

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 18, 1903

Number 1052

Commercial Credit Co.
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. E. McFARLANE, 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 1 you desire it.

Martin V. Barker
Battle Creek, Michigan

We Buy and Sell Total Issues
of
State, County, City, School District, Street Railway and Gas BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

William Connor, Pres. Joseph Hoffman, 1st Vice-Pres.
William Alden Smith, 2d Vice-Pres.
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The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

28-30 South Ionia Street, Grand Rapids, Mich.

Spring line of samples now showing—also nice line of Fall and Winter Goods for immediate delivery.

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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Organization of a Law and Order Society.

The Citizens' Industrial Association of America, organized in Chicago two weeks ago, is undoubtedly destined to play an important and beneficent part in the rescue of the country from strike lawlessness and violence and the restoration and maintenance of peace and a decent respect for authority.

The last two resolutions of a series adopted sufficiently set forth the purposes of the organization and commend it to the approval and support not only of employers but of the employed who long for exemption from the incessant interruptions of industry, the loss of profits and wages, the wild riotings, the violent assaults, the destruction of property, the criminal conspiracies to ruin the business of individuals, the official corruption and degradation, the infliction of incalculable injury upon the public, which are common incidents of strikes instigated and ordered by the socialists and ruffians who now control many of the agencies of organized labor.

These resolutions declare distinctly that the purpose of the association is not to combat organized labor as such, but only the lawlessness and crime committed in the name of labor as now organized. They expressly recognize the right of workmen to

combine and admit that their combinations when rightly constituted and conducted may prove highly useful. They declare the purpose to be to combat not the unions but the abuses of the unions as now constituted and conducted.

They go further and declare that the association "is in earnest sympathy with every movement in the interest of labor" and that "there can be no national prosperity where the working masses are ground down in hopeless poverty and ignorance." And this necessarily implies that the association is not hostile to any lawful and peaceable effort of workmen in any pursuit to improve their condition.

Such an association deserves and no doubt will receive the active and cordial support of law-abiding and patriotic men in all walks of life—hired workmen, self-employed workmen, professional men—as well as of employers.

Socialistic and lawless trades unionism has corrupted and degraded the body of officialism until rightful authority is treated with defiance and contempt, and those whose duty it is to exercise such authority wilfully refrain from doing their duty and not infrequently exhibit with little attempt at concealment their sympathy with lawlessness and even downright criminality.

There is in this movement much promise of industrial peace, and not only of that, but of a purer and more bracing official atmosphere and of a more decent respect for law and rightful authority throughout the entire body politic. Once we have officials of the right stamp law breakers of all descriptions will be subjected to more wholesome restraint.

Wit in Toasts to Women.

A banquet with a list of toasts as a part of its programme almost necessarily includes one "To Lovely Woman." To omit such would be lese-majesty of the most ungallant sort. Many of these toasts have become famous for their wit or sentiment or sarcasm, and among them may be recalled the following:

"Woman, the fairest work in all creation. The edition is large, and no man should be without a copy."

This is fairly seconded by a youth who, giving his distant sweetheart, said: "Delectable dear, so sweet that honey would blush in her presence and treacle stand appalled."

Further, in regard to the fair sex, we have: "Woman, she needs no eulogy; she speaks for herself." "Woman, the bitter half of man."

In regard to matrimony some bachelor once gave: "Marriage, the gate through which the happy lover leaves

his enchanted ground and returns to earth."

At the marriage of a deaf and dumb couple some wit wished them "unspeakable bliss."

At a supper given to a writer of comedies a wag said: "The writer's very good health; may he live to be as old as his jokes."

From a lay critic: "The bench and bar. If it were not for the bar there would be little use for the bench."

A celebrated statesman while dining with a duchess on her eightieth birthday, in proposing her health, said:

"May you live, my lady duchess, until you begin to grow ugly."

"I thank you, sir," she said, "and may you long continue your taste for antiquities."

Everybody catches colds and those who catch them are annoyed thereby. The common, every day opinion is that colds are taken from sitting in a draft, from exposure to the cold, getting wet or from some such reason easily ascertained. The London Hospital, a medical magazine of some prominence, declares that colds are acquired in the same way that other infectious diseases are and advances a germ theory. It enters into an extended argument to prove its contention. The theory is by no means new and has been attracting new adherents for some time. A curious statement made in the article is that in the small, rocky island of St. Kilda, one of the Western Hebrides, colds are unknown save when some vessel visits that port, and it is moreover added that the inhabitants can distinguish between the different kinds of colds brought there from different countries by different ships. Perhaps the future will set up a quarantine against the infection which results in that ailment commonly called a cold.

Dr. Siebert, a St. Louis specialist who has treated a number of persons having the same disease of the throat, predicts that Emperor William will die within three years. He regards it as a significant fact that the Emperor has arrived at just the age when his father began to show signs of the same disease. Dr. Siebert tells of the case of a young woman upon whom he operated two years ago. She improved for several weeks and then grew worse, dying recently.

The smashing of the shipbuilding trust seems to have put an end to one of New Jersey's most profitable sources of revenue. Trust-making is now a discreditable business.

There is a set of hypocrites who perhaps deserve to be pitied; they are those who cheat themselves and no one else.

CHOICE INVESTMENT BONDS

EDWARD M. DEANE & CO.
BANKERS

SECOND FLOOR, MICHIGAN TRUST BUILDING
GRAND RAPIDS, MICHIGAN

CHEESE IN THE WINDOW.

Very Remarkable Display by a Local Dealer.

"All the world loves a lover!"

Not all the world is especially fascinated (I mean the more important, the feminine portion) by the latest creation direct from Paris for the adornment of their devoted little brain-pans.

And not all the world (I refer to the less important, the masculine contingent of the human race) cares to possess itself of the latest shapes from the blocks of the immortal Knox.

For some the jeweler hath no charms; the haberdasher haberdashed in vain to attract the attention of others; yet others still bid Saint Crispin go hang, for all they care.

The picture dealer may frame his choicest works of art in the richest of gilt settings; the house-furnisher may display his goods in a manner calculated to ensnare the pocketbook of the onlooker who delights to revel in the possession of polished wood, substantial leather, velvet carpets and Oriental rugs and tapestries, filmy curtainings, fine napery and dainty tableware, costly bric-a-brac—all the appointments of a luxurious existence; the—

But why go farther? All these, and more, may seek in many ways to dispose of the product of hand and brain, but still all these may fail in their efforts to appeal to the inner consciousness of the average man.

Yet every son of Adam who is blessed with the ownership of that most comfortable of gifts, a good appetite, and has a strong stomach stowed away in the proper region of his anatomy can contemplate with keen delight, anticipatory of future joy, anything connected with the subject of "eatin'."

I never see the contracted "eatin'" but I am reminded of the funny but pathetic story of the little city waif who was sent into the country, along with a number of comrades just as forlorn, by the Fresh Air Fund, for recuperation.

They arrived at the comfortable farm house early in the morning and were seated at a generous table without any unnecessary delay. Their appetites were sharpened by the morning journey and the amount of food they were able to stow away was in direct proportion to their healthy digestions. Midway between breakfast and 12 o'clock the "kids" were each supplied with a large bowl of bread and milk. At noon the cook did not forget them and in the middle of the afternoon their capacity was again tested. At 6 their hearts were gladdened with the appearance—and particularly the disappearance—of another great quantity of the good things of life, and about half past 8 there was some more bread and milk. Then they were all trundled off to the upper regions of the roomy old vine-covered farmhouse to rest in the arms of Morpheus.

The last thing, the sweet-faced house-mother went the rounds of the little white-robed figures in the clean beds, patting them lovingly and tuck-

ing them up as if each little "Fanfan" were her own little child. When she got to the end of this pleasant task, up went a thin little pair of arms in a close clasp around her neck and a plaintive little voice said in a loud whisper:

"Missus! Missus! You've been awful good to me since I come here. Say! Missus! Ef there's any eatin' t' be done here'n th' night, won't ye wake me up?"

But it's a far cry to where I started out with the remark:

"All the world loves a lover."

Not all the world loves the coagulated casein product of the more or less festive, gentle-eyed bovine, but if one may judge by the appearance of an exhibit last week in the immense window of an immense Monroe street establishment that deals in many eatables of the delicatessen variety, certainly all the world—

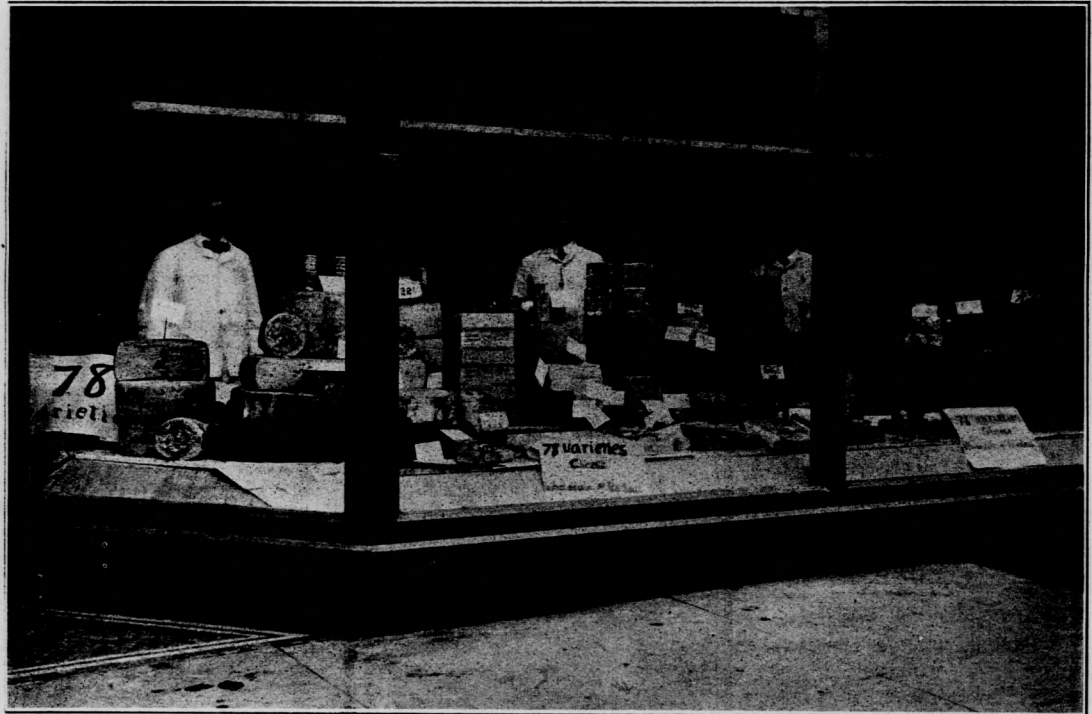
go inside and look at some cheese, talk about it a little to the man behind the counter, tell something about it, and that was the end of it. Goodness me! That "talk about it" was the merest starter.

The subject was so vast I thought it advisable to begin with the tiny fellows, the midgets, so to speak.

