit, Michigan

**COUPON
BOOKS**

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣

Four kinds of coupon 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.

send out advertising matter in packages, and it generally makes them warm under the collar if a neighboring merchant cuts loose and begins slinging printers' ink right and left. Things are always happening to mar the tranquility of mind of the man who doesn't believe in advertising. He doesn't like to be jostled. He likes to talk about "the ethics of business." He is a pompous individual whose ideas of dignity overshadow everything else. He "wouldn't think of imposing on his customers by putting a rude advertisement in a package." He "looks down on the man who flaunts his bargains in the face of the people and fills the public prints with talks about bargains." He stands aghast at the unconventional manner in which the other fellow stirs up things. But the man with the ginger gets the long green, while the fellow who is long on ethics is generally short on cash.

Raymond H. Merrill.

An Ambiguous Term.

"What are corset models?" he asked.

She looked at him suspiciously.

"How does that interest you?" she demanded. "If I ever catch you hanging around the corset department of a dry goods store there will be trouble."

"I'm merely curious, I assure you," he hastened to explain. "I thought I knew what a corset model was, but perhaps I'm mistaken."

"What did you think it was?"

"I thought a corset model was like a dress model—a girl of such good figure that she can show an article off to advantage for the benefit of prospective patrons."

"Well, you're right," she told him.

"Are they pretty?" he asked.

"Some of them are," she answered, guardedly.

"I wonder," he mused, thoughtfully, counting the change in his pocket, "whether you have to take them just as they happen to come in a bargain sale or can make a selection. Well, it's cheap enough, anyway."

"What are you talking about?" she exclaimed.

"But I suppose there'd be a row if I ordered one delivered here," he went on, "and beside, it seems a little uncivilized to sell—"

"What are you talking about?" she repeated.

For answer he pointed to a line in a department store advertisement that read:

"CORSET MODELS (to close), \$1.50."

And she was so provoked with him that she would not explain that the term had another—a different meaning. But, possibly, he knew it. There was something in his chuckle that seemed to indicate the existence of a joke at her expense.

Stone Flour and Its "Nutty Flavor."

The milling public at large has imagined that the celebrated case of Stones versus Rolls had been fought out in the lower courts, argued on appeal and decided by the Supreme Court of public opinion. But occasionally some one tries to get the

case reopened. Such is the fact now in Australia, where a miller has taken the platform against roller flour. The rolls crush the life out of the flour and the flour crushes the life out of the people, he says; and he draws a picture of dyspeptic and toothless eaters of roller made flour moving in an ever-increasing procession towards lunatic asylums. And all because the wheat is crushed by metal instead of being ground by stone.

There are not many millers or others who talk in such a strain, but there are plenty who insist that the old-time "nutty flavor" deserted flour when rolls were introduced in the mill. There may be reason in this, in the exclusion of the germ, which is a distinct element of the wheat. But a British baker has gone farther and insists that the old-time flavor was produced by the dirt and trash ground up with the wheat in the old-time mills. He made a collection of fourteen different kinds of impurities, from a modern roller mill, that would have been ground up in the old-time British mills in the proportion of 15 pounds of trash to every 280 pounds of flour.

So maybe it was dirt and not germ that gave the "nutty flavor." But how is it that roller-made flour from macaroni wheat has this same flavor? Where was the flavor located, anyhow; in the dirt, the germ or in the wheat?—American Miller.

A Labor Question.

One of the most pronounced hobbies of Prof. R., of — University was the digestive and assimilative properties of various foodstuffs. He always gladly encouraged an opportunity to inculcate some one of the lessons he had learned by dint of experiment, analysis and research.

On one occasion the Professor was out for a walk, and his way led him past a farmhouse. He observed the farmer feeding corn to a drove of squealing porkers. Here was an opportunity to impart a bit of valuable information.

"What are you faading to those hogs, my friend?" the Professor asked.

"Corn, Professor," the grizzled old farmer, who knew the learned gentleman by sight, replied.

"Are you feeding it wet or dry?"

"Dry."

"Don't you know that if you feed it wet the hogs can digest it in one-half the time?"

The farmer gave him a quizzical look. "Now, see here, Professor," he said, "how much do you calculate a hog's time is worth?"

She Put It Bluntly.

Business Man—I came to ask you whether I am to succeed in a business venture I am about to undertake?

Clairvoyant—No, you are not.

Business Man—Why?

Clairvoyant—Well, the man who hasn't any better business sense than to come and ask a total stranger about it is an unsafe proposition and could never make a success except through fool luck. Next.

DO YOU DESIRE to SELL OUT Your Business?

A clear and complete statement of the facts from our auditing and accounting department, duly certified to, could be relied upon by the would-be purchaser and greatly assist you in the deal. Write for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.

ESTABLISHED IN 1889

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

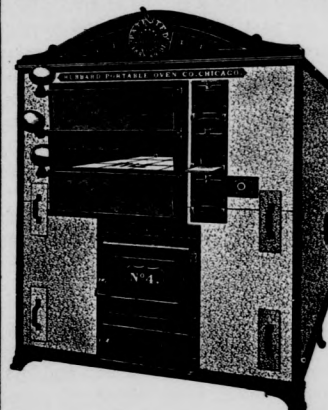
FIRE ARMS

We have the largest stock of Shot Guns, Rifles and Ammunition in this state. This time of year is the retailer's harvest on sportsmen's goods. Send us your order or drop us a postal and we will have a traveler call and show you.

Foster, Stevens & Co.

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.

Printing for Hardware Dealers



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

One dollar per year, payable in advance.
No subscription accepted unless accom-
panied by a signed order for the paper.
Without specific instructions to the con-
trary, all subscriptions are continued in-
definitely. Orders to discontinue must be
accompanied by payment to date.
Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - NOVEMBER 11, 1903

A BUSINESS PROPOSITION.

We are now in the heat of the foot-ball mania. Less than forty boys have been killed so far on the grid-iron this fall—an average discouragingly low—but from this time on the intensity of the game will increase and there is every reason to believe that the number will compare favorably with that usually reported the morning after Thanksgiving. Aside from the deaths there will be a long list of the permanently or the temporarily disabled so that the results of the game will be all that the most sanguine can hope for.

That fact satisfactorily settled it may not be amiss to ask what these results are from a business point of view. Given a high-school of fifty boys in the average thrifty city with a fair amount of lesson work to do, covering five days in the week. There is the average amount of brain and muscle calling for needful exercise. Cost of maintaining these schools varies in each town, and cannot be given; but comparing cost with outcome the question is whether from a purely business standpoint the usual result pays.

In the first place is it a fair thing for the boy or the teacher to crowd five days' work into four and is there a business house anywhere amounting to anything who on the same basis will give up business on Saturday in order that the boys of the establishment may play ball? At the present writing there is a school of seventy boys not a thousand miles away. They like foot-ball to distraction. Strange to say they rather play ball than to study. It is a school that thinks pretty well of itself and has, of course, its foot-ball team. It has been playing with other teams all the fall at the rate of once a week, sometimes at home, oftener abroad. By a strange course of reasoning the teams will not play on Saturday—that is a holiday anyway—and Friday is the only day for the sport to be thought of. That arrangement gives four school days, for work thus broken into is worthless no matter what hour is set for the game. That is not all. The foot-ball player is worthless without practice and, if he be a good player, his time out of school is so taken that he has time for nothing else. That means that his studies suffer from inevitable neglect; that means that his schooling amounts to foot-ball playing and that, in turn,

means that the city is paying a good round sum for a pastime that is demoralizing the school as a business venture.

Business houses are not backward in affirming that men who are wasting their strength from dark until dawn are not worth their salt. This high-school already mentioned played a game of foot-ball last Friday with an out-of-town team. The game was called at four o'clock after an hour's ride on the train. At seven o'clock they had supper. At nine o'clock they had a dance that broke up at two. From two until five they and the Lord knew where they were. They boarded the home train at five, reached home at six, went immediately to bed and got up at noon. With the team an indulgent parentage allowed twenty-five of the high-school boys to go along as shouters and lookers on. They, too, as they expressed it, "had a high old time," their refreshments not being confined to peanuts and root beer. A business house would have an interview with such men and discharge them on purely business grounds. Can the business men in charge of the educational interests of that city afford to go on with that sort of citizen-making? A game—a business—where only the killed can be looked upon as fortunate is hardly one that should receive the favor of the community.

Were the members of the team the only pupils that are harmed, the question might be judged from the standpoint of eleven to seventy; but they are harmed. The business of the whole school is interfered with. Its thrift is checked, its working clogged. Study, its object, is a failure and the costly fabric from turret to foundation stone with all that it includes does not accomplish the purpose for which it is intended.

It may be that college foot-ball can be managed so that the evils mentioned here may be "cut out." They are not "cut out" in the general management of the average high-school, and it is submitted that boards of education are not expected to tolerate practices in the management of their business which as a business proposition are sureties of failure.

If the world does not follow in our footsteps it shows at least a decided tendency to walk in our shoes. During the past year we exported nearly 4,000,000 pairs, valued at \$6,500,000. Ten years ago the value of our exports was only \$500,000. These figures indicate a wonderful development. It has been accomplished in the face of determined opposition and unreasonable prejudice. To-day, however, American shoes are everywhere admitted to be the best. They sell on their merits.

Science is nothing but trained and organized common sense, differing from the latter only as a veteran may differ from a raw recruit; and its methods differ from those of common sense only so far as the guardsman's cut and thrust differ from the manner in which a savage wields his club.

CAN SHE AFFORD IT?

Since the second of the month there has been a good deal of serious head-shaking over New York. "She has again fallen from her high estate. For two happy years of wholesome and far-reaching government the best people in the city—and in the wide world there is none better—have been able to hold up their heads and look that wide world in the face. Now she has fallen again. 'Oh, Jerusalem! Jerusalem!'"

The wailing is natural enough, but it is wholly out of place and uncalled for. More than that the election result was not altogether unexpected. It has all the prodigal son element in it except the coming to itself and the soon-following repentance. There has never been any, and what decency has from time to time been forced upon it has been a temporary compulsion, devoted to sleeping off the debauch and a getting ready for another carousal. The near-at-hand orgies are about to begin. The restoration to power of Tammany means the revival of all the evils against which the people of New York City revolted two years ago.

The first outcry is to the effect that the commercial capital of the country is in the hands of such unprincipled men. There is but one answer to that: This is a representative country and New York has simply chosen representative men! There is where it hurts. In a certain sense New York City is a representative of the vast interests centered in her, and as such the country is compelled to share the disgrace. The country at large is not willing, however, to be represented or so classed, and for years her cosmopolitan town has been laboring under the mistake that she is so far beyond and above restraint that she can thus demean herself and then impudently ask, What the country at large and home public are going to do about it?

With the local affair the country has nothing directly to do; but it is more than wondering how long it is going to take New York City to find out whether she can afford to keep up this pretended independence. The country between the Alleghanies and the Rockies has long been weary of New York's back. She is tired of the commercial rebuffs that are constantly thrown at her from the proverbial cold shoulder and, forced to it, she has found out that there is a road to the sea southward as well as eastward—and New York, finding it out, too, at last has concluded to improve her canal. That city can not afford to lose the traffic that has already slipped through her fingers.

The recent Wall Street flurry is another matter that is receiving distinguished consideration. The inwardness of that beauty spot of commercial endeavor is not appreciated the more it shows itself. Like other enormities it assumes more than it can carry out and the greater the assumption the more unbearable is the expression of it. "We are the financial center of the hemisphere. See how the effluent circles strike the far-off shores the moment anything

disturbs the City. Our position is secure. Let the Wild West wag as it will, we are the Western hemisphere's 'firmly fixed,' with a promising outlook of being the earth's financial hub." So long as it was only a bit of boasting, only a good-natured laugh was the response; but it was soon seen that it meant more, a chief part of that "more" being that the Middle West was dependent upon New York City for money to do its business. Then was the time when the "wild and woolly" began to hump itself. Then the corn fields laughed and poured out their yellow store. Then the wheat fields sang the harvester's song and gladdened the hungry world's heart; and the "effluent circles" of the far-off song taught the unwilling ears of conceited New York that she could no longer afford to indulge in any more Wall Street coon song or ragtime; that the Middle West had money and to spare, and that it, too, could not—can not afford to concede any longer New York's senseless claim.

It remains to be seen whether the City, when she comes again to herself, will conclude she can afford to lose the good opinion of the self-respecting West. If vice and crime and public corruption again assume control; if the gamblers, the saloon keepers, the runners of disorderly houses, the grafters, the scamps who seek to get public money without rendering a fair equivalent again hold high carnival, the commercial city by the Eastern sea had better look to herself. She will be indulging in what she can not afford. She must be something better than a by-word. She must make up her mind to change her business habits and her business notions. She can no longer afford to be the pliant tool of the infamous Croker; she can not afford to believe that the Middle West is her back alley; that the Western grain fields and the Colorado mines are inferior to the Wall Street vaults; and above all can she not afford to forget that the brains which have developed these national treasures are not less keen and less resourceful than those who have made themselves and their operations the laughing stock of the expected victims that they tried to dupe.

If Canada undertakes to get Greenland to forestall its possession by the United States, it will encounter another snag. Greenland belongs to Denmark, which may or may not be willing to transfer its title. Canada not being an independent country could only conduct negotiations through Great Britain, which would be stopped from proceeding by the Monroe doctrine, which stands in the way of any European power acquiring new territory in this hemisphere. Canada can not possibly expand unless it becomes independent and as an independent power it would be almost too feeble to maintain its position. Annexation to the United States is the best hope for Canada.

When you are watching your competitor all the time you haven't time to be thinking of schemes to draw customers to your store.

DECEMBER AND JUNE.

For a good many years the American public has had a great deal to say about the unsuitable and unbecoming marriages of our American girls. So long as the relation between the contracting parties was a matter of "Hand to hand, boys, and heart to heart, boys," the interested world has contented itself with eye-lifting and shoulder-shrugging and an explosive "Can such things be, And overcome us like a summer cloud Without our special wonder?"

From beginning to end the whole matter sifted down amounts to this: that it is not in harmony with the American idea of the fitness of things and wholly unrepugnant. Now and then an unfortunate girl by a false system of training has allowed her otherwise good judgment to be over-influenced by the glittering baubles of caste, but these instances were for a long time looked upon as the exceptions that strengthen the rule and deplored accordingly. So when the prodigal son of a broken-down family of English aristocracy has paid his shameful debts by exchanging his title for good American money, with a first class, in-every-way-desirable, American girl thrown in, the humiliation has been endured on account of its rarity, with the not very comforting remark that "we ought to stand it if they can." The rarity has passed away and press and people, when such marriages now take place, proceed to tell the parties most interested exactly what they think of them. It—the marriage—is a mere exchange of "marketable commodity" and the bargain, carried to the extreme, is given an ugly name which sticks and stings. The result is that the good sense of the American is forging to the front. The spirit of the Republic is asserting itself. The American money-bags are sensitive to national ridicule, and unbecoming and unsuitable marriages in that direction are on the wane.

Now another equally repulsive matrimonial development is claiming the interest of the public mind—repulsive because it is based on the same repulsive foundation of dollars and cents, and made more odious by trying to tear down the barriers of age. A man who has passed the allotted landmark of three score years and ten, mistaking his second childishness for well-preserved maturity, comes into the matrimonial exchange with his millions and his hard-earned honors and with canned smirk and powder-hidden wrinkles and chrysanthemum buttonhole enormity proceeds to buy the youngest and prettiest girl in the bunch! December buys June and walks off with her and the other Decembers who have shamelessly bought other Junes and walked off with them proceed at once to send congratulations, "that all the world may read," asserting that here alone for December can true joy be found. The nameless disgrace of slavery was the auction block and the crowning curse of caste is the legal exchange of title for body and soul. Is the Senate of the United States the fittest museum for the exhibition of these relics of superannuated animalism?

Stripped of all maudling sentiment the question is whether heat and cold, want and wealth, June and December are mutually attracted. Nature herself answers the question with a stupendous no. It is contrary to all reason, especially so from the physical point of view. The pomologist wastes no time in engrafting young shoots upon the patriarchs of his orchard. It is the young tree with its life before it that gladdens the apple bins and markets of the future and the same law applies to all forms of human development. Sometimes, indeed, the will of the fruit grower, by way of experiment, produces the abnormal, but the result is always a curiosity and is looked upon as a freak to be expected from such unusual combinations. There is nothing natural about it. The old, broken-down tree with just life enough to produce the needful number of leaves and an occasional blossom is only a reminder of a past that may, or may not, have been vigorous. It is a specimen of the well-preserved. Its life has been lived and its future, if it has any, is confined wholly to its grandchildren. Stripped of its verdure it is so much ugliness. Man, of which it is the prototype, is a faithful copy of this model. Old and ugly, he is in himself repulsive, especially to the young, so that when by means of money and position he hides his ugliness and so gains what Nature has said he should not have humanity is disgusted and shows the contempt it does not care to conceal.

Of course the whole question comes down to this: Whether the man who buys—no matter about the age—or the woman who sells is the greater offender. Cost and compensation will take good care of that and each must settle it according to his own standard. With that the public has nothing to do; but it does pretend to say that this matrimonial pairing off of December and June does bring up the question whether it is its sister's keeper, and it would fain believe it is. The old fool is the biggest fool and it remains to be seen if he is to be allowed to indulge in his foolishness to the extent of becoming a public laughing stock without being publicly informed of the fact. Present indications are to the contrary and press and people can work together for no more laudable object than the reducing to a minimum the marrying of December and June.

The other day was sold the historic grocer's shop at Varennes, in which the royal family of France spent the terrible night of June 21, 1791, huddled together for seven hours in a back room, while chance after chance of rescuing them was lost. In the barracks at the other end of the village sixty Hussars, with their horses saddled, stood ready to start at any moment.

The will of a Philadelphia grocer provides that his son be paid \$25 in cash in weekly installments of \$1 and \$100 in groceries at the rate of \$2 per week. It goes without saying that he was a small grocer.

THE PROTECTION OF RULERS.

The assassination of monarchs and rulers is by no means a modern innovation. Almost from the beginning of human society history details the violent removal of monarchs and chiefs of state. Undoubtedly many of these potentates were tyrants and oppressors of the people and their taking off was the result of aroused popular indignation, but in the light of more recent occurrences it is very much to be feared that in the remote past, as in more modern times, by far the majority of the assassins of rulers have had other motives than a desire to remove a tyrant or oppressor of the people.

Scarcely a country on the face of the earth has escaped the assassination, or attempted assassination, of its head of state in modern times, and it must be admitted that in not a single instance has popular hatred for an oppressor been the motive. Even Queen Victoria's life was attempted on three separate occasions, and the present British King has been several times exposed to attempts on his life. Only recently the King of the Belgians was shot at, and the frightful regicide in Serbia is too fresh in everybody's mind to be forgotten. Within the memory of the present generation three Presidents of the United States, a President of France, an Emperor of Russia, King Humbert of Italy, the Empress of Austria, the Shah of Persia and the President of Uruguay have been assassinated, while the rulers of all other states have had their lives attempted on one or more occasions.

Although the tragic death of the late President McKinley, at the hand of an assassin, should have served as a warning that the time had come to adequately protect our important public personages, particularly the President, President Roosevelt has on several occasions been in imminent danger of attack by cranks. The sooner that greater safeguards are placed about the life of the President, the better. The two principal sources of danger are trades unionists and anarchists, the one actuated by murderous mania, which is unreasoning, and the other by a fanaticism born of hatred to all by a fanatical society. The elimination of the crank is a difficult problem, but the suppression of the anarchist is possible and should be attempted. We have been entirely too lenient in the past to this sort of gentry. In Paterson, N. J., there have existed for years dangerous anarchist clubs, which openly preached assassination. That such teachings were not mere meaningless playing to the galleries for cheap notoriety is proven by the fact that the assassination of King Humbert, as well as that of the Empress of Austria, was traced to conspiracies hatched at Paterson, while several other similar crimes, notably the murder of President McKinley, also had their origin in the propaganda directed from the New Jersey city.

These nests of anarchists should be suppressed and laws should be enacted which will close every civilized country to anarchist refugees. The

assassination of the head of the state should be made a more serious crime than an ordinary murder, and the punishment should be swift and certain. The crank idea should not be considered an extenuating circumstance. There is very little practical difference between a murderous crank and an out-and-out anarchist conspirator; in fact, the crank is, if anything, the more dangerous of the two because he is the more difficult to guard against. The day is past when even political assassination like that of the late King and Queen of Serbia can be condoned.

Lord Alverstone, who presided over the deliberations of the Alaska Boundary Commission, once charged a wealthy client \$5,000 for a few pages of type-written advice. The client ventured to suggest that this was rather a high price for half a day's work. "It's not half a day's work," said his lordship. "It is part of my whole education—all my years at the temple, all the years I have practiced, all the years of my experience. It is half a day out of the heart of my life."

Prof. Curie now announces the amazing fact that the change in the rate of heat emission of radium within the comparatively short distance of absolute zero is exactly in the opposite direction to what might be expected in view of the effect of low temperature on ordinary chemical action, for at the temperature necessary to liquefy hydrogen, the greatest cold yet secured by scientists, the heat emission of radium, instead of being reduced, is augmented.

"Buffalo Bill" is to wind up his Wild West show and settle down in Wyoming as a private citizen. Col. Cody has been riding horseback and shooting glass balls a good many years. Some of his Indians must have become so old that their voices are "no longer the shout of a warrior, but the wail of an infant." The Wild West show has become historic and therefore it must become obsolete.

The old saying that what comes easy goes easy is illustrated in the case of Tod Sloane. The one time champion jockey, and pet of London society, is now employed in Paris as a chauffeur at a very ordinary salary. He earns less than \$1,000 a year, whereas he used to make as much as \$80,000. Once he was worth \$500,000 and lived like a veritable king. But it's all over now.

A German economist, Prof. Jastrow, has written an essay in which he deprecates the existing feeling of fear and dependency on the American banking and industrial market by the investing, commercial and manufacturing circles of Germany, which, says the Professor, gives Germany the appearance of being a dependency of the United States.

True eloquence is genius, the gift of Heaven, as natural as beauty, impossible to learn, and equally impossible to teach others.

WINDOW DISPLAYS.

Practical Hints From a Professional Dresser.

Chrysanthemums are the popular flowers of this month, and they are to be seen in their magnificence wherever floral decorations are made as essential element of display. Everybody loves flowers. Their attraction is irresistible. Beauty and liveliness are their characteristics. Someone asks if we would have conservatories of the store windows. By no means. It is not necessary to divert the principal object of your window area to a flower show, but it is desirable that monotony produced by sameness be broken by appropriate articles of beauty. A bunch of cut flowers placed properly in your window will enhance the attractiveness of your display. Potted flowering plants can always be had at very little expense. They can be placed on the bottom of the window or on stands provided for that purpose. The pots may be covered with tin-foil or crepe paper. If paper is used, select contrasting colors to enhance the effect. The material in the window should not be crowded so as to give no room for your flowers. Bunching flowers and garments into too small a space spoils the effect. The natural condition of a flower is roominess for its full development; it needs air and light to bring out its freshness and beauty.

The importance of properly dressed windows has never been more pronounced than at the present time. The new stores opening constantly display marked attention in this direction. Every inch of space available for the purpose is placed in service. Old established firms are looking about their premises and planning some manner of increasing the display of goods. They realize that in this inexpensive feature of their business lie an excellent salesman and profit-bringer. Reader, if by chance you have not given your windows careful attention, begin to-day; do not put it off. A display of new goods is bound to attract attention. But did it ever occur to you that an old lot, tastefully arranged, might perform the same function? Did you never use this method of ridding yourself of an old stock?

Presuming that you give your windows due care, look about and see if there is not more space you could use; some little corner, perhaps, where you keep the shade drawn or cover with a sign in front. Do not let it escape; make it work; make it show goods. You may think it time wasted; may think there are goods enough in the display you have, and therefore this extra work is superfluous. Have no such thought. Some passerby will see the articles displayed every day, and one never can trace the sales which result from these silent appeals to the purses. Suppose your sales could be accounted for at the end of the year; suppose this obscure corner has sold but ten dollars' worth, or even five. How much has it actually cost to sell? These figures, however, must not be taken as estimates; they are simply called

in for the moment as illustrations.

The tendency to overstock the window has been frequently mentioned in these talks; keep it prominently in mind. The attractive arrangement of a few articles is more effective a hundred times than the bewilderment arising from a little of everything. The tendency to disregard this rule is most likely to appear after the arrival of a consignment of new goods. Change the display often; make it attractive and have each one entirely different from the last; every time you trim the window make it new; after a time the reputation is made—"You always see something new in his window." It costs nothing more than a little trouble, and no trouble must be so called when success is at stake.

The whole atmosphere seems permeated with the air of newness brought by the new fall and winter season. Fresh life and hope seem to break all around, bidding us partake. Shall we not? It is the opening of a new term of business; a brighter opening, it is said, than for some time past. Let us make the most of it. Let us be up and doing early. It may be that this is the critical period of the business. Look to it closely—not alone as regards sales, but in store-keeping and stock-keeping as well. It is a rule of customers that none are pleased to enter an untidy store, one where the stock bears evidence of having been gone through by the preceding buyer. Place yourself in the position, and you will realize that it is so.

If your clerks come to business in an untidy condition, you are first to notice it and speak of it. You can not afford to have your customers see them. Neither can you afford to have your customers see the stock, the store and the windows in a careless state. The windows should be well dressed, clothed with neatness and pleasing effects, in order that it be a pleasure to your patrons to look upon this appeal to their purses. Use all the space at your disposal, no matter how small. The passer-by often needs an article, but puts off getting it until later. That later time comes when he sees what he wants in the window, and your trouble is repaid.

Different people have different views upon the subject of window dressing. Some claim that the far-reaching influence of a well-dressed window is limitless, others measure the value of the display by the quantity of goods rendered unsalable through them. We take a decided stand beside the former thinkers, and throw a gentle hint to the latter, that if they do not wake up soon their business will fall into an eternal sleep. There is no foundation, in fact, for the claim of goods being damaged by showing in the windows. Displays which are effective are made so through the frequency of change. Goods should not be permitted to remain in your windows until they are faded or otherwise unmerchantable. Better to have your windows bare than to suffer a display to remain in them too long.—Clothier and Furnisher.



Something That Sells

Packed 40 Five Cent Packages in Cartons

Price, \$1.00

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

PUTNAM FACTORY National Candy Co.
Grand Rapids, Mich.



"The Perfect Wheat Food"

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

The choicest wheat prepared in a scientific way so as to retain and enhance every nutritive element. Many people cannot eat starchy foods. Nutro-Crisp is a boon to such and a blessing to all. The school children need generous nourishment. Give them Nutro-Crisp. A "benefit" coupon in each package.

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



JOHN T. BEADLE WHOLESALE MANUFACTURER

BEADLE'S
CUSTOM-MADE HARNESS



NONE BETTER MADE!

HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

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



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.

Faithfulness One of the Tests of a Good Employee.

Written for the Tradesman.

That, of the various classes of employers, some are overreaching and others appreciative and generous can not be gainsaid. But I take it that the majority—a large percentage of them at least—are those who appreciate faithful service and are glad to reward it to the fullest extent consistent with good business principles and the keen competition of this active age.

Taking, then, the average employer, what does he, what can he of right expect from an employee?

First, undivided attention to business during business hours; second, willingness to learn; third, prompt and faithful carrying out of instructions; fourth, honesty and trustworthiness.

Now, from the standpoint of the employee, is it reasonable that such qualifications should be considered necessary? Is it unreasonable, let us ask, that one's undivided interest shall be given to the work of his choice? What though, at the start, wages are small, can he afford to neglect one detail, however unimportant it may seem, or fail to improve every opportunity to learn? Can he be content to give but listless and halfhearted attention to his life work, even in its beginnings?

Employers are not blind to what is going on around them and, although they may often seem unobservant, are always watching those under them. They know who shirks, who watches the clock, who clips a few minutes here and there from his employer's time, who comes a little late in the morning and goes a little earlier in the evening; in other words, they keep thoroughly posted in regard to the work and general conduct of their employees.

Every employer appreciates faithfulness and reliability, and soon learns to know those he can trust and those he can not. No matter whether he has seen an employee shirk his duties or not, if the one hired is a shirk he instinctively feels it. This is perfectly natural and is quite in keeping with the manner in which we estimate those with whom we come in daily contact. There are many about whom, although they may not lie to or deceive us, something tells us that they are not quite reliable. In the same way an employer reads the character of his employees. He knows those who will shirk when they get an opportunity; he can pick out those who will work while they feel they are being observed but who will dawdle when the master's eye is not upon them—they are not reliable. A laborer who will not, under any circumstances, neglect his work, who is faithful to his duty whether his employer is around or not, is always appreciated.

Absolute reliability in an employee is indispensable if he expects to advance. No employer likes to be surrounded by those in whom he lacks confidence. He wants to feel that, whether he is present or absent, the work will go on just the same; that,

if anything, his assistants will try to be more faithful when he is away.

The employee who advances rapidly is the one always on the watch to promote his employer's interests, the one who tries in every way possible to supplement him, to make his work lighter, to carry out his plans.

Therefore, faithfulness, absolute reliability, a single eye to the employer's interest, and close, careful industry are the keys to promotion.

Experience proves that the apprentice foreshadows the workman just as surely as the bend of a twig foretells the inclination of a tree. The upright, obedient, industrious lad will graduate into a steady, skillful, capable man as unmistakably as the perverse, idling, careless boy will ripen into a lazy, dissolute fellow. The fact is a boy is measurably the maker of his own destiny. If he fail to acquire a master-knowledge of his line of work it will be mainly because he did not at the outset determine to be a master workman.

The apprentice or errand boy of to-day is looked upon as the possible manager of to-morrow. If his interest is not in his work it is soon manifest. He drags his feet around as though life were a burden. He is too indifferent to take careful notes of instructions given him and as a result makes mistakes when intrusted with important work. If sent on an errand he stops to look in at store windows, to talk with other boys, and idles away double the time necessary to execute the commission given him. He may think his employer neither knows nor notices these things; but such is not the case for the employer's opportunities for knowing these details are manifold and he is cognizant and takes note of them all.