Among these the first to claim my attention were four varieties of soft cheese—Neufchatel, New Century, D'Isigny and Camembert. Their prices at retail are 5, 10, 20 and 25¢ a package. They are made by the Zeeland Cheese Co., and Dettenthaler's has their exclusive sale in town, although these brands may be handled by other firms outside of the Furniture City. The Neufchatel is the most familiar to cheese samplers who like to try new tastes in the edible. It comes in the shape of little cylinders three or four inches

These cheese with the foreign names are as near the imported goods of the same designation as it is possible to make in this country," said Mr. Dettenthaler, "climate and milk considered. Of course we can't have exactly the same conditions of climate, and then the feed of the cows is different from ours. The Zeeland people, and all others this side of the Big Pond who make imitations of imported cheese, aim to secure the services of a competent cheesemaker from those countries whose goods they are copying. The Zeeland Cheese Co. claims to have the best maker for this purpose in the United States.

"You would be surprised at the increasing consumption of cheese. There is an enormous quantity consumed by Grand Rapids people. More Americans every year are eating the different foreign cheese, and gradu-



CHEESE DISPLAY BY THE DETTENTHALER MARKET.

that very considerable part of it known as the greatest furniture city on the globe—was given a chance to wonder at, admire and fall in love with the product, 78 varieties of which were spread out in a tempting array.

Cheese! At mention of the word, one sees, with the mind's eye, a large, round, rind-covered mass of yellow substance of more or less solid consistency. But when 78 different kinds of this pungent article of commerce, some imported, some domestic, are spread out before him in as many different shapes, each having a peculiar flavor all its own, in trying to separate all this more or less delectable aggregation, that mind becomes befuddled and that mind's eye so "twisticated" that strabismus can be the only result for it.

The Tradesman's representative thought it was going to be an easy matter to write up that window—just

long and wrapped in tinfoil. The New Century is a small oblong in shape and is richer than the first mentioned. The Camembert is packaged in a small round wooden box, in imitation of the real imported article, of which I shall speak later on. The last, D'Isigny, is wrapped only in white paper. It is a very soft creamy-looking disk about an inch and a half thick and six inches across and weighs a pound. The top and bottom are peculiar in that they are corrugated. It certainly "looked good enough to eat" and made at least one mouth water to taste it! One other product of this company I neglected to note, making five in all, a cute little tinfoiled soft cheese, blue labeled Lunch Cheese—"big as a little box," a child would call it—selling for 5¢. These are all fresh when purchased and are allowed to cure as they lie on the dealer's shelves.

ally the people of other nationalities are taking to the cheese made in this country. As a rule, a foreigner, no matter from what country he hails, first enquires for the sort of cheese he is accustomed to in his own land. He doesn't appear to mind the expense—he wants what he was used to eating in his old home across the sea—with him it seems to be a case of wanting things 'like Mother used to make.'

"Take that Norway Gedost, over there," continued Mr. Dettenthaler, pointing to some cunning, little, fat, stubby loaves of solid, pasty-looking cheese wrapped in tinfoil and ticketed at 35¢ per pound. "Most of our demand for that comes from Swedes and Hollanders, hardly any other foreigners seeming to care for it. It reminds them of the Vaterland and the Swedes will have no other except Swiss.

"And Swiss cheese, the Emmentaler! It's astonishing how much of that is consumed. It sells for 35 cents a pound and everybody buys it. You ought to see what quantities of it I have on hand in storage. I can't hardly get enough to keep up with the demand. I buy over a thousand pounds of that alone every six weeks! I speak of the imported goods—the real thing. Then there is a cheaper domestic cheese that is very good, made in imitation of this. It is manufactured at Broadhead, Wisconsin, and costs the consumer 20 cents. It's a nice cheese, but seems to lack the 'tang' of the genuine article—comes shipped four or five in a tub. They weigh 140 or 150 pounds apiece, making weight of the tub 700 or 800 pounds. A great many of the saloons buy the domestic and palm it off on their customers for the imported goods. They cut it thin, put it between slices of rye bread with mustard, and lots of their lunchers don't catch onto the fake. There is the same difference in taste between the real Swiss and our imitation of it that there is between all the imported and domestic products, and about the same variation in price.

"Notice that Brickstein at 16c over there? I sell lots of that, too. Looks like large bricks of white butter. It is made in Milwaukee and, like many of that city's inhabitants, has a way of drifting into the saloons for free lunches. Most of my private customers for the Brickstein are Germans and Hollanders.

"This 16 cent Man's cheese? Yes, the ladies eat it, too. It weighs 38 or 40 pounds and is a New York State Cheddar—very popular.

"Here's an English Dairy, for which the dear public pay 25c—that's the price just now. It varies according to the season, being generally higher in the winter, sometimes touching 35c. It is manufactured in New York State by Baumert & Co. They have an office in New York City.

"Here's some Holland Spice Cheese, which costs the man from the Land of Dikes 22 cents. It is made in Rotterdam. My only customers for it are Hollanders and a few Americans. The latter get a sample only out of curiosity."

The cut half of a cheese of the last named variety was exposed to view, and looked tempting to one who has a penchant for spices. It was a pale yellow, not so high colored as our New York State Cheddar, and was all full of caraway seeds. I myself am a cheese fiend and, knowing this fact, I am often favored by my friends with little samples—"just to try and see how you like it"—and I remembered that this was like a slice brought me just a few days ago by an agreeable young Hollander. He claimed it was simply delicious—"the only cheese on earth," he called it. I tasted it—in fact, I ate it all up. I liked it. After that he thought I was a "real Hollander."

"Pineapple cheese, so called on account of their shape," continued Mr. Dettenthaler, "are made in Utica, New York, by Robert Norton. They

come in three sizes—1 pound, 1 3/4 and 4 pounds, called Picnic, Special and Large, and bring 30, 45 and 85 cents respectively. We don't cut them. The ridged appearance is caused by the little cord nets in which the curd is hung to cure. It is much used by hotels and restaurants, as is also the Edam, which comes in one size only and fetches a dollar and a quarter. They come about 45 pounds to the dozen, which makes them weigh in the neighborhood of 3 3/4 or 4 pounds each. Scooped out with a special spoon for the purpose they make an attractive object for the sideboard."

"What's that magenta color for," I asked, "and what's it made of? I've always wondered—and if it was poison."

Mr. Dettenthaler smiled, I guess at my ignorance.

"That," he answered, "is paint—magenta paint—aniline. It is put on at first, by the cheesemaker, to keep the moisture in and for appearance. In knocking around, before they get to us, 'the bloom gets rubbed off the peach,' so to speak, and all we have to do is to give 'em another coat and they look as fresh as if 'just picked off the tree,'" and Mr. Dettenthaler laughed again, and anybody who knows him knows that this genial proprietor's laugh is infectious. By the way, if there is one thing for which Mr. Dettenthaler has missed his calling it is as a Sir Boniface—he would make a great "jolly—er" in that situation!

"All this grated cheese in bottles," continued the storekeeper, all unconscious of the fate to which I was consigning him, "has as a basis some very strong Parmesan cheese. It is grated up very fine, like corn meal, mixed with other ingredients and sells for the same price as the cheese that forms its base."

On a little china jar of After Dinner Cheese was the following:

"When you see Bayle's name on food products you know they are the best," reminding one forcibly of the saying printed next to the heading of the New York Sun every day to this effect: "If you see it in the Sun it's so."

On another of Bayle's productions was the following:

"There are no others just like them. They stand alone in the dignity of their excellence of flavor and reputation."

"Nut Cheese and all other potted cheese," explained Mr. Dettenthaler, "have as a basis strong Old New York State Cheddar. This is true of Mac Laren's Imperial and also his Roquefort. Mac Laren is located in Canada. He has an office in New York. The Cheddar is mixed with butter or oil and some other—but secret—ingredients. It is then packed in the little jars in which it all comes to the dealer. It is very reasonable in price, ranging from 25 cents up. It has more body than the several soft cheese turned out by the Zealand people, so that it can be readily spread on bread or salted wafers without soaking in, and on the other hand, it is not crumbly. This makes

it handy for picnics or little mid-night lunches; and it is nice to keep on hand to rely on as a little delicacy in case of an emergency—when the cook goes off on a tangent, for example, or the Lord of the Manor brings a friend home to luncheon unexpectedly.

"This grated cheese in the bottles is said to be very appetizing when sprinkled on a platter of tomatoes on toast. A lady told me her husband brought home a bottle—I mean of cheese—and none of the family took kindly to it, it was so strong—it tastes as if made out of goats' milk. Finally, after it had stood around for several weeks, she bethought herself one day to try a little on toast with tomatoes, and after that no toast-and-tomatoes dish was considered complete without a peppering of grated Parmesan.

"Show the reporter the real—the imported—Parmesan—and the Roma—bring them both out to light," and at the proprietor's suggestion, Mr. Freuberg, the obliging young man who presides over the cheese department (he is the central figure in the picture), dived down into a deep, covered bin and fished up two of the awfulest—yes, they were simply terrific—looking specimens on which my eyes ever rested! One was green and old, and the other was old and green, and both were as hard as Pharaoh's heart when he was mean to Moses.

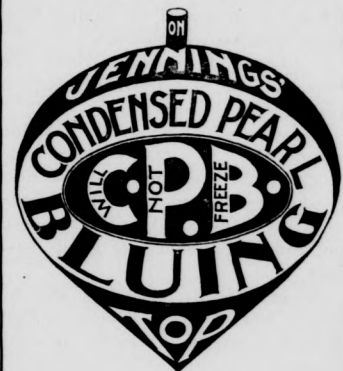
"Wait a minute," said Mr. Freuberg, and he ran to the front of the store, returning directly with a big

Continued on page six.

WE ARE NOW GIVING

FREE

with each 3 doz. case 10 ct. size



One Set Nickel Plated
Asbestos Sad Irons

Jennings
Flavoring Extract
Co.
Grand Rapids, Mich.

Advertising matter in each case.

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.

As the Quaker is known for his purity and honesty, so our "QUAKER" brand of Roasted Coffee is the embodiment of perfection in a Mocha and Java blend.

It is selected by Coffee experts; blended and roasted in the most scientific manner and placed on the market at the lowest possible price. All leading grocers sell it.

WORDEN GROCER COMPANY

Around the State

Movements of Merchants.

Grawn—H. C. Burt has purchased the hardware stock of McCowan & Co.

Detroit—The Michigan Savings Bank has increased its capital stock from \$150,000 to \$250,000.

Saginaw—The Stewart-Peck Co. succeeds the Stewart-Leesch Co. in the grocery business.

Levering—E. L. Sargent has purchased the M. M. Palmer drug stock and will continue the business.

Alpena—Masters & Thorne succeed the Sandham Co. in the clothing and men's furnishing goods business.

Allegan—S. B. Allen has sold his bazaar stock to J. L. Gilson, of Cadillac, formerly a resident of this place.

Sault Ste. Marie—A. Tuxbury has purchased the grocery stock of C. N. Dysinger, on South Ashmun street.

Ironwood—Kerkes & Buchko, dealers in clothing and men's furnishing goods, have filed a voluntary petition in bankruptcy.

Alma—Lafayette Stevens, furniture dealer and undertaker at this place, has taken a partner under the style of Stevens & Cole.

Price—H. E. Pierce has engaged in the grocery business at this place. The St. Johns store will be in charge of his brother Ed. Pierce.

Traverse City—Fay S. Hamlin has sold his grocery stock to A. E. Knight, who will continue the business at the same location.

Port Huron—Harper & Puddock continue the dry goods and cloak business formerly conducted under the style of W. N. Harper & Co.

St. Louis—Geo. H. Scriver & Son have sold their hardware and agricultural implement stock to O. F. Jackson & Co. Mr. Jackson formerly resided at Ithaca.

Lansing—F. E. Shank has sold his suburban grocery store, at the corner of Butler and Kalamazoo streets, to Peter Walter, and will devote his entire attention to his downtown store.

Charlotte—George J. Shannon has leased the vacant store in the Lockard block and is putting in a stock of jewelry, books and novelties. Mr. Shannon has been engaged in business in Cleveland for the past two years.

Petoskey—H. Leismer has purchased the interest of Daniel Berry in the implement and vehicle business of H. Leismer C. and will continue the business on his own account. Mr. Berry has embarked in the feed business.

Flint—John M. Hammond and E. E. Hammond, of this place, and F. W. Woodworth, of Bay City, have engaged in the salt, fuel, coulter's and mason's supplies business as the Flint Coal Co. The authorized capital stock is \$10,000, of which \$8,000 has been paid in.

Elk Rapids—W. R. White, formerly in the employ of the Antrim Hardware Co., has leased the Crombie building, recently vacated by E. S.

Noble & Son, and will install therein a line of shelf and builders' hardware, together with a stock of harnesses, robes and blankets.

Omer—A new real estate company has been established here under the style of the Omer Land Co. The members of the company are C. H. Macomber, who holds 100 shares of the \$2,000 capital stock; Chauncey D. Brooks, who holds 15 shares, and Wm. J. Ardis, who holds 10 shares. Hamilton—Simon Hellenenthal has purchased the half interest of Albert DeGroot in the merchandise business of Borgman & DeGroot. The new style is Borgman & Hellenenthal. Mr. Hellenenthal was formerly connected with Klomprens & Brower and later with the Zeeland Milling Co.

Grawn—H. C. Burt & Son have purchased the hardware stock and store building of H. B. McCowan, paying 90 per cent. of the invoice price for the goods and \$1,600 for the real estate. They will erect an addition, 40x60 feet, to the building in the spring to be used as a warehouse for farm machinery.

Port Huron—The dry goods firm of W. N. Harper & Co. has been dissolved and will hereafter be known as Harper & Ruddock, Wm. Ruddock having purchased the interest of D. H. Comstock. Mr. Ruddock formerly conducted the branch store of George R. Shotto and Martin Bros., at Minden, Capac and Memphis.

Hudson—Frank A. Knapp has purchased Jay Cooley's interest in the firm of Knapp & Cooley and will hereafter conduct the flour and feed business at the Church street stand on his own account. Mr. Cooley retired from the feed store business in order to be able to devote all of his time to the milling business in which he and his father are interested with J. W. Shaver.

Manufacturing Matters.

Adrian—Merritt H. Higby, who operates a creamery at this place, has taken advantage of the bankruptcy laws.

Adrian—The Adrian Basket Co. has contracted to purchase the veneer plant of the Lesh & Young Co., which has not been in operation for some time.

Mt. Pleasant—Whitney & Taylor, who operated a hub mill here, have moved their plant to Twining, where they have secured a large tract of hardwood timber.

Cross Village—The Litchfield-Stevens Lumber Co. is overhauling its sawmill, putting in new boilers and other improvements, with a view to doubling its capacity.

Muskegon—The Superior Manufacturing Co. has added church furniture and opera seating to its lines of manufacture. It will also install machinery for the manufacture of its own veneers.

St. Clair—Walter J. Hopkins, Chas. Boyschlag and Hugh H. Hart have organized the Imperial Ginseng Co., with a capital stock of \$25,000, held in equal amounts by the members of the company.

Sidnaw—D. A. Hapeman's shingle mill, which has been idle for the last

two months, will probably start up next week. It is expected that enough shingle bolts will be secured to keep the mill in operation all winter.

Detroit—The American Brazing Co. of Michigan has been organized with a capital stock of \$75,000, which is held by Richard H. Lana, of Orange, N. J., with the exception of ten shares, owned equally by Jas. P. Buckley and Robert W. Hart, of this city.

Stephenson—Negotiations are now under way for the removal of the cedar yard and mill of the C. S. Hart Cedar & Lumber Co. from this village to Koss, on the Wisconsin & Michigan railway. The arrangements for the removal will be completed in a short time. The company has a large cedar yard.

Detroit—W. H. McGregor, P. J. Hoenscheid, Chas. R. Becker, A. W. Ehrman and W. H. Warren constitute a new company known as the National Twist Drill & Tool Co., which will engage in the manufacture of twist drills, reamers and other tools. The capital stock is \$20,000, held in equal amounts by the stockholders.

Menominee—The shingle manufacturers are closing their mills earlier than usual on account of the condition of the market and the refusal of the employes to take a reduction in wages. The shingle mill of the A. Spies Lumber Co. has closed, although the company had enough logs on hand to keep it running for a month longer.

Northland—The Wolverine Cedar & Lumber Co. recently submitted to the shingle weaver's union a proposition to reduce the wage scale 25 cents for each class of labor per day. It was not accepted by the union, which declared that it would reduce the wage scale but ten cents, whereupon Manager J. M. Thompson ordered the shingle mill closed down and the entire crew discharged.

Cheboygan—It is proposed to organize a stock company, capital \$50,000, of which one-fifth will be held in Cheboygan, for utilizing the big pile of dust in this city known locally as "sawdust mountain," in the manufacture of ethyl alcohol and charcoal. Extraction of alcohol leaves the dust in a pressed state, almost hard enough for use as paving pricks, which when burned makes the best of charcoal. Chicago parties are back of the project.

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

Commercial Credit Co., Ltd.

Wildcomb 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

W. H. Vaughn has opened a drug store at Muskegon. The stock was purchased of the Hazeltine & Perkins Drug Co.

Thomas Ford, son of ex-Congressman Ford, has opened a grocery store on Grand avenue. The Judson Grocer Company furnished the stock.

Amos Packard has engaged in the grocery business at the location formerly known as Jeffery, near Portland. The Worden Grocer Co. furnished the stock.

The Hatt Polish Manufacturing Co. has been organized with a capital stock of \$1,000, held as follows: Chas. E. Hatt, 340 shares; Wm. T. McGurrin, 290 shares; W. G. McGurrin, 50 shares, and Geo. E. Dewey, 20 shares.

A. T. Driggs, founder of the Grand Rapids Mattress Co., also the H. B. Feather Co., both of this city, after twenty-one years as acting manager and proprietor, now retires and will take the position of buyer and general salesman for the I. X. L. Upholstering Co.

The Grocery Market.

Tea—Prices remain about stationary, with a decided firmness in some lines. Jobbers anticipate a fairly steady market from now on with a possible advancing tendency toward the close of the old crop season as it is thought stocks are none too large to carry the trade through to the next crop. Demand is normal, and without particular feature.

Coffee—The consuming trade has fallen off considerably, and as a result the dealers in actual coffee are not inclined to take coffees at present prices. There has been no recession from the high ruling prices, but a weaker tone is apparent, as offerings of Brazils at prices formerly eagerly paid have had no takers during the last few days. Brazil still continues very high. Coffees other than Brazils are steady and unchanged.

Canned Goods—Tomatoes are unchanged. The market is still nominal and the demand is only fair. Corn is still high and scarce. Peas are quiet and unchanged. California canned goods are unchanged, except that the independent packers have followed the association in the recent advance. Eastern peaches are nearly out of the market. Apples are unchanged and quiet. Some of the New York packers are asking more money, but it is still possible to buy at the old price.

Dried Fruits—Peaches are in fair demand. The supply is not heavy and prices are unchanged. Currants are in fair demand at unchanged prices. Seeded raisins are in moderate demand, with sales still being made at the old prices. Loose raisins are in good demand, and clean up as fast as they get in. Apricots are the most active of the list. The demand is active, and the market extremely strong.

Rice—Business is quite active in this community, although not so

much so as the present prices and the real value of the rice as a food seem to warrant. The country is slowly coming to a realization of the excellent qualities of rice as a food product and the consumption is increasing from year to year. There are no price changes.

Provisions—The market is quiet on practically everything. All grades of hams are dull and unchanged. Beef is unchanged and quiet. Barrel pork is very scarce. Family pork is in especially small supply and may advance in price if receipts do not improve. Pure lard is unchanged, but compound lard is $\frac{1}{4}$ c off, as a result of the small margin between pure and compound, and also a decline in the cottonseed oil market. The demand for lard is good.

Fish—Salt mackerel is steady. Norway bloaters are firm and supplies moderate. Cape Shore mackerel is steady. In herrings supplies are fairly large, with the tendency of values toward a lower basis on both Scotch and Holland fish. Codfish is steady. Stockfish is in good demand at full prices.

Syrups and Molasses—Sugar syrup is unchanged and in fair demand. New pure molasses is scarce, but the quantity of adulterated stuff coming forward from New Orleans has already begun to be very large. Good new molasses, which will commence to come forward in good measure during the next few days, is ruling at a good price. The demand for molasses on spot is fair.

Arrange For Thanksgiving Oysters.

The Dettenthaler Market wishes to remind the trade that it is in shape to meet every requirement of the Thanksgiving trade on oysters and offers good service and bang-up good stuff. The Perfection brand is carried in both cans and bulk and in all grades. The stock this year is better than ever before and the supply is adequate to meet every demand, no matter how large or how pressing. Telephone or write in your orders, anticipating your needs as far in advance as you possibly can, because this will be to your manifest advantage in more ways than one.

The Great Central Railway in England has such a large volume of fish traffic from the coast to interior cities that the line has been equipped with special cars for the purpose. These are formed into separate trains and hauled on fast time schedule by powerful ten-wheel locomotives. Fish are thus delivered to interior markets in the briefest period after being taken from the sea.

The money in circulation in the United States during October increased \$23,000,000. Allowing for an increase in population of 133,000, the circulation per capita has advanced from \$29.75, the best previous record, to \$29.99, the highest point ever reached. Any person who has \$30 in his cash reserve may thus realize that he is better off than the average.

We ought to be much better judges of our own characters than our neighbors, but we are not.

The Produce Market.

Apples—Local dealers have secured their winter's supply, which they are marketing on the basis of \$2@2.25 per bbl.

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

Beets—50c per bu.

Butter—Factory creamery is steady at 22c for choice and 23c for fancy. Receipts of dairy grades continue large and the quality has somewhat improved. Local dealers hold the price at 13c for packing stock, 16c for choice and 18c for fancy. Renovated is in active demand at 18½@19c.