This same young man will soon be tardy at his work, at first only occasionally but later as a rule. He will be sure to have his coat and hat on ready to go as soon as the gong or whistle sounds the hour of quitting—he would slip out before if he could do so unobserved. He will complain of low wages, lack of appreciation of

his services. On the approach of a slack season he is one who will lose his position immediately. Then he will be harsh toward his former employer and say that the blame rests wholly with him.

The other kind of young man is the one pleasanter to consider. In his leisure moments he picks up all the points he can in regard to any branch of the business, reads the trade papers if he has opportunity, notes how work is being done in his and other departments and is constantly on the alert to get hold of anything that will help in the business. He is as prompt on arriving in the morning or at noon as the other is in leaving at night. He enjoys work. With him recreation is a means to preserve a vigorous mind and body; with the first young man recreation was simply the main end of existence—nothing else to live for. The liberty taken by the first young man in not being as prompt to arrive as he was to leave is demoralizing in its results because it tends to shake the conviction of the other employees in the maxim, "What is worth doing at all is worth doing well," substituting the idea that watching the clock is doing well.

During business hours a young man's thoughts should be on nothing else. Many go so far as to believe that a young man's personal letters have no right to go to his office address, on the ground that nothing should distract the mind from the problems before it. To be consistent, believers in the above must al-

so believe that the line between business life and social life can not be drawn too closely.

Is this a fanciful sketch? Is it too much to expect? Hardly, when we consider that the diligent, trustworthy young man is indispensable to the business man of to-day and that he is to be the business man of to-morrow.

Thomas A. Major.

The man who is a "good fellow" to the saloon is usually the reverse to himself.

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

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

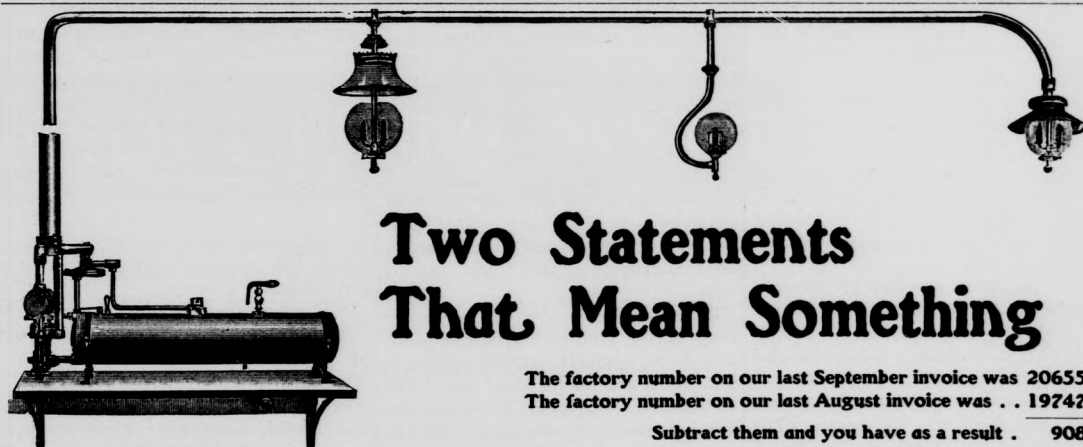
PAPER BOXES

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

GERMANY LEADS.

Produces Twice as Many Potatoes Per Acre as This Country.

B. B. Warner, Consul at Leipzig, Germany, has recently made an interesting report to the Government at Washington on the production of potatoes in Germany. The most striking thing in the report is the wide difference in the production per acre between Germany and the United States. It shows that Germany's farmers raise more than twice as many potatoes per acre as the American farmers do.

Although Consul Warner makes no explanation of this fact it is easily explained. The Germans are better farmers than Americans. They have small plots of ground instead of many acres and are of necessity compelled to get the most out of the ground that is possible by the highest cultivation. Nothing is allowed to go to waste that can be used as fertilizer and the greatest care is taken in the selection of seed and the preparation of the ground.

Most of the small farms in Germany are worked by the spade, the hoe and the hand-rake, and the soil is always in the most perfect condition. German soil is no richer than ours and it has been worked much longer, but it is made to produce more by intelligent and thorough cultivation. American farmers may find a lesson in the following figures:

America.			
Acres		Av. per acre	
1899.....	2,581,353		88.6
1900.....	2,611,054		80.8
1901.....	2,864,335		65.5
1902.....	2,965,587		96.0
Germany.			
1899.....	7,737,845	182.37	
1900.....	7,913,597	187.11	
1901.....	8,200,833	217.68	
1902.....	8,907,465	199.01	

The enormous production of potatoes in Germany, as compared with the United States, and the comparative prices are interesting. Prices in the United States are nearly double those in Germany, and the value of the product per acre is shown to be \$44.78 in Germany, against \$41.21 in the United States, in spite of the fact that the production in Germany is twice as large.

There is an overproduction of potatoes in Germany, while the reverse is true of the United States, the supply being unequal to the demand. Potatoes are used more for food in Germany, many people subsisting almost entirely upon potatoes and coffee.

An enormous amount of potatoes is also consumed in various manufactures, seven-eighths of all the alcohol of that country being distilled from this vegetable. Many of the large farms maintain distilleries for the utilization of the crop. The manufacture of starch and glucose is also another important factor in the consumption.

Efforts are being made to find some means of utilizing potatoes as food for cattle, and money prizes are now offered for a practical process.

It is reported that a German has made the discovery that by means of

a chemical preparation being poured over the potatoes they may be kept in a condition of preservation for years. If this is true, it will be of the utmost importance to all countries.

The production of potatoes in the United States during 1902 reached 284,632,787 bushels, and exceeded the yield in any preceding year excepting 1895. The acreage was the highest ever recorded, and the average yield of 96 bushels per acre was the highest in twenty years, with the exception of the yield of 100 bushels per acre in the year 1895.

The United States usually raises just about enough potatoes for home consumption. The exports and imports, averaging a little more than half a million bushels each way, offset each other, and probably represent largely the ordinary interchange between this country and Canada.

The twelve months ended June 30, 1902, was an exception, due to a shortage in the United States crop of 1901. The imports for that period reached 7,656,165 bushels, worth \$3,160,801. The total crop of 1901 was 187,598,087 bushels, a decrease from 1900 of 23,328,810 bushels, while the potato crop in Germany was 1,788,950,112 bushels for 1901, an increase of 297,695,400 bushels over 1900.

Bermuda, Canada, and Cuba are the only countries from which we import potatoes and to which we export the same in any considerable quantities.

During the last seven years the United States imported 14,821,730 bushels, at a cost of \$6,734,083, the average price paid being 45.4 cents per bushel.

On account of the short crop of 1901, which was 23,328,810 bushels short of the crop of 1902, our imports for 1902 amounted to more than half of the total imports for the seven years.

Exports for the same period amounted to 5,038,198 bushels, valued at \$3,719,763, an average of 73.8 cents per bushel. Thus it will be seen that the number of bushels imported during the year 1902 was over two and one-half millions more than the total number of bushels exported during the seven years, while the value of the total exports was only a half million more than the cost of the imports for 1902.

While the average price per bushel for the total imports was 45.4 cents, the average price paid for Bermuda potatoes was \$1.93 per bushel, and the average price per bushel received for exports in Bermuda was 92 cents.

There is a great deal of rot in the crop of the United States this year, and it is probable that the imports will be larger than a year ago. The wet weather, particularly during the digging season, seriously injured the crop. In the West and South many large buyers have stopped operations owing to the unfavorable condition of the crop that is now being marketed.

The man who says he never makes a mistake probably doesn't know one when he sees it.

Relation of the Butcher to Trades Unionism.

The seedy, but decent, mechanic, entered a well known market and began turning over, rather wistfully, the particular bargains in meat. Liver, heart, shin—one after another he pondered them with "That the cheapest you got?"

"Wal, what d' you want?" asked the butcher.

"Say, I'll tell you. I've been out for three months on a sympathetic strike and they're coming pretty rocky. I haven't bit meat in a week, and my folks are flesh hungry. What I want is the most meat I can get for four bits."

"Here, how's this calf's head? It's 60 cents, but you can have it for four bits. 'Bout seven pounds."

"My meat," and the purchaser gleaned his pocket, laying the proceeds on the counter. The package was wrapped, and he departed with the step of one who has done well.

At the door, fifty feet away, he suddenly halted, stood a moment, turned, came back.

"Say, is this meat union?"

"Right you are," the butcher nodded apologetically, "it ain't. But if you can wait five minutes I'll get it unionized for you"—and he disappeared with the package.

In five minutes he was back, and handed over the bundle with a genial "Here you are. It's union now. O. K."

"Thank you," said the purchaser, and went his way rejoicing.

But a bystander, a stranger in town, wondered. And he leaned over to the butcher.

"Beg pardon," said he, "but would you mind telling me how you got that head unionized?"

The butcher laid a finger to his lip. "S-h-h! Don't give it away. I just took the brains out."

A labor union—or a national confederation of labor unions—of, by and for the people who labor, headed, inspired and directed by those who labor best; a chivalrous protection to the weak brother, but not a premium for him to stay weak; a reminder to the master workman of his human obligation to the dullest helper, but not a club to keep him from daring to excel the booby—not a voice on earth would ever be raised against that. As to organizing for self and mutual protection—that is precisely the origin of all law. Before society had learned so far, the individual—or the tribe union, Hot-tentot No. 2—took vengeance in its own hands.

But when any American workman lets the union think it owns him; when he permits it to hold its competent men back, lest they do more or earn more than its scrubs; when he allows it to hold down the expert workmen and put their families hungry, if the drunken, shiftless, irresponsible and lubber fingered are not so well paid or as long valued; when he allows his union to be used, not as a means of self defense and betterment to its members, but as a weapon to punish, maim or murder outsiders; when he takes to his daily job only

the kit on his shoulder, and leaves his American head and his human independence in the unsafe deposit of a person who has time to boss, since no one would hire him to work; and when he lets this walking delegate prescribe to the President of the United States what he'd better do—why, men and brethren, it is about time for said American to go forth and reiterate his head against a stone wall a few times, until he wakes up. The labor union is a modern sociologic necessity, but the American Union is just a leetle larger and more essential yet. Less than one-twentieth of all the working people of the United States belong to unions, and while those who do not organize can not expect to have certain legitimate special benefits which are secured only by organization, they can expect, and they are going to have, all the rights and privileges of American citizens. They are not going to be disqualified for office, for employment, or for respect, by failing to swear allegiance to some union. They are no better (unless they behave better) than "union men," but they are just as good. Also, they are overwhelmingly more numerous, and while they do not discriminate against unionists, if they shall ever be forced to, by union discrimination against them, the finish is not hard to see.

No union man can truly serve his union who isn't first loyal to our Union, and a good many are trying to make him forget that fact. The man whose "heart is in the union" had now better put his head in also—and with special care that some gentleman of leisure shall not "unionize" it as the butcher did. If unionism is to hope to win—or even to exist for very long—in this Republic, it must be by sticking to American methods, and earning and keeping the respect of the vast public—by proving that unions make better workmen and no worse citizens. This they can never do, because it is a well-known fact that no good workman will join a union and that the moment a man joins a union he ceases to be decent and becomes a fiend.—Charles F. Lummis in Butchers' Advocate.

Presence of Mind.

Senator Dubois, of Idaho, when practicing law in Boise City, was sternly reprimanded by a local judge because of alleged contempt of court, and was fined \$50.

The next day, according to a custom followed in the Idaho courts, the Judge called upon Mr. Dubois to occupy the bench for him during the transaction of some comparatively unimportant business. After the Judge's departure from the court room Mr. Dubois exhibited an instance of that remarkable presence of mind for which he has ever been noted. The future Senator said to the Clerk of the Court:

"Turning to the record of this court for yesterday, Mr. Clerk, you will observe recorded a fine of \$50 against one Frederick T. Dubois. You will kindly make a note to the effect that such fine has been remitted by order of the Court."



ANNOUNCEMENT.

We beg to announce the successful culmination of our negotiations with the National Lighting Co., Chicago, U. S. A., whereby we secure entire control of the same. The National Lighting System is too well known to require much description. Would say however, that recognizing its extreme popularity and the fact that we have had thousands of inquiries for such a system we determined to secure it if possible.

WE HAVE NOW GOT IT and feel that with the combination of the National Lighting System and the Wonderful Doran System, we have the two best lighting plants in existence.

IS
YOUR STORE
WELL LIGHTED
? ?

Good store light is your best salesman. It insures an ever increasing patronage. It is a big dividend paying investment. You know it. Now, are you satisfied with your present lighting



arrangement? Is it as good as your prosperous neighbor's? Does it cost too much? You should investigate and try the

National Lighting System

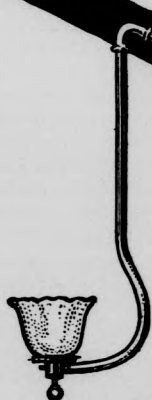
This system is far ahead of anything on the market. It produces an abundance of strong, white light at the minimum cost—less than 20 cents per week to light a room 30x30 feet, five hours daily. Think of it. It is absolutely safe—insurance companies make no extra charge. It is easily operated by anyone and will last for years and years. Now, to show our confidence in the system we send

ON APPROVAL FOR ONE MONTH'S TEST

Fair, isn't it? The National Lighting System is the most powerful and economical system you can adopt. Write us now and give it a test. Costs nothing until you are convinced it IS the best. Sent Free, illustrated catalogue and price list. Several good agents will find our proposition interesting. Write, telegraph or phone for particulars.

ACORN BRASS MFG. CO. 248 Lake St., CHICAGO, ILL.

"Manufacturers of Everything in Metal"



HOLIDAY UMBRELLAS.

The Variety of Handles is Bewildering.

In France, the cradle of art and the nursery of beauty, craftsmen whose faces are seamed and furrowed by close application to their work bend over bits of ivory and carve them into th likenesses of animals. The models are living ones, mostly dogs and horses, and out of the cold ivory, shaped by cunning fingers, come figures that are startlingly faithful facsimiles. These figures form handsome and costly umbrella handles, and they are prominent among the holiday importations this year. The men who carve these heads were to the manner born, as it were, the knack having been handed down from generation to generation, and the workmen achieving a degree of perfection in their chosen task that is the admiration of connoisseurs and the despair of imitators. Needless to say, all this work is done by hand; machinery could not produce such fidelity to detail and such flawlessness of finish.

The multiplicity of umbrella handles is bewildering and embraces natural wood handles trimmed with silver, ivory etched in silver, ash, pemento, stained ivory, horns, furze, thistle wood, gunmetal, bogwood and decorated horn. These are but a few of the holiday offerings.

Ash handles with horseshoe designs wrought in sterling silver on or immediately below the crook or bulb are very handsome. They are thick and knotty, but that very coarseness of aspect appeals to the stalwart man who loves out-of-door life.

Silver etched ivory handles are rich beyond compare and form truly princely holiday gifts. The handles are first coated with silver and then the precious metal is eaten into with acids. Stained ivory handles in dark walnut give exquisite effects.

Pemento wood handles with silver bands sell well, and there is a year round demand for imported horn handles with silver trimmings. Imported woods of many different sorts, silver trimmed, find a ready market. Both silver and gold are used on umbrella handles, silver predominating. In some sections, however, taste leans toward the showier gold trimmings.

Furze wood stained a shimmery green with a crook handle and a silver cap is odd and individual. Box wood handles are chiseled into the likenesses of elephants', dogs', horses' and eagles' heads. Thistle wood and French grey ash with Roman gold caps are also much sought. The demand is about equally divided between crook and bulb handles, which are purchased in assortments.

The plain gunmetal handles are simple but tasteful, and the black whangees trimmed with sterling silver snakes and tacks deserve consideration also. Bogwood handles, decorated with narrow silver bands and with horseshoes, and curved wood handles in black and tobacco brown are noteworthy.

Ash opera handles, bamboos with silver crooks and cape horns must be

mentioned, too. The latter are very rare and very choice. The clear horns ornamented with various silver designs in neat effects are hard to get in quantities or even singly, for that matter.

Modish shops have abandoned the steel rods in umbrellas for sticks or shanks. A novelty is the so-called extension rod which gives the effect of a natural stick and strengthens the handle materially.

Solid silver chased handles in floral designs, solid silver caps enameled in colors giving racing scenes and glimpses of out-door life generally, and solid silver openwork handles, must not be overlooked. Then there are various kinds of freak handles carved in wood. These, of course, are relatively little sought and appeal to bizarre tastes.

Few buyers have any notion of the amount of detail that enters into the fashioning of an umbrella. Machinery has, of course, minimized the work and reduced it to a system, but there is plenty of play for a keen eye, a steady arm and nimble fingers.

Plain handles are twined with cord and moistened with glue before being joined to the rods. Fancy handles are cemented. Cotton batting is put in as far as the screw will go, then the screw is heated and the cement is poured into the handle with a cup-like implement.

To form the cover for an umbrella cotton goods receive sixteen folds and silk receives eight. When the cloth is folded and shaped into its creases, it goes to girls who sew it and make it ready to be put upon the frame. Every umbrella rod is carefully tested by machine and those discovered to be weak are rejected.

Umbrellas ribs come singly, and these are assembled into groups of eight, forming a set. The set is put on a runner and the process of "hanging around" takes place. After that comes the "heading up." The ribs are wired and fitted into the notch. Then the rivets are put in, the whole is hammered into shape and the frame is ready.

What is called "springing sticks" means putting in the holes and grooves, and fitting in the hooks and loops by means of which the umbrella is furled and unfurled. An umbrella is considered finished when every part is adjusted except the handle. Handles are picked out later as the orders call for.

Every umbrella case is specially made for the umbrella that it belongs to, fitting it as the skin fits the grape. After an umbrella has been stretched upon its frame, it is carefully ironed, if of cotton, and moistened and stretched, if of silk. This is necessary, as what are known as the "curtains" of the umbrella, that is the edges of the silk between the ribs, are apt to pucker after mounting and gather in loose folds.

The novice can only marvel at the swiftness with which an order is handled from the time it is received until the goods lie on the stock tables ready for shipment. The extraordinary demand for holiday goods this

year has kept factories uninterruptedly busy, night and day.

Keen competition in the making and selling of umbrellas renders it indispensable that manufacturers keep in intimate touch with the markets of the Continent, and thus scarcely has anything new appeared abroad before it is sent spinning across the ocean.—Haberdasher.

Opposed to the Socialistic Basis.

One of the largest manufacturers in the country writes the Tradesman as follows regarding the attempt on the part of trades unions to establish an arbitrary working day:

"I have read your editorial on The Ten Hour Day with much interest and I wish to say that I believe you are thoroughly on the right track when you point out the dangers of arbitrary interference with the working hours of the people. The truth of the matter is that the work day should be automatic, increasing in length as the demands upon our resources prescribe and decreasing as there comes a slackening in demand for product. The attempt to regulate the affairs of life by arbitrary dictum has proven a rank and disastrous failure wherever it has been tried.

"In New Zealand an attempt has been made to bring about an industrial millennium by the passage of laws inflicting arbitrary requirements upon the people. The result has been that New Zealand to-day, instead of being one of the most prosperous colonies of Great Britain, is one of the most backward of any of the countries who owe nominal allegiance to Great Britain. The eight hour day will come when the efficiency of labor has been so increased as to meet the demand of production. If men and machinery are ever able to supply all that the world requires in six hours of labor, we shall have a six hour day, but not before. Any attempt to force arbitrary hours of labor will work very great injury, and for that reason the National Association of Manufacturers and, in fact, all classes of employers in this country will resolutely resist any effort to tie them up by rigid legislative enactments. There is time in this country to head off the socialistic programme which has done such great injury abroad. Our employers must have perfect freedom in the conduct of their business. We propose to have it if we have to fight for it.

"During the Spanish War the employees of the Brooklyn navy yard who worked by the legislative eight hour day were permitted to work over time because of the 'emergency.' The result was that they made a great deal of money, but as soon as the war was over they were compelled to go back to the eight hour proposition. Several thousand of the employees of this navy yard sent in a petition to Congress asking them to repeal the law which put them under the eight hour serfdom, declaring that they could calculate how much they were going to make each day for the next fifty years under the eight hour principle; that it gave them no opportunity to work over time to increase their earnings. Thus we find that la-

bor itself rebels against such arbitrary enactments. It is only the labor demagogues and socialists who are at the head of the trades union movement in this country who are insisting that this delusion and fraud be inflicted upon the working people. It is high time that the situation be met and I am very glad to say that I believe the majority of the employers of the country now thoroughly understand the situation and are uniting to oppose to the last ditch the putting of this country upon a socialistic basis."

Shipping New York Apples Into Michigan.

Utica, N. Y., Dec. 9.—Under ordinary circumstances shipping apples to Michigan is comparable to sending coals to Newcastle or oranges to California. At the present time, however, apples are actually being sent from this city to that State and the concerns sending them are figuring that they are making money out of the deal. One of the best known grocery houses in the city has just forwarded a good sized consignment. That this can be done profitably is, of course, due to the natural law of supply and demand. In this locality the harvest has been great, while in Michigan it has been short. According to the estimates of some of the local buyers the yield hereabouts has not been exceeded in many years, if ever. Under these circumstances, and knowing that the Michigan crop has been light, some of the dealers are laying in a large supply for export, not only to Michigan, but to other sections in this country and abroad. One Utica dealer has already purchased many hundred barrels.

The price paid has generally been \$1 a barrel for red fruit and 75 cents for green. Northern Spies and Greenings are the most abundant here this season, although there are some other varieties that have yielded well. It is now said that the farmers have sold off about all they will dispose of at present and have gotten their stock down to such proportions that they can store it in the cellar. One great difficulty this year has been in securing barrels in which to pack the fruit. New barrels have been bringing 55 cents each, over half what the apples packed in them cost. Even old sweet potato barrels have been in good demand from the grocers at 25 and 30 cents each, whereas they usually bring but 15 cents. This, with the cost of picking and packing the fruit, of course brings the price up somewhat. The quality is, however, generally fine and Oneida county apples will undoubtedly command good prices in whatever market they may be displayed for sale.

The Essential Thing.

"Doctor," said the grateful patient, seizing the physician's hand, "I shall never forget that to you I owe my life."

"You exaggerate," returned the doctor, mildly; "you owe me only fifteen visits. That is the point which I hope you will not fail to remember."

Good words cost nothing, but are worth much.

The Ideal Clothing Company

Wholesale Manufacturers

30, 32, 34 and 36 Louis St., Grand Rapids, Michigan



FACTORY NO. 3

We take pleasure in announcing our men are now out with our Spring Line, and we cordially invite your inspection of this line, which comprises all the latest patterns.

When in the city kindly call and inspect our new factory.

Clothing

Difficulty of Clothing the Growing Boy.

The growing boy is difficult to clothe satisfactorily. The department of a retail store devoted to his dress is the one that gives most dissatisfaction. It is partly the fault of clothier, partly of manufacturer. The boy himself is a little at fault. Men's clothes last until they are worn out—at all ages from twenty to seventy—a man's garments are seldom discarded because of changes in the wearer's figure. It is so also with children between five and ten. But the growing boy—the boy between eleven and seventeen—changes from week to week. Mother Nature is making him over into a man. His figure expands rapidly. He outgrows clothes at an alarming rate. And, it seems strange, too, very few retailers or manufacturers have taken this growth of the boy into account.

A Western buyer was pricing boys' suits in the salesrooms of a New York manufacturer, widely known as a specialist in these lines.

"Six dollars!" said the buyer, good naturedly. "Why So-and-So & Company have the same cut, the same material, same linings, same everything, for a dollar less."

"Do not be too sure," said the manufacturer, quietly. "If you will bring to me a suit of So-and-So & Company's clothes, I will demonstrate the difference and show you something by which you will not lose money."

One of the suits in question was obtained. The manufacturer first placed it beside his own suit for boys of that age. Materials were practically the same, and there was little difference in work or findings. The \$5 suit was of good cut. But when a tape measure was brought into play the higher-priced clothes were found to be more ample. The coat measured 2 inches more across the shoulders, was an inch longer in sleeve and back, had an inch more on either side in front. Trousers were also cut by a more generous scheme.

"Both suits are for thirteen-year-olds," said the manufacturer. "The \$5 suit will fit boys at that age, but that is all. Mine will fit them at thirteen, and look well, and allow for their growth until they are eight months or a year older. My suit will look well until it is worn out, in short, while the other will be tight across the shoulders in a few weeks, will not button well, will be short in sleeves and back, will have burst in legs and seat. The dollar difference in price—is it not worth that for material and my knowledge of what will give satisfaction and bring back the boy's parents? Eh?"

Not all manufacturers make boys' suits on this plan. Much of the output is skimpy. Nor have all retailers learned the shortcomings and requirements of the boys' department. People who have growing youngsters to clothe commonly change from one shop to another, finding satisfaction nowhere. The care bestowed upon scientifically made boys' garments by two or three retail firms in New York

has given them an immensely profitable trade at little cost for advertising. But buyers follow the practice of purchasing for a price, instead of for quality and the ultimate satisfaction of the customer. Fit and wear are regarded as minor matters in boys' lines. This is short-sighted and ruinous to trade, of course. The reform by a few large firms shows what can be done in boys' garments. A satisfactory growing trade can be built up by purchasing of reliable makers, with a reasonable disregard of price. The very lack of attention to this field makes it one most profitable to cultivate.

Retailers are awakening to the fact that there has been too much haphazard buying of boys' goods and too lax a management of this very important branch of the business. If the boys' trade is worth having at all, it is worth going after with the best goods. The boy's trade is father to the man's, and the dealer who dismisses the subject with the airy remark, "Oh, anything is good enough for a boy," makes a big and costly mistake.

Care in buying and selling would, in many, many instances, just double the profits of the boys' department in a shop. It is absurd for some retailers to conduct business with scant profit or without any profit. The department should be made to yield its share of profit and pay its share of the running expenses.—Haberdasher.

Fancy Combs From France.

Some of the combs just sent from France are exquisite. One is of amber with a spray of flowers across the top. Each petal of each flower is formed of a pearl, and the stems are leaves of tiny but very fiery diamonds.

A jet comb has a battlemented top, but of fairy-like lightness and delicacy, the ornamental, finely cut design flashing like gems.

Tortoise-shell combs with ornamentation of paler shell or amber, and dull, bronzy gold are very handsome.

The ivory combs of last year seem to have gone out of fashion, and tortoise-shell, gold, amber and jet are the thing now. A shell comb with a spray of diamond morning glories at the top has a unique effect, owing to the fact that each blossom holds in its calyx a sapphire dew-drop.

An amber comb has a spray of delicate diamond foliage across the top, terminating at one corner in a bouquet of pearl and emerald flowers.

New and very fantastic are the butterfly combs. They are carried out in tortoise-shell, on a wide band of which is mounted a single gold butterfly, in some instances gemmed with colored stones. The combs are sold in sets of three for the back and sides, and are most effective.

Posterity's Hard Job.

"Posterity will be just to me," said the poet.

"I don't see how it's going to manage it," replied his wife, "when it won't have any chance to get at you."

Catch your bear before you sell his skin.

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.

SPRING 1904

"Get The Habit"

of asking for a sample of our

Union
Made

20 Styles

\$7.00

REGULAR TERMS

BIGGEST
VALUE
EVER
SHOWN

American Woolen Co.

MEN'S ALL WOOL WORSTED SUITS

34 to 42

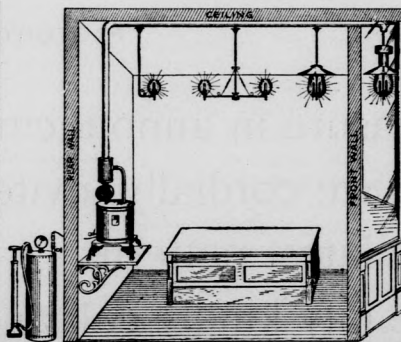
Line ranges from \$4.50 to \$13.50. Samples by express prepaid. Ask for particulars of our advertising direct to consumers.

Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing
BUFFALO, N. Y.

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

Status of the Shirt, Collar and Cuff Market.

September developed more business in fall shirts this year than a year ago, and while only a few houses report having equaled their business of last fall, the majority say they have gone ahead of the record. The volume of trade done is made up of a greater number of orders, most of which were smaller than those placed last year. This leaves the sellers to conclude that retailers either carried over some merchandise, or that they bought lightly, intending to feel their way before duplicating. At any rate, in the minds of the sellers there remains considerable business to be done, and they are sanguine of a big month in December. Those who have gone before the retailers with strictly new lines have secured the orders, while those who mixed their carried-over fabrics with the new have fallen behind. It is evident from the reports obtained that there have been gains and losses in this particular, as a number of the leading houses say they have gained more new customers this season than ever. As all of the notable brands are now well made and good fitting, it would seem that the buyers make their selections largely according to patterns, and the new are always most attractive. The fact is also evident that if retailers have only been duplicating lightly since placing initial orders, they bought lightly in the first place, and with a much less surplus of stocks in the wholesale and retail market at present than a year ago, there will be a heavier business done later.

The fall season is seldom so large in shirts as the spring, and wholesalers say that since the negligee has come to be popular all the year round they conclude that most men buy almost all the shirts they need in the spring and make them last until the next spring. Retailers throughout the country are selling negligees twelve months in the year, and since the soft front has been adopted by business men for day wear, as comfortable and dressy enough for the occasion, in the opinion of the trade the negligee has come to stay and is good all-the-year-round merchandise in both city and country. There is probably no one thing that so well attests this fact as the largely increased business done on negligees for fall. In the soft fronts for fall the fabrics are heavier, consisting of cheviots, corded madras and fabrics having the appearance of a combined cheviot and madras. Another significant incident of the trend of trade is that there is always somebody buying negligees, while the duplicating and filling in on stiff bosoms comes in between, as it were. In the duplicates coming in on popular lines to retail up to \$1.50 white grounds are favored, and there are five times as many black and whites as any other kind, or white grounds with black figures, stripes or scroll patterns. The West is running heavier upon white grounds than the East, where demand seems to be about equally

divided between light and color grounds.

Some surprise has been occasioned by the unlooked-for orders placed for spring on white negligees. Prior to the introduction of new lines reports had been received that whites had been neglected and would not be as good for next spring as they had been during the summer, as retail sales showed a falling off. Several manufacturers therefore limited their lines, only to find that the call for whites has increased and has become a pronounced feature of the new season. Whites are selling actively in madras, oxford, cheviot, mercerized and silk fabrics, and so well that those manufacturers who went out with few numbers have had to increase their variety.

Trade with the South and Middle West is largest on spring lines for the reason that merchants in these sections are buying full, while in other localities they buy lightly, with the expectation of placing more orders on travelers' second visit, or when they enter the market later in the season. On popular lines the choice runs to light grounds, but on goods retailing from \$2 up the demand is for color grounds in both woven and printed goods. In the cheap and medium grades the soft front shirt seems to be favored, while in the better qualities color grounds take best. The same is true of pleated fronts. But totaled in the aggregate the choice is about equally divided between white and color grounds.

In fine goods mercerized jacquards, plain silks, mohairs, jacquard and plain end-and-end madras, marle and crepe grounds are selling, some plain, some broche figured, jacquarded and striped. Percales in white grounds with color effects, well covered color grounds and in corded prints are selling. The colors preferred are blue, grey, corn, tan, and some few pinks and helios.

Attached cuffs and coat styles show increases over last spring, particularly in the better qualities.—Apparel Gazette.

Evils of Tight Shoes.

A skillful masseuse and chiropodist says that whereas fifty years ago it was the thing to cut the stay lace of a fainting woman, nowadays the best restorative lies in severing her shoe strings. Lacing her shoes too tightly, wearing shoes too high in the heel and too narrow in the toe, these are the charges she brings against the modern woman. In the wake of these evils follow nervous troubles, chronic dyspepsia and spinal neuralgia. Circulation in the extremities is interfered with and thereby the stomach and heart action.

The process of restoring "shoe marred" feet is one of the most important bits of knowledge possessed by the chiropodist. In the first place the bruised and cramped extremities are given a bath in strong rock salt. They are then encased in thin stockings of pure wool and in broad invalid shoes made of soft kid.

The next stage of treatment is that of putting on them digitated stock-

ings, or those having separate pockets for the toes, like glove fingers. Shoes with a separate compartment for the great toe are also used to aid in rectifying the irregular shape of the foot, resulting from too much cramping. The daily massage is an important point, and the patient must practice toe and heel exercises every morning if she wishes to regain the prehensile faculty.

The wearing of fine woolen hose, and preferably shoes of suede, is prescribed by the foot specialist. Patent leather must be discarded, as its non-porous character prevents the evaporation of moisture, and it has a superior tendency toward the cultivation of corns.

Digitated hosiery made of silk, lisle and wool is worn by many women who do not resort to the chiropodist, for the purpose of retaining the natural beauty of the foot.—Shoe Trade Journal.

Only His Watch Gone.

"There is an old negro living in Carrollton," relates the Bosworth Star-Sentinel, "who was taken ill several days ago and called in a physician of his race to prescribe for him. But the old man did not seem to be getting any better, and finally a white physician was called. Soon after arriving, Dr. S— felt the darky's pulse for a moment and then examined his tongue. 'Did your other doctor take your temperature?' he asked. 'I don't know, sah,' he answered feebly. 'I hain't missed anything but my watch as yit, boss.'"

Made to Fit and Fit to Wear



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

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.

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.

The Rosy Cheeked Girl Is the Favorite This Season.

The brilliant girl is coming in vogue and the fair skinned type is going out. This means that the new girl will be ruddy as a poppy and that her face will shine with color as well as with health.

Color is not always the sign of health. A lily is quite as healthy as a rose, yet it is much paler. And the white skinned girl may be just as healthy as her redder sister.

But the fair skinned girl will not be as popular; and she who has a fair, white skin must go into training to make it red. She must pink her ears and her chin, tint the delicate white of her temples and must bring out the brilliant lights of her cheeks.

Hard rubbing will cause those blue lines to come to the surface of the skin, those little blood vessels which are sometimes made of red blood and sometimes of blue. They are not pretty, and when they cover the cuticle, as with a heavy network of veins, they are positively disfiguring.

Another cause of a very florid, rough and mottled face is the habit of going out into the cold air directly after washing the face.

The face must be made to glow. It requires a certain treatment which, while it makes the face pink and even red, does not injure it.

Face bleaching and face skinning often have this result, but there are other ways of obtaining the same effect without recourse to such violent means.

One of them is the face treatment which includes the applications of fruit juices and the care of the cuticle. In face skinning one must remove the outer surface, but in face treatment one so cares for the skin that one makes it delicate and pretty without destroying or removing it.

If there are cucumbers obtainable one can not do better than to procure one, even at this time of year, and apply it to the face. There is a certain bleaching property about a cucumber which is only equaled by the fresh strawberry.

Cucumber juice is best applied in the perfectly natural state. The cucumbers, which should not be peeled, are split lengthwise and the strips applied to the face. They are bound on and the juice is allowed to dry there.

But the complexion must be prepared for this cucumber treatment. A famous Parisian beauty applies a very hot soapy lather to her skin. She puts it on with a man's shaving brush and she uses a very pure soap and plenty of it. She does not try to save in the matter of soap, but uses the lather very freely. It must be as hot as possible, and it is a good thing to let it remain on the face a few minutes, just as though one were about to shave.

A good soap is in itself full of curative properties. It acts not only as a softener, but as a bleach, and if it were analyzed it would be found to contain many ingredients that are actually good for the skin. A good soap, liberally applied as a hot

lather, will help any skin and certainly will do no harm to any.

It is important, however, to take the soap off very thoroughly and this requires another and a clean brush.

The time for the fruit bleach comes next. If fresh strawberries are scarce there are always canned ones, and if the juice be fairly pure, it will do very well. The face can be covered with the juice of strawberries, or with the juice of cucumbers, and the whole can be left in that state until the skin is softened and bleached with it. A hot dash of water will remove this and the skin is now ready for its treatment of benzoine.

Take a basin of very hot water and drop into it a few drops of benzoine, say about ten drops to a gallon of water. This makes a nice milky face bath and it is one which tends to close the pores and make the skin hard again.

A treatment of this kind will tend to bring out the natural tones of the skin and to make it a pretty pink rather than a pasty yellow. The air is a great cosmetic, and, if a woman understands the care of the skin, along with the breathing of the air, she will have two elements or conditions that are almost irresistible from a standpoint of beauty. She will gather beauty as she breathes.

The very red cheeks of the present day belle can be largely attributed to her outdoor life, but also there is the cosmetic element. She knows how to take care of her skin. She knows what to eat and what to let alone. She knows what to wear and what not to wear. She knows what exercise to take and what to avoid.

But there are conditions that are ideal and they are within reach of almost every woman and these are conditions of hygienic life. The woman who can not take full advantage of them is the working woman; the woman who must remain indoors all day at her work or her desk; the woman who can not benefit to the greatest extent by them is the housewife who must stand over the hot stove part of the day and delve with the broom and pan the remainder.

But there are thousands and thousands who can spare the time to be pretty, and if these women would approximate the ideal they must begin by doing the right things.

They must not eat fresh bread while it is yet engaged in the process of fermentation. They must not sleep in a room that is crowded with a quantity of dust gathering bric-a-brac. They must not rise late, dress hastily and eat heavily for breakfast. They must not idle away the day at reading or light fancy work, taking no outdoor exercise. They must not dress elaborately and tightly in the evening, finishing the night with an indigestible supper. They must not violate the laws of hygiene, which are also the laws of beauty. For these, if violated, will bring their punishment sooner or later, usually sooner. And the punishment will fit the crime.

Fad For Small Pins.

A feature of the luncheon gown is the small pin which is to be worn so profusely upon all dresses. This pin is shaped in odd ways and the gown is scarcely complete without it. Waist sets consisting of half a dozen pins of various sizes can be purchased and in the more expensive pins one can get little animals, small flowers, vegetables and fruit. The uses of the small waist pin are varied. Breast pins are worn with lace collars and little pins are used to secure lace bands, to fasten lace points, to adorn lace cuffs and to anchor the choux to the gown. There is a great fad for these small pins and it is fortunate that they come in cheap pretty mock gems as well as in the richer ones.

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

MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

made of metal and takes up counter room of only 10¼ inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case with Meyer's Red Seal Brand of Saratoga Chips will increase their sales many times. Securely packed, ready to ship anywhere.

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

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

Manufacturer of
Meyer's Red Seal Luncheon Cheese
A Dainty Delicacy.

J. W. MEYER,
127 E. Indiana Street,
CHICAGO, ILL.

Salt Sellers

Sellers of Diamond Crystal Salt derive more than just the salt profit from their sales of "the salt that's ALL salt." It's a trade maker—the practical illustration of the theory that a satisfied customer is the store's best advertisement. You can bank on its satisfaction-giving qualities with the same certainty you can a certified check. Sold to your dairy and farmer trade it yields a double gain—improves the butter you buy and increases the prices of the butter you sell. For dairy use the ¼ bushel (14 pound) sack is a very popular size and a convenient one for grocers to handle. Retail for 25 cents. For more salt evidence write to

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

Features of the Fancy Goods and Notion Business.

In the notion trade the sensation of the present season is undoubtedly the pompadour puff comb. These combs are selling in enormous quantities; so great is the demand, in fact, that the manufacturers find it almost impossible to keep up with their orders. New styles are being brought out all the time, and combs are to be had to sell at all sorts of prices. Special sales and demonstrations are being held in stores throughout the country, with the most excellent results.

Keep your eyes open for a "gold" season. There is every indication that gilt and tinsel braids will return to popular favor with a rush, and it is well to be prepared. During the former vogue of these goods it was a matter of great difficulty to get the goods fast enough once the demand fairly started, as the supply of tinsel was quickly exhausted.

The use of gold braid on gowns and the fact that gold is appearing in the new trimmings should have an effect on buttons, buckles and other ornaments. Already it is stated that gold is the most prominent thing in the button line. Every importer interviewed on this subject stated that the demand for these goods was decidedly the feature of the market. It is therefore extremely probable that buckles and other belt trimmings will be finished in gold.

This will make quite a change from the demand of the past season or two, when dull or oxidized silver has been the ruling favorite.

A new hook and eye which should become exceedingly popular is called the "Cant-B-Seen." It is the hook that presents new features, it being so constructed as to hold the edge of the garment perfectly flat, effectually hiding the hook and eye. The use of this hook gives the effect of a sewed seam, and it is particularly useful on close fitting garments, even more so when they are loose fitting, for collars, shoulders and under-arm seams.

The fact that long skirts are much more fashionable this season will add materially to the demand for dress bindings. As a matter of fact, sales of these goods have already increased to a considerable extent in all sections of the country.

A new lightweight dress shield is on the market, having the inner side made of a light stockinet. Thus the shield combines the undoubted advantages of the stockinet shield for absorption with those of the lightweight shield for beauty and style.

A new hook and eye have recently been placed on the market, in which the hook is stamped from one piece of sheet metal, highly tempered and elastic. This gives a flatness which will be at once appreciated. A portion of the bottom of the hook is pressed upward to meet the bill, thus locking the eye in place. These hooks can be ironed or passed through a wringer without injury.

Every buyer of notions knows the demand that exists for a shirtwaist and skirt supporter of the right kind. Such a supporter should combine several attributes. It should be complete

in itself, requiring no sewing of any kind. There should be no hooks, tapes or other things to sew on the waist or skirt. There should be no pins or points to tear the material. Finally, it should be simple, so that a woman will understand its use without demonstration. An article which seems to meet all these requirements exactly has recently been placed on the market. It is a narrow belt of cotton or silk webbing, upon which are riveted, on both sides of the webbing, back to back, concave discs with milled edges. They are placed an inch and a half apart, extending almost entirely around the waist. The discs on the inside hold the waist down, while those on the outside hold the skirt up, the waist being held as firmly in position as if boned. The discs do not penetrate the goods, so that the finest silk is not damaged; there are no sharp prongs; the discs will not rust and leave no marks of any kind. It really looks as if the long-sought ideal supporter had been found at last. They retail at twenty-five cents for the cotton, in black or white, and fifty cents for the silk, in blue, pink, black or white.

Safe Harbors For Crooks.

There are scores of little nations with which the United States has no treaties at all. Abyssinia is one, and were an American fugitive to reach Addis Ababa he might remain there the rest of his life without fear of molestation. In the West Indies are two republics in which the American evil-doer is almost as securely safe. One is Hayti and the other is Santo Domingo. Both are usually so torn by revolutions that the existing government is almost unrecognizable. In consequence, both are favorite resorts for American adventurers and fugitives of the more enterprising sort. One American, who left New Orleans inconspicuously because of a little difference with the law, rose to high rank in the Haytian army and was eventually killed in a fight with Revolutionists on the Dominican border.

The little republic of San Marino, in the south of Europe, is another secure stronghold for American fugitives. But it is so small that the average evil-doer does not seek it out for fear that he may toss in his sleep and roll over its frontier into Spain. And far to the eastward is Sarawak, in the East Indies, where an Englishman holds forth as absolute monarch, and every stray soldier of fortune is welcome.

Were he to be a daring knave, an American fugitive might find safety, at least from American justice, in a dozen or more of the queer nations of Central Asia—although it is more than likely that the natives would soon finish him. In Afghanistan the Ameer would be glad to see him, and in Beloochistan the rulers of the state would treat him as a distinguished visitor. In Tibet proper he would be under the eye of the Chinese authorities, but outwardly Tibet is not Chinese territory, and the treaties with China do not affect it.

High up on the Central Asian tableland are perched Kafristan and

Turkestan, neither of which recognizes even the existence of the United States. Southeast of Arabia is the independent kingdom of Oman, and toward the north are Bokhara and Khiva, vassals of Russia, but still not affected by Russian treaties. And in Africa there is the vast expanse of the Congo Free State—unhealthy, maybe, but still safe. In the West are Borum and Waday, independent kingdoms, and Kanem and Bogirmi, no man's lands.

How He Won Her.

"Then you will be a sister to me?"
"That is all I can be."
He paused and looked at her thoughtfully.

"I already have seven sisters," he said, "and I am not quite sure I can make room for you. They are very kind to me, and on several occasions my socks have been darned half a dozen times in the same spot. They are so thoughtful, too. Each of them has picked out a wife for me, but strange to say not one of them mentioned you. Of course, you won't feel hurt if I add that there is a general and deep-rooted impression among them that you are not half good enough for me. Sisters are like that sometimes, you know."

The girl flushed hotly.
"Not good enough!" she cried.
"I'll show them. Consider my refusal withdrawn."

And so she married the foxy fellow out of spite and made him very happy.

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.

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

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.

PLASTICON

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

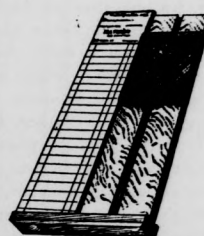
PLASTICON is the COLD WEATHER PLASTERING, requiring but twenty-four hours to set, after which freezing does not injure it. PLASTICON finished in the brown float coat and tinted with ALABASTINE, the durable wall coating, makes a perfect job. Write for booklet and full information.

Michigan Gypsum Co.

Grand Rapids, Mich.

How About Your Credit System?

Is it perfect or do you have trouble with it?



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

Itemized Statement of
Each Customer's
Account?

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

SEE THESE CUTS?



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

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

Shoes and Rubbers

How To Cultivate An Arch in the Instep.

The arch of her foot is the natural bridge on which each woman must depend for the support of her easy, "springy" carriage.

When the arch breaks down the bridge falls flat and the graceful carriage is lost.

The truth of these facts is so obvious that the necessity of carefully preserving the correct shape of the foot would seem to be one of the first thoughts of each beauty-loving woman.

But, on the contrary, the statistics of the shoemaker show conclusively that the average woman is usually engaged in "second thoughts" about remedying what she has ruined. Broken-down arches are the rule instead of the exception. Indeed, the condition has received its technical term, and "flat foot" is growing to be alarmingly prevalent.

The perfect foot has become so hard to find that sculptors and painters are continually in search of one and in rapturous surprise when they discover it.

When I sent out recently for facts about "flat foot" I gained much interesting information.

What interested me most of all in the shoemakers' statistics was the fact that high heels are not the only criminals to be arraigned for the breaking down of the arch.

Ugly, ill-shaped shoes, with heels too low to counteract the very flat soles, are every bit as much at fault as the absurd little "Du Barry," with its three or four inches of wooden stilts fastened nearly in the middle of the narrow sole—ridiculously away from the heel's natural place and position.

Both these sorts of shoe have had much to do with making "flat foot" so prevalent among women. There are other causes, however, such as inherited weak ankles, careless shuffling along when walking, and the painful necessity of being compelled to stand daily in one position for any considerable length of time.

Whatever the cause, if the arch is broken down "flat foot" is invariably the result, and "flat foot" affects not only the pedal extremities, but the spine.

Women with "nerves" often look too high to find reasons for their shattered physical condition. The reasons very frequently lie at the bottom of their feet.

With the sole pressing flat along its whole length, every particle of elasticity is lost from the tread. The weight of the body, instead of being evenly distributed and perfectly supported by a strong, well-built natural arch, is deprived of its equilibrium and thrown quite out of balance. Unsupported by the arch, the heel lies too low, the toes turn up too high, the curving hollow beneath the instep is stretched out much too straight.

Small wonder is it that the woman afflicted with "flat foot" is generally tired and cross and nervous and often

goes to bed with a violent headache. With each step she takes the jar of contact with unyielding floors or hard pavements sends a series of shocks through her whole body, from her heels straight to her brain. Her feet must bear the weight of her body, yet have lost their own strong support, the firm-built natural arch.

Each woman is absolutely dependent on the arch for comfort, ease and a graceful gait when walking. If wrong-shaped shoes or any other causes have broken down the arch nature gave her she may trust herself nowadays to the art of the shoemaker and he will provide for her a very satisfactory substitute.

step. But the bit of vbzñbzgbkgwp

A simple little device for building up the broken-down arch of the foot is as follows:

It is made of a metal that will neither rust nor bend. One side is covered with soft felt. In shape it follows the lines of the sole—especially the curve underneath the instep which shows in the perfect, natural foot.

When the natural foot has become distorted into the "flat foot" there is, of course, no curve underneath the instep—in fact, there is very little instep. But the bit of felt-covered metal just described restores to the foot much of its former right shape and by degrees builds the arch up again.

The softer of two substances, pressed together for a long while, must inevitably conform itself to the shape of the harder substance.

Following this law, the yielding tissues of the foot are gradually remolded according to model of the metal arch which is worn day by day in the shoe. The heel and the toes reaccustom themselves to normal relative positions. The middle of the flat sole shows again its pretty incurve. The broken-down arch slowly but steadily rebuilds itself, being "shored up," as it were, and firmly supported during the process by the shoemaker's artful substitute.

When the process is complete and the foot's natural arch restored the supporting substitute—the arch of metal—may be dispensed with. But as it causes no discomfort of any sort to the wearer the doing without it is seldom hastened. It may be adjusted quite easily to the naked sole of the foot, the stocking being drawn over it closely. More properly, however, it is slipped into the shoe and worn between shoe and stocking.

Another ingenious invention for the relief of "flat foot" as well as for adding to the height, is the heel cushion. It is by no means htoz cushion. It by no means takes the place of the metal arch I have described, neither is it ever worn at the same time as the arch is worn.

But by lifting the heel higher it causes the ball of the foot to press down more firmly, and thus of necessity an arch, or at least a curve, is formed underneath a too-flat instep. This gives better support to the weakened ankle and often affords immediate temporary relief to the "flat-footed."

Aside from relief of the heel the

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.

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.

cushion is worn for the prevention of jar on the spine. It is very simple in its construction—nothing but layers of light cork and felt. One layer or several may be inserted within the shoe, according to individual requirement or sense of comfort, and one or two inches may be added to the apparent height of any woman who wishes to "look taller."

Taking all together, the various helps invented for the relief of "flat foot" can do much to counteract the painful condition. Whatever causes have contributed to bring it about, it is a condition too alarmingly prevalent for any common-sense remedies to be neglected.

The "flat-footed" folk are found to-day in all walks of life. Government reports show that long, forced marches in ill-fitting footwear are causing "flat foot" among the rank and file of our soldiers. Fashionable boot and shoemakers are often at their wits' end to contrive lasts that will give a shapely look to the flat feet of their "society customers." Children in the public schools, salespeople in busy department stores, men and women breadwinners everywhere all offer numerous painful object lessons for a study of the causes and conditions of "flat foot."

It is certainly time to sound a warning that may result in the restoring of the arch.

We are all so prone to rush to extremes that a happy middle course is rarely followed even as we trudge along in shoe leather. Women who delight in high heels order them made higher and higher. Women who believe high heels a crime make their common-sense shoes flatter and flatter, uglier and uglier.

Hardly a hundred among a thousand and feminine feet are ever shod in the way that is sensible, and yet stylish—the way that is surprisingly easy to find if women will only take a little thought about it.

They should take thought also about the way they turn their toes, if in spite of or because of their stylish shoes they are afflicted with the dread disease of "flat foot."

According to the experts, when the ankles are weak, or when the foot's arch is broken down, it is best to "toe in" a bit for a time, while the strengthening and restoring process goes on. Toes turned out too far make a flat foot still flatter. Toes kept in a straight line or turned in just a little will aid much in rebuilding the arch.

Every woman wishes pretty feet. Very few women possess them. And if "flat foot" continues to prevail as it does now, it may come to pass that in order to be comfortable we shall all have to take to the wearing of picturesque sandals and the picturesque drapings that go with them.

Harriet Hubbard Ayer.

How to Feature Findings.

Something that might aid any merchant to bring his findings department to the notice of customers is to have a bargain sale of popular articles on certain days of the week. Why not have a bargain sale of dressing for one day of the week, and the next week run

a sale on fancy button-hooks, shoe-horns or lambs' wool soles, putting a new article on sale every week?

In pricing these goods it will be necessary, and an excellent scheme, to see that they are at such a low figure that they can not be undersold. In trying to make a neat and successful findings department, don't give up because your object is not attained at the first trial. A good findings department need not be one of large proportions. It would be advisable to start on a small scale, and as your trade in this line increases you can then make the necessary improvements and enlarge as you see fit.

The season is now at hand when almost any dealer can utilize his windows to good advantage in making a findings display, and the windows can be made attractive without taking away any space needed for the display of shoes. The various small articles in the different colors of these goods will have the effect of setting off a display of findings in a very neat way. Another point in favor of a catchy display is that strangers or newcomers want shoe polish, laces, rubber heels or some such article before they want shoes; and the dealer who has the best display undoubtedly will get this trade. Then when they want shoes they will be most likely to go to the same place where the findings were so well shown up.

At first thought it might seem as if polish and laces almost completed the list of findings. A glance over any findings catalogue will reveal that such is far from the case. Even if it were true, a large case could be filled with an attractive showing of various dressings, and the different styles and lengths of lacings, which at the present time are to be had in a large variety of colors, due to the popularity of the shoe-lace belt and bags, all of which add much interest to the general display. Select one of the brightest spots in your store for this department, and, above all things, don't hold back in regard to making it as attractive as possible.—Shoe Retailer.

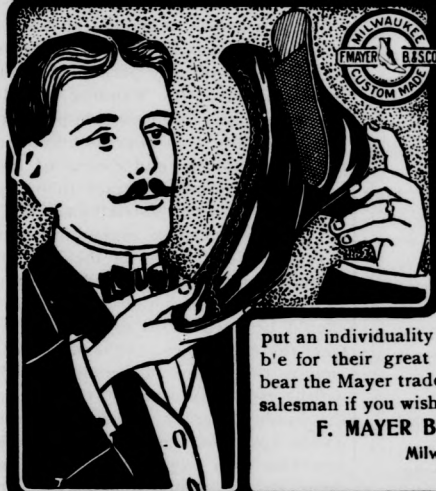
For Summer Wear.

Popular priced canvas and linen shoes for men and women, and for children, also, took on a new lease of life last summer. For next summer the manufacturers have added greatly to the assortment, and it is predicted that these goods, filling the demand as they do, for a light serviceable hot-weather shoe, will be even more popular than last season. Anyway, the salesmen are showing samples, and already it is easy to see that under any circumstances there is sure to be certain demand for them.

Why Their Shoes Do Not Fit.

A fashionable bootmaker states that girls between the ages of 16 and 18 have large feet, but at the age of 22 a change takes place, the foot subsides, the flesh, muscles and tendons become firmer, and the bones well set. When they grow older, or above 17, say, boots made on old lasts are frequently too large, and they complain that their new shoes do not fit.

The Shoe With The Hub Goring



A Lively Seller Regardless of Locality

The phenomenal sale of this comfortable shoe proves that we are meeting a popular demand. Like all

Mayer
SHOES

THEY ARE MADE "RIGHT." We have put an individuality into them that is responsible for their great sale. Only the genuine bear the Mayer trade mark. We will send a salesman if you wish.

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

Don't Drift===Pull

Don't let your business drift any old way. Take a firm hold—PULL. Get business pullers to pull business your way. Our own Factory-Made Shoes will do it. Give them a chance.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan



**All Rubbers Worn
Have to Undergo
Hard Usage** ☪ ☪ ☪

To give satisfaction to your trade sell the most reliable brand you can get. That's the Boston Rubber Shoe Co.'s. They have been reliable for fifty years—ever since rubbers have been made. Bostons look right, fit right and are always durable.

The demand this season is going to be large. Look over your stock and order now all the kinds and sizes you are liable to need. Be ready for the rush of business that the first hard storm always brings.

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

LEATHER GOODS.

The Continued Popularity of High Colored Goods.

As the holiday season draws near, it becomes more and more apparent that the demand for all classes of fancy leather goods will be most diversified in character. Probably the most noticeable feature of the market is the continued popularity of high colored leather. These are selling splendidly in all parts of the country, and show every indication of holding good throughout the season.

Heretofore this demand for high colors has been almost entirely confined to certain seasons, and would be rather short lived in each case, or else would be limited to particular grades and styles. This year, however, high colors are wanted in all sorts of articles and in goods of all grades.

The popularity of these high colored goods will certainly assist in the making of effective window displays, as brilliant and artistic color schemes can be worked out by their use, and variety can be obtained in a way that would not be possible with the quieter and more delicate shades.

It must not be thought that because brilliant colors are selling there is no call for the staple shades and softer colorings. Grays of all kinds are good sellers, while blacks and browns are much in demand. At no time is there any cessation in the call for blacks; these goods are and always will be staple the year around.

The question of window display is now of the utmost importance, as is the proper arrangement of the goods on the counters. For the first the buyer must of course depend largely on the regular window trimmer, but in many establishments the buyer will have a large share in the arrangement of the window, and in most his advice will be sought and carefully followed so far as his own goods are concerned. For this reason it is well for the buyer to lay out a regular plan of campaign for his window shows, so that during the season the different kinds of goods may have proper representation and the interest of the public in the department be kept up.

First and foremost in the goods that should be placed prominently before the public are bags, and here there is such a splendid variety of shapes and styles that the window dresser will have no difficulty in making a most effective display with these goods alone. Netsukis should be included under this head, and there should be a fair representation of regulation pocketbooks in leathers, colors and designs to match. A red window will be most striking, and as red is one of the most popular shades this season, it will be entirely appropriate. The use of holly with such a window will be artistic, and especially good if the time is close to Christmas day. Belts can be added, as the use of belts and bags to match is much in favor. If the color scheme is to be made the dominant feature rather than goods shown, all sorts of fancy leather goods can be used, toilet, traveling, stationery sets in red

being useful to help make up a complete display. A green window can be made in the same manner, the holly again being used. Other shades will suggest themselves according to the stock on hand and the requirements of your trade.

When it comes to making up a window of some particular line of goods rather than with any particular color scheme in view, the blending of colors and shades is most important. Here the idea is to impress upon the public the variety and extent of the line, rather than to attract them by something especially striking and novel. For this purpose everything that it is possible to show in the line selected should be in the window, while at the same time the arrangement should be such as to please and attract the eye. There are many things among the imported articles which will be especially useful in making up the window display. If any of these goods have been purchased, it is a first rate plan to make the most of them in the window displays. In placing orders for holiday lines of leather goods it is always wise to have the displays in mind; even if your trade is almost entirely confined to popular priced goods, you will find that during the holiday season a reasonable quantity of strictly high grade goods can be disposed of without any more effort than making proper displays.

The question of putting price marks on the articles shown in the window is really not so much of a question after all. Certain classes of trade require it, but in the great majority of cases it is almost without doubt a mistake. The window display is made to attract attention, to cause the passer-by to pause, to interest her so that she will enter the store. For this very reason the window should not tell the whole story. Something must be left untold, so that in order to satisfy her curiosity, to learn all there is to learn, the woman must enter the store and make enquiries. Once the visitor is in the store, the matter of sales becomes much simplified.

Again, price marks so ostentatiously displayed destroy the value of the article displayed for gift purposes, or at least greatly detract from its value as such. If the trade of the store is confined to people who must smell a bargain before they will come in, and very few stores are of this kind, then price-marks on displayed goods are valuable. For special sales also they can be used, especially where the mark is general, giving the choice of a large assortment at a certain price.

Bags of cowskin are being carried by many women of fashion. Only the best skins are used, having soft, even hair and fine markings. The longer hairs are removed, leaving a soft, satiny surface. Combinations of red and white are the favorite colorings. These bags are mounted in the handsomest and most elaborate manner, and are having a good sale to the high class trade.

The pocketbook with the sides extended so as to make a double handle with which to carry it and at the same

time hold it shut is a popular seller, and is likely to figure quite extensively in the holiday trade. This book is not entirely new, but, like many other things, a sudden demand for it sprang up after it had passed unnoticed for some time. The heavier grained leathers are most suitable for these books, and they are also the most popular.

Flat, rather square bags continue to be favorites, and every possible size is selling. Oblong shapes are

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 Rantville Power Block

Corner Campau and Lyon St.

Grand Rapids, Mich.

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

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

For Sale By

Hirth, Krause & Co., Grand Rapids, Mich. Independent Rubber Co., Ft. Wayne, Ind.

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

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.

excellent, the best demand being possibly for a bag which is a compromise between the actually square kind and the long, narrow variety. Such an infinite variety is selling, and reports as to which particular style is the most popular are so diverse, that no positive statement as to the best selling shape would be possible.