Cabbage—50@60c per doz.

Celery—18c per bunch.

Cranberries—Cape Cods and Jerseys command \$9 per bbl. and \$3 per bu.

Eggs—The market is stronger and higher, local dealers having advanced their prices to 25@26c for candled, 22@23c for case count and 21@22c for cold storage.

Game—Live pigeons, 50c per doz. Drawn rabbits, \$1@1.20 per doz. Squabs, \$1.50 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, \$4.50; Californias, \$4.65.

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

Onions—Local dealers pay 35@40c.

Oranges—California late Valencias, \$5; Jamaicas, \$3.25@3.50; Floridas, \$3.50.

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

Potatoes—The market is firm and cars are scarce. Buyers generally are paying 40@43c for white stock and 35c for red. The farmers are holding their stock, evidently in hopes of higher prices, and are taking chances on the rot that has been the bane of the potato man this year. However, the stock that is coming now is said to be comparatively free from this and to be practically No. 1. Few buyers have sufficient faith in the tubers yet to store any. The growers will take the loss this year if there is any and, on the other hand, will take the profit if it comes.

Poultry—Turkeys are higher and stronger, with every indication of a scarcity for Thanksgiving. Fowls are also higher, the receipts being inadequate to meet the consumptive demands of the market. Local dealers pay as follows for dressed: Spring chickens, 11@12½c; fowls, 10@11c; young turkeys, 14@16c; ducks, 11@12c; geese, 9@10c.

Pumpkin—\$1 per doz.

Squash—1¼c per lb. for Hubbard. Sweet Potatoes—Virginias have advanced to \$2 per bbl. Genuine Jerseys are steady at \$3.75 per bbl.

Detroit—The Beals & Ward Furniture Co. will make and repair furniture. The members of the firm are Elmer W. Beals and John L. Ward.

Detroit—The C. E. Winter Cigar Manufacturing Co. has been organized with a capital stock of \$5,000, of which \$2,500 is paid in cash. Incorporators are Carl E. Winter, Cynthia Winter; Carl E. Winter, trustee, and William E. Brines, Jr.

The dinner tendered the Wholesale Grocers of Michigan and Toledo by the wholesale grocery trade of Detroit at Hotel Cadillac Monday evening was attended by forty-three representatives of the trade, including representatives from five of the six wholesale grocery houses of Toledo. Gilbert W. Lee presided as master of ceremonies and presented the various speakers of the evening in his usually fluent manner. Wm. Judson spoke for the National Association of Wholesale Grocers, setting forth the advantages of the organization and enumerating the several concessions it has obtained during the past two years. James S. Smart, Jr., of Saginaw, discussed the condition of the wholesale trade. Edgar A. Hill, of Chicago, described the conditions prevailing in the yeast business before the various companies manufacturing hop yeast were combined as the Northwestern Yeast Co. W. I. Brotherton, of Bay City, spoke of the improved conditions of the wholesale grocery trade. M. D. Elgin, of Grand Rapids, presented the compliments of the National Grocer Co. H. P. Sanger made a brief address, which so captivated his hearers that at its conclusion they all rose to their feet to drink his health.

An apparently insurmountable objection has been raised by German oculists against the practical adoption of an electric railway speed of 128 miles per hour, such as has been attained on the military experimental railway at Berlin. These scientists say that this high rate of speed is beyond the sight limit of human vision, and it will, therefore, be impossible for the engineer to read the signals ahead of his train, which is indispensable to secure safety.

A young peasant in a village in the Russian province of Minsk, who was trying to educate himself, was arrested for being in possession of a book on algebra. The justice of the peace before whom he was brought acquitted him on the charge of conspiracy made against him by the police, but warned him not to buy books which tended to make an anarchist and an infidel of him.

The total area used for farming purposes in the United States is 841,000,000 acres, an area larger than England, Scotland, Ireland, Wales, France, Germany, Austria, Spain, Japan and the Transvaal. There are 10,438,000 persons engaged in the agricultural pursuits, while all other industries employ but 18,845,000. One-third of the people are, therefore, devoted to farming.

Vienna now has a large retail store where only American shoes are sold. Those who have tried them are said to have pronounced these machine-made goods superior to the hand-made Austrian shoes.

Health is the second blessing that we mortals are capable of; a blessing that money can not buy.

CHEESE IN THE WINDOW.

Continued from page three.

sheet of clean, thick wrapping paper, which he spread on the floor in front of him. Then he lifted those cheese in his hands, high above his head, "einer zur Zeite," and brought them down with terrific force—just as the Macbeth people say you can do with some of their hardened chimneys, but I never cared to try the experiment.

It never feazed 'em!

They stood the drubbing like the Rock of Gibraltar would under similar conditions. Their cheeseship came forth unscathed from the battle—"they look like silk and wear better."

"We have to saw that cheese or else pound it apart—we can't budge it any other way," panted Mr. Freu-berg. Then he picked up the rocky (!) cheese and let it fall into its former hiding place with a dull thud.

"It's rather harder than this fine Sage cheese, isn't it?" said the proprietor. "This is made by our English cousins, and those who are fond of it pay me 22 cents. The imitation is manufactured in N. Y. State and also over in Wisconsin, and is from 2 to 4 cents cheaper than the real thing. Both varieties weigh from 30 to 50 pounds apiece. This cheese slices evenly and is preferred by many of my patrons, some of whom never pretend to buy any other brand.

"People get into the habit of liking one kind of cheese and will call for no other. There's one young lady stenographer in a downtown office who comes in every Saturday evening, so Henry here says, and gets a whole pound of it and a pound of crisp crackers to munch on over Sunday. She says she rather have some nice cheese any day than a box of candy, and that they never seem to have the cheese that suits her taste where she boards.

"This suiting of cheese taste is peculiar. One man will enquire for a strong, old cheese. The next that comes in wants his just off the factory shelves. I keep 'em all and so am able to please anybody and everybody.

"You don't like the looks of these little New Hand Cheese? Why, some customers won't look at anything else. You'd think they liked them, to see the way they come in sometimes, buy one of those little fellows and eat it right down while they stand here. No, that glazed outside that looks like glaze marshmallows is nothing but cheese—nothing but cheese," he repeated at my incredulity. "It looks like a coating of some foreign mixture, but it's only the cheese itself. They come in two sizes; the larger go for 5 and the smaller are 'twofers.' They are closely packed four dozen to the box, and are made by Germans down in the Windy City State.

"There's an expensive cheese," pointing to a measly-looking specimen of Italian production. "It's Gorgonzola. We don't have any spoil on our hands, for its 'keeping qualities' are equal to those of a miser! This you see is a year and a half old;

we've had it that long, and goodness knows how old it was when we were introduced to it; it's like a woman's age—you can't tell and she won't. They cure this Gorgonzola in caves. It's a French cheese. It is wrapped in clay and straw and left in these caves from 60 to 90 days. It loses its color a little when exposed to the light, but even then looks like witches' broth boiled down and solidified. 'The older the better,' those who eat it say.

"This old cheese," indicating another variety that looked like the one just examined, "only more so," "tastes of money" even more than the Gorgonzola—it retails for 75 cents a pound. It is English Blue Stilton."

I suppose this is a great delicacy, but it looked like a brown and green old hodgepodge. In shape it was a cylinder 7 or 8 inches in diameter and about 10 high and was covered all over with "cow's bladder." Somebody else can eat it—"I'll none of it."

"Now here are two kinds of cheese that are known the world over," and two small, round, wooden boxes with foreign labels were laid out for my inspection. They were the same size. On one was the following:

"Veritable Camembert. Triple Cream."

The other read:
"Veritable Fromage de Camembert. Double Creme. A. Rousset, Havre."

Both are soft cheese and retail at 35c. The latter is known everywhere as the Ship Brand.

"These little hard green Sap Sagos," was my next information, "are imported from Holland. Our prevailing foreign element are my best customers for it. It is also used by Americans. Three tip the scales to make a pound and one sells for 10 cents. It is grated fine—that's the only way it is used—and made into a soft paste with butter and, spread on rye brod, is said to be 'a delicacy fit for the gods'—by those who like it.

"This fine-looking, yellow, wholesome domestic cheese is Herkimer county Cheddar. It goes to everybody—at 18c."

"This little group of foreign potted cheese—glass jars—are all much alike. The names are Port-Salut, Fromage de Gorgonzola, Colhom-miers. Price of each is 35c. Italians, Americans and a few French enquire for them."

"That Pottus roosting high? That's Dettenthaler's Own. Brandy!" came in a stage whisper. "Everybody—everybody buys it. We make it with very, very strong old Herkimer county cheese—a year old—as the basis. We grind it very fine until it is of the consistency of butter and then mix brandy with it. It is made into a sandwich with rye bread. The price is 25c. It's fit for a king."

And the Limburger! Wow! I tasted my first sample. I can't truthfully say I ever want another. Yet, fragrant as its odor and fierce as its taste, Mr. Dettenthaler says there is a great demand for it by Americans, as well as those who would be ex-

pected to like it—Germans and Hollanders.

"You don't mean to say that Americans like it!" I exclaimed. "Not—like—it!"

"Yes. I buy that and Brickstein at the same time—ten or twelve cases of 115 to 125 pounds each. The Americans are coming more and more to eat it every year. They say they actually enjoy it. I sell lots of it for Dutch lunches, so called."

I gingerly got near enough to the yellow-labeled packages to read the inscription:

"Vollstetter Limburger Kase. Garantirt feinste Gebirgsware. F. J. Schneller & Co. Fussen an Lech, im Bairischen Hochgebirge. F. J. Dettenthaler, Agent fur die westl. Ver. St., Grand Rapids, Mich."

Mr. Dettenthaler said that it is made near a lake at the foot ("Fussen an Lech") of the highest of the Bavarian Mountains ("Hochgebirge"), which corresponds to our own Pike's Peak in Colorado.

When I leaned over the stuff to write out the inscription I was strongly reminded of what Mr. Douglas Malloch said about it in a recent issue of the Tradesman. He had been told that a small piece of it—a mere morsel—if placed in a refrigerator, would drive away ants.

"Yes," he went on to say, "it's true—drives away aunts and uncles and cousins and nephews and husbands and wives and mothers-in-law—and every other living thing—out of the house!" H. E. R. S.

Saving an Old Pair of Shoes.

It was an old pair of shoes. Its owner was in hard lines, financially, for the time being, and the fact that the shoes were without noticeable holes, that they still held together and that the wearing of them would postpone for a week or two his having to buy a new pair, was too great a temptation.

He felt a little shabby as he wore

them down town in the car. The man next him had on a good pair of shoes—dressy and neat.

He hid them under the seat as best he could.

Passing a shine stand downtown he thought: "No, it isn't worth while wasting the price of a shine on them."

The insole was worn out of the left shoe, and brads protruded, hurting his foot and making him limp. Also the constant hurt made him nervous enough to make some annoying errors in his work and cross enough to talk somewhat rudely to a customer and get himself into trouble.

That night when he took off his shoes he found that the brads had ruined one of a pair of 50-cent half hose.