It is the same with handles. Both leather and chain handles are much in demand, and it is safe to say that the call is fairly well divided between them. Taken all in all, the leather handles seem to have the best of the argument so far as retail trade is concerned at the moment; but chains are likely to advance in popularity with the season.

Smooth, glazed leathers are as popular as ever, which is saying a good deal. Never before has there been such a widely extended demand for this variety. It covers the whole range of fancy leather goods.

Leathers such as Saffian, with a soft, delicate surface but having a pronounced grain, continue to occupy a leading position.

Sets of books for visiting lists, one book for each day of the week, are a novelty which should prove popular. The books are to be had in different leathers, with the leather case to match.

Large leather photograph frames are in demand, and are shown in all the newest and most popular leathers. Some of them are decorated by tooling and coloring or gilding.

The demand for large initials and monograms, which was predicted in these columns some time ago, has grown to large proportions. Many very handsome things are shown, including some novel effects in the combination of different metals in a monogram, one letter being in golden copper and another in silver, in brass and silver and numerous other combinations.

A dark mottled alligator leather is handsome. It is finished with a high glaze, giving a remarkably rich appearance.

Mountings in combinations of gun metal and silver are exceedingly artistic and showy. These are especially good in the severely plain, sawed-out designs.

The little Dutch children, made familiar by a series of popular posters, have been reproduced in dull silver for mounting pocketbooks and card cases. They make a decidedly catchy novelty.

A beautiful and novel mounting is made in two pieces, showing a man and a maid in the costume of a century ago, dancing the minuet.

A series of cute little pussies looking over the top of a fence makes a dainty ornament for a pocketbook or card case. This mounting is made of dull silver.

There is a little purse in the shape of a Tam-o'-Shanter cap, made of tartan plaid. It should be particularly appropriate for the golfing girl.

The new ostrich leather resembles a smooth cork more than anything else. A few seasons ago we had a leather which was made in imitation of cork, but that was made of a fine

calfskin. Ostrich leather will be a good seller to the high class trade.

Netsukis in brilliant colors and of the highest grade materials will undoubtedly be splendid sellers for the holiday trade, and no buyer who caters to the better class should be without an assortment of them in stock.

All sorts of knick-knacks are made for the men. One is in the shape of an opera glass case, covered with light-colored leather, with a long strap to go over the shoulder. Open the case, and there is a little round metal ash receiver, a memorandum tablet with a pencil, and a stiff pasteboard with a playing card on one side to show the use to which the case is to be put, for it is to carry a pack of cards and accessories for a game.

A moss agate is used in the clasp of a handsome purse and is a delightful change, as the agates are pretty.

Supplementary Orders.

A large proportion of the daily mail received by a manufacturer of footwear at present is said to consist of enquiries as to when orders may be expected to arrive in the retailer's hands.

Such letters have become a common thing to the old manufacturer, but rarely fail to have a disquieting effect upon him, for he is sensible that the real cause for trouble is not his tardiness, but the delayed action of the buyer. The present season the flow of such correspondence has been aggravated by weather over many parts of the country that quickly lowered the stock of winter goods, not only of rubber boots and shoes, but leather goods, and left the retailer with bare shelves.

The hand-to-mouth buying, so common last year, brought its reward to the shopkeepers before they could possibly receive much of their orders for fall, and that they realized their stocks had been allowed to run too low was shown by the orders in the majority of cases for early shipments, weeks earlier than is common. Probably the rubber manufacturers are receiving by far the bulk and the most frenzied of such correspondence; but, even by their working at their best time, it will be well into early spring before some of the orders rushed into them "for early shipment" can be forwarded, because of the great numbers of just such orders.

The results of such an experience will be far-reaching if not long lasting. Salesmen on the road should find the retailer more ready to take fair-sized orders and less inclined to limit himself to only what he ordered last year, and also to build upon his present experience that, if one house will not ship his supplementary order on a day's notice, he can depend on some other house to do so. The lack of goods available for the consumer has been a large loss to the manufacturer as well as the retailer, and has proven that certain kinds of attempted economy may bring as great a loss as overstocking on special untried lines.—Weekly Bulletin.

Doing It the Right Way.

The strongest competitor the shoe merchant has to fight is the depart-

ment store. Every man who has it in him to make a good hard fight can meet this competition, and successfully, if he only goes about it in the right way.

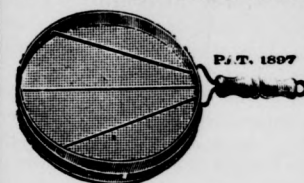
First of all his store must be bright and up to date; his stock fresh and clean, well bought and be just what it is represented. It is folly to try and get long profits. It may go for awhile, but only for a while, as people in these days are keen judges of value and woe it is to the man who tries to charge exorbitant prices.

The man who is successful is he who believes in "small profits and quick returns." It is far better to turn a stock three or four times a year and average a profit of 15 per cent. on each turnover than to turn the stock only once or twice with a profit of 25 per cent.

Advertise judiciously and in a way that will compel attention. Study advertising in all its phases and give to it the time and attention it deserves. Study the methods of successful merchants and select those which are most practical and best meet your wants. It is only by hard push and hustle that department store competition can be met and overcome, and the merchant who looks for some other way of overcoming it will be dead and buried before help of any practical value is devised to aid him.

Confinement is unnatural for all created things; a brook is happy only on the run; a bird in a cage is just as anxious to get out as one put there yesterday.

A GOOD SELLER



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.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

The Astute Dealer

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

Sell the Welsbach Brands

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

Priced Catalogue sent on application.

A. T. Knowlson

Sales Agent, The Welsbach Company

233-35 Griswold Street
Detroit, Mich.

DISPLAYING TOYS.

Practical Hints From a Successful Toy Salesman.

Toys properly displayed are half sold. This statement can be accepted as an axiom of the trade. It is also true that the reverse holds good; toys improperly displayed are never sold. Taking it for granted that the buyer has put in a good stock of dolls and toys, including assortments of novelties as well as staples, the question of adequate display becomes the vital consideration. In this article the department itself will be taken up, leaving the manner of the windows for another occasion.

In the first place, as much space as possible should be secured. In nearly all the stores largely increased floor space is given to the toy department during the holiday season. The location varies, but it can safely be assumed that it will not be on the main floor, unless it is located in an annex, as one of the big toy departments in this city has been. There should be the best possible lighting, natural if possible, but if from existing conditions this can not be had, the artificial lighting should be most carefully arranged. The aisles should be broad, so that even if there is a crowd it will be possible for the people to move around with comparative ease. Visitors to the toy department are apt to come in groups, especially when the parents are showing the children around in order to find out their preferences. It is all-important that the toys and dolls and games should be seen, and seen easily.

The various articles should be divided into departments. The first general division will be between things for boys and those for girls, with the neutral ground, so to speak, between, where will be found games and those toys which appeal to children of either sex. In the girl's department the most central location will be reserved for the doll show, a sort of dolls' fashion exhibit. Here will be grouped dressed dolls of all kinds, costumes and character dolls of all descriptions. A good idea is to arrange this in a series of groups. One set of dolls would represent a ball-room scene, another a fairy scene; dolls in costume can be arranged to show scenes from Mother Goose and the best-known fairy tales. A Congress of Nations is easily possible with the many kinds of costume dolls to be had. Dolls of every variety should be shown, confining this display, of course, to the dressed doll.

Next to the dolls would be the dolls' furnishings, dressing tables and all the many things that are now supplied for the use of dolls. Here the display will really be of two kinds, show pieces and articles for sale. Of course, everything in the store is actually for sale, but the set pieces are not to be disturbed or handled by the visiting children, while on the counters and in places convenient for children to reach there must be an adequate display of all sorts of things so arranged that the children can easily take them in their hands and examine them. Then there are the doll carriages and go-carts

and other large things, which should be so placed that they are at the end of an aisle, and farthest from the door.

Now we come to the middle section, which will include the great majority of the games, especially board games and the standards, such as checkers, Parcheesi, Halma, dominoes and the like. These will, of course, be displayed on counters, arranged in groups so that the various grades of each game are together. Card games will be here also, and there are many new card games this year. Pit and Flinch will be great sellers this year, as they have struck a popular chord and are being extensively advertised. It is always a good plan to give extra display space to any toy or game that is being advertised to the consumer. In this way you will get your full share of the benefit from the money that the manufacturer is spending in popularizing his goods. Cloth games like the Donkey Party belong in this section.

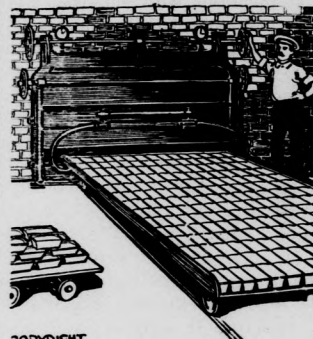
In the boys' section there will also be several subdivisions. Here especially it will be advisable to show toys in action and games in play. There are a number of new games this year that can be shown to great advantage by having a couple of boys playing them. Of course there must be a tank for toy boats, and never before has there been such an opportunity to make an impressive display with these goods. The tank should be as large as possible, with the water at least eight inches deep, in order to give proper scope to the manoeuvres of the submarine boats, diving fishes and spouting whales. Do not fail to vary the craft that are shown in this tank. It is not necessary to have many boats afloat at a time, but they should be constantly changed. Perhaps a good plan is to show them in groups, the battleships and cruisers and submarine boats in one class, the larger pleasure craft in another, with tug boats and the smaller vessels in a third. The various means of propulsion should be illustrated in this demonstration, so that some of the boats will move by clockwork and some by steam, electricity or hot air engines.

The space devoted to mechanical railways will be a most interesting one, and one to which the buyer should give especial attention. These equipments have been fully described before, and methods of arrangement suggested. The aim should be to make the display as complete, realistic and varied as possible, and to be as nearly automatic as it can be made. With the aid of electricity and a little ingenuity, wonderful things can be done in this line.

The keynote of the boys' section should be life and movement. A railway equipment, complete with tracks, switches, tunnels, bridges, signals, stations—in fact, with every one of the numberless accessories which can possibly be used—can not fail to boom sales. The boy who has nothing of the kind will want at least a small equipment, while no matter how complete may be the toy railway of any boy who visits the

department, he is sure to see something that he does not yet possess. The object of the department is to sell as many goods as possible, and the selling must be crowded into a comparatively short time. For this reason a great deal of consideration must be given to the relative values of things, so to speak. In other words, the buyer must make out a careful schedule of the amount of prominence which should be given to each article, and this schedule must be revised constantly as the season advances. Several things must be considered in making out this schedule, and the most important one is not the volume of business which will be done in any particular line. Baby carriages, for instance, are most important things, great quantities will be sold and extensive advertising in the daily papers will undoubtedly prove profitable; but they do not need to be pushed forward in the way of display space. You are not likely to sell a single carriage because a woman happens to see it in the store. On the contrary, she will come to the store with the intention of buying, and she will hunt around until she finds what she wants. The same thing is more or less true of the staple toys. The average boy will hunt up the sleds, hobby horses and wagons; they should be placed so that he can find them easily, and if possible so that he can catch sight of them from almost any part of the department, which is easily arranged in most cases. These goods should, of course,

Everybody Enjoys Eating Mother's Bread



COPYRIGHT

Made at the

Hill Domestic Bakery

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

Grand Rapids, Mich.

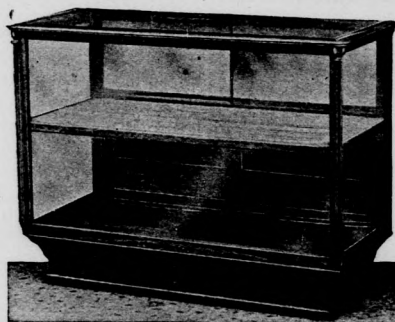
The Model Bakery of Michigan

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

A. B. Wilmink

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

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

THE BRILLIANT GAS LAMP



Halo 500 Candle Power.

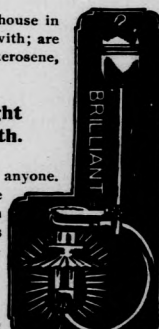
Should be in every store, home and farm house in America. They don't cost much to start with; are better and can be run for ¼ the expense of kerosene, electricity or gas.

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

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

BRILLIANT GAS LAMP CO.

42 State St., CHICAGO.



100 Candle Power.

be arranged so that they may be examined without trouble.

Juvenile automobiles and hand cars will be a great feature of the trade this year. They have been selling splendidly so far, and should stand right up in the front rank of popularity during the holiday season. In some of the larger departments it will be possible to have a demonstration of these goods, at least during a part of the day. During the busier hours, especially toward the close of the season, it would be impracticable to attempt the exhibit of these wagons in motion. As small a boy as possible should be engaged, as this will draw attention to the ease with which the wagons are manipulated, and their safety in the hands of young children. He should use the different styles in turn.

There are several styles of toy guns on the market this year which are really harmless, and it is certainly advisable to give as much prominence as possible to them. This is for the sake of the parents, who are likely to appreciate it. Nearly every boy wants a gun, and he can be trusted to hunt them up when he gets into the toy department. If the safest ones are where he is likely to see them first, he is more apt to be pleased and satisfied with it than he might be if he found all kinds in a bunch, so to speak. To be strictly truthful, it must be acknowledged that the attribute of safety in a gun is not at all certain to appeal to the boy himself, although it surely will to his elders. Let him discover the safest kind, he will probably be satisfied, and his parents will call down blessings on your head and show their appreciation in a more tangible manner by opening their pocketbooks more liberally.

The iron, wood and rubber toys will have counters and shelves to themselves. For the iron toys the shelves are a most important feature, as these goods show to better advantage on shelves than on counters, and the display will not be disturbed as it would be on a counter. Children will handle the toys, and trains of cars, fire engines, delivery wagons and so forth will soon be in a most distressing tangle if the children are allowed to move them about. Neither is a fall to the floor good for the constitution of cast iron. Wooden toys, small tables, chairs, laundry sets and the like should be so placed that they may be examined all over with care. These goods are bulky, and should be arranged on double or triple deck tables so placed as to be approachable from all sides.

The toy display must be so arranged as to attract the children, placing before them most conspicuously those toys which are least likely to be sought out by the child of its own accord, and those which for various reasons it is most desirable to sell. It would be a good plan to devote a certain amount of space to the "stickers," those things which for any cause do not sell as they should. The stock should be cleaned up as completely as possible when the season closes, and it is much better to mark down

prices a little and make an extra effort to dispose of the toys which do not move rapidly while the season is at its height than after its close. This should not be overdone, but if one or two things are taken each day, advertised in the papers and a special display made at special prices, it is surprising how quickly they can be gotten rid of. Do not feature them as marked down goods, but as a special line purchased in quantities or something of that sort. Children as well as grown folks are susceptible to the argument of effective display.

Takes a Cataloguer to Catch a Cataloguer.

Argos, Ind., Nov. 2.—One of the largest and oldest catalogue houses says: "A glance around the present day commercial horizon discloses a picture of trickery and deception almost beyond belief, and composed, not as generally supposed, of small or irresponsible merchants, but, sorry to relate, many large and presumably reputable concerns." Then he gives illustrations. They sell a good field glass stamped LeMaire, Paris; other firms offer cheap imitations branded LeMaier, Le Mere, Le Maitre, etc., all claimed to be the genuine, and priced many dollars less. The imitation looks as good in a picture, and he who handles a good article is at a decided disadvantage. In speaking of a watch case of one of their competitors, bearing their name and 20-year guarantee, he says they melted it down and found only 79 cents net gold, or a wearing quality of less than one year. He tells of 34 inches being substituted for yard wide cloth of under size shirts and tents; of Bulgarian lamb overcoats made of everyday sheepskin; of high power telescopes fitted with spectacle lenses and window glass eyepiece, the tubes made of pasteboard, pebbled black paper for morocco leather, marbled paper for oxidized copper, etc., etc.; telephone boxes described as "high grade with oak finish" are only stained white wood, with the cheapest fraud for mechanism; steel bath tubs made of 26 and 27 gauge iron; buggies dipped for painting and made of the poorest materials; roofing paper filled with ordinary coal tar instead of asphaltum; iron pumps with poor castings; roughly assembled, crudely proportioned, imperfectly fitted stoves of low grade iron, bolted together, the pieces not even ground or seated; bicycles dipped for painting at the rate of four per minute; bearings like a sulky plow, and nameless tires; shotguns as liable to shoot out of one end as the other and kill and maim the user, etc., etc. We will agree with him when he says: "One of the most serious drawbacks to honest merchandising is the unfair competition of unscrupulous firms who seek to deceive unthinking readers by advertising, carefully worded, with the intention of misleading without actually making a false statement, and by selling merchandise, the inferior quality of which can not be detected in the printed description, and can only be seen by actual comparison with other goods." His advice is good. "Don't be car-

ried away with such alluring advertisements. Remember that nobody can sell you an article below what it is actually worth, and that when you think you are getting a marvelous bargain, the chances are you are only getting 30 cents' worth of value for your dollar." Then they proceed to claim they are the "only strictly honest," and to publish a lot of leader baits, "sugar coated" in their most appetizing and misleading style.

It is somewhat refreshing to get these tricks of trade direct, and to know that at least some of their customers will shun the fire after being scorched. When the buyer comes to actual comparisons he must patronize his home merchant.

M. L. Corey,

Sec'y National Retail Hardware Dealers' Association.

Life's Little Duties.

It may be doubted if it is within the power of any one man, however great and powerful and gifted, to change the current of the world's affairs, but there is scarcely anyone who will contend that civilization would not advance, the world become better, and life for all grow more beautiful if each citizen would perform the simple and apparent duty which he can easily do.

There is one sure way of reforming the world, and that is for each person to contribute his mite.

Mankind generally seem willing to admit that the world revolves on its axis. The great mistake they make is, they think they are the axis.

THE OLDSMOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

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

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

ADAMS & HART

12 West Bridge Street Grand Rapids, Mich.

SAVE THE LEAKS

Autographic

Standard Cash Register

Does what no other

register will

It gives you a complete

statement of your day's business

IT Makes Clerks Careful

Detects Carelessness

What more do you want? Prices moderate

Address

Standard Cash Register Co.

No. 4 Factory St., Wabash, Ind.

Grocers

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

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

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

The Purest of Pure Foods The Healthiest of Health Foods

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

Our puzzle scheme is selling our 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

BUSINESS TACT.

An Essential Quality Lacking in Very Many Clerks.

Written for the Tradesman.

Tact, used in selling goods, is half the battle. Having had experience I can say with absolute certainty that many customers are lost at the outset of a transaction by not using tact.

Take for example the man who comes to the furnishing department in search of a necktie. He is large and florid and his eye at once alights upon the most brilliant thing in the case. He seems perfectly satisfied and the clerk without tact sells it to him. The man goes home, and his wife, with her womanly sense of the fitness of things, sees the mistake directly and speaks of it. This man, as many men do, relies on his wife's superior judgment when it comes to things of color and texture. He mentally hates the clerk for selling him such an unsuitable thing. He will not admit, even to himself, that his taste was poor enough to admire it; so he blames the clerk, who is not directly at fault except in this: he did not use tact.

It is very easy to tell how to do things—like how to become beautiful, for instance, or the performance of magic; but it is another thing to do them.

What I would suggest, if I may take the liberty, is something that the average clerk can do:

When the customer with the eye for brilliancy steps up to the counter the clerk should form a mental estimate of his man. He should ask himself these questions: "Can the prospective customer be led? Will he receive suggestions kindly? If not, the best way is to sell him what he wants regardless of what its appearance on him will be. A man who will not listen to a clerk's suggestion will not pay a great deal of attention to what anyone says, so there is no remedy. If the clerk thinks the man will heed a little advice then is the time when tact comes into play. The clerk might say that the tie the man has in mind is very nice, but that the case contains some others just as attractive. This brown or black is something very fine in texture, one that can be recommended to wear well, and that, to your taste, it is better suited to the gentleman's style and complexion.

In nine cases out of ten the customer will take a tie the clerk recommends. He will see that what the clerk says is true. Men do not lack taste in dress, as many women suppose; they simply do not pay as much attention to their personal appearance as women and their taste and judgment in this direction, not being exercised, lies dormant. They will be awakened by a clerk's suggestions, if the suggestions are made with discrimination and tact. If a man's wife or lady friends admire his taste in getting the kind of tie he did he will immediately take upon himself all the credit and, with satisfaction swelling within, will remember the clerk and store kindly.

This seems like a great ado over

the purchase of a small article, but small things count in the retaining or driving away of customers, as will be shown by the following incident:

A gentleman left an order at a clothing store, which had a tailoring department in connection, for some buttons to be covered. The man who ordered them could not come for them so his wife came in his stead. She was a timid, retiring little woman and, although the buttons were not the exact shade ordered, she was browbeaten into taking them by an officious clerk. The lady took the buttons, but none of that family ever came into the store again. Thus was a good customer lost by a half dozen buttons.

I once knew a farmer who, whenever a certain store was mentioned, would say: "Huh! I wouldn't go in to that store—all the clerks act as if they are too good to wait on a farmer." He was foolishly sensitive, perhaps, and probably had met with no direct affront, but sensitive people have to be dealt with as well as others, and tact is the thing to use in dealing with them successfully.

A clerk can easily "spot" a person, if the term may be used, who is not a regular customer of the place. He is unfamiliar with the different departments and unless waited on at once wanders around aimlessly. If the clerk wishes to make friends for the establishment now is his time. Here again the clerk must form an estimate of his prospective customer. Is he the sort of person who knows what he wants, gets it and hurries out, or is he an undecided man who wants time to consider. If the former, deal with him as he would be dealt with—quickly and to the point. A man of this description does not notice trifles and his becoming or not becoming a future customer will depend upon his impression of the place as a whole. The other customer is the one to handle carefully and with tact. A clerk should not show this man something and then, while he is examining it and mentally debating as to whether or not it suits him, stand with hands in his pockets or on the counter and force him, by his attitude, to make a too hasty choice which he will regret after leaving the store. This makes a dissatisfied feeling and the slow person will next go where he knows a clerk who gives him plenty of time in which to decide, and does not say by his manner: "Hurry up now! You are taking up too much of my valuable time."

A clerk's time is not valuable to his employer except as a salesman of goods and a maker of friends for the store. When this man who is slow to decide once gets in the habit of going to a store he will prove a valuable customer, as one who is slow to decide is as slow to change his decision when once made.

Therefore, in closing, I would say to clerks: Use tact on all occasions and you will increase your value to your employer many fold. Cultivation of this most essential business quality will go a long way toward making a good salesman out of a poor one.

Burton Allen.



The First Step

This man is writing for our 1903 catalogue; something has happened in his store that has made him think, and when a man gets to thinking once, something generally moves.

This time it is that pound and ounce scale that's going to move; he's tired of having his clerks give overweight.

Tried it himself and found it was the scale, not the clerks' fault.

Now he is trying to find out what this Near-weight Detector is we have been talking about so much.

Suppose you do the same thing. Our catalogue tells it all—shows you how to

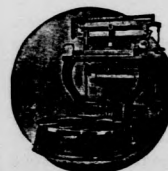
Save three Pennies

too. Do it today, only takes a postal card.

Ask Dept. K for catalogue.

THE COMPUTING SCALE CO.,
DAYTON, OHIO,
MAKERS.

THE MONEYWEIGHT SCALE CO.,
CHICAGO, ILL.,
DISTRIBUTORS.



Pay Attention to Visitors to Your Store.

It is common to go into most any department or other large store and see the customers strolling about and no one asking their business or inviting them to a seat. This, of course, is not only noticeable in the shoe departments, but is a condition that prevails in every department.

"There is nothing that provokes me more," said a prominent buyer the other day, "than to see people walking about the department and no one attempting to ascertain their wants. Hardly a day passes, especially during the busy hours, but some one will enter a department or store and will amuse themselves looking over shoes on tables until seen by the buyer or floor manager."

Salespeople who pretend to take an interest in their duties should not allow such a condition to exist. No salespersons should ever be so busy that they could not spare a moment and request the customer to take a seat, stating that they will devote their attention between the new customer and the one or ones they are waiting on. A pleasant word and a promise to wait on a customer at the shortest possible time make all the difference in the world, and at the same time indicate to the customer that their trade is appreciated.

Customers who are allowed to enter without being noticed become fretful, especially after waiting some little time, and finally, when approached by the salesperson, are in a disagreeable state of mind and are oftentimes much harder to satisfy and sell, therefore, salespeople should always be on the alert, and should not only welcome and seat them, but they should endeavor also to pacify fretful customers who feel that they are not securing attention or being waited on as quickly as they would like to be.

It undoubtedly requires knowledge of human nature to successfully and intelligently fill the position of salesman or saleswoman; especially is this true in the shoe business, they like to have their dignity respected by the salesperson who may wait on them, and with the intelligent salesperson this point is usually recognized and the customer is at once gratified in this direction.

It is also true that most anyone can buy, but it takes a crackerjack to sell and handle people intelligently. So it matters not how successful any manager or proprietor is individually in selling, the first and most necessary requisite is good and intelligent salespeople on the floor. Of course it does not follow that you must hire all the stars and put them in your store or department. Make your own salespeople. This is an easy matter, and it is being done every day by the most successful shoe buyers and proprietors.

One great fault with too many salespeople is they seem to be afraid to address the trade, particularly is this so when a dignified customer enters. It behooves any manager or proprietor to mingle with the salespeople on the floor, and when he de-

fects any such errors, to confidentially explain to his salespeople how to approach a customer, or on the manner of handling shoes, and on the styles to show, and the best methods of handling customers. This is the first milestone on the road to success.—Shoe Retailer.

The Noble Wives of Noble Men.

Few great men have paid more enthusiastic tributes to their wives than Tom Hood, and probably few wives have better deserved such homage. "You will think," he wrote to her in one of his letters, "that I am more foolish than any boy lover, and I plead guilty. For never was a wooer so young of heart and so steeped in love as I, but it is a love sanctified and strengthened by long years of experience. May God ever bless my darling—the sweetest, most helpful angel who ever stooped to bless a man." Has there ever, we wonder, lived a wife to whom a more delicate and beautiful tribute was paid than those verses of which the burden is, "I love thee, I love thee, 'tis all that I can say?"

"I want thee much," Nathaniel Hawthorne wrote to his wife many years after his long patience had won for him the flower "that was lent from heaven to show the possibilities of the human soul." "Thou art the only person in the world that ever was necessary to me. And now I am only myself when thou art within my reach. Thou art an unspeakably beloved woman." Sophia Hawthorne was little better than a chronic invalid, and it may be that this physical weakness woke all the deep chivalry and tenderness of the man. And he heaped a rich reward for an almost unrivaled devotion in the "atmosphere of love and happiness and

inspiration" with which his delicate wife always surrounded him.

The wedded life of Wadsworth with his cousin, "the phantom of delight," was a poem more exquisitely beautiful than any his pen ever wrote. Mrs. Wadsworth was never fair to look upon, but she had that priceless and rarer beauty of soul which made her life "a center of sweetness" to all around her. "All that she has been to me," the poet once said in his latter days, "none but God and myself can ever know," and it would be difficult to find a more touching and beautiful picture in the art gallery of great men's lives than that of Wadsworth and his wife, both bowed under the burden of many years and almost blind, "walking hand in hand together in the garden, with all the blissful absorption and tender confidence of youthful lovers."

It never needed "the welding touch of a great sorrow" to make the lives of Archbishop Tait and his devoted wife "a perfect whole." Speaking of her many years after she had been taken from him, he said: "To part from her, if only for a day, was a pain only less intense than the pleasures with which I returned to her, and when I took her with me it was one of the purest joys given to a man to watch the meeting between her and our children."

When David Livingstone had passed his thirtieth birthday with barely a thought for such "an indulgence as wooing and wedding" he declared humorously that when he was a little less busy he would send home an advertisement for a wife, "preferably a decent sort of widow," and yet so unconsciously near was his fate that only a year later he was introducing his bride, Mary Moffat, to the home he had built, largely with his own hands, at Mabotsa. From that "su-

premiere happy hour" to the day when eighteen years later he received her "last faint whisperings" at Shupanga, no man ever had a more self-sacrificing, brave, devoted wife than the missionary's daughter. In fact, they were more like two happy, light-hearted children than sedate married folk, and under the magic of their merriment the hardships and dangers of life in the heart of the dark continent were stripped of all their terrors.

Jean Paul Richter confessed that he never even suspected the potentialities of human happiness until he met Caroline Mayer, "that sweetest and most gifted of women," when he was fast approaching his fortieth year, and that he had no monopoly of the resultant happiness is proved by his wife's declaration that "Richter is the purest, the holiest, the most godlike man that lives. * * * To be the wife of such a man is the greatest glory that can fall to a woman," while of his wife Richter once wrote: "I thought when I married her that I had sounded the depth of human love, but I have since realized how unfathomable is the heart in which a noble woman has her shrine."

Unguarded Admission.

"Your hair is rather long," suggested the barber.

"That's the way I like it," said the man in the chair. "Spare me your conversation. All I want is a shave."

The barber lathered his face in silence.

Then he stropped his razor.

"I suppose," he said, "you've been looking at some of those pictures in the funny papers that show how barbers talk their customers to death."

"Worse than that," retorted the man in the chair. "I draw the pictures."

The shave he got after that may perhaps be imagined.

**IT WILL BE YOUR BEST CUSTOMERS,
or some slow dealer's
best ones, that call for**

HAND SAPOLIO

**Always supply it and you
will keep their good will.**

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

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

Woman's World

How Women May Be Trained by Their Husbands.

A young man who is about to plunge into matrimony and who desires to be happy, although married, writes asking me how he can train his wife into being the ideal helpmeet that every man desires.

To this I should like to respond, marry a girl who is already trained to be a good wife, but unfortunately this would doom him to celibacy, for it is a sad fact that no mother considers it worth her while to fit her daughter to become a wife. We have schools of acting, in which our girls are trained to become Lady Macbeths, Juliets and Florodora Sextettes; schools of music, in which they are taught to become high c prima donnas; schools of stenography and typewriting and book-keeping, in which they are taught to become business women, but there are no schools in which they are taught the great profession of how to be a good wife. We chuck them into marriage as ignorant as a baby of all that it takes to make a happy and comfortable home, and we trust to luck instead of teaching to give them inspiration to deal with a situation that requires the trained skill of a master mechanic, the shrewd financiering of a Wall Street trust promoter, and the diplomacy of an ambassador to the Court of St. James.

The result is inevitable. Matrimony works no miracle. Love does won-

ders, but it does not teach a woman to be off-hand a helpful wife. The girl who did not know chicken from veal before marriage has still got that to learn after marriage. The one who is slouchy, shiftless and lazy as a girl is not going to find that matrimony has inspired her with sudden energy and a yearning for a neat and strenuous life. She who is extravagant also ascertains that matrimony is no Keeley Cure for the bargain counter habit. In a word, matrimony changes nothing but a woman's name and the mere act of walking to the altar does not teach her how to be a good wife any more than it teaches her husband how to practice law, or medicine, or any other craft of which he is utterly and totally ignorant.

This is a burning shame, and it is the very root of half of the domestic discord of the present day. Of course, in time, the average woman, not being a fool, learns to be a pretty good wife. She acquires a knowledge of how to keep house through trouble and tribulation and cataclysms with servants. She learns how not to waste her husband's hard-earned money, and even eventually to humor his vanities, and to keep from stepping on the corns of his prejudices, but before she arrives at this highly desirable state of perfection they have both been through a purgatory of mistakes, blunders, quarrels and mutual recriminations. If the first years of married life could be eliminated and people could begin where they leave off, we should hear

less of the divorce question, for most of the estrangements between husband and wife begin in the tempestuous days of their honeymoon, when the bride is trying her 'prentice hand on practicing the profession of a wife. The first dark suspicion that many a man has that marriage is a failure comes to him when he sits down to a breakfast of soggy bread, leathery steak and weak coffee.

Every man who marries knows that this is the sort of wife his neighbor is liable to get. He also knows that the beautiful and adored angel with whom he is in love may be likewise a little shy on domestic knowledge, but every man believes himself to be a miracle worker who can change a flighty society butterfly into a household grub. Far be it from me to dispel this illusion. Instead, I would encourage it, for I believe it to be true. Women in this country, and this day, seldom marry except for love. More than that, they earnestly and honestly desire to be good wives and to make their husbands happy, and when they fail it is through lack of knowledge and not of intention. This makes it possible for any man who has love and tenderness and strength of purpose to give his wife the training her mother should have given her, and to lead her into the paths where he would have her walk.

Generally speaking, every man's first desire is for a wife who shall be a pleasant companion, a sensible administrator of his finances and a good housekeeper—reasonable demands.

He has right to expect she will live up to them. He does both himself and her an injustice if he permits her to drag their married life down to a lower key.

Suppose, however, and unfortunately the case is not rare, that after a man is married he finds out that his wife is not the dainty and pretty little bit of femininity he thought he was espousing, but that she is one of those women who think that marriage gives carte blanche to wear mother hubbards and eat onions and lie on a couch and read trashy novels. What is he to do? Is he to put up forever with a slatternly wife?

Assuredly not. He should require her to be properly and neatly dressed, and so impress her if necessary with his disgust at her untidiness that she would not dare to neglect her personal appearance. A woman's vanity is a harp with a thousand strings on which a man may play, and he must, indeed, be stupid who has to look at curl papers and wrappers across the breakfast table. A clever and attractive middle-aged woman that I know tells how she was broken of the dressing-sack habit. She says that soon after her marriage she had unconsciously dropped into the anything-good-enough-for-home way of dressing, when one morning her husband, whom she had always thought of as an abject and uncritical admirer, tossed a twenty-dollar bill in her lap with the remark: "For heaven's sake, go and buy you some ribbons and gewgaws, such as you used to wear when you caught



A man might feel perfectly sure that he had certain bodily ailments, and yet be unable to prove it if the Roentgen Ray had not been invented.

A merchant may feel that sometimes there isn't just as much money in his cash-drawer as he thinks there ought to be.

But, can he prove it?

Can he say to himself as he goes home at night:

"I know that every article sold on account today has been properly charged."

"I know that all money received on account has been properly credited."

"I know that every penny paid out has been properly accounted for."

He could say it if he used the new National Cash and Credit System—the greatest store system on earth.

This system absolutely compels the recording of every credit transaction.

Mail us the attached coupon and we will send you a handsome book telling all about it.

National Cash Register Co.
Dayton, Ohio

The National Cash
and Credit System
pays for itself.

I am
interested
in your new
Cash and Credit
System.

Please send me a
copy of your book,
"No More Bookkeeping
Drudgery," as per ad in
MICHIGAN TRADESMAN.

Name _____

Mail Address _____

CUT OFF HERE

me." It was the first time it had ever occurred to her that she had to hold the love that she had won and that she could kill it by her appearance and with disgust at her personal habits, and the knowledge shocked her into permanent reformation.

It is a man's own fault if his wife is not a companion. Of course, to begin with, he must have married the right sort of a woman. If he chooses a doll woman, he has not any right to complain if her head is stuffed with sawdust instead of brains, but if he picked out a fairly-intelligent woman, it is up to him to develop her along the line in which he is interested. Every woman is flattered to death by a man talking to her as if she were his equal, and there is not one wife in a million who will not abandon the Duchess and Marie Corelli for Darwin and Maeterlinck, if her husband will make her his companion in his scientific and philosophical reading, or who will not take a burning heart interest in the price of salt codfish, or cotton futures, if her husband will discuss his business with her. It is because men leave their wives so completely out of their real interests in life that so few women are companions to their husbands. The only subjects that the average couple seem to have in common are the children and the bills. Hence the prevalence of the domestic spat because either subject affords sufficient provocation for a shindy.

It is also true that every man may teach his wife the value of money, and thereby avoid the quicksands of feminine extravagance in which so many promising careers have gone down. Except in rare cases, before a girl marries she has never handled any money. Everything she has had has been given her, and she knows absolutely nothing of the purchasing power of a dollar. It is the young husband's duty to teach her this, and to make her understand the exact limitations of their finances. A man is a churl who is niggardly to his wife, but he is a coward if he allows her to run him in debt. Women have a horror of owing money, and if their husbands would frankly explain to them just what they can afford to have and give that freely, no matter how little it is, few women would ever complain. The man who does not do this, and who does not make his wife a partner in his business, as well as his home, makes a fatal mistake. He has to combat extravagance that he might have turned into thrift; inefficiency that might have been his greatest help, and he has always a millstone about his neck dragging him down, instead of a helping hand pushing him up the ladder. Women are nearly all good financiers when they get the chance, and it is a wonder of wonders that men so seldom take advantage of this talent that is rusting at their own fireside.

As for a woman being a good housekeeper, a man has simply the right to demand that of his wife. Mean bread ought to be the first cause for divorce, and muddy coffee

offers sufficient grounds for separation and alimony. In these days of good cookbooks, there is no possible excuse for a woman who has even rudimentary intelligence setting her husband down to a meal that is not properly cooked and served, and he should refuse to be made the victim of her laziness and incompetence. In this respect there is nothing like getting off on the right foot, and I would most earnestly recommend to any young bridegroom that he start out with a high standard of housekeeping, and require his wife to live up to their bridal presents. If she will not do this, if she has not love enough to make her anxious to make her husband comfortable, if she has no pride in wanting to do her work well, if she has no sense of duty to make her want to fulfill her part of the marriage contract, I should send her back home, and sue her mother for having palmed off inferior goods under false representation.

Inasmuch as matrimony is the predestined career of the majority of women, it is a crime that they are not trained at least in the elementary knowledge of how to be a good wife, but men have one comfort: Woman is wax where she loves, and the hand of the man she adores can shape her into anything he pleases. If he establishes high standards for her, she will measure up to them. If he holds her to the best that is in her, she will give it to him. If he demands of her thrift and industry, she will even become a Russell Sage in petticoats. In a word, if every man does not have a good wife, it is because he lacked the strength, the wisdom and the skill to clip and prune and train the clinging vine that festoons about him into the shape that he admires.

One word of warning must be given, though, to the young man that is tarting out to train his wife: Remember that women are kittle cattle to deal with, and that although they may be led, they can never be driven.

Dorothy Dix.

The Misunderstood Girl.

She is to be found everywhere, in all classes of society—and to recognize her is to avoid her. Nothing is more fatal to the peace and happiness of a community or household than to count a "misunderstood" girl among its members. As a rule, they are not misunderstood at all, but, on the contrary, are understood for too well, for they are taken at the valuation of the many, which is more likely to be true than that which is set by the individual herself upon her own character.

A misunderstood girl is often a selfish, always a foolish girl; for if she is clever she will soon discover the reason why she is not a domestic success.

In some instances we are really misjudged, in the same way as we often misjudge others. But, as a broad rule, the judgment formed by the world—or, rather, that small portion of it in which we live, is more often the true one.

"Nobody loves me at home; they don't understand me," the misunder-

stood girl will say, with a melancholy smile, and thinks herself well deserving of the pity and sympathy of her friends. But is she?

You are filled, perhaps, with the desire of improving your own mind; you love the study of poetry, art or literature, and you are extremely ruffled when your sister begs you to assist her in rettrimming an old dress, or to take the younger children out for a walk. Don't you think you could put down your book with a good grace, help your sister, and at the same time interest and amuse her with an account of your reading?

One day you are keenly interested and excited over an article in a magazine, where your own ideas are brought out in powerful language. You rush down like an avalanche, and pour forth a volume of talk upon the head of your favorite brother who has just come home tired from a hard day's work, and then you are angry and hurt that he takes no interest in the subject and wonders what on earth you are so excited about.

The truth is you are not misunderstood—you are incorrigibly selfish.

Revised Editions.

If a hatter is one who sells hats,
Then a batter is one who sells bats.
And a chatter is one who sells
chats,

And a patter is one who sells pats,
And a flatter is one who sells flats,
And a scatter is one who sells scats,
And a spatter is one who sells
spats.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

*You have not seen the catalogue of the
Michigan Business University.
Send for it.
You are not yet familiar with the best
Michigan has to offer in the lines of
Business Education, Shorthand or
Penmanship.
Write for it.*

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



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.

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 Use

Corner 15th and Lucas Streets, Toledo Ohio

CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

JEWELRY AND NOVELTIES.

Increasing Demand for Higher Priced Goods.

Hat pins are shown in a very large variety of new and pretty designs. Some of the new ones are finished in silver gray and retail at popular prices. Brooch pins are shown in the same designs.

A very popular novelty this season is the tablet pendant. The low price of this article should warrant the sales being very large, and it is very useful as well as ornamental. The cover is of handsome oxidized metal and bears a beautiful floral design. The tablet itself contains four erasable celluloid leaves.

Initial sash pins are the fad in the jewelry line this season. They are in great demand in all parts of the country. They come in oval and round shapes and are finished in Dutch silver. They can be retailed for as low as twenty-five cents.

Plain and fancy combs for the hair have been very good this season. Those with sterling silver trimmings in plain and fancy designs are especially good sellers. Rod pins are trimmed in the same way, but these are not selling as well as the combs. If the jeweled combs tarnish they can not be cleaned, but if the silver ones get black they can be made to look like new by scrubbing them with soap.

In hair ornaments there are many pretty things made entirely of sequins, frequently iridescent. There are also many wreath effects for the hair, some being made of green leaves.

A very important feature of the jewelry trade this fall is the increasing demand for higher priced goods. This tendency has asserted itself very strongly, and most of the local wholesalers have observed it. This demand for better goods has not made any effect upon the demand for popular priced goods. These popular priced goods have been brought out in reproductions of the most expensive Parisian models, and, of course, have the call over high priced stuff.

The craze for novelties has been far greater this season than ever before, but manufacturers are keeping pace with the heavy demand. There is an article to meet almost any want that can possibly arise, and from the large assortment on hand every buyer should be satisfied.

The stock-pin is an excellent seller this fall, and has become quite a fad. The most popular ones are those with the big heads, pearl, silver and gun metal being in about equal request.

Initials and monograms to be applied to bags are being sold in large quantities this fall. The craze for these initials is greater than ever, and manufacturers are turning them out very rapidly. They are made in brass, gun metal, French gray, gold plate and sterling silver. They come in various sizes, but the most popular size is two and one-quarter inches.

An extremely pretty novelty this fall is a necklace consisting of three to six rows of pearls, mounted on velvet ribbon with ends of the same material to tie at the back in fancy bow knot. These necklaces are sometimes

worn over a stock collar, and the effect is striking.

Pearl waist sets have not gone out yet by any means, and it is doubtful if they will disappear for some time to come. They are to be seen with the heavier waists suitable for fall and winter. The demand for them during the summer months was very large, but it was not expected that they would sell so well when the cold weather came on.

One of the most beautiful sash pins to retail at twenty-five cents has recently been brought out. It is finished in silver gray and oxidized, and is excellent value for the money.

Hearts dangling from chains are still popular sellers. Other good sellers are medallion hearts, which come either with or without gold rims. They retail for twenty-five cents.

Very popular sellers are coin purses made of gun metal and nickel with brace. They are made in several different styles and retail for twenty-five cents.

The watch locket is a popular priced novelty and should be an excellent seller. It is made with catch and spring, and opens by pressing the stem just as a watch does. It is a picture locket, heavily gold plated, and contains places for two miniatures.

Quite a striking novelty in the way of a hat pin has recently been placed on the market. It is made of natural fur, to represent a weasel's head, and retails at a popular price.

Of late there has been an increasing demand for gilt decorated porcelain top hat pins, which come in all colors. The popular length is seven inches, while similar pins are duplicated in four inch length for stock or collar fasteners. They are very good for this purpose.

The latest "dip front" has the merit of being both practical and simple of adjustment. A slide is sewn on the back of the waist, having three openings in which fit corresponding hooks on the waistband. The dip effect is produced by a metal arrangement to be fastened just beneath the outer skirt belt, two small prongs serving respectively to keep the skirt and petticoat securely in place without the use of a single pin, and these in turn are concealed by the extra belt.

Things quite new in Indian baskets are those made of porcupine quills. Some of these are extremely beautiful. One which is noticeable is made of quills of the natural color, white with dark shadings, and yellow quills. The effect is charming. The baskets, made on birch bark foundations, are low and round, and they have closely-fitting covers. Other baskets have more brilliant colors.

New gun-metal chains are exceedingly smart and rich. They are made of long links, set at intervals of several inches with large balls or beads, each larger than a good-sized marble. These are set with brilliant rhinestones, perhaps four in a bead. The chains are long, and with them are worn sometimes a plain cross of the gun metal, and at others a large heart with a rhinestone in the center. This

heart may be a locket for a picture or contain merely a small mirror.

The bead craze grows apace. Daily new articles are added to the stock, the latest being elaborate hand-made covers for card cases which are worked in Gobelin designs, and are really as beautiful specimens of art as one could desire, and, moreover, extremely durable.

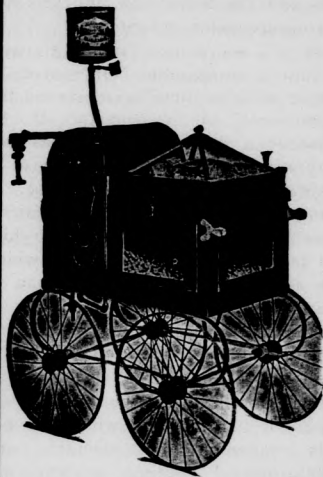
According to the circulars which are given away at the notion counter, the newest pompadour comb not only keeps the hair in perfect shape, in all circumstances, but is extremely beneficial to the scalp, and prevents the hair from falling out.

A beautiful Japanese fan shows a design of poppies, a flower that is becoming popular in the favor fans. This has the flowers painted on the gauze of the foundation, which is in a dull shade and the poppies in a beautiful soft pink, the shade seen in real pink poppies, and a little different from other shades. The sticks of this fan are exceedingly pretty, done in the soft gray-green of poppy leaves, in wood, and the long outside sticks carved to represent the foliage.

Copper is coming into use more and more as an artistic medium for fine work, the color giving a value frequently above that of silver. A beautiful toilet set in dull copper, which has a large mirror tray and a small standing mirror, has the small articles, as well as the mirror frame, of the copper in an art nouveau design which is very beautiful.

There has recently been brought out a new line of stamped linens

Little Gem Peanut Roaster

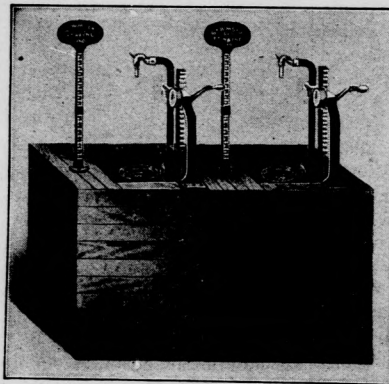


A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$3.75 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 Dishers, Ice Shavers, Milk Shakers, etc., etc.

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

The Loss of a Gallon of Oil



DOUBLE TANK

BOWSER
OIL TANKS

ARE A
POSITIVE ECONOMY

THEY SAVE OIL, MONEY, TIME AND LABOR. THEY PUMP GALLONS, HALF GALLONS AND QUARTS AT A STROKE. THEY ARE NEAT, CLEAN, HANDY, AND ENFORCE ECONOMY WHETHER YOU WILL OR NO. LET US TELL YOU MORE. IT WILL COST YOU BUT A CENT. Ask for Catalogue "M."

S. F. BOWSER & CO.

Fort Wayne, Ind.

Will not make you poor, but it is equivalent to losing the interest on a dollar for a year. Many lucky people who live in "Easy Street" are enabled to live there because they look carefully after the six or eight cents of interest each dollar brings yearly. Can you afford to look less carefully after your interest money than the inhabitant of "Easy Street?" You may not have money to lend, but you have oil to save, and when you have saved a gallon of oil that would otherwise have been wasted, you have as surely collected your interest as though some one had paid you six or eight cents for the use of a "Daddy Dollar" for a year.

which should please any woman who does fancy work of any description. This is a line of cloths, doilies, scarfs, etc., which have finished embroidered edges. This is scalloped machine work, but it would take an expert to distinguish it from the very best handwork. The cloth used for this purpose is a roundthread, natural bleached fabric of exceedingly good quality.

An odd thing in the way of a workbook for traveling is a clothes brush or hair brush with a flat back, two or more inches wide and six or seven long. This back raises to disclose all the implements for sewing—scissors, thimble, several reels of thread and silk of different colors, needles, and pins. Closed, the brush looks like nothing else, and the woman's gold thimble can be carried in a box of this kind and no one could find it to steal.

Jimmy Flanagan on Advertising.

James Flanagan is an advertising man, that is, he recently took hold of the advertising department of a church calendar to tide him over the Freight Handler's strike. Since his elevation to this position his wife contemplates him with reverence. She says to him the other evening:

"James, what is advertising, anyway?"

"Well," replied James, "I'll tell you what, Mary, there would be no use in me enterin' on any comprihensive and sinetific discoorse relatin' to the art, for you could not, bein' ignorant iv the most rudimenthary principles of it, undherstan' me. But, al give you a general sketch iv what the science embraces, eliminatin', is far is possible, all technicalities an' makin' me remarks comprehensible to the laity. First iv all, then, Mary, me darlin', advertisin' is the science iv life.

"Now, the docthers'll tell you that medicine is, but they'r mistaken. Let you or thim answer me this:

"How can any man, woman or cheil' live without advertisin'? Why, the very first thing a human bein' does when he strikes this terrestrial spere is to advertise. The baby shouts in baby language, iv coorse, 'I'm here, an' am the best in the house, give me your attintion,' an' unless he's lid as-thray be wrong bringin' up, that baby'll keep on shoutin' that an' improvin' on the way he says it, all his life 'till he isn't able to shout any more, an' thin he steps down an' out. And many of thim make a purvisin in the will that compels some one else to say it for thim afther they'r dead. If he is able to say it better than other people and picks out the places for shoutin' where the biggest crowds 'll hear him, he'll raich to the tip tap pinnacle iv fame. So you see, Mary, that the life an' fame iv that baby de-pended on advertisin' from the stort, for, if he hadn't shouted to begin wid, he'd be neglected and die. Now, whin Rosey there has the colic, if she didn't advertise, sh'd git no casthor oil or paragoric or anything to relave her an' sh'd be up in heaven before we'd know."

"But say, didn't Rosey do a bit too much iv it las' night?"

"Well, she might have been satisfied with less space, but I tell you she got results. I won't be the better iv it for a week."

"But, to raysume the discoorse, Mary, now luck at that 'Ham an' Eggs' baronet Lipton how he advertises. You know he started advertisin' himself as an Irishman, save the mark, jist because the Irish are the best tay-drinkers on earth, an' he wanted to sell thim his tay. Why, he's no Irishman no more than Dinkelspiel over there. He was brought up onther a counter in a one-horse pork shop at Glasgow Cross. An' people wonthered whin he rayfused to sit unther the 'Harp without a Crown.' But you know, Mary, there's na narra-minded Scotchman."

"But, James, he's very liberal with his money."

"Not a bit iv it, Mary; he's gittin' cheaper advertisin' than the dead-beat agencies get. Jist contemplate the universal publicity he's gittin' wid his yacht racin.' Why, to git it be regular, honest advertisin' in the papers, as any man except a Scotchman would advertise, it would take all the money he ever made on tay an' bacon an' all that his frind King Ed. could scrape together, even if he soaked the crown jew'ls. Oh, no, he's not throwin' away any money for sport. But he'll never lift the cup to make an ad. out iv it over in his London store. It's called the American Cup an' American it 'll remain with the Stars an' Stripes hangin' over it to purtect it from pollution. Hurroo!"

Thomas Graham Morris.

Watch Guards Made of Shoe Strings.

Watch guards made of shoe strings are the latest craze among children of all ages, the boys especially taken up with the pastime of making them, although a number of the smaller school girls are similarly engaged. It does not matter whether the child has a watch or not, at least one shoe string watch guard is an absolute necessity, and it must be made by the wearer.

So widespread has the fad become that an out-of-town manufacturer has, for the last two weeks, been turning out nothing but colored shoe strings, especially to meet the demand for these watch guards. The strings are made in all possible colors and some are parti-colored. With the exception of the red and yellow ones, they are the ordinary shoe string in weave, the only difference being the color. The red and yellow ones are made differently, the weave being diagonal.

Red is the favorite color, although white is used to such wide extent that at present the supply is practically exhausted, the small shipments of this color received every day being immediately sent out to fill orders that have been on file for days.

The guards or fobs are made in several ways and may be made of from two to eight laces. Two laces will make a narrow guard about four inches long, while three laces will enable the owner to make for himself a very respectable looking fob, an inch wide, three-quarters of an inch thick and fully six inches in length.

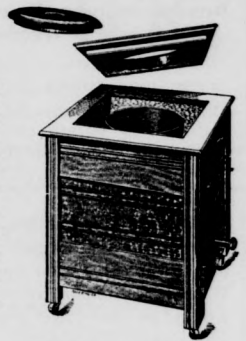
The method of making is very simple. It consists of weaving the laces crosswise to the width of two, three or four of the strings. The laces are then turned back and another layer added after the same pattern. There are other more intricate methods by which triangular and circular fobs are made, but the easier pattern is most used. Many very pretty effects are obtained by the use of three or four different colored strings, and some few of the more industrious children have taken to making belts after the same pattern.

If you want to get the lasting confidence of the world, treat men honestly; if you only want their money, humbug them.

OYSTER CABINETS

20

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



CHOCOLATE COOLER COMPANY
Grand Rapids, Mich.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

G. J. JOHNSON CIGAR CO., M'F'RS, 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

For \$4.00

We will send you printed and complete

5,000 Bills

5,000 Duplicates

100 Sheets of Carbon Paper

2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

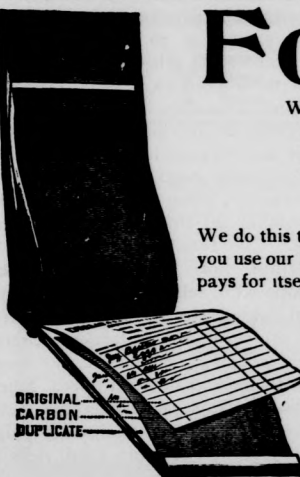
A. H. Morrill & Co., Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



Fruits and Produce

Remarkable Potato Crop Being Gathered in Wyoming.

Sheridan, Wyo., a mushroom town of ten years' growth, looks with scorn upon Greeley, Col., for it has seen the Greeley potato and gone it one better. They claim there, and the claim seems to be well substantiated, that Sheridan holds the world's record for the size and yield of its potatoes. It is not necessary to say that the town is founded upon irrigation. Without artificial water supply it would be the sage brush desert it was eleven years ago.

President Alger, of the First National Bank of Sheridan, declares that 976 bushels of potatoes have been raised on one acre of Sheridan farm land. This feat was accomplished in a competition with Greeley, and for a prize of \$1,000. An agricultural publication offered the prize and named the conditions. It was stipulated that the acre be surveyed, and that the potatoes be dug in the presence of a committee which should make affidavit before a notary public of the amount of the yield. The winner challenged the Greeley farmers to another contest, offering to bet an additional \$1,000 that 976 bushels could be exceeded, and Greeley again surpassed, but the challenge was not accepted.

It is easy for one who has seen the Sheridan potatoes, taken at random from any field along the road, as I was permitted to do, to believe that the "potato brag" of this town is well founded. The potatoes are nearly one foot in length by six inches in diameter, with an occasional specimen almost the size of a man's head. Most of the yield at present is sold for use on the Union Pacific dining cars, where they are served up baked, and are very popular with the traveling public. An occasional carload, however, goes to Chicago and Minneapolis. At first the farmers sent the potatoes to market as Greeley potatoes, but they are now getting a reputation which enables them to stand on their own merits. In the course of time Sheridan will become world-famous as the greatest producer of the "spud."

Sheridan is situated at the base of the Big Horn Mountains and within sight of Cloud's Peak, one of the highest points in the Rockies. It is on the site of the camp of General Crook, pitched during the Indian uprising which led to the Custer massacre, and is only fifty miles from the scene of that historic event. It was at the base of the Big Horn Mountains that the Indians made their last stand.

The water for the irrigation is taken from Goose Creek, which flows through the valley and town. Ditch building is done entirely by private enterprise, and it has not been necessary to perform any difficult task of engineering to put the water on the land. On account of the limited water supply, but little more land can be brought under cultivation unless the Government takes up a project to dam up a natural reservoir in one of the canons to the west. Such a

project would store thousands of gallons which run off in the spring freshets and reclaim a hundred thousand or more additional acres. This will probably come in time.

R. T. Mowin.

The Cereal Food Question.

You can not stem the tide of cereal consumption by newspaper jokes and vituperation, any more than you can stem the tide of mothers-in-law by the same process. Cereals are as standard in their way as mothers-in-law are in theirs, and have just as good reason for existence. Although the press has been industriously working away on the mother-in-law joke since Noah unfolded the first edition of the Ark Intelligence and roared loudly over a bon mot contributed by the gentleman ourang-outang on this hale subject, main-law is just as hearty and able-bodied and calmly caustic of tongue now as ever she was in Noah's time, and promises to hold the fort thus staunchly until the firmament rolls up as a scroll.

Same with cereal products. The man who mows his way through a large saucerful in the morning may be reading breakfast food jokes at the same time and considering them excellent jokes. But, mind you, they are not jokes regarding the cereal food he likes, but regarding those that other fellows like, and as for stopping off on his own favorite cereals because the subsidized mountebanks of the press choose to be funny on the general breakfast food subject—not he; not by any means, dear reader. Let the joke man be funny if he will; that's his trade; the citizen will laugh at his joke if it's a reasonably fair article, but he will keep right on with his breakfast food, and more or less genteelly scrape the saucer.—Cereal and Feed.

Live Poultry Trade Injured.

The consumptive demand for live poultry in this city has been seriously interfered with by the local Board of Health which recently passed an ordinance which practically prohibits the retailers from doing business except two days a week. Not long ago an ordinance was passed compelling all retail poultry dealers to keep their poultry in large cages, usually built in the stores, and now the Health Authorities compel the retailers to sell out clean by Friday noon, clean out all cages and keep them in this shape until 4 p. m. Tuesday, when they can refill with poultry. This gives them practically only Wednesday and Thursday and a small part of Friday to do business, and as a result the consumptive demand is being seriously curtailed as compared to formerly, when the poultry could be sold at all times throughout the week. The retailers are naturally operating more cautiously and the jobbers who sell them are cautious about taking stock from receivers, with the result that a larger accumulation is being carried over from week to week than heretofore. Much of this stock is carried on the track in New Jersey and the loss to shippers by shrinkage is no small item.—N. Y. Produce Review.

Extenuating Circumstances.

"You ought to be ashamed of yourself to go fishing on Sunday," said the good churchman.

"Possibly, possibly," replied the sinner, "but there's no harm this time. I didn't catch anything."

Hurried results are worse than none. We must force nothing, but be partakers of the divine patience. All haste implies weakness. Time is as cheap as space.

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

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.

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

New York Market

Special Features of the Grocery and Produce Trade.

New York, Nov. 7.—Jobbers, as a rule, report a better trade in coffee and, upon the whole, the week has been very satisfactory. There has not been so much speculation, owing, perhaps, to the fact that sellers have disappeared. Prices have shown some advance and this advance seems to be well sustained. Crop reports are somewhat conflicting, but advices from Brazil generally are of a character that gives a firm undertone to the market here. At the close Rio No. 7 is worth 6¼c. The crop receipts at Rio and Santos from July 1 to Nov. 4 have aggregated 6,476,000 bags, against 6,260,000 bags during the same time last year, and 8,050,000 bags during the same period two years ago. In store and afloat there are 2,656,419 bags, against 2,735,073 bags at the same time last year. Mild grades appear to be in sympathy with Brazil sorts and at the close West India growths are very firmly held. Good Cucuta is worth 8¼c and this seems to pretty well established. Little, if any, change is shown in West India growths and the movement is simply of an average character.

Full prices are asked and obtained for teas and the outlook in general favors the seller. Orders have come in quite freely, although generally for small lots, and in the aggregate represent a good total. Country greens and Pingsueys are most sought for, but Congous are also moving well and the outlook is for a healthy trade for the future.