He also had a stone-bruise on his heel.

The next day he was sent unexpectedly by his senior partner to call on an out-of-town customer at a hotel, and when the out-of-town man saw the shabby shoes he gained the impression that the firm was likewise going to pieces, and placed his order elsewhere.

The following day he bought a new pair of shoes, and this is the mental entries he made regarding the transaction:

"Lost, some self-respect, valued pretty high.

"Lost, 50 cents, value of hose worn out by absence of insole.

"Lost, \$10 deal with local customer, who placed order elsewhere because I talked ugly to him when my heel was hurting.

"Lost, 25 cents, cost of ointment for stone-bruise caused by brads.

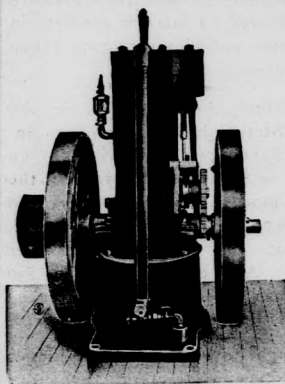
"Lost, \$500 order and maybe a lifetime customer, owing to my shabby appearance when I met him at the hotel.

"Gained, the interest on \$5 (the price of a pair of shoes) for two days, at 6 per cent.

"Gained, enough sense not to be such a fool next time."



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H. M. Reynolds Roofing Co.,
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Agents Wanted

Ayres Gasoline Engine and
Automobile Works

Saginaw, W. S., Mich.

Union Men Must Cease Criminal Acts.

Since the unions have grown powerful and the demands take on a more peremptory tone it becomes necessary for the social organization as represented by governments to have more regard for the flagrant defiance of the laws and to make the unions understand that the rights of others must be considered and fully protected. This action may surprise some of the union leaders who have felt so secure in their power, but it must finally appeal to the good sense of the majority of the workers who will understand that exact justice for all is the only safe basis for satisfactory government.

Two cases that have come before the courts recently serve to illustrate the extent to which unions have gone in assuming a superiority to the laws to which others must submit. One is the boycott case in Indiana and the other the Sam Parks case in New York. In the former case a contractor brought suit against a union for damages caused by a boycott which the union ordered and a verdict was secured against the union, which the court held to be responsible. There could be no question of the responsibility of a number of individuals who would deliberately conspire to ruin another and the fact that the conspiracy in this case was in the form of a labor organization could not change the legal status. The plea that the labor union was not regularly incorporated was overruled by the court, which held that the members as individuals were responsible for what they ordered collectively. The injury was done and the law must find the redress, otherwise justice would be a mockery. Other cases following the same lines are in the courts and reasonable men can have little doubt of the outcome.

The Sam Parks case was for extortion of sums of money from employers by threatening strikes. The facts, at first denied, were finally admitted, but it was urged that the action was really taken by the union and that the money was turned over to the union. In this case the court ruled that extortion of money by threat was a crime which the law must deal with. It made no difference what disposition Parks made of the money after he had obtained it by a criminal action. Whether Parks was disloyal to his union or not was not a question at issue. As he had personally forced the payment he must suffer the penalty.

The unions have been warned often enough that they were going too far and that the time must come when the people would no longer submit and the indications are that the time is at hand. The courts have found ways for enforcing the laws and unions can no longer afford a shelter for the malefactors. The verdict against the union in Indiana will hold against every member because as a voluntary association they are virtually in partnership, whereas as a corporation there would be only the limited liability. The court can order an assessment and if the officers of

the union refuse to act or members refuse to pay according to their means they would be in contempt and subject to imprisonment. On the other hand the high and mighty officials, walking delegates and business agents who undertake to bully and threaten employers must be careful to find out how far they can safely go, because a union backing will be no protection for them any more than for any other individual who should attempt the same tactics and be brought up to answer for the same.—Boot and Shoe Recorder.

Duty to Creditors and Employes.

Accepting the explanation as made by the failed firm of Philadelphia seedsmen—that the cause was too liberal treatment of its employes through paying them full wages when there was little or nothing for them to do—"it is pertinent to ask," says the New York Times, "how far a business concern has the right to be generous in the matter of paying unearned wages—unless, indeed, it shall appear that for labor performed it pays less than that labor is worth, holding in reserve part of the price to support its workmen when involuntarily idle. This question has interest in view of the attitude of organized labor and its demand for full current participation in what is created by its co-operation with capital. Organized labor insists that the satisfaction of the wage earner in the matter of a generous living wage is paramount to any and every obligation on the part of the employer. This loses sight of the fact that the paramount obligation of the business man is to pay his debts, and that he can not do this if he permits his expenses to absorb his profits and erode his capital to the vanishing point. His first duty is to be just; his second to be generous. If he can be both just and generous so much the better, but in the keen competition of modern business this is not always possible. Evidently it was impossible in the case of the firm mentioned, and its effort to continue under the existing wage system a relation in which the labor was a partner in prosperity and a dependent in adversity ended exactly as might have been expected. Organized labor has made that sort of relation impossible—whether for the better or not is beside the fact. The fundamental error of its position is that it elects to eat its cake, and when it is gone it clamors for the share of others.

"There is food for thought and for profitable discussion in the facts above outlined. The duty of the employer to the wage earner, popularly styled the duty of capital to labor, has been much debated. Perhaps it would promote a satisfactory conclusion if some consideration is given to the duty of the employer to his creditors and to himself. It may be found that these two sets of duties are not at all in conflict."

Usual Course.

An Indiana man went crazy on his wedding day. If it had not been noticed he would have recovered soon, no doubt. Marriage has that effect.

Figures are Dry But They Don't Lie

STATE OF MICHIGAN)
COUNTY OF KENT)^{ss}

John DeBoer, being duly sworn, deposes and says as follows:

I am a resident of Grand Rapids and am employed as pressman in the office of the Tradesman Company. Since the issue of October 4, 1899 (4 years), no edition of the Michigan Tradesman has fallen below SEVEN THOUSAND complete copies. I have personally superintended the printing and folding of every edition and have seen the papers mailed in the usual manner. And further deponent saith not.

John De Boer

Ernest A. Stowe, being duly sworn, deposes and says as follows:

I am President of the Tradesman Company, publisher of the Michigan Tradesman, and certify to the correctness of the above affidavit.

Ernest A. Stowe

Personally appeared before me, a Notary Public in and for said county, Ernest A. Stowe and John DeBoer, known to me to be the persons who executed the above affidavits, who certify that they made the statements regarding the circulation of the Michigan Tradesman from their personal knowledge, on this 1st day of October, A. D. 1903.

Henry B. Fairchild

Notary Public in and for Kent county, Mich.

The Best Way To Judge The Future Is By The Past



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by the
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Grand Rapids

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Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - - NOVEMBER 18, 1903

TARDY HONOR.

More than a century after his death, which occurred in Paris in 1792, some few of the American people have awakened to some sense of the obligation due from this great Republic to John Paul Jones, probably the most daring fighter on the sea who ever lived.

He died in retirement and poverty in a foreign land, and no one knows where he was buried, probably in a Potter's Field, near the French capital. Recently some inquiry has been made as to the location of his grave, and United States Senator Lodge has offered a resolution to provide for the erection of a monument to his memory, a belated tribute to perhaps the most remarkable of the American naval commanders.

Paul Jones, as he was commonly known, was a native of Scotland, but was a resident of Fredericksburg, Va., when the War of the Revolution was brewing. Having been brought up to a seafaring life, he immediately sought service in the naval forces of the infant Republic. Of course, the Continental Government had no ships, but several of the States fitted out some small trading vessels with guns and sent them out to meet the squadrons of the British Navy. Jones, who had been made a Lieutenant in the Continental Navy, sailed from Delaware Bay in April, in command of the sloop Providence, and in six weeks captured sixteen British prizes, besides ravaging the coast of Nova Scotia. He soon made another successful cruise in the Alfred, and in March, 1777, he sailed into the broad Atlantic in the Ranger and reached France, after many exciting adventures with the British ships.

France being also at war with England, he had no difficulty in making a base in French ports. Jones then sailed into St. George's Channel, between England and Ireland, took merchant prizes and burned the shipping in Whitehaven Harbor and captured the British ship of war Drake, of twenty guns, carrying his prizes to France. He needed a vessel of larger capacity and gun power, and this he got by fixing up an old merchant ship that had run in the East Indian trade, arming her with twelve and eighteen pounders and naming her Bon Homme Richard.

With this old hulk and three small vessels he sailed into British waters, where he sighted forty sail of British

merchantmen, under the escort of the two ships of war Serapis, of forty-four guns, and Countess of Scarborough, of twenty-eight. At 7 in the evening the Bon Homme Richard closed with the Serapis, Jones lashing the two ships together. The most desperate sea fight on record occurred, lasting until 10 o'clock at night, when the Serapis surrendered. Jones' ship was so shot to pieces that it had to be abandoned. In the meantime the other vessels had captured the Scarborough and some of the merchantmen and Jones got away with his prizes into a French port.

For this daring and brilliant service the French King gave Jones a gold and jewel hilted sword, while Congress voted him thanks, but he was the victim of such violent jealousy and prejudices in the Naval Department at home that he could get no promotion and no more ships. He had impoverished himself fitting out the Richard and other vessels and he remained in poverty and enforced idleness in Paris until the end of the war. Then he accepted service in the Russian Navy, where he became a Rear Admiral.

Hon. John Adams, of Massachusetts, who became the second President of the United States, appears to have been bitterly opposed to Jones, characterizing him as ambitious and intriguing and referring to him as a foreigner from the South (Virginia) arrogating to himself the merit that belonged to New England sailors, and the influences exerted by Mr. Adams were sufficient to deprive the greatest of the sailors of the Revolutionary war of the honors and the promotion he had won.

It is on record that all of the thirteen Government ships were captured by the British.

Jones was the only one of the Federal Naval Commanders who gained any victories on the sea during the War for Independence, all the other distinguished marine exploits having been achieved by privateers. It is worth while to note that in the beginning of the war the Continental Congress authorized the building of thirteen war frigates, one for each State, but not one of them was given to Jones, who had to fight in such small vessels or old hulks as he could get possession of.

The rottenness accidentally discovered in the office of the City Comptroller, due to collusion between the former incumbent of that office and a local printer, is a legitimate outcome of the "short shop" policy of the trades unions. Under a resolution of the Common Council, all city printing is confined to the printing establishments which wear the yoke of the typographical union and use the union label on its output. This necessarily destroys competition and enables the few houses which stultify themselves in this way to form combinations and graft the city in a most reprehensible manner. So long as the municipality continues its present partnership relation with trades unionism, it must expect to be the victim of greed and graft.

RADIUM OR ELECTRICITY.

The physical philosophers who have speculated on the nature, operation and constitution of the heavenly bodies, have not hesitated to figure on their ages.