Quotations of sugar appear to be fairly steady. Refiners are not wanting large orders on present basis and neither buyer nor seller is seemingly "anxious." Granulated is selling from hand to mouth at about 4.50c, less 1 per cent. Little new business has been done, the movement being almost all in withdrawals under old contracts. The week, as compared with previous ones, has been decidedly quiet and dealers have begun to complain. The trade has of late been so active that it seems likely that buyers have become pretty well stocked up and the next fortnight may be rather dull. Later on a good trade is looked for.

Spices continue very firm and this is especially true of cloves and pepper. Singapore white pepper is quoted up to 21½c; black, 12¼@12½c; Zanzibar cloves, 15½@15¾c; Amboy-na, 15½@16c. Other goods show little, if any, change, but the whole list is well sustained and it seems altogether likely that now is a favorable time to buy.

Supplies of new molasses are certainly light and no great amount seems to be on the way. There has been a good steady run of orders all the week, although, as a rule, only small lots were taken. Buyers are simply keeping up assortments and awaiting new goods before they do much business. Foreign goods are well sustained and meet with moderate call.

Canned goods have been rather

quiet and neither buyer nor seller is taking much interest in the situation just now. Advances are noted in lima beans, blueberries and cheap peaches. Little attention is being paid to salmon and the whole situation is one of waiting for something to turn up. No decline is looked for, however, and if any change comes it is very likely to be to a higher basis.

The dried fruit market shows little of interest. Currants are a trifle firmer, but, aside from this, there is practically the same condition as has prevailed for a long time. The holiday trade, of course, will help us out and it is time this was setting in.

The arrivals of butter are growing smaller and this has brought out a good deal of held stock, so we are not entirely butterless. There is little, if any, change in the situation, best Western creamery being held at 22½@22¾c; seconds to firsts, 18@22c; held stock, 20@22c; Western imitation creamery, 15@18c; factory, 14½@15½c; renovated, 15@17½c; packing stock, 14@15c.

There is only a moderate trade in cheese and quotations are about unchanged. Fancy full cream, 11½c for small sizes and ¼c less for large sizes. Exporters seem to be entirely out of the market.

The egg market remains firm and nearby stock sells for 33@35c for the choicest grades. The weather, which has been very warm, has turned colder and it seems probable that we shall have a firm market for the remainder of the season. Western extra fresh-gathered, 27c; firsts, 25@26c; seconds, 22@24c; No. 1 candled, 19@20c; limed, prime to fancy, 20@21c.

Marrow beans are in rather light supply and the quotation of \$2.95 is pretty well established. Medium are rather scarce and are well held. Pea are easier and not over \$2.12½ can be quoted. Red kidney are worth \$3.40. California limas are steady at \$2.25@2.30.

Must Look After the Health.

"I am sorry to see you neglecting your business this way. They say you don't spend half an hour a week at your office."

"Well, a fellow must look after his health, you know."

"Yes, but you don't look ill. What is the matter with you?"

"My wife takes the Family Health Journal, and she makes out that I have a tendency to softening of the brain, with complicated symptoms of Bright's disease, liver complaint, dyspepsia, palpitation of the heart, inflammation of the lungs, cremation of the spleen, indigestion of the esophagus, hypertrophy of the palate, and besides that, I am not at all well. She insists that I must observe all the rules in the Journal, and, you see, I've no time for anything else."

A national union of employers and free workmen is in process of organization, for the purpose of fighting for the right to work and live. If the trust of union botches and slovens which is led by such men as Sam Parks suffers, it is because that trust has invited war and punishment.

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

DETMENTHALER MARKET, Grand Rapids, Mich.

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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—A much firmer feeling exists in many directions and the manufacturers are unwilling to accept prices that they would have considered carefully not many weeks ago. This is particularly true of four-yard sheetings, on which the majority are openly quoted at 5c, and, although few orders are taken at this figure, the sellers have confidence that buyers will pay it before long, realizing soon the strength of the market. On heavier sheetings there is not the same steadiness noted, but stocks are not large. There is no uneasiness on this score. In three-yard and 3.25-yard drills there is a much stronger feeling, although goods are to be found at practically old prices. Occasionally, however, there is a seller to be found who is asking some advance. Colored goods are slow but nearly all lines are well conditioned. The demand for bleached cottons is light but the tone of the market is firmer. Purchases are made in small quantities, but invariably at full asking prices.

Prints and Ginghams—The buying of prints, which is in progress at present, is of a small character. There have been sales for next spring of lightweight sheer fabrics. Buyers have made considerable progress in preparations for their needs, but they do not go outside of this, seeming to prefer risking future advances to buying more than they actually need at the present time. On shirting prints practically no advances have been made over what we have reported recently. Although a fair amount of business has been accomplished, it has been on low counts and at special prices. Buyers do not appear prepared to look at regular lines, although there are many, in fact most of them, ready to be shown, and sellers are looking to go out with them as soon as there appears to be a disposition to buy on the part of the trade.

Cloakings—Current demand for heavyweight cloakings is still the source of complaint among commission agents. The situation as regards cloak fabrics is similar in certain respects to that which marks the overcoating market. The garment manufacturer has been conservative in connection with piece goods purchases from the outset of the season, deciding evidently to await developments in the retail market for guidance as to fabric needs. Up to the present time the weather has not been such as to bring home to the average consumer the necessity of having a warm outer garment, and, consequently, while cutters-up have sold retailers a fair number of separate coats, the movement at retail has not been sufficient in volume to justify reorders of any importance. The weather so far experienced over a large portion of the country has been such that the consumer has been able to wear her tailored suit or lightweight short coat without feeling per-

sonal discomfort, and, therefore, trade on heavier separate coats has not been responsive. Both smooth and rough-faced fabrics have figured in the demand so far, including kerseys, meltons, boucles, zibelines, etc.

Sheer Goods—Such additional light as is afforded regarding the trade outlook serves to reiterate the timeliness and selling strength of such fabrics as have already grown to be recognized as market leaders. The majority of first and second hands, to say nothing of many of the foremost retailers in the country, express themselves in decided tones regarding the favor in which sheer fabrics stand, and have the consequent belief they will be heavily sold this spring and summer all over the country, both in costumes of a more or less elaborate character for house and formal wear, and in ready-made suits or skirts for street wear. Plain effects in sheer goods of solid color stand out in relief in this demand, but there is strong reason to expect that before the season has drawn to a close sheer goods in which novelty yarns play more or less part will win wide recognition, the purchases of jobbers and cutters-up already having reached encouraging proportions. These novelty yarn styles run principally in monotone effects, but contrasting colored designs are offered also.

Underwear—The regular time for opening the new fall lines of underwear is fast approaching, yet to-day we find hardly a hint of what the new season's prices will be. The manufacturers themselves do not know what they ought to say. There have been a number of consultations between the manufacturers and the agents and probably most of them have resulted in some sort of an idea as to what they ought to ask, but for the most part it still remains a question whether they will ask these prices or something else. Each one had much rather that the other fellow show his hand first, and as practically all feel this way, it is a question of waiting all around, and it will not be until they are forced to send the goods on the road that prices will be declared, and even then they will undoubtedly be subjected to alterations according to the circumstances. Some may find that they have put their prices too high and will reduce them, and others will find that they might get a few more cents and will withdraw the lines, starting afresh once more.

Sweaters—Undoubtedly the most interesting feature of the market this week has been the call for sweaters, golf blouses and similar goods. Prices of many of the wool lines are practically at old levels and low-grade cotton goods show higher prices. Buyers who are in the market consider prices before anything else and the agent has a hard time to talk quality.

Hosiery—The hosiery agents are getting daily requests for quick shipments on fall duplicate orders. In fact, the deliveries are now a great problem, with which both sides of the market have to contend. Many of the buyers could and would place orders for more goods if delivery could be



The Best is none too good

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

Lowell Manufacturing Co.

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

President Suspenders



in fancy webs packed one pair in each box make a very nice holiday article. We have a good stock of them, also a big assortment of staple numbers for boys' and men's wear.

Prices range from 45 cents to \$9.00 per dozen.

Grand Rapids Dry Goods Company

Exclusively Wholesale

Grand Rapids, Michigan



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 \$1.00 to \$5.25 the dozen.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.

assured, but they are afraid to trust the statements of the sellers. There have been many cases where duplicate orders have been placed with the initial orders still unfilled. The buyers have become hardened to the belief that lower prices are not to be expected, in fact, they consider themselves lucky to get orders in at all with promises of delivery. The outlook for the hosiery trade is still somewhat uncertain. It is hardly likely that the demand will fall off at all, even although the production has been curtailed, and this means that the demand will soon equal the supply, which it has not done, for some little time to come.

Carpets—Ingrain manufacturers anticipate an advance on both cotton and all-wool, extra super ingrain. The salesmen for Philadelphia mills booked large orders last May for goods to be delivered September 1. Thus far a very limited amount of the goods has been delivered, owing to the strike. Usually the dealers cancel all orders which have not been delivered at the close of the old season. This year is an exceptional one in many ways. The market is in a healthy condition and stocks are closely sold upon all grades of carpets, and everything points to an advance in the price in ingrain of from 1½¢ to 2½¢ per yard in both cotton and wool ingrain, according to quality. From the condition of the market dealers will no doubt be perfectly willing to have old orders filled this coming season at the old prices, provided manufacturers are willing to consider them. The salesman who goes out to sell this coming season will find many difficulties to encounter with his old customers who have placed their orders and depended on deliveries to meet the requirements of their trade. Spring lines of three-quarter goods will be completed by some mills November 15 and all expect some advance, due to the large demand, which has cleaned up the market, and the fact that all classes of foreign wool have advanced.

Lace Curtains—Domestic Nottingham lace curtain manufacturers have had in general a good season, although some in Philadelphia were handicapped for a time by the strike. Some large mills in Philadelphia and vicinity have increased their plants by building large additions, while others have just commenced to enlarge, which shows well for domestic goods.

The Vogue of the Bag.

Bags to the right of them, bags to the left of them, bags all around them—in the bag departments. Never before was there such a wide variety for selection. From sturdy Boston bags in choice skins to the daintiest opera sorts, whose prices run up toward three figures, every kind, for every purpose under the sun, has been thought of. Just now attention is centering on bags for use with tailor mades, and bagmakers and tailors must have had their heads together, for all the tones of the one are represented by the other. So to be up to date milady's bag must

match her costume. For such uses the English morocco lends itself graciously, since nearly all colors are to be found in it. The popular walrus skin in dull, mottled finish is charming for tan colored suits or those in wood browns, gray and black. In this same leather a few bags are to be found in pretty greens and an occasional one in red. Pigskin in tan colors holds its own, and horned alligator continues to appear in the newest shapes at prices prohibitive to the multitude. Oriental stores are being sacked for rich tapestries which cost any price up to \$50 a yard. These are hand loom fabrics, many of them glistening with threads of real silver and gold. Brocades in silk and velvet, too, are in high feather for fancy bags. All the departments make up "ladies' own material," furnishing frames and linings. The end of bead bag knitting is not yet, and the skill of the modern girl bids fair to rival that of her granddame, so far at least as choice of colors and cleverness of designs are concerned. The Nitsuki purse craze is still on and has every appearance of a long continuance.

The Revival of the Garnet.

Garnets, after a long eclipse, have come into fashion with a rush, and girls are ransacking their mothers' jewel boxes for ancient garnet necklaces, buckles, and brooches worn by grandmamma in the fifties, and handed down to descendants who proved rather unappreciative of the blessing. These semi-precious stones are exquisitely becoming for evening wear, when they shine with a brilliant crimson glow most flattering to the skin of the wearer. Brunettes particularly look extremely well in these stones, and nothing can be more becoming than one of the old garnet tiaras still to be found here and there worn in a mass of waved dark locks. For day wear they are rather disappointing, being somewhat jetty in effect.

Carbuncles are the uncut variety of the same stone, large specimens being ground and polished cabochon fashion. The resulting gem is handsomer than the cut garnet, and dearer. It is not, however, so fashionable as the masses of small, brilliant cut stones which one generally sees. Garnet buckles are sometimes used in black millinery with excellent effect.

Forgot Something.

It was in a Western hotel and a girl of sweet 16 had left the table, at which her parents were still seated, and had gone the entire length of the dining room, when she paused in the doorway and her fresh young voice cut the air with the word—

"Maw!"

"Well," replied her "maw," shrilly.

"I forgot my gum. Fetch it when you come upstairs. It's stuck under the table, right underneath my plate. I'll want it for the matinee this afternoon, you know."

Be careful. A clerk in a butcher shop, hurrying to escort a young lady home, locked up a fellow employee and a customer in the store refrigerators, where they remained all night and almost froze to death.

DISPLAY COUNTERS

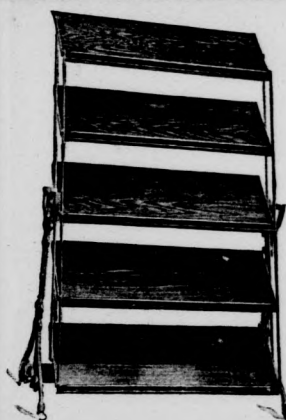
4, 8, 12 and 16 feet long.

Drawer back of each glass 6¼ x 13¼ x 20½ inches



28 Wide, 33 High. All kinds store fixtures.

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



"UNIVERSAL"

Adjustable Display Stand

The Best Display Stand Ever Made

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

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

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

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

Further information given on application

American Bell & Foundry Co.
Northville, Mich.

CELERY NERVE GUM



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

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

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

COLD CURING OF CHEESE.

Recent Experiments Conducted Under Government Auspices.

The prevalent opinion among cheese dealers has always been that low temperatures, varying from 35 to 50 deg., or thereabouts, resulted in the production of an inferior quality of cheese, in comparison with that from 60 to 70 deg. No carefully controlled experiments bearing on this problem have been recorded earlier than those undertaken by Bab-

cock and Russell at the Wisconsin Agricultural Experiment Station, and described in the fourteenth (1897) annual report of that station. The results of those tests showed that cheese placed at refrigerator temperatures (45 to 50 deg.), directly from the press, was of superior quality as to flavor and also as to texture and that such cheese was wholly free from any bitter or other undesirable taints.

In connection with their studies on the influence which galactase and rennet extract exert on the progress of cheese ripening, the same investigators later employed still lower temperatures (25 to 30 deg.). Cheeses were kept at these excessively low curing temperatures for a period of eighteen months. The quality of these cheeses, cured as they were below the freezing point throughout their whole history, was exceptionally fine, and emphasized still more than the previous experiments did the fact that the ripening of cheese can go on at much lower temperatures than has heretofore been considered possible.

These results led to an extended series of experiments, in which cheese made on a commercial scale was cured at a range of temperature from below freezing to 60 deg.—a point which

common practice has now accepted as the best obtainable temperature that can be secured without the use of artificial refrigeration. In these experiments (consisting of five series made at intervals throughout a period of two years) 138 cheeses were used, for which 30,000 pounds of milk were required. These experiments were upon a scale which represented commercial conditions and therefore obviated the objection which is often urged in commercial practice against the ap-

plication of results derived simply from laboratory experiments. The Ontario Agricultural College began experiments on the cold curing of cheese in April, 1901. As a result of these tests, the conclusion was drawn that the cheese cured at low temperatures (37.8 deg.) was much superior to that cured in ordinary curing rooms (average temperature during season 63.8 deg.). R. M. Ballantyne, a prominent cheese expert, said of this cheese that "they (the merchants) universally expressed surprise at the condition of the cheese that was put into cold storage at the earliest period (that is, directly from the press), as they expected to find the cheese still curdy and probably with a bitter flavor."

If this experiment is borne out by other experts, it would appear as if the best way to handle hot-weather cheese would be to ship it to the cold storage directly after making, and this would certainly mean a great revolution to the trade.

More extensive experiments are in progress in Canada, but the results have not been published, although general statements have been made confirming previous conclusions.

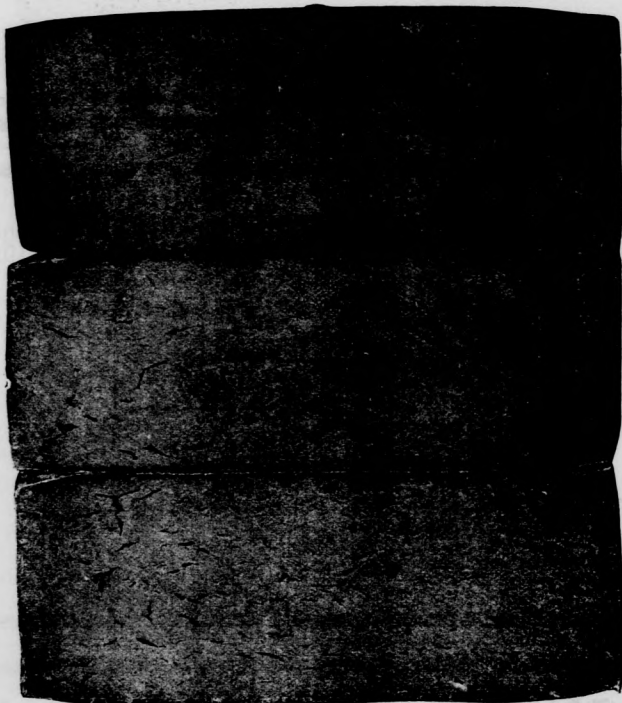
A considerable number of experiments have also been made at other stations (Dominion government tests

and New York State and Iowa experiment stations), where somewhat lower temperatures were used than those which are normally employed for ripening. The results obtained all show an improvement in quality that becomes more marked as the temperature is reduced.

In order that a much larger experiment might be instituted, covering the different types of cheese as represented by Eastern as well as Western manufacturers. Drs. Babcock and Russell, of the Wisconsin Station, presented this matter for consideration to the Dairy Division of the Bureau of Animal Industry. As a result of this proposal the officers of the New York Agricultural Experiment Station were also consulted and plans perfected for the co-operative experiments conducted simultaneously in Wisconsin and New York. It should be noted that it was so late in the season of 1902 when the arrangements for this work were completed that it was impossible to obtain favorable conditions in all respects.

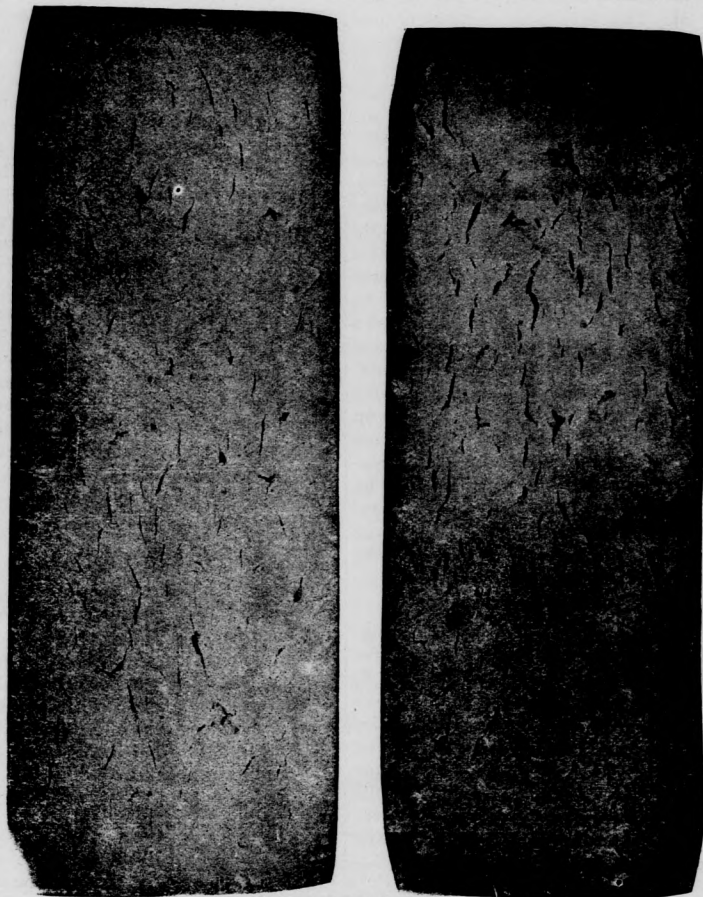
flavor and texture scores, instructions were also issued to secure data regarding the loss in weight which the different lots of cheese suffered at the different temperatures. The commercial quality of the product was to be determined by a jury of experts who were thoroughly in touch with the demands of the market. Although the effect of coating cheese with paraffin soon after being taken from the hoop was not at first proposed as a part of this work, it was finally included, both East and West.

The reasons for selecting 40, 50 and 60 deg. as the temperatures to be used in these experiments are fully given on a later page. It may be assumed that the advantages of a cool and even temperature in curing Cheddar cheese have been already established in preference to a warm temperature or to very variable conditions which frequently include periods above 70 deg. and sometimes much higher. As already stated, 60 deg., or thereabouts, is regarded as the lowest temperature practicable



THREE CHEESE SECTIONS—Type I.

Cheese at top cured at 40 deg., in middle at 50 deg., and at bottom at 60 deg.



TWO VERTICAL CHEESE SECTIONS—Type I

Cheese cured at 40 deg. on left and cheese cured at 60 deg. on right.

It was deemed desirable that the cheese to be tested should represent the product of as wide a range of territory as possible, and therefore it was decided to establish two curing stations—one in the East and the other in the West. Drs. S. M. Babcock and H. L. Russell were put in charge of the Western experiments and Dr. L. L. Van Slyke and G. A. Smith of those in the East.

In addition to the influence which a range in temperature exerts on the quality of cheese, as determined by

without artificial refrigeration; this may therefore be taken as fairly representative of what may be called a "cool" temperature for curing cheese. And rooms held at 40 and 50 deg. were selected as representative of a "cold" temperature for curing, or comparatively so. It is thus hoped to emphasize by these experiments the distinction between cool curing and cold curing.

The cheese for these experiments was purchased by the United States Department of Agriculture, which

also paid all expenses of transportation and storage and for the experts who made the periodical examinations. The two experiment stations selected the cheese, arranged all details of storage and examination, supervised the work throughout, performed the chemical and other incidental scientific work, kept the records, and reported results.

Each of the following reports, prepared by the two experiment stations participating in this work, treats the same general subject and similar lines of experiment and observation from its own point of view. The reports therefore differ in many respects, and yet they may be easily compared upon all essential points. Both support the following general conclusions:

1. The loss of moisture is less at low temperatures, and therefore there is more cheese to sell.

2. The commercial quality of cheese cured at low temperatures is better, and this results in giving the cheese a higher market value.

3. Cheese can be held a long time at low temperatures without impairment of quality.

4. By utilizing the combination of paraffining cheese and curing it at low temperatures the greatest economy can be effected.

The Western Experiments.

For the purposes of these experiments Chicago would naturally have been chosen as a curing station, but it was found difficult to make arrangements for the range of temperature desired. Suitable arrangements, however, were made at the cold storage warehouse of the Roach & Seber Co., Waterloo, Wis., where rooms were fitted up and the desired temperatures secured.

As Wisconsin is the leading cheese producing State of the West, the bulk of the product selected for experiment was of the type of cheese manufactured in this State. In order, however, to cover more thoroughly the cheese producing territory of the West, samples were also secured from a number of the neighboring states. In this way all types of American cheese were obtained, ranging from the firm, typical Cheddar cheese, suitable for export, to the soft, open-bodied, moist cheese, intended for early consumption. For convenience we may group these various lots of cheese under three different types, as follows:

1. Close-bodied, firm, long-keeping type, suitable for export trade (typical Cheddar).

2. Sweet-curd type.

3. Soft, open-bodied, quick-curing type, suitable for early consumption.

Type 1 represents the class of cheese that is especially manufactured in Wisconsin, while, as a rule, type 3 represents the kind of cheese that is chiefly made in Michigan. The representatives of the sweet curd type were taken from Iowa and Illinois, although this class is made to some extent in all sections.

In having the cheese made at these various factories directions were given for the use of a uniform amount of rennet and salt. Color was left

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	oz. of Shot	Size Shot	Gauge	Per
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70

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

Common	1/4 in. 5-16 in. 3/4 in. 1/2 in.
BB	3/4 c. 6 c. 6 c. 4 1/2 c.
BBB	3/4 c. 7 1/2 c. 6 1/2 c. 6 c.
	3/4 c. 7 1/2 c. 6 1/2 c. 6 1/2 c.

Crowbars

Cast Steel, per lb.	5
---------------------	---

Chisels

Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

Elbows

Com. 4 piece, 6 in., per doz.	net 75
Corrugated, per doz.	1 25
Adjustable	dis. 40&10

Expansive Bits

Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

New American	70&10
Nicholson's	70
Heller's Horse Rasps	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

Gauges

Stanley Rule and Level Co.'s	60&10
------------------------------	-------

Glass

Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the Light	dis. 90

Hammers

Maydole & Co.'s, new list	dis. 33 1/2
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

Hinges

Gate, Clark's 1, 2, 3.	dis. 60&10
------------------------	------------

Hollow Ware

Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails

Au Sable	dis. 40&10
----------	------------

House Furnishing Goods

Stamped Tinware, new list	70
Japanned Tinware	20&10

Iron

Bar 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
Castors, 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

8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70

Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets

Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IX, Charcoal, Allaway Grade	15 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 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades

First Grade, Doz.	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
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	85
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, Nickeled	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, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10

Jugs

1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

Sealing Wax

5 lbs. in package, per lb.	2
----------------------------	---

LAMP BURNERS

No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	48
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps	
Pints	Per Gross. 4 25
Quarts	4 50
1/2 Gallon	6 50

Fruit Jars packed 1 dozen in

optional for each maker to follow his customary practice. The use of $3\frac{3}{8}$ ounces of Hansen's rennet extract and $2\frac{1}{2}$ pounds of salt per 1,000 pounds of milk was recommended in each case with the exception of the smaller cheeses (daisies and 10-pound prints), which were salted at the rate of $2\frac{1}{4}$ pounds per 1,000 pounds of milk. The cheese was made from September 26 to October 4. The condition of the milk was influenced in several instances by the fact that severe frosts had occurred in some sec-

in the respective rooms as soon as received at Waterloo. It was stored in boxes during the curing, as is the custom in the handling of cold storage goods. The temperatures at which it was desired to hold the cheese for curing were 40, 50 and 60 deg. These points were selected for the following reasons: In our previous experiments we had found that the character of the cheese cured at the lower temperatures (40 and 50 deg.) was much better than that produced at 60 deg. Perhaps it would

commercial judges, but it was impossible to carry out this test so frequently. The tests were therefore arranged to come at those periods which would give the judges the most accurate idea of the character of the cheese held at the different temperatures.

As a jury of commercial experts, representing the different markets, the following gentlemen were selected: C. A. White, of Fond du Lac, resident representative in Wisconsin of a leading produce house of New York; T. B. Millar, of London, Ontario, a cheese expert and large buyer for the export trade, and John Kirkpatrick, a member of a leading produce firm of Chicago.

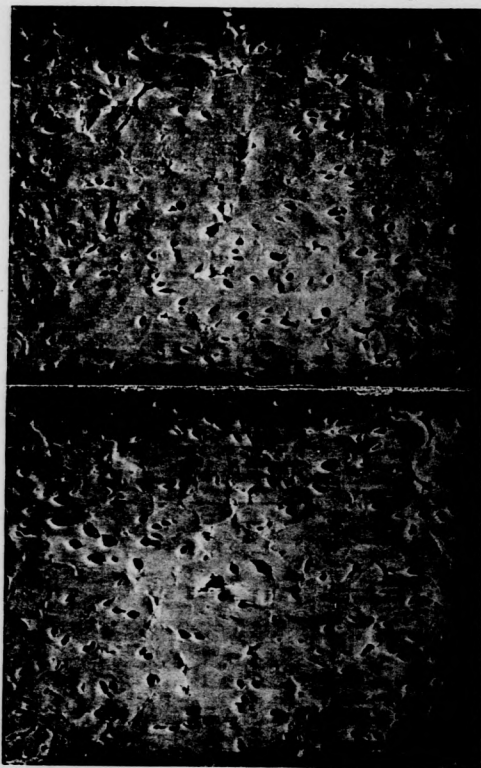
For the jury trials representative cheeses were taken from storage and shipped by refrigerator service to Chicago, where they were submitted to a thorough examination by the commercial judges. The first of these commercial scorings was made when it was found that the 60 deg. product was ready for market. This test was made on January 6, 1903. Another test was made on March 23, when the cheese was about seven months old.

It might at first thought seem preferable to have had the cheese sold in the open market and thus secure a strict commercial valuation on the

product, for the cheese was adjudged by the jury to be superior in quality; but the price was in part determined by the market appearance of the goods, which was somewhat inferior because of the fact that they had been box-cured and had received practically no care in curing, as the curing station was located at a distance from Madison.

The scores of the commercial jury were supplemented by a series of scores made by Mr. Baer which covered the entire history of the cheese from the time it was received until its final disposition. In this study it was possible to follow more closely the course of the ripening.

The loss in weight which cheese undergoes in the curing process is a matter of such practical importance that it is advisable when possible to accumulate data relating to it. This is all the more important in this connection because no studies have yet been reported on cold-cured cheese, and it was therefore deemed advisable to keep a record of the losses in weight so that the shrinkage at these lower temperatures might be compared with those which normally obtain at the best temperatures now employed. The average shrinkage under existing curing conditions in the majority of factories results in a loss of



TWO CHEESE SECTIONS—Type II.
Cheese cured at 40 deg. on top, cheese cured at 60 deg. on bottom.

tions, which injured the quality of the product. This was particularly true in the case of the Alma cheese, which was in consequence somewhat tainted. The milk from which the Iowa cheese was made was also reported as of inferior quality. The Michigan goods were too high in acid and were cooked low, making a soft cheese which was quick-curing and which kept poorly.

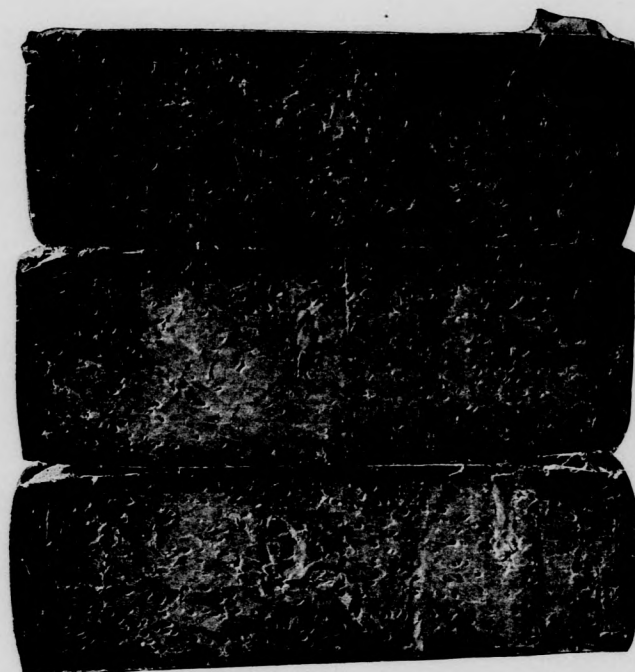
Where it was necessary to secure cheese from such a wide range of territory it was manifestly impossible to expect that the curing could be carried out as satisfactorily as if it had been done at or near the factories. The varying period of transit to which the cheese was subjected, with no especial temperature control, affected, of course, the initial stages of curing, but the conditions of the experiment prevented the carrying out of immediate installation of the cheese in the cold curing rooms, especially in the case of those made outside of Wisconsin, although the shipments were made in October, when the temperature range was moderate.

The cheese was weighed and put

have been better for the purpose of the experiment if the cold-cured cheese could have been compared with the same make of cheese cured under the widely variable conditions which prevail in most factories, where often the maximum temperature is in the neighborhood of 80 deg. and the fluctuation is 20 deg. or more; but we have made this comparison with the very best conditions that obtain in factories provided with sub-earth ducts and other means of temperature control. In such cases a temperature of 60 deg. can be maintained with a fair degree of constancy. The experiments, therefore, compare the cold-curing process with that of the best prevailing conditions.

The temperatures actually maintained varied only slightly from the chosen points, and in the two colder rooms were remarkably uniform. The 60 deg. room was subject to somewhat wider fluctuations, but was much more uniform than is obtained in summer where no artificial refrigeration is practiced.

It would have been advisable to have the cheese examined a considerable number of times by the com-



THREE CHEESE SECTIONS—ILLINOIS CHEESE.
Cheese at top cured at 40 deg., in middle at 50 deg., and at bottom at 60 deg.

product, but, as everyone knows, a considerable variation in quality may exist without an appreciable difference being made in the market price. Then, too, the inevitable fluctuations in the market price would render comparisons at different periods untrustworthy. To obviate these difficulties the cheese was scored on the basis of a standard price (13 cents). The fact that but few of the cheeses reached this standard should not be interpreted as indicating a poorer quality than the average market

5 to 7 per cent. for the first thirty days, with a gradually diminishing rate for larger curing periods. This results in a heavy tax to the producer, and any factor which reduces these losses increases thereby the total receipts from the milk produced.

There is only one plain rule of life eternally binding. It is this: Try thyself unweariedly, until thou findest the highest thing thou art capable of doing, and then do it.—John Stuart Mill.

What Goss Says

John H. Goss, one of Grand Rapids' leading grocers, says in the Evening Press of October 28, 1903:

"Of Lily White it's well said, 'The flour the best cooks use.' I handle six different brands of flour. Outside of Light Loaf (made by V. C. M. Co.) my sales for the last year average four tons and sixteen hundred pounds of Lily White to one ton of all others combined."

This is a fair showing of the flour situation in Grand Rapids, Michigan, though some grocers state that they sell twenty sacks of Lily White to one sack of any other kind.

Valley City Milling Company
Grand Rapids, 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

POTATO BAGS

We have on hand ready for immediate shipment 75 thousand second hand Inside Coffee Bags at 5 $\frac{7}{8}$ c f. o. b Chicago Uniform in size, whole and clean Will hold 2 $\frac{1}{2}$ bushels potatoes. Write, wire or phone us your rush orders.

THE F. J. DAVENPORT CO.
GRAND RAPIDS, MICH.

SEND US YOUR ENQUIRIES FOR ALL KINDS OF NEW AND SECOND HAND BAGS

Thanksgiving and Christmas POULTRY

Fancy Turkeys, 20@21; Ducks, 17@18; Chix, 14@15; Geese, 15@17; Fowls, 11@12

Is our prediction. We have seen short seasons still higher so it's not unreasonable. For years Buffalo has not been excelled at holidays—probably won't this season. Unsurpassed service. Liberal advances. Refer Third National Bank, Buffalo; Berlin Heights Bank, Berlin Heights, Ohio. 35th year. Wire banks or us, our expense.

BATTERSON & CO., Buffalo

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.



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.

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.

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.

My Hardest Customer and How I Landed Him.

The year before the Centennial I was traveling in the West for a Lynn house. The firm is long out of business, having failed, so it is just as well not to revive tender memories by giving its name. But what I want to speak about now is my "hardest customer and how I landed him," although for some hours it looked as if I wouldn't.

I was away out West, in a small mining town in Montana, known as Johnsville. It was farther West than I had ever traveled before, and I wouldn't have gone there had not the house received a letter, two or three days before I departed with my spring samples, from this dealer—Wyman, his name was—expressing a desire to see the line and expressing his belief that he would like to buy of men's boots if our goods were right in price and made "honestly, of good, honest leather." I have the letter yet, preserving it as a curiosity. He said: "Come out to Johnsville if you can, or send one of your authorized agents and he will see a busy town and a model shoe store." I took a two days' stage-coach ride after leaving the train to see that "model" store, and, as I found him, a jackass of a storekeeper.

I landed in Johnsville in the evening, unbeknown to the shoe dealer. There were no hotels in the place, but I found a ranch hotel, where I made a supper and breakfast out of buffalo meat, potatoes and poor coffee. I walked the streets after supper, although the sun set early and gave me but a poor idea of the business part with its numerous saloons and few grocery stores and one dry goods and one shoe store. A small sign, poorly painted, was nailed to the entrance of the store. It read: "W. Wyman, Boot and Shoe Dealer. Cobbling a specialty." I laughed at first, then scowled, thinking what would probably happen the next day. The store was open, of course, in the evening, but I did not venture in. The town was full of cowboys, bullies and strange looking people, and I feared that Wyman might not like my appearance by lamplight and chase me out of the store, and that the cowboys would make it hot for me.

I slept at the so-called hotel the best I could. I had one sheet under me, no mattress, and the sheet was little protection from the strings that were criss-crossed for me to lie upon. In the morning I had a corrugated back, the water simmering down the little gullies as I took a good wash, for I was dirty after my long trip.

But about Wyman. I took my samples and hastened to his store

after breakfast. I plucked up courage enough to get into the store and asked the ragged girl who was putting things to rights if Mr. Wyman was in.

"Pa?" she asked. "Yes; he's out in the lean-to eatin' breakfast. Wait an' I'll call him."

My heart almost failed me, but before I could call her back and explain that it was all a mistake (I was wishing myself in St. Louis) she returned with the information that her "pa" would be in soon. I did not "chat with the pretty, shy maid," but looked out of the window and waited. There were no shoes in the windows and the place looked like a cobbling shop. A door opened and slammed and, turning, I found myself in the presence of a rugged man about 60 years of age. He had unkempt hair and bushy red whiskers.

"Wall," he asked, "who be yew and what be ye wantin' of old Bill Wyman, eh?"

"Ah, Mr. Wyman," advancing and offering my hand, which he did not take, "I am Mr. Clark and am here in response to a personal letter to my house," at the same time offering my card. He looked at the pasteboard and then went into a fit of laughter. "He, he, he, he, he!" he shouted, and the noise grated on my nerves. I can see him now, dancing around and laughing with his ninny daughter slyly looking at her father and then at me, and smiling—oh, such a smile!

"Well, governor," said I, "it seems to tickle you to think that I came away out here from Lynn to show you my shoes. What's there so funny about it?"

"Tain't funny at all," he explained, quieting down somewhat, but still holding his shaking sides. "Why, bless yer soul, I sent them letters to every shoe manufacturer in the East whose name I could git er hold of." Then he laughed again, but soon stopped, perhaps because I did not join in his joke. The point tickled him; it hurt me.

"I am down here for business," I said, "and if your letter was written as a jest, I will take the stage out and save you the trouble of looking at good shoes," at the same time glancing at the rough and old footwear hung about the dirty room. I took my satchel in my hand—we did not carry shoe cases in those days, or have double-decker trunks follow us about as the boys do now—and was about to "dig" when the old man ordered me to sit down. His thundering tones brought me to attention and I sat on the nearest stool. He directed me to show him my samples. I did. He said those were not the shoes he wanted. I told him he was mistaken, that they were the best shoes made in the East. I was getting my spunk up now. He picked flaws with the shoes, and I took out pair after pair.

"I have it all my own way down here," he said; "and I git good prices, tew."

I talked and labored with the old fellow for two hours. I referred him to this man and then that, at length

to the Governor, and lastly to President Grant, who, I said, was a personal friend of one of the members of the firm, and Grant, having been a tanner, knew leather.

His old ears pricked up when I mentioned General Grant. I noticed the change and, guessing that he served under Grant, I said:

"No doubt you served with Grant and you know that he is an honest man."

"Yes, that I did," exclaimed the old man, bringing himself to a soldierly attitude, "and he, he's honest—next to Old Abe—and Grant's got more to do with this shoe business than you've guessed."

I did not understand what he could mean. I asked him to explain.

"Show me a good soldier's shoe," said he, as if he was addressing a company of regulars.

I did so. It was the last pair in my satchel, and the only pair I had not shown him.

He took it quickly, surveyed it from upper to heel and from counter to tip.

"What's that worth?" he asked, trying to hold himself.

"Two-fifty a pair by the dozen," I replied, my nerves now on edge.

"Discount?" he demanded.

"Five off thirty."

"Make it \$2.40, same discount?"

"No'p."

"Two forty-five?"

"Y-yes."

"Take my order for 10,000 pairs; I have an army contract secured

through President Grant, and I must have the shoes at once."

I was thunderstruck, but the order blank was soon filled and signed and the good news was on the wire to my house. The contract was fulfilled on time and the shoes were on the soldiers' feet that winter. Wyman made a good profit and my salary was increased. But the glory lasted but a short time, as the house failed and I turned hunter—for a new place. Wyman is dead many years ago. I saw him but once afterwards. He told me that I was the only man who answered his letters and that he was so elated that he couldn't help but laugh. He couldn't go East, and his bid for shoes had been accepted by the War Department, although he admitted that he wrote to the President in regard to his bid. He thought that General Grant gave him a helping hand in the matter. I never had a like experience, and never a customer before or since who appeared so cranky and was so hard to land, until I found out just what he wanted by an impromptu and, I must say, horribly exaggerated speech. Then he came so easily that I was doubly amazed.—Ed. E. Clarke in Shoe Retailer.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.
F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

WE WANT YOU

to have the agency for the best line of mixed paints made.

Forest City Mixed Paints

are made of strictly pure lead, zinc and linseed oil. Guaranteed not to crack, flake or chalk off. FULL U. S. STANDARD GALLON. Our paints are now in demand. Write and secure agency for your town. Liberal supply of advertising matter furnished.



The FOREST CITY PAINT & VARNISH CO.

Established 1865

C. EVELAND, OHIO

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.

The Boys Behind the Counter.

Albion—C. A. Fisher, the former proprietor of the north side drug store, will remain in the city, having been employed by Dr. A. D. Bangham.

Bay City—Andrew Graham, who has been connected with X. H. Price for several years, has taken a position as manager for the Galvin Co., Fifth avenue and Saginaw street.

Boyne Falls—E. L. Sargent, who has been manager of Moon's drug store the past year, has severed his connection with that house.

Clare—Frank Brownson has entered the employ of H. F. Badgley & Co. in their general store at Herrick.

Hancock—Al Bohrer has resigned his position as druggist for A. J. Scott and removed to Negaunee where he has accepted a similar position with P. B. Kirkwood.

Bellaire—Chas. Brownson, manager at Coldren's furniture store, has evolved a plan to show couches to the best advantage and still economize on floor space. He has built a little platform two feet square, or less, on which the couch is stood up on end. Two upright standards about a foot long at one side have holes through which rods are placed at the right place to hold the legs at the head of the particular couch to be placed on it. The platforms that Mr. Brownson has made are provided with casters, and with a couch on, each one can be whirled about by the touch of a finger to display the goods in different ways or to show to customers.

Ithaca—H. N. Cory, formerly clerk for C. E. Goodwin, has resigned to take the management of the Pacific Express and the Bell Telephone Co.

Thirty-Six Out of Sixty-One.

At the regular examination session of the Michigan Board of Pharmacy held at Lansing, Nov. 3 and 4, there were 42 applicants for registered certificates and 20 for assistant registered certificates. Twenty received registered certificates and sixteen assistant registered certificates.

Registered Pharmacists.

Ray L. Arnold, Port Huron.
R. B. Cawthorpe, Alpena.
Chas. E. Chambers, Detroit.
H. F. Clabuesch, Sebawing.
Herbert E. Cobb, Brooklyn.
Herbert L. French, Adrian.
G. W. F. Hesse, Saginaw.
John G. Hoyt, Remus.
Wm. J. Knorr, Munising.
Albert G. Knulte, Manistee.
Melzer C. Landon, Caro.
Harvey Lichtenwalner, Battle Creek.

H. H. McClintic, Carson City.
Earl C. Macy, Durand.
W. Ross Turner, Clifford.
Isaac W. Ware, Alpena.
John H. Weisel, Monroe.
Paul J. Miller, Lapeer.
A. R. Russell, Clare.
Frank J. Norton, Rockford.
Registered Assistant Pharmacists.
H. M. Arndt, Marion.
Claude E. Brower, Saranac.
Carl I. Campbell, Grand Rapids.
Thos. H. Cooper, Port Huron.
Wm. D. Crandall, Jackson.
Byron L. Curtis, Big Rapids.
O. B. Harper, Detroit.

Wm. H. Lanway, Detroit.
Eugene H. Lemire, Chassell.
Wm. H. McOmber, Grand Rapids.
E. G. Miller, Port Huron.
Geo. H. Moore, Caro.
John A. Morrison, Cass City.
Chas. Shallis, Brooklyn.
Daniel O. VanWyck, Grand Rapids.
A. T. Wilson, Imlay City.
John D. Muir, Sec'y.

Another Victim Added to the List.

Grand Rapids, Nov. 9—Grand Rapids Council, U. C. T., is on the boom. Saturday evening the regular meeting was held, with all the officers present except Page W. D. Simmons. With hot weather and vacations over, the boys turned out strong and we had one of the best meetings of the year. Considerable enthusiasm was shown. Several applications were received and Bro. Fred J. Hanifin, (National Biscuit Co.) took a whirl at the goat. His life was saved by his brother, Perry, showing that blood is thicker than water. The Executive Committee has made arrangements with the local theaters to give an entertainment after every meeting. It is your loss if you fail to attend every meeting.

The first dancing party of the season will be held at the St. Cecilia building next Saturday, Nov. 14. A large attendance is expected.

Wilbur S. Burns.

Getting in Line For the Flint Meeting.

Lansing, Nov. 9—At its regular meeting, held Saturday evening, November 7, Post A, Michigan Knights of the Grip, elected the following named members as officers for the ensuing year:

Chairman—James F. Hammell.
Vice-Chairman—H. C. Klockseim.
Secretary—E. R. Havens.
Treasurer—W. F. Sullivan.
Directors—H. H. Herrick, M. H. Gunn, C. W. Wynkoop, George S. Hyde, D. J. Dailey.

A special meeting will be held at the Hotel Wentworth, Saturday evening, Nov. 21, to consider arrangements for attending the annual convention at Flint. E. R. Havens, Secretary.

Webb W. Seeley has engaged to cover the wholesale and retail trade of Michigan for the Colonial Salt Co., of Akron, Ohio. He is now visiting the dairies of the State, after which he will call on the jobbing trade and, later on, visit the retail trade. Mr. Seeley was engaged in the cheese and butter business at Farmington until 1889, when he removed to Pontiac to engage in the electrical supply business. For the last seven years he has been employed as a detective, with headquarters at Cleveland.

A Pontiac correspondent writes: R. H. Ramsey, who has been with R. A. Green & Co. for several weeks past, has accepted a position with the wholesale clothing firm of Stein Bloch & Co., of Toledo. Mr. Ramsey came to Pontiac under contract to clear out all of the unseasonable stock which the Green store contained. He agreed to do this work in four months, but concluded the sale within thirty days from the time he began work.

Movements of Merchants.

Ann Arbor—Zachmann & Petrie have sold their William street meat market to Stafford N. Nickels.

Mulliken—L. J. Clark has moved his grocery stock from Jeffery to this place, locating in his own building.

Petoskey—Emmet Eldred has leased the store building formerly occupied by E. L. Cheney and opened a grocery store.

Ypsilanti—The Ypsilanti Reed Furniture Co. will remove its plant to Ionia and will conduct but one plant in the future.

Petoskey—J. W. Saigeon and J. L. Ferris, under the style of Saigeon & Ferris, have purchased the grocery stock of Horton & Porter.

Decatur—M. P. Cady has purchased the interest of his partner in the Star grocery, which has been conducted under the style of Bagley & Cady.

Calumet—Moritz Gittler, who has been engaged in the mercantile business at this place for several years, has filed a petition in bankruptcy.

Bay City—The Valley Wind Engine & Iron Co. has been organized with an authorized capital stock of \$75,000, the principal stockholders being Michael Garland and Emma Garland.

Lake Linden—Wm. Trewartha, who engaged in the grocery business at this place about a year and a half ago, has filed a petition in bankruptcy. B. O. Pearl, of Marquette, has been named as referee.

J. M. Bour, the Toledo tea and coffee jobber, is sending his customers a souvenir of his recent tour of Japan in the shape of a handsome pocketbook which is an excellent example of Japanese handicraft.

Hart—John F. Widoe, merchant tailor, has formed a company under the style of the John F. Widoe Co. to engage in the manufacture and sale of clothing. The capital stock is \$5,000, held by John T. Widoe, 450 shares; Cora Widoe, 25 shares; John F. Widoe, 20 shares, and T. B. Widoe, 5 shares.

Kalamazoo—The Auto-Clasp Co. has been organized to engage in the manufacture of corset clasps. The capital stock is \$75,000, held in equal amounts by James H. Hatfield, President of the Kalamazoo Corset Co., and E. M. Brigham and I. L. Stone, of the Duplex Printing Press Co., of Battle Creek.

Thompson—The Fuller & Friant Lumber Co., which for the past four years has operated the sawmill at this place, previous to which time the Delta Lumber Co. owned the plant, finished its cut at that place last week. The mill has cut during the twenty-one years it has been operated an average of eighteen million feet annually. The owners have cleared up their entire possessions. This year the cut was 14,000,000 feet, the output being sold to the Hines Lumber Co. About 9,000,000 feet of this has been shipped. This industry has been the main support of the village and many of the people who have been employed by the company will leave here, most of them going to Manistique.

N. C. Vandenveldt (Lemon & Wheeler Company), has the sympathy of the fraternity in the death of his wife, which occurred at the family residence, 585 Madison avenue, Oct. 30. The funeral was held Nov. 2, interment taking place in Muskegon. Death was caused by consumption.

Marquette Mining Journal: Charles G. Truscott, formerly of Munising, who has lately been employed in Marquette, has accepted a position on the road for Jenness & McCurdy, of Detroit. He will cover this territory.

W. D. Downey has severed his connection with the Musselman Grocer Co. He is succeeded by Geo. Shields, who has occupied a clerical position in the office for some time past.

The Steffy Grocer Co. has opened a grocery store at the corner of West Leonard and Scribner streets. The Worden Grocer Co. furnished the stock.

Hotel Cody, C. E. Bondy, Prop. First class, \$2 and \$2.50. Meals, 50c.

Late Business Chances

For Sale—Are you looking for an established business doing \$25,000 a year in a bustling 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 Trade—130 acre farm, houses, cattle and tools, five miles southeast Lapeer. Will trade for stock of merchandise. Geo. E. Dent, Lapeer, Mich. 896

For Sale—Having other business to attend to I will sell a complete creamery in running order; gasoline power; controls large territory; good opening for the man who understands the hand separator system; will sell half interest if desired. Address Box 63, Platte, S. D. 895

Nice clean stock of clothing, men's furnishings, store fixtures for sale. A bonanza. Investigate. Box 90, St. Charles, Mich. 893

Wanted—Partner in clothing and furnishing business. Best location in city of 50,000. Rich & Rich, Attorneys, South Bend, Ind. 892

For Sale—Grist mill in center of dairy district, 44 miles west from Chicago. J. J. Spalding, Elburn, Ill. 891

For Sale—A Lamson cash and package carrier system; three stations, in perfect order; been used only one season; price \$300 cash. For particulars address Mitchell Bros. & Cherry, Mason City, Iowa. 890

Wanted—Good farm in Southern Michigan in exchange for new clean general stock and building; valuation, \$5,000. Address No. 899, care Michigan Tradesman. 899

FUOVERCOATS
DETROIT FUR Co
\$10 up Mail orders; write for price list.
253 Woodward ave., Detroit

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.

Drugs--Chemicals

Michigan State Board of Pharmacy.

Wirt P. Doty, Detroit, Term expires Dec. 31, 1903
C. B. Stoddard, Monroe, Dec. 31, 1903
John D. Muir, Grand Rapids, Dec. 31, 1905
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.
Secretary—W. H. Burke, Detroit.
Treasurer—J. Major Lemen, Shepard.
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 Parkhill, Owosso.

Why Have Any Dealings With the Cutter?

Why should a jobber or manufacturer claiming loyalty to the best interests of the legitimate retail trade have any business dealings whatever with the price-demoralizer? Why should they encourage him in his indefensible course by even so much as selling him bulk goods, sundries, etc.? The cutter has become quite generally recognized now-a-days as the disturber of the commercial peace of the retail drug trade, the man who makes it difficult for the druggist as a class to pay the jobber for their supplies with the promptness that characterized their operations before his advent, and as the head, front and at least one side of the "substitution" swindle he has made the name of "cutter" odious. He is an enemy alike to the jobber, manufacturer and honest retailer, and why should any decent jobber wish to have any business with him?

Give it up—the question is logically unanswerable. But we are pleased to acknowledge that the number of jobbing and manufacturing houses is increasing from week to week who do not care to raise the presumption, or in any way create a suspicion in the minds of the trade at large that they are selling tripartite goods to cutters by catering to their other wants. The writer in conversation with the manager of one of the largest proprietary manufacturing concerns in the country within the past week learned that he was an eloquent champion of the policy of "keeping away from the skunk lest your garments become soiled." He believed the jobber who fraternized in any way with the price-demoralizer showed mighty poor business judgment, and that if the thing could be accurately figured out the profits on sales to the cutter would be profits he had lost because of the suspicion aroused and the bad feeling engendered among other dealers as the result of the knowledge that he was making regular shipments to their enemy.

We understand that a movement is on foot among retailers, wholesalers and proprietors to make it a part of the trade policy of the three branches named to in no way give the cutter recognition as a legitimate business factor—for that is what is really done when jobbers and manufacturers have any business dealings

with him whatsoever. We must say that we see nothing in the proposal submitted that has not been advocated in a less direct way perhaps, in these pages for several months and to which any loyal N. A. R. D. man could not very properly give a hearty "Amen." The no goods of any-sort-to-the-cutter idea is all right—push it along. N. A. R. D. Notes.

Increased the Period of Probation.

At the June meeting of the Michigan State Board of Pharmacy the ruling of the Board requiring candidates for registered pharmacists to have at least three years' actual experience was amended so that four years will be required hereafter. The resolution covering this ruling reads as follows:

"Resolved, that all applicants for examination as Registered Pharmacists must have had at least four years' actual experience compounding drugs in a retail drug store, under the supervision of a Registered Pharmacist; and all applicants for examination as Registered Assistant Pharmacists must have had at least two years' actual experience compounding drugs in a retail drug store, under the supervision of a Registered Pharmacist.

"The time spent in a recognized College of Pharmacy shall be counted the same as time spent in a retail drug store, but not more than two years of such college work shall be counted as actual experience for a Registered Pharmacist, nor more than one year for an Registered Assistant Pharmacist: Provided, that the Registered Pharmacist must have had at least two full college years' study, and the Registered Assistant Pharmacist at least one full college year's study, to be entitled to such credit for actual experience. The college year shall consist of not less than ten hours class work and fifteen hours laboratory work a week, from October to June inclusive."

Keeping Camphor in Fine Powder.

A method of reducing camphor to a powder which will not become lumpy or run together again, recommended by a number of writers, is the following:

Powder the camphor in the usual manner, with the addition of a little alcohol. When it is nearly reduced to the proper degree of fineness, add a few drops of fluid petrolatum and immediately triturate again. In this manner a powder as fine as flour is obtained which does not cake together. This powdered camphor may be used for all purposes except for solution in alcohol, as it will impart to the latter a faint opalescence, owing to the insolubility of the petrolatum in the liquid.

A similar method recommended some years ago by John K. Williams, an English pharmacist, consists in taking equal parts of stronger ether and alcohol to reduce the camphor to powder, the claim for this method being that it only takes one-half of the time required when alcohol alone is used, and the camphor dries quicker. Before sifting add 1 per cent. of white vaseline and 5 per cent. of su-

gar of milk. Triturate fairly dry, spread out in the air, say fifteen minutes, then pass through a moderately fine wire sieve, using a stubby shaving brush to assist in working it through. It is best to make it in small quantities and keep in a cool dark place. Joseph Lingley.

Concentrate Your Orders

It is very essential to get the bottom quotations, quality being considered, in the purchase of drug supplies, but it is very easy to lay stress upon single items that in the aggregate one's buying will be so much scattered that he will fail to receive the benefit which should accrue to him from the aggregate size of his purchases. It may happen that one's jobber may overlook some slight decline, and thus give occasion for protest on some one particular item, but it does not necessarily follow that it would be good policy for the druggist to immediately cut off his orders to this jobber. In the long run it is quite possible that his interest will be better served by sticking to his jobber and making a protest whenever any apparent unfairness in prices is noted. A good rule is to send orders in to one good reliable house on staples and not spend too much time with salesmen of other houses. By concentrating his orders, the druggist can get low prices upon his goods.

Patent Remedies Barred.

In Germany, medical aid is given to certain persons at the expense of the State, doctors writing prescriptions and apothekers dispensing them. A government order has just been issued instructing the doctors not to prescribe lanoline, antipyrin, salipyrin, dermatol, and diuretin, but to give the equivalent articles that are mentioned in the German Pharmacopoeia. A magisterial to the same effect was issued for Berlin in 1901, and met with such opposition from apothekers that it was not long enforced.

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 "
¼ oz. " " 6 in box,	4.00 "
1 oz. " " 1 in box,	6.00 "
2 oz. " " 1 in box,	10.80 "
2 oz. Cut bottles, satin box,	21.00 "

The Jennings Perfumery Co.

Manufacturing Perfumers
Grand Rapids, Mich.

Don't Place Your Wall Paper Order

Until you see our line. We represent the ten leading factories in the U. S. Assortment positively not equalled on the road this season.

Prices Guaranteed

to be identically same as manufacturers'. A card will bring salesman or samples

Heystek & Canfield Co.

Grand Rapids, Mich.

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.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.