They generally agree that the sun, which is the center of our planetary system, is burning up, and, therefore, approaching extinction. Those world-builders who argue that it is a blazing fire seek to secure fuel to keep it going, by claiming that comets, meteoric bodies, and the like are constantly being drawn into the sun to feed its fires, and that in time all the bodies which revolve around it will be consumed, unless it should, by cooling rapidly and shrinking, lose its power of attracting fuel. It will then become extinguished, growing black and cold and leave us upon this earth to die of freezing and darkness, unless we are sooner drawn into the fiery vortex and take part in the conflagration of a world.

Lord Kelvin, a distinguished chemist and physical philosopher, claims that the sun is not more than 100,000,000 years old, and he thinks since the discovery of the new elemental body known as radium, which has a remarkable property of giving off heat and light without losing any of its substance, that the sun may be largely composed of it, and if so, will be able to survive for a much longer time than has heretofore been allowed to it.

The spectroscopists are trying to find if radium is one of the illuminating factors in our great source of light, and in all probability it is. But it seems entirely unnecessary to conceive that the sun is a fire supported by material that is being consumed. The existence of radium militates against such a conclusion. But there is also another view that is full of interest. It is that the sun is a vast incandescent electric light, kept in operation by innumerable planetary, cometary and other bodies, which revolve around it. These to all intents and purposes perform the functions of a titanic dynamo, which constantly generates the electricity necessary to keep in its proper condition the great light and source of heat which gives life to our universe.

Why not?

GENERAL TRADE REVIEW.

When the tide of speculation goes to either extreme, unless it meets with sudden reaction in the nature of a panic it continues at the high or low level for a much longer time than is usually expected. Thus the predictions that there must come a reaction when prices were at the height of inflation were a long time in being realized. So now that the low level is established predictions of a change are correspondingly slow in results. Probably the explanation in both cases is to be found in the fact that stock operators find it to their interest to support the high tide as long as possible and then for similar reasons to continue the low. The leaders in the present decline are United States Steel and the Pennsylvania shares, two of the most assured properties as to intrin-

sic value in the country. Both made new low records, although price changes were slight and trading exceedingly dull.

In spite of the tendency to readjustment to new conditions in price declines the general volume of trade continues large. With good crops of all the leading staples selling rapidly at high prices there is good assurance that the consuming public will have plenty of money, and this is evidenced in the support which is given to general merchandise distribution. A suggestive feature of the situation is that, in spite of the extreme high price of cotton, that staple is being freely taken for export to meet the imperative needs of foreign spinners. High prices of both cotton and wool, with the inflated wage scale, are still serious factors in domestic trade and these would suffer severely were it not for the tremendous support accorded by the consuming public.

Iron and steel are as active as could be expected in process of readjustment. As long as there is prospect of lower prices in products there will be waiting in many undertakings where local conditions make delay possible. But as yet there is little actual reduction in the general volume of even these leaders in readjustment.

A man of eighty-odd years died last week in New York, leaving written on a small sheet of paper the following: "Personal memoirs. At the age of thirty I gave up dancing; at forty, my endeavors to please the fair sex; at fifty, my regard of public opinion; at sixty, the trouble of thinking, and I have now become a true sage, or an egotist, which is the same thing. I have never meddled in any marriages or scandals; I have never recommended a cook or a physician; consequently I have never attempted the life of anyone."

Michigan grain shippers are gratified by the prospects for a barge canal connecting Lake Erie with the Hudson river. They expect when the canal is completed the cost of sending grain to New York will be reduced two cents per bushel, or about one-third the present rates. Of course from five to ten years will elapse before the proposed canal can be ready for navigation, and during that time other routes may be developed and existing charges for transportation materially reduced.

European governments are all more or less interested in the Panama situation, but indications are that they are content to allow the United States to handle it, having entire confidence that whatever is done will be for the common advantage of all nations. The United States is bound by treaty obligations to keep traffic open across the isthmus, and there is no doubt of its ability to do so.

The State of Texas has brought suit against the Pullman Car Company to break the monopoly which it is claiming there, and which takes the form of excluding all sleeping cars but its own from Texas railroads.

THEN AND NOW.

In glancing back over the years that separate us from the first Thanksgiving day in our country, in 1621, certain very salient changes in manner of life are evident, and it may not be a bad plan to notice them and their significance at this time.

Shortly after the first harvest of the colonists at Plymouth Governor Bradford sent four men out to shoot game, so that they might, as the account reads, "after a more special manner rejoice together." Then, as now, the special manner of rejoicing seems to have been primarily a matter of gastronomy. The shooting and eating of turkeys then, as now, was made symbolical.

Those four men who went out to shoot game for the first Thanksgiving day dinner were probably the builders of their own houses. They raised their own corn and vegetables, they patched their own boots and clothes, and all the carpentering, soldiering, hunting, butchering, baking and candlestickmaking they did themselves. They all took part in governing, in church matters, in fighting the Indians. In fine, every man was many-sided and developed along many lines. They were resourceful men, each man taking a hand in a variety of occupations. To-day it requires we should not like to say how many men to make one nail, one pin, one sheet of paper, and each man is restricted to his especial part of the nail, the pin, the sheet of paper. In glancing back over the ages to 1621 the greatest change one notices is the change between man as generally employed and man as specially employed. Nowadays, in the professional and business world, the divisions and subdivisions are so many that men in one department of work do not even know the routine of the work in another department.

The next most noticeable change between the world of 282 years ago and the world of to-day is the change from poverty to wealth, from bare necessity to rococo luxury, that is sometimes ridiculous in its flamboyant exaggerations. Those four men, with their leathern jackets and fowling pieces, had, perhaps, a house, a garden, a little rough furniture and a few simple utensils for cooking; few clothes, few books, no luxuries; while we—the mere catalogue of our superfluities would require an index as large as an encyclopedia. That there could be any difference between those four men of the time of Governor Bradford because one of them had a better fowling piece than the other or because one had two jackets and another only one never occurred to them for a moment. But to-day the difference between the men who have money and the men who have none is marked. They have different interests, different amusements, occupations, training, opportunities. No man cared very much, that first Thanksgiving day, whether he had much money or little money, because then men, not money, differentiated their world. To-day the furious scramble for money is so apparent and so often referred to that we

are almost ashamed to mention it.

The third change that has been creeping over the country from Thanksgiving to Thanksgiving from 1621 to 1903 is the increasing lack of time. Man had more leisure then than now; there was less hurry. Conversations were more frequent; letters were longer; intercourse was less hurried. If one will take up the month's magazines on the news stands he will find that nine out of ten articles are not literary, but pedagogic; that is to say, they try to teach, to instruct, to edify. There is no time to be lost in mere literary browsing. One must find out something. In the old days they traveled more slowly, made longer visits, read longer books, wrote longer letters, suffered longer sermons, sat longer at table and were, in short, less conscience-stricken about wasting time than are we.

Now what of these marked differences between the huntsmen sent out by Governor Bradford in 1621 and the men of to-day? All over the land at this season, in obedience to the proclamations of more or less worthy Governors, thanks are offered up for our prosperity and progress, and these very changes are alluded to admiringly. The specialization of pursuits has made it possible to cultivate square miles instead of square yards and to make pins and needles by the million. The accumulations of great wealth have made philanthropic and educational enterprises possible. This pushing, busy life is giving us a leading place among the commercial nations of the world. The advantages are evident and often referred to; but there are certain dangers, even when all the lower wants of life are supplied. There is the danger that the man who works ten hours a day making one part of a nail, who specializes himself, will also narrow himself. There is the danger that the lordlier qualities of life will be subordinated to mere possessions.

These three changes mark one great change and that is, that man is slave to more masters even as he is master of more slaves. All civilization should tend to make, not nails, nor money, nor multitudinous ways of occupying time, but a man—a man broader than any one occupation; a man who is master of money, not its slave; a man who always has time, because all the time there is is manufactured by man. What this nation needs is more men who have time, more men who find their happiness, not in what money can buy but in themselves. Not that all men should be dreamers, bookworms, visionaries; only we wish to emphasize the fact that this is at present the undeveloped side of our life. A man ought to ask himself continually, Is time, is money, is my special pursuit my master or am I using them to make myself a more perfect man? If things have harnessed us and are driving us, then we have very little to be thankful for; but if we are conquering these then we are preparing for ourselves a prosperity and serenity of life which are, after all, the best things we can strive for or give thanks for.

SOCIALISM IN THE BAY STATE

It has long been customary to look upon Massachusetts as quite a model State in many ways. Its people are supposed to be more highly educated than those to be found anywhere else in the Union. That is true if the statements of the Bostonese are to be accepted as made. Boston boasts that it is the seat and center of culture. Where New Yorkers ordinarily read newspapers on the cars, the Boston people read books on metaphysics and scientific magazines. It seems curious therefore that in Massachusetts the growth of socialism, as indicated by the vote, has been greater than elsewhere. In 1891 the Socialist party there had less than half of 1 per cent. of all the voters. In 1896 it had grown to a little over 1 per cent., and in 1898 it rose to 4.4 per cent. In 1899 it reached 6.4 per cent.; the next year it went to 8.3 per cent. Massachusetts has two socialist members in its House of Representatives. There are two explanations offered and both of them are based on the educational argument.

It is claimed on the one side that the masses there are so well educated that they read and understand and come to approve the doctrines of socialism. The acceptance of this theory means, of course, the acceptance of the theory that socialism is sound. The other explanation offered is the old adage that a little learning is a dangerous thing. The theory advanced is that the masses are sufficiently educated to be attracted by socialistic theories, but not well enough educated to see and appreciate their fallacies. Whichever of the two is accepted, the fact remains that the advocates of this theory are growing in Massachusetts more than in any other state of the Union, and of course it must be conceded in this connection that the boasted education of the Massachusetts masses is either an explanation or only a coincidence. Probably a better explanation than either of the two thus far advanced is that Massachusetts being a great manufacturing center, has attracted more than its proportionate share of foreigners; who have brought to this country the notions, the prejudices and the theories which are so pronounced in various places of Europe, and which in many cases prompted their believers to seek a free country. European governments do not take kindly to such notions, nor do they deal kindly with those who entertain them. Hence socialists, like electricity, seeking the line of least resistance, come to the United States, where freedom of thought is guaranteed. When socialism reaches a point where it practically includes 10 per cent. of the vote it is worth taking into serious account.

Music, how much and of what sort shall form a part of church service, has long been a theme of interest and discussion. All denominations are growing broader in their belief on this subject and all appreciate that good music is a pleasant and important accompaniment of worship. Prof. Penny, of Washburn Col-

lege, Kansas, is out with an argument in which he says that many of the gospel hymns are immoral, not in word, but in tune. He declares that certain musical measures are moral and others immoral. He says that waltz time, two-steps, polkas, etc., are depraved, and that this sort of meter finds its way into so-called religious hymn books. He proposes to start a crusade against all such tunes; but he will have a hard time driving them out of existence. That was a wise preacher who is credited with having said that he did not believe in letting the devil have all the best music. That saying is so old that probably its author can not be discovered for the purposes of a joint debate with Prof. Penny, but, prima facie, the unknown sage has the better of the argument.

French engineers declare it is perfectly feasible to convert the desert of Sahara into a vast lake, thus opening to commerce great regions of the interior of Africa, which can now only be reached by long, tedious and dangerous caravan journeys. They say that a large portion of the desert lies below the level of the Atlantic, and that by digging a canal to let in the waters of the ocean the great change could be effected easily and at a cost which would be small compared to the benefits which would accrue. The French have conceived several such projects, but they have not executed nor controlled them for their own benefit. The Suez and Panama canals are familiar instances. When the sea of Sahara is created the cities built around its shores will probably not be French cities.

Lots of people in this part of the world are thinking, as winter approaches, of places in which they would like to linger until summer comes again. They may be interested in knowing that Bahreinn, on the Persian Gulf, is the hottest place on earth. The mean temperature there for the year is 99, and night after night in the summer months the thermometer stands at 100 at midnight. By 7 in the morning it shows 107 or 108, and by 3 in the afternoon it is 140 in the shade. It is not a lonesome place at all. The population numbers 25,000, all, presumably, hot and happy.

Alexander Young, an Indiana astronomer, announced some time ago that the sun was inhabited. His discovery did not find general acceptance. Now he comes forward with the theory that the climate of the sun is that of perpetual summer, and no doubt is delighted to know that everybody agrees with him.

The present dictator of New York City—the head of Tammany—was a bartender for several years and those who have met him at Mt. Clemens during the past ten days, where he is recuperating his health, assert that he still retains the manners and methods of the doggerly.

The time to advertise is whenever you need customers and are prepared to serve them.

SELECTING STOCKS.

Too Many Buyers Have Too Little Knowledge.

A book might be written on the proper selection of dry goods stocks and the subject would not then be exhausted.

It—or rather the lack of it—is responsible for the non-success of many dry goods departments throughout the country. This, of course, applies to all departments in the store, but just now we are dealing with the dry goods section.

For one thing, the man who selects the stock very often has really little idea of the wants of his customers. If it is a store employing two or three salesmen the chances are that the buyer (the proprietor, usually) has as little idea of what the customers call for each day as has anyone in the store. And yet he will go to market with all the assurance in the world and buy what he thinks his trade should want. What they should want and what they do want are apt to be two very different things. Or if the traveling man comes to town with his line of samples how many times does the proprietor take that bright young lady out of the dry goods department to help him select his goods? Or his wife, who, ten chances to one, knows more about what the women of the town want in the way of dress goods, corsets, underwear, hosiery and notions than he ever will?

With all due respect to the traveling man the buyer should learn to say "No." It is impossible for the best traveling man in the world to put himself in the place of the merchant. He can not detach himself from the idea that he is out to sell goods and nothing else.

He may urge a few pieces of some high priced stuff because it is "the thing in New York." His recommendation will often make the merchant take a selection against his better judgment. The latter well knows that with nine-tenths of his trade it is not a question of the "thing in New York." Women everywhere like to be fashionable well enough, but they are not going to take some new color or kind of fabric merely because it is the thing in the East somewhere, especially as the chances will be ten to one that none of them will know that it is the thing.

Therefore the buyer of any department should be in close touch with that department. If he is buying dress goods he should not only know what the general tendency in the fashion centers is—that is a very good thing to know, of course—but he should be equally well acquainted with the whims and the notions of his own trade. If his patrons express a desire for green when all the rest of the world is wearing red he should know it and cater to the trade. Of course, he should have some red, too, as a certain number of his customers will undoubtedly find out that red is the thing and will want it, but there should be an abundant supply of green for all those that want the color.

To be more specific, in buying even

the commonest gingham, and calicoes, care should be taken in selecting the patterns. Too many buyers say to the traveling man, "Oh, pick me out a dozen good selling patterns," or something like that. How is the traveling man to know what will be good selling patterns? Furthermore, the order as it reaches the house will very likely read simply "Twelve patterns" and the man who fills the order will take the easiest ones to get or the ones of which there are the most in stock. That would be the most natural thing to do. He might even take pains to work off on such an order some designs that have been dragging for a year back.

Instead of doing this the buyer should pick out every pattern that he wants and do it with an eye to selling the goods. He can not always follow his own ideas of what is pretty, or attractive in this matter. He is after goods that his trade wants and his ideas of beauty may not agree with those of his customers by any means.

And here is where the average merchant needs the help of some one else. And in a good many cases it will be a woman that he needs, as he has needed her at different times all through his life. If he has a bright young lady clerk in the dry goods department (as the chances are that he has) she should be given a chance to demonstrate her observation by picking out goods that the trade will like.

If she is at all observing she will be able, by the combination of her woman's knowledge of dress and her experience as a clerk, to pick out goods that will sell. Not only that but she will likely see something that has been called for recently and forgotten until it is displayed before her.

Being of the male sex we can not acknowledge that a man can not do this kind of buying, but the chances are pretty good that a woman will do it better than it has been done if not better than the merchant can do it.

A good many merchants bring their wives to the markets to help them select dry goods and notions. It is a good plan. A woman naturally knows more than a man about these things, and especially in the smaller communities where the merchant's wife knows practically everybody in town and knows their tastes is she a valuable help.

But the chief point to be made in this matter of selecting goods is that the merchant or some one that represents him should do it and it should never be left to the traveling man or to the wholesale house. What may look like a good seller in the Twin Cities may not look so much like it up in North Dakota. A buyer should know the general condition and social status of his trade, and he is in the best position to judge of what his customers require.

One of the most successful merchants in one of the smaller cities in Minnesota was recently in the market. In a conversation he said that whatever success he may have had in his dry goods department was due, next to general careful management,

to the fact that he picked personally every piece or pattern of goods that went into his stock. Many times, he said, in his younger days, he felt as if he was wasting time to hang so long over the selection of a pattern in a six-cent gingham, but he had always found that it had paid and paid well in the long run. As a result he rarely has any quantity of old goods on his shelves. If he finds he has made a mistake in selecting a piece of goods he puts it out prominently and advertises it hard, cutting the price below cost, if need be, to get rid of it.

What has been said has applied particularly to piece goods of various kinds. But just as much care should be exercised in all lines. In hosiery, for instance, there is abundant chance to buy carelessly and to have a lot of odd-sized and undesirable stockings on the shelf from one year's end to another.

If the merchant has a "silk stocking" trade those are the kind of hose to buy, but the chances are that the majority of his customers buy a twenty-five cent stocking or less and the largest part of the stock should be of that grade.

While a certain amount of fancy hosiery should be kept in stock the buyer should remember that not only is the trade comparatively small in these lines, but tastes are so varied that it is particularly hard to buy these goods that will sell out clean.

To sum the matter all up, it simply means that care should be used.

Every man has some particular points in his business to which he devotes more care than to any other. A good many neglect the buying department in the matter of selecting stocks. This should be as carefully attended to as any other department of the business, and even more so, for it is an old but pretty nearly true statement that "Goods well bought are half sold."—Commercial Bulletin.

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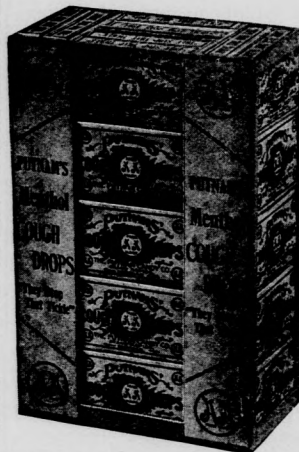
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THE TWO SOOS.

Their Bright Future Prospects as Viewed by a Resident.

Written for the Tradesman.

It can be said with the greatest truthfulness that the two Sault Ste. Maries, Michigan and Ontario, are about as closely watched at the present time by the general public as any other towns in the country. In many ways are these towns interesting. There is much connected with the history of each city that would make, and has made, interesting reading, but at the present time things romantic are eliminated from the situation and business men all over the country have their eyes fixed on the "Two Soos," wondering what will be the commercial future of the twin cities on the banks of the roaring rapids of the St. Mary's. When the recent crash of the Consolidated Lake Superior Company was healded across the country by the newspapers there were many who said that the "Two Soos" were doomed. Various editors took delight in making the picture as black as possible, and therefore it is, perhaps, not surprising that in many quarters there exists a feeling of sympathy for the people who have their money invested in this locality.

Now the feeling among Sault Ste. Marie's business men is that prospects for the two cities were never brighter. Outsiders are not familiar with the true situation, else they would not think of the towns as in any respect less prosperous than the average small city throughout the country. There is nothing in the present situation to create fear concerning the future of the cities—but on the other hand there is every reason to believe that within a few months the activity in this locality will be greater than ever before.

The general distrust of the "Twin Cities" started when the recent riot broke out on the Canadian side. The story is familiar to everybody, as it was told under flaming headlines in all the newspapers of the country. Special correspondents were on the scene from several of the large towns, and for a few hours there was great excitement. The press of the country bawled forth that "the great Lake Superior bubble" had burst, that a panic had taken the business men of the two cities in its grasp and that, with a hard winter coming on, the situation was awful to contemplate. A crowd of 3,000 angry, hungry and penniless foreigners from the woods marched the streets of the Canadian Soo and there was nothing to feed them. These newspapers vied with each other in painting a picture dark as night. No wonder, then, that business men all over the country lost faith in this locality.

But there was no gnashing of teeth here. To-day there is not a hungry man to be found. Business houses refuse to fail, as it was predicted they would, and both towns are progressing—not by leaps and bounds, perhaps, but with a steady stride that promises well for the coming new year.

It has been a popular thing among many people to make fun of the Ca-

nadian Soo. It is said that its business men are slow and have not the hustle of their brothers in the United States. That may be true, but at the same time there are many towns in Michigan to-day that would be much better than they are at present were they moving forward as rapidly as this very town of the Dominion.

Despite the hard luck stories that are at present current outside, many fine business buildings are under way on that side of the river. In a few days contractors will commence laying the foundation for a government building which will cost \$50,000. The pulp mill has resumed operations and several other industries are scheduled to start their wheels in a few days. A syndicate, headed by Charles M. Schwab, has purchased the Bruce copper mines. A gold mine at Webbwood, a few miles out in Algoma, that was bought in June for \$2,000 has been sold within the past few days for nearly \$700,000. This is the situation on the Canadian side.

On this side of the river things are even better than they are in Canada. Merchants are paying their bills and while, as in all towns throughout the country, there are some who are not getting along well, the majority are prospering. A contract has just been let for a \$15,000 block, to be used entirely by a leading department store. Many dwelling houses averaging about \$3,000 each, are nearing completion, besides the first skyscraper in the Upper Peninsula. A company is being formed to erect a five-story theater in the spring, which will be entirely fire-proof and cost \$150,000. Plans have been drawn for many other buildings that will go up in the spring. The leading and most conservative architects tell me that they look for the greatest building season on record in 1904. Besides the many manufacturing enterprises that are about to begin operations—which include the largest calcium carbide plant in the world, the Superior Food Company's plant and a shirt factory, all of which have no financial con-

nection in any way with the Consolidated Lake Superior Company—the Government is to expend several millions of dollars here within the next few years. A new lock must be built. I have been personally informed by the head of the Government works here that this may take eight years to complete. To add to this, a movable dam at the head of the canal is to be constructed, as soon as plans are adopted, which will cost \$250,000. The dredging of the Nebish Channel will require at least three years' work and, if the Government buys more land here for the purpose of extending its park system, which matter will be looked after by Congress this winter, a lot of money will be put in circulation within the coming few months.