WHOLESALE DRUG PRICE CURRENT

Advanc d—
Declined—

Acidum	
Aceticum	6@ 8
Benzoicum, Ger.	70@ 75
Boric	22@ 27
Carbolicum	38@ 40
Citricum	3@ 5
Hydrochlor	8@ 10
Nitricum	12@ 14
Oxalicum	42@ 45
Phosphoricum, dil.	13@ 15
Salicylicum	13@ 15
Sulphuricum	110@ 120
Tannicum	38@ 40
Tartaricum	4@ 6
Alkaline	
Aqua, 18 deg.	6@ 8
Aqua, 20 deg.	13@ 15
Carbonas	12@ 14
Chloridum	200@ 225
Black	80@ 100
Brown	45@ 50
Red	250@ 300
Yellow	22@ 24
Balsamum	
Cubebae	12@ 15
Juniperus	60@ 65
Xanthoxylum	45@ 50
Cortex	
Abies, Canadian.	18
Cassiae	12
Cinchona Flava.	18
Euonymus atro.	30
Myrica Cerifera.	20
Prunus Virgin.	12
Quillaria, gr'd.	12
Sassafras	14
Ulmus	25, gr'd.
Extractum	
Glycerhiza, Gla.	24@ 30
Glycerhiza, po.	28@ 30
Haematox	11@ 12
Haematox, ls.	13@ 14
Haematox, 1/2s.	14@ 15
Haematox, 1/4s.	16@ 17
Flora	
Arnica	15@ 18
Anthemis	22@ 25
Matricaria	30@ 35
Folia	
Barosma	30@ 33
Cassia Acutifol.	20@ 25
Cassia, Acutifol.	25@ 30
Salvia officinalis.	12@ 20
Uva Ursi.	8@ 10
Gummi	
Acacia, 1st pkd.	65
Acacia, 2d pkd.	45
Acacia, 3d pkd.	35
Acacia, sifted sts.	28
Acacia, po.	45@ 65
Aloe, Barb.	12@ 14
Aloe, Cape.	2@ 25
Aloe, Socotri.	30
Ammoniac	55@ 60
Assafoetida	35@ 40
Benzoinum	50@ 55
Catechu, ls.	13
Catechu, 1/2s.	14
Catechu, 1/4s.	16
Camphorae	64@ 69
Euphorbium	100
Galbanum	125@ 135
Gamboge	35
Guaiacum	35
Kino	75
Mastic	60
Myrrh	45
Opil	50@ 30
Shellac	55@ 65
Shellac, bleached.	55@ 60
Tragacanth	70@ 100
Herba	
Absinthium, oz pk	25
Eupatorium, oz pk	20
Lobelia, oz pk	25
Majorum	28
Mentha Pp, oz pk	23
Mentha Vir, oz pk	25
Rue	39
Tanacetum V.	22
Thymus V., oz pk	25
Magnesia	
Calcined, Pat.	55@ 60
Carbonate, Pat.	18@ 20
Carbonate K-M.	18@ 20
Carbonate	18@ 20
Oleum	
Absinthium	35@ 30
Amygdalae, Dc.	50@ 60
Amygdalae Ama.	80@ 85
Anisi	160@ 165
Aurant Cortex.	210@ 220
Bergamit	285@ 295
Cajuputi	110@ 115
Caryophylli	125@ 130
Cedar	35@ 70
Chenopadii	100@ 110
Cinnamoni	35@ 40
Citronella	80@ 90
Conium Mac.	115@ 125
Copaiba	130@ 135
Cubebae	130@ 135

Tinctures

Aconitum Nap's R

Aconitum Nap's F

Aloes

Aloes & Myrrh

Arnica

Assafoetida

Atropine Belladonna

Benzoin Cortex

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Benzoin Co

Mannia, S F	75@ 80
Menthol	75@ 80
Morphia, S P & W	235@ 260
Morphia, S N Y Q	235@ 260
Morphia, Mal	235@ 260
Moschus Canton	38@ 40
Myristica, No. 1	38@ 40
Nux Vomica, po 15	25@ 28
Pepsin, Saac, H &	100
P D Co	100
Picis Liq, N N 1/2	200
Picis Liq, qts.	100
Picis Liq, pints.	85
Pil Hydrarg. po 80	50
Pil Nigra. po 22	50
Pilper Alba. po 35	50
Plumbi Acet.	10@ 12
Pulvis Ip'c et Opil.	30@ 150
Pyrethrum, bxs H	75
Pyrethrum, pv	25@ 30
Quassia	8@ 10
Quinia, S P & W.	27@ 37
Quinia, S Ger.	27@ 37
Quinia, N Y	27@ 37
Rubia Tinctorum.	12@ 14
Saccharum La's.	20@ 22
Salacin	450@ 475
Sanguis Dra'c's.	40@ 50
Sapo, W	12@ 14
Sapo, M	10@ 12
Sapo, G	15
Selditz Mixture.	20@ 22
Sinapis	18
Sinapis, opt	30
Snuff, Maccaboy.	41
De Voes	41
Snuff, S'h De Vo's	41
Soda, Boras	9@ 11
Soda, Boras, po.	9@ 11
Soda et Pot's Tart	28@ 30
Soda, Carb	1 1/2@ 2
Soda, Bi-Carb	3 1/2@ 4
Soda, Ash	2
Soda, Sulphas	2@ 2
Spts, Cologne	2@ 2
Spts, Ether Co.	50@ 55
Spts, Myrcia Dom	2@ 2
Spts, Vini Rect bbl	7
Spts, Vii Rect 1/2 b	7
Spts, Vii R't 10 gl	7
Spts, Vii R't 5 gal	7
Strychnia, Crystal	90@ 115
Sulphur, Subl	2 1/2@ 4
Sulphur, Roll	2 1/2@ 4
Tamarinds	8@ 10
Terebenth Venice	28@ 30
Theobromae	42@ 50
Vanilla	900@ 1000
Zinci Sulph	7@ 8
Oils	
Whale, winter	70@ 70
Paints	
Lard, extra	70@ 80
Lard, No. 1	60@ 65
Linseed, pure raw	36@ 39
Linseed, boiled	37@ 40
Neatsfoot, wstr.	65@ 70
Spts, Turpentine.	64@ 68
Varnishes	
No. 1 Turp Coach.	110@ 120
Extra Turp	160@ 170
Coach Body	275@ 300
No. 1 Turp Furn.	100@ 110
Extra T Damar.	155@ 160
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

Cloves
Whitefish
Evaporated Raspberries

DECLINED

Rice
Rolled Oats
Pecan Nuts

Index to Markets

By Columns

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

3		4		5	
Cotton Windsor		Lady Fingers, hand md		Cotton Lines	
50 ft.		Lemon Biscuit Square		No. 1, 10 feet	
60 ft.		Lemon Wafer		No. 2, 15 feet	
70 ft.		Lemon Snaps		No. 3, 15 feet	
80 ft.		Lemon Gems		No. 4, 15 feet	
Cotton Braided		Lem Yen		No. 5, 15 feet	
40 ft.		Maple Cake		No. 6, 15 feet	
50 ft.		Marshmallow		No. 7, 15 feet	
60 ft.		Marshmallow Cream		No. 8, 15 feet	
Galvanized Wire		Marshmallow Walnut		No. 9, 15 feet	
No. 20, each 100 ft long		Mary Ann		Linen Lines	
No. 19, each 100 ft long		Malaga		Small	
COCOA		Mich Coco F's'd honey		Medium	
Baker's		Milk Biscuit		Large	
Cleveland		Mich Frosted Honey		Poles	
Colonial		Mixed Picnic		Bamboo, 14 ft., pr dz.	
Colonial, 1/4s		Molasses Cakes, Sclo'd		Bamboo, 18 ft., pr dz.	
Epps		Moss Jelly Bar		Bamboo, 18 ft., pr dz.	
Huyler		Muskegon Branch, Iced		FLAVORING EXTRACTS	
Van Houten, 1/4s		Newton Assorted		Jennings	
Van Houten, 1/4s		Oatmeal Cracker		Terpeneless Lemon	
Van Houten, 1s		Orange Crisp		No. 2 D. C. pr dz	
Webb		Orange Slice		No. 4 D. C. pr dz	
Wilbur, 1/4s		Orange Gem		No. 6 D. C. pr dz	
Wilbur, 1/4s		Orange & Lemon Ice		Taper D. C. pr dz	
COCOANUT		Penny Assorted Cakes		Mexican Vanilla	
Dunham's 1/4s		Pilot Bread		No. 2 D. C. pr dz	
Dunham's 1/4s & 1/4s		Pine Pong		No. 4 D. C. pr dz	
Dunham's 1/4s		Pretzels, hand made		No. 6 D. C. pr dz	
Bulk		Pretzeltes, hand m'd		Taper D. C. pr dz	
COCOA SHELLS		Pretzeltes, mch. m'd		FRESH MEATS	
20 lb. bags		Raisin Bun		Beef	
Less quantity		Richmond		Carcass	
Pound packages		Rube Sears		Forequarters	
COFFEE		Scotch Cookies		Hindquarters	
Common Rio		Snowdrift		Loins	
Fair		Spiced Sugar Tops		Ribs	
Choice		Sugar Cakes, scalloped		Rounds	
Fancy		Sugar Squares		Chucks	
Common Santos		Sultanias		Plates	
Fair		Spiced Gingers		Dressed Pork	
Choice		Tutti Frutti		Loins	
Fancy		Urchins		Boston Butts	
Peaberry		Vienna Crimp		Shoulders	
DRIED FRUITS		Vanilla Wafer		Leaf Lard	
Apples		Zanzibar		Mutton	
Sundried		CITRUS		Carcass	
Evaporated		Fair		Lamb	
California Prunes		Maracaibo		Veal	
100-125 25 lb. bxs.		Choice		Carcass	
90-100 25 lb. bxs.		Mexican		GELATINE	
80-90 25 lb. bxs.		Choice		Knox's Sparkling, dz.	
70-80 25 lb. bxs.		Guatemala		Knox's Sparkling, gro. 14	
60-70 25 lb. bxs.		Java		Knox's Acidu'd, doz.	
50-60 25 lb. bxs.		African		Knox's Acidu'd, gro. 14	
40-50 25 lb. bxs.		Fancy African		Oxford	
30-40 25 lb. bxs.		O. G.		Plymouth Rock	
1/4c less in 50 cases		P. G.		Nelson's	
Mocha		Arabian		Cox's, 2 qt. size	
Package		New York Basis		Cox's, 1 qt. size	
Arbuckle		Extract		GRAIN BAGS	
Dilworth		Holland, 1/2 gro boxes		Amoskeag, 100 in b'e. 16%	
Jersey		Felix, 1/2 gross		Amoskeag, less thanb. 16%	
McLaughlin's XXXX		Hummel's foil, 1/2 gro.		GRAINS AND FLOUR	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Hummel's tin, 1/2 gro. 143		Wheat	
CRACKERS		National Biscuit Company's Brands		Winter Wheat Flour	
Butter		Seymour		Local Brands	
New York		Family		Patents	
Salted		Wolverine		Second Patent	
N. B. C.		Select		Straight	
Saratoza Flakes		Coco Bar		Second Straight	
Zephyrette		Cocoonant Taffy		Clear	
Round		Cinnamon Bar		Graham	
Square		Coffee Cake, Iced		Buckwheat	
Faust		Coffee Cake, Java		Rye	
Argo		Cocoanut Macaroons		Subject to usual cash discount.	
Extra Farina		Cracknels		Flour in bbls., 25c per bbl. additional.	
Sweet Goods		Currant Fruit		Worden Grocer Co.'s Brand	
Animals		Chocolate Dainty		Quaker 1/4s	
Assorted Cake		Cartwheels		Quaker 1/2s	
Bagley Gems		Frosted Creams		Quaker 3/4s	
Belle Rose		Ginger Gems		Quaker 1/2s	
Bent's Water		Ginger Snaps, N.B.C.		Spring Wheat Flour	
Coco Bar		Grandma Sandwich		Clark-Jewell-Wells Co.'s Brand	
Cocoonant Taffy		Graham Cracker		Pillsbury's Best 1/4s	

6	7	8	9	10	11
JELLY 5 lb. pails, per dz. 1 85 15 lb. pails 37 30 lb. pails 68 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 LYE Condensed, 2 dz. 1 60 Condensed, 4 dz. 3 00 MEAT EXTRACES Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's, imported, 2 oz. 4 55 Liebig's, imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 Bayle's Celery, 1 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 00 Bulk, 3 gal. kegs 85 Bulk, 5 gal. kegs 85 Manzanilla, 7 oz. 80 Queen, pints 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 8 00 Half bbls, 600 count 4 50 Small Half bbls, 1,200 count 5 50 Barrels, 2,400 count 9 50 PLAYING CARDS No. 90, Steamboat 90 No. 15, River, assorted 20 No. 20, Royal enameled 60 No. 572, Special 1 75 No. 98, Golf, satin finish 20 No. 808, Bicycle 2 00 No. 632, Tourm't whist 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 13 00 Back, fat 15 00 Clear back 14 75 Short cut 20 75 Pig 20 00 Bean 12 50 Family Mess Loin 17 50 Clear Family 13 00 Dry Salt Meats Bellies 9 1/2 S P Bellies 10 1/2 Extra shorts 9 1/2 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 Ham, dried beef 12 1/2 Shoulders, (N. Y. cut) Bacon, clear 13 California hams 7 Boiled Hams 18 Picnic Boiled Hams 12 1/2 Berlin Ham pr's'd 9 1/2 Mince Hams 9 1/2 Lard Compound 7 Pure 8 1/2 60 lb. tubs, advance 1 1/2 80 lb. tubs, advance 1 1/2 50 lb. tubs, advance 1 1/2 20 lb. tubs, advance 1 1/2 10 lb. pails, advance 1 1/2 5 lb. pails, advance 1 1/2 3 lb. pails, advance 1 1/2 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 1/2 Pork 7 1/2 Veal 7 1/2 Tongue 9 Headcheese 6 1/2 Beef Extra Mess 11 00 Boneless 11 00 Rump, New 11 00 Pig's Feet 1/4 bbls, 40 lbs. 1 95 1/2 bbls. 4 00 1 bbls. 8 00 Kits, 15 lbs. 1/4 bbls, 40 lbs. 1 25 1/2 bbls, 80 lbs. 2 60 Casings Pork 26 Beef rounds 12 Beef middles 60 Sheep Uncolored Butterine Solid, dairy 10 @ 10 1/2 Rolls, dairy 10 @ 13 Rolls, purity 14 Solid, purity 13 1/2	Canned Meats Corned beef, 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 RICE Domestic Carolina head 6 @ 6 1/2 Carolina No. 1 6 1/2 Carolina No. 2 6 Broken Imported Japan, No. 1 5 1/2 @ 6 Japan, No. 2 5 @ 5 Java, fancy head 5 1/2 @ 5 1/2 Java, No. 1 5 @ 5 1/2 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 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 3 00 L. P. 3 00 Wyandotte, 100 3/4s 3 00 SAL SODA Granulated, bbls 95 Granulated, 100lb cases 1 05 Lump, bbls 85 Lump, 145lb. kegs 95 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 Butter Barrels, 320 lb. bulk 2 65 Barrels, 20 14lb. bags 2 85 Sacks, 28 lbs 27 Sacks, 56 lbs 67 Boxes, 24 2lb. 1 50 Jar-Salt One dz. Ball's qt. Mason jars, (3lb. each) 85 Common Grades 100 3lb. sacks 1 90 60 5lb. sacks 1 80 28 10lb. sacks 1 70 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 22 Common Granulated Fine 75 Medium Fine 80 SALT FISH Cod Large whole @ 6 Small whole @ 5 1/2 Strips, 3 bricks 7 @ 9 Pollock @ 3 1/2 Halibut Strips @ 13 Chunks @ 14 Herring Holland White hoops, bbl. 8 50 White hoops, 1/2 bbl. 4 50 White hoops keg. 60 @ 65 White hoops mechs 75 Trout No. 1, 100 lbs 5 50 No. 1, 40 lbs 2 50 No. 1, 10 lbs 70 No. 1, 8 lbs 59 Mackerel Mess 100 lbs. 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 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 SEEDS Anise 15 Caraway 5 Cardamon, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 8 Poppy 6 Rape 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large 3 dz. 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple, in jars 43	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 Dusk D'n'd., 100 6oz. 3 80 Jar Rose 3 75 Savon Imperial 3 10 White Russian 3 10 Dome, oval bars 3 15 Satinet, oval 2 15 White Cloud 4 00 Lautz Bros. & Co. brands Big Acme 4 00 Acme, 100-3/4 lb bars 3 10 Big Master 3 10 Snow Boy P'd'r, 100 pk. 4 00 Marselles 4 00 Proctor & Gamble brands Lux 3 10 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 A. B. Whisley brands Good Cheer 4 00 Old Country 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice, China in mats. 12 Cassia, Batavia, buns 12 Cassia, Saigon, broken 40 Cassia, Saigon, in rolls 55 Cloves, Amboyana 20 Cloves, Zanzibar 17 Mace 55 Nutmegs, 75-80 50 Nutmegs, 105-10 40 Nutmegs, 115-20 35 Pepper, Singapore, blk. 15 Pepper, Singap. white 23 Pepper, shot 13 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 28 Cloves, Zanzibar 17 Ginger, African 15 Ginger, Cochlin 18 Ginger, Jamaica 25 Mustard 65 Pepper, Singapore, blk. 17 Pepper, Singap. white 25 Hemp, 6 ply 12 Flax, medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 50 gr. 11 Pure Cider, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 11 Pure Cider, Silver 11 WASHING POWDER Diamond Flake 2 75 Gold Brick 3 25 Gold Dust, regular 4 50 Gold Dust, 24 4lb. 3 90 Kirkoline, 24 4lb. 3 90 Pearlina 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Scourine 3 50 Rub-No-More 3 75 WICKING No. 0, per gross 25 No. 1, per gross 30 No. 2, per gross 40 No. 3, per gross 55 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 25 Market 3 25 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow Clothes, large 6 00 Willow Clothes, med'm 5 50 Willow Clothes, small 5 00 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 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx. 55 Round head, cartons 75	TOBACCO Fine Cut Cadillac 54 Sweet Loma 32 Hiawatha, 5lb. pails 55 Hiawatha, 10lb. pails 53 Telegram 22 Pay Car 31 Prairie Rose 49 Protection 37 Sweet Burley 42 Tiger 38 Plug Red Cross 32 Palo 32 Kyo 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 Today 33 J. T. 36 Piper Heidsieck 63 Boot Jack 78 Honey Dip Twist 39 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 32 Great Navy 34 Warpath 26 Bamboo, 16 oz. 25 I X 1, 5 lb. 27 I X L, 16 oz. pails 31 Honey Dew 37 Gold Block 37 Flagman 40 Chips 33 Kiln 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 Forey-XXXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 12 Hemp, 6 ply 12 Flax, medium 20 Wool, 1lb. balls 6 WINE Malt White Wine, 40 gr. 8 Malt White Wine, 50 gr. 11 Pure Cider, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 11 Pure Cider, Silver 11 WASHING POWDER Diamond Flake 2 75 Gold Brick 3 25 Gold Dust, regular 4 50 Gold Dust, 24 4lb. 3 90 Kirkoline, 24 4lb. 3 90 Pearlina 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Scourine 3 50 Rub-No-More 3 75 WICKING No. 0, per gross 25 No. 1, per gross 30 No. 2, per gross 40 No. 3, per gross 55 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 25 Market 3 25 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow Clothes, large 6 00 Willow Clothes, med'm 5 50 Willow Clothes, small 5 00 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 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx. 55 Round head, cartons 75	Egg Crates Humpty Dumpty 2 25 No. 1, complete 29 No. 2, complete 18 Faucets Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 25 Ideal No. 7 90 Pails 2-hoop Standard 1 50 3-hoop Standard 1 65 2-wire, Cable 1 60 3-wire, Cable 1 80 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1 7 00 18-in., Standard, No. 2 6 00 16-in., Standard, No. 3 5 00 20-in., Cable, No. 1 7 50 18-in., Cable, No. 2 6 50 16-in., Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 10 15 in. Butter 1 75 17 in. Butter 2 75 19 in. Butter 4 25 Assorted 13-15-17 1 75 Assorted 15-17-19 3 00 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH White fish 10 @ 11 Trout 8 Black Bass 11 @ 12 Halibut 11 @ 11 Ciscoes or Herring 5 Bluefish 11 @ 12 Live Lobster 25 Boiled Lobster 27 Cod 12 Haddock 8 No. 1 Pickerel 8 1/2 Pike 7 Perch, dressed 7 Smoked White 12 1/2 Red Snapper 13 Col. River Salmon 12 1/2 @ 13 Mackerel 19 @ 20 OYSTERS Cans F. H. Counts 35 Extra Selects 28 Selects 28 Perfection Standards 22 Anchors 20 Standards 18 Favorites 16 Bulk Standard, gal. 1 15 Selects, gal. 1 40 Extra Selects, gal. 1 60 Fairhaven Counts, gal. 1 70 Shell Oysters, per 100 1 00 Shell Clams, per 100 1 00 Clams, gal. 1 25	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 1/2 Pelts Old Wool 50 @ 1 00 Lamb 25 @ 60 Tallow No. 1 4 No. 2 3 Wool Washed, fine 20 Washed, medium 23 Unwashed, fine 17 @ 18 Unwashed, medium 20 CONFECTIONS Stick Candy Standard 7 Standard H. H. 8 Standard Twist 8 Cut Loaf 9 Pails Jumbo, 32lb. 7 1/2 Extra H. H. 10 Boston Cream 10 Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 9 Broken 8 Cut Loaf 8 English Rock 9 Kindergarten 8 1/2 Bon Ton Cream 9 1/2 French Cream 9 Star 10 Hand made Cream 14 1/2 Premio Cream mixed 12 1/2 Fancy-In Pails O F Horehound Drop 10 Pony Hearts 15 Coco Bon Bons 12 Peanut Squares 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 10 Starlight Kisses 10 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 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 50 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Gum Drops 35 O. F. Licorice Drops 80 Lozenges, plain 55 Lozenges, printed 60 Imperials 55 Mottos 60 Cream Bar 55 Molasses Bar 55 Hand Made Crs. 80 @ 90 Cream Buttons, Pcp. and Wintergreen 65 String Rock 65 Wintergreen Berries 60 Pop Corn Maple Jake, per case 3 00 Cracker Jack 3 00 Pop Corn Balls 1 30 NUTS Whole Almonds, Tarragona 16 Almonds, Ivica 16 Almonds, California sft 16 shelled, new 15 @ 16 Brazils 12 Filberts 12 Walnuts, Grenobles 15 Walnuts, soft shelled 15 Cal. No. 1 16 Table Nuts, fancy 13 1/2 Pecans, Med. 10 Pecans, Ex. Large 12 Pecans, Jumbos 14 Hickory Nuts per bu. 14 Shelled Spanish Peanuts 6 1/2 @ 7 ecan Halves 42 Walnut Halves 40 Filbert Meats 30 Alicante Almonds 36 Jordan Almonds 50 Peanuts Fancy, H. P., Sun's 5 1/2 @ 5 1/2 Fancy, H. P., Sun's 5 1/2 @ 5 1/2 Roasted 6 1/2 @ 7 Choice, H. P., J'b. 7 @ 7 1/2 Choice, H. P., J'm- 8 @ 8 1/2 bo, Roasted 8 @ 8 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 3 00
Paragon.....55 6 00

BAKING POWDER

JAXON

1/2 lb. cans, 4 doz. case.....45
1/2 lb. cans, 4 doz. case.....85
1 lb. cans, 2 doz. case.....1 60

Royal



100 size.....90
1/2 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
1 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

BREAKFAST FOOD

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

Cases, 24 1 lb. packages.....2 70

Oxford Flakes.

No. 1 A, per case.....3 0
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.....95

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 00

CHEWING GUM

Celery Nerve

1 box, 20 packages.....50
5 boxes to carton.....2 50

CIGARS

G. J. Johnson Cigar Co.'s brand.



Less than 500.....23 00
500 or more.....22 00
1000 or more.....21 00

COCOANUT

Baker's Brazil Shredded



70 1/2 lb packages, per case 2 60
35 1/2 lb packages, per case 2 60
35 1/2 lb packages, per case 2 60
16 1/2 lb packages, per case 2 60

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelstor, M. & J. 1 lb. cans
Excelstor, M. & J. 2 lb. cans
Tip Top, M. & J. 1 lb. cans
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo; Symons Bros. & Co.,
Saginaw; Meisel & Goeschel,
Bay City; Fleibach 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.....3 75
Halford, large.....3 75
Halford, small.....

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

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything--By Catalogue Only
New York Chicago St. Louis

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

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

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

I. X. L. THEM ALL
THIRTY YEARS EXPERIENCE
WE MAKE THE BEST

Steel Windmills
Steel Towers
Steel Tanks
Steel Feed Cookers
Steel Tank Heaters
Steel Substructures
Wood Wheel Windmills
Wood Towers
Wood Tanks
Tubular Well Supplies
WRITE FOR PRICES

PHELPS & BIGELOW WIND MILL CO.
KALAMAZOO, MICHIGAN

"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 pre-
pared to fill orders for Dr. Price's
Tryabita Food.

Price Cereal Food Co., Battle Creek, Mich.

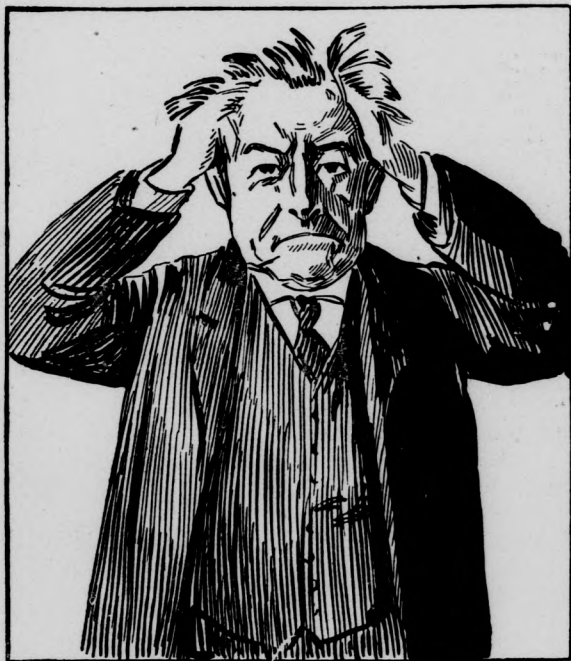
THE LINE OF
High Grade Confections

We are manufacturing today with our increased
facilities is an achievement of which we are
pardonably proud.

STRAUB BROS. & AMIOTTE
TRAVERSE CITY, MICH.

Try our New Fudge—nothing like it on the market.

Two Retail Merchants



Engaged in the same line of business and dealing with the same class of people are often widely different.

One goes through life worried and apprehensive.

The other serene, cheerful and confident.

One does a credit business and has the worries of bookkeeping, poor accounts and forgotten charges.

The other uses our COUPON BOOK SYSTEM, thus placing his business on practically a cash basis, thereby doing away with many troubles and worries.

We manufacture four kinds of coupon books of different sizes and denomination adapted to almost every business and can show you how to be cheerful and confident by installing this system.

We will gladly send samples, prices and full information on application.

Tradesman Company, Grand Rapids

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Rent—Crockery and house furnishing department, including carpets, if desired, in the most popular department store in the best town in Upper Michigan. Store does a strictly cash business and is thoroughly established. Modern building. Size of space for rent, 50x100. Answers must state full particulars and give references or no attention will be paid. Address Opportunity, care Michigan Tradesman. 905

For Sale—A shoe factory in a middle Western city having a good paying business and good class of customers. A big bargain for anyone looking for a good investment. Will give satisfactory reasons for selling. Address No. 904, care Michigan Tradesman. 904

Stock and Lease for sale, together or separately, Rich's clothing and furnishings, Ithaca, N. Y.; established thirty-five years; best location; elegant modern front; three stories. Address B. Rich, Ithaca, N. Y. 903

\$50,000 will secure one of the best located plants in New York State; stock is in prime condition for present season with slight additions. Business can do \$250,000 annually. Lease of store and fixtures unrestricted. Stock consists of dry goods, suits, millinery, carpets, etc. Address Hirschmann Bros. Company, Birmingham, N. Y. 902

For Sale—One of the best paying drug stores in Grand Rapids. Good location, clean stock, invoicing about \$4,000. Address No. 897, care Michigan Tradesman. 897

Bakery in the best manufacturing city in the Ohio valley, for \$12,000. Don't get scared at the price; we have the property and the trade; three-story brick building in the center of the business portion of the city, containing twenty rooms, two large store rooms, two patent ovens, the finest built; two dough mixers; one 12-horse power gas engine, the best made; three horses and three wagons, all new. Only in operation since last February. The only bakery in eastern Ohio having a shipping trade; come and investigate for yourself; everything handy and up-to-date. J. A. Driggs, Bellaire, Ohio. 888

For Sale or Exchange—One 75 barrel roller process flouring mill, one bean elevator, one portable sawmill, 160 acre Nebraska farm and other property to exchange for merchandise. J. A. Hawley, Leslie, Mich. 887

For Sale—Restaurant, bakery and fixtures, including fine brick building in Nashville, Mich. Will sell whole or part. Good opening, in heart of town. Fine trade. Will go cheap if sold soon. Write to J. J. Stevens, Box 53, Nashville, Mich. 886

For Rent—Good shoe store, brick and stone building 24x70. Fine location in best block on best street in one of the best live towns in Michigan. Population over 2,500. Has been used as a shoe store for past eight years. Only one other in the city. Will be vacant about Jan. 1, 1904. A splendid opportunity for the right man. Address No. 886, care Michigan Tradesman. 886

To Exchange—A ten-room house on paved street for stock of merchandise; balance in cash. 80 Fitzhugh St., Grand Rapids. 885

For Sale or Trade—80 acres one and one-half miles from Brutus. 321½ Lake St., Petoskey, Mich. 894

For Sale—On account of other interests, we offer for sale a stock of groceries and bazaar goods. The stock is fresh, centrally located and a first-class opening for a hustling business man who can attend to it. In a good brick store, rent reasonable. Address, The Bell Store, care J. K. Sharpe & Co., Big Rapids, Mich. 884

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 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, Wetaug, 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

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—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 boomed—all worry gone! It is done by Buhrmann'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

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

Wanted—Three National cash registers, second-hand; must be in first-class condition. In answering state price and size. Address K., care Michigan Tradesman. 880

Wanted—Stocks of merchandise for improved and wild farm lands. W. F. Poole, 2126 Gladys av., Chicago, Ill. 852

For Sale—My entire stock of furniture, crockery and notions, established in 1880; best location in the city; best of prospects ahead; business this season more than 100 per cent. over last; part cash; easy terms; only one exclusively new line in competition. Because of failing health, my physician says I must have outdoor work. An excellent chance for a hustler. Correspondence solicited. R. C. Smith, Petoskey. 849

Lucky Fisherman tunnel opening enormous ore bodies. Seize your golden opportunity. Shares, 3c. Prospectus. Mineral free. Fisherman Gold Mines Company, 507 Mack, Denver, Colo. 848

For Sale or Would Exchange for Small Farm and Cash—Store, stock and dwelling, about \$5,000. Address No. 857, care Michigan Tradesman. 857

For Sale at Once—General stock, inventorying about \$4,000, all bought within last seven months; located in town of 500 inhabitants; summer resort town, surrounded by good farming country; best location in town; stock can be reduced; must sell at once for cash; liberal offer; other business to look after. H. E. Hamilton, Crystal, Mich. 855

Good opening for dry goods; first-class store to rent in good location. H. M. Williams, Mason, Mich. 858

For 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

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, Pleson, 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—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

Good opening for first-class jeweler if taken at once. Address No. 794, care Michigan Tradesman. 794

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—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 109, 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.

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

MISCELLANEOUS.

Help Wanted—We are commissioned by leading retail dry goods and department stores in the United States to secure buyers, salespeople (both sex), advertisers, window trimmers and managers. Send self-addressed stamped envelope for application blank. The Beidenkopf Co., Dept. N., 76 Fifth Ave., New York. 898

Wanted—A good book-keeper and express man, married man preferred. Must furnish good references. Address A. Cantwell, Chesaning, Mich. 889

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

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 Dilleys Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 658

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss." Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

AUCTIONEERS AND TRADERS

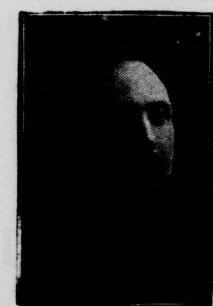
The Hoosier Hustler, the noted merchandise auctioneer, carries the largest and best book of reference of any living man in the business. Now selling stock for J. E. Darrah, Greenfield, Iowa. For terms and reference book address Box 25. 901

Cash! Cash! Cash! for your stock, or will close out at your own place of business at private sale or auction. Special sales made for merchants. Write for full information. C. L. Yost & Co., 557 Forest Ave., West, Detroit, Mich. 900

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 Washburn ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

SALES! SALES! SALES!

MONEY in place of your goods by the
O'Neil New Idea Clearing Sales



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.

C. C. O'NEILL & CO.

1103-4 Star Bldg., 356 Dearborn St., CHICAGO