It will be seen, therefore, that the outlook is very satisfactory. There is enough business assured on this side of the river to keep the town busy for several years to come, eliminating entirely the business of the Consolidated Lake Superior Company.

As the "Soo" prospers, so will the eastern portion of the Upper Peninsula. This is the general market for the products of the soil. Sault Ste. Marie money circulates in every township for miles around. And, as it is more than likely that the Consolidated people will be able to effect a re-organization before spring so as to start up the steel plant, iron works, car shops and other industries in Canada, there is every reason

to believe that things will move lively here in 1904.

This part of Michigan is destined to progress rapidly.

Raymond H. Merrill.

Reducing the Number of Stores.

At the recent meeting at Mackinac, a prominent pharmacist urged that as the owner or manager of a store is held personally responsible for the acts of his employes, he should have greater latitude in their selection, and that registration should only be required of proprietors. He claims that this measure would reduce the number of drug stores considerably, with a corresponding improvement in business, because it would make it more difficult for a clerk to start a new store.

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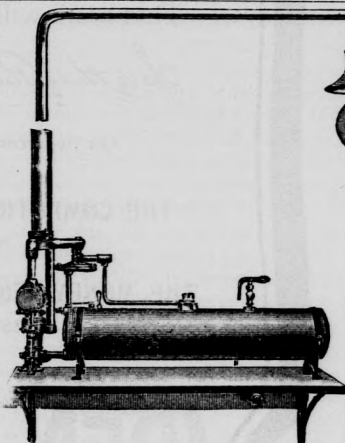
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That means that 908 F. P. Lighting Systems were sold during the month of September, 1903. 908 merchants in the United States purchased those 908 F. P. Lighting Systems. This ought to tell you that if you have a poor light or an expensive light you 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

New York Market

Special Features of the Grocery and Produce Trade.

New York, Nov. 14—The week in the coffee market has been a dull and dragging one. This is about the stereotyped information given your correspondent all through the trade. Actual buyers are few and when they do make purchases it is of only the smallest amounts. Sellers are not seemingly anxious to part with holdings on the present basis and the only activity is in the speculative market, which is irregular. At the close Rio No. 7 is worth 6 1-16c. In store and afloat there are 2,659,166 bags of Brazil coffee, against 2,672,812 bags at the same time last year. There is a fairly steady tone to the market for mild sorts and quotations are sustained on the basis of recent quotations. Good Cucuta, 8 1/4@8 1/2c. While East India coffees show no change, there is a fairly satisfactory undertone to the market and prices are well sustained.

In the sugar trade brokers report an extremely light volume of business, so far as new orders are concerned, and even the withdrawals on old contracts are not very active, although there is improvement over last week. Prices show no change.

There is a steady improvement in the tea market and holders are very firm in their views of the situation. Jobbers are said to be paying full values for teas coming and that are now landing. Quite a satisfactory business has been done in lines at full value. The packet trade is active and shows a steady increase.

While there is room for improvement in the rice trade here, there have been much duller times. Buyers do not take large lots, but there is a steady run of trade, and, upon the whole, the outlook is satisfactory. Quotations show practically no change. Foreign grades are quiet and unchanged.

It is thought we shall see in the spice market a 20c rate for cloves before the season is over. All spices are well sustained and sellers make no concessions. A large part of the trade is in making deliveries on previous contracts. Amboyna cloves, 15 1/2@16c; Singapore pepper, 12 3/4@13c.

Steady improvement is shown in the molasses trade by jobbing grocers. Offerings are not at all excessive and the situation rather favors sellers. The National Biscuit Co. is taking a large part of the arrivals at full rates. Foreign grades are steady and practically without change in quotations. Syrups are rather light as to supply and, under a pretty good call, close very firm.

There is little of interest in canned goods. Tomatoes are going to turn out a pretty good pack and as this becomes more and more evident buyers operate with more and more conservatism. Prices vary from 60@70c for Maryland and Southern to 90c for standard New Jersey stock. With ample supplies the market seems to be "layin' low" and buyers are willing

to let the growers hold the accumulation. Other goods are about unchanged. There is a dull market for salmon and no changes are to be noted in quotations.

The butter market remains unchanged, although possibly it is rather firmer. Best Western creamery is quoted at 23 3/4c, although it certainly requires a fine article to bring the latter price. Firsts to thirds, 20 1/2@17c; imitation creamery, 15@18c; factory, 14 1/2@15 1/2c, the latter for choice held stock; renovated, 15@17c and possibly 17 1/2c; packing stock, 13@15c.

The cheese market is quiet. Exporters are doing almost nothing and neither the local nor out-of-town trade is moving in other than an average sort of way. N. Y. State September make full cream is worth 11 3/4c for small size and 1/4c less for large.

There are few fresh-gathered eggs to be found here and nearby stock is selling for 35@38c, and there is a good demand at this quotation. Best Western range from 28@29c, but some choice lots have been reported at 1/2@1c more. Seconds to firsts, 25@28c; candled, 20@21c; refrigerators, 19@22 1/2c; limed, 21@21 1/2c.

There is a great scarcity of apple barrels and while they have been selling—in the fruit districts of this State—for 50@55c, it is said they can not be obtained at any price. In fact, staves, which in June sold at \$6.60 per M, are now quoted at \$14.80. Is Michigan doing anything in the barrel business? If so, now is her opportunity.

What the Bugs Cost Us.

We keep an army of 65,000 men and have 254 ships of war. We are ready to fight any nation on the earth, yet the little potato bug laughs us to scorn. Ever hear of the big United States suffering with the grasshopper? Are we not powerless before the gypsy moth? The bug family taxes this great country \$350,000,000 a year, but in the unequal fight between the nation and the bugs the latter ever remain unconquered. The worms that attack the cotton plant assess the farmer \$60,000,000 a year. The potato bugs eat \$8,000,000 worth annually out of our gardens. The chinch bug costs us \$100,000,000, the Hessian fly \$50,000,000, and the grasshopper \$90,000,000. The big United States has not enough money or men to win any war with an insect.—Popular Mechanics.

Precipitation in Liquor Mag. Cit.

The trouble probably lies in the quality of the magnes, carb., much of that sold is only fit for covering steam pipes, etc. Another cause is the water used, it may contain micro-organisms which later multiply and give rise to a deposit. If the water be boiled before using and cooled out of contact with the air, this source of disturbance will be done away with. A good method is to keep the filtered solution in citrate bottles, adding the potassium bicarb when needed. If kept standing too long, it can be filtered. John Morley.



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

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Moneyweight



The Blow That Came to a Blameless Grocer.

The pure food law is a good thing, I suppose—yes, I'm sure it's a good thing—but it's an infernal hardship on the retail grocer sometimes.

Let me tell you about a case that I know of.

Several months ago I was touring Indiana county, which is in the western part of Pennsylvania. There aren't so very many grocers but there, and I guess I know every man of them—intimately; you might say.

There is one grocer out in Indiana county that I have sort of especially tied to. He's one of the best men I ever knew, and you can't help pitying the poor devil because he has tried so hard to get along. Nevertheless, he never has gotten along, in anything more than a very moderate degree.

I tell you this so that you can more fully appreciate the hardship that overtook the man when his trouble with the food law rubbed in a lifetime of more or less hard luck. He keeps an ordinary little store, neither very fancy nor very cheap. He does not know a great deal about the food law, and a good deal of the little he does know, I guess, has come from me.

A few weeks ago this grocer, without a moment's warning, was arrested one morning on the charge of selling adulterated pepper. He was struck nearly dumb. He had always ordered pure stuff, and believed he was handling that. And added to that, he had that blind, unreasoning terror of the law and its processes that many people have, and when a warrant for his arrest was laid before him he simply shivered with terror.

I happened along later in the same day, and found him all gone to pieces over it. His wife is a nervous, fretful creature, and she had made him a good deal worse instead of holding up his hands.

Well, I asked him whom he had bought the pepper of, and whether he had a receipt. He said he had asked for perfectly pure pepper and showed me an invoice in which the stuff was mentioned as "pepper" and not "compound pepper."

His hearing was to be the next morning at 9 o'clock. I was there, because I had to stay over anyway.

They wouldn't let him talk, of course, before the magistrate. In that one-sided way in which the law sometimes goes about things, they only heard the evidence against him. The was that an inspector bought the pepper at his store, paying, I think, 10 cents a quarter, and that later it had been analyzed and found adulterated. He was held in \$300 bail for court, and went back to his store white-faced and with two deep lines of nervousness cut deep on each side of his mouth.

There is published in this place a weekly paper, which, like most country papers, is read by everybody. This grocer has never advertised in it, although I have often told him he was making a mistake.

The country editor can do the local merchant many a good turn if

he's in the mood to, and he can do him an ill turn if he's in the mood to.

I'd cultivate the country editor the very first man, if I was a grocer in a country town. I'd make it my business to get so close to him that I could borrow a chew of him every day if I needed it.

This Indiana county grocer had made the mistake of not doing this, and in consequence when the local editor got a chance to swipe him one, he took it with great gusto.

The day after the hearing the following article appeared:

"The principal business transacted at Justice Schmidt's office yesterday was the hearing of the case against W. M. Jones, local grocer, on the charge of selling pepper that a chemist had found to be adulterated. The case was brought by an inspector of the State Food Department, who testified yesterday that he had bought a quarter-pound of pepper from Jones' store some weeks ago. The sample was turned over to one of the State chemists, who had found it to be adulterated. The chemist testified to this at the hearing yesterday. Jones, who had been arrested the day before the hearing, was held in \$300 bail for court, which was entered by his father-in-law, Daniel R. Morgan.

"The State Food Department has become very active in stamping out impure and adulterated food from the State, and all grocers found selling the same will be vigorously prosecuted."

Every line of this was true. There was not a word that it was not legitimate to print, because it was a part of the public record. And yet it was a terrible blow to the grocer who was the subject, and he told me personally that his business began to fall off the very day after the article came out.

Well, in due course of time the grocer's trial came on in the little county court house. It was called between a case of horsestealing and a disorderly house case. The man had employed a lawyer on my advice, a young fellow in the town who had just graduated. At the trial the evidence against him was presented. When it came the turn of the defense, the grocer was put on the stand and swore that he had ordered pure pepper and had no idea that he was getting anything else. He produced the wholesaler's bill to show it.

Think this did any good? Not a bit! The judge charged the jury that legally it made no difference whether the grocer sold the pepper innocently or not; that the law did not make ignorance of the fact an excuse, so that the man was just as guilty if he sold the stuff unknowingly as if he had sold it knowingly.

What dad-burned idiocy! The jury did as they had to do—brought in a verdict of guilty, and the judge coldly imposed a fine of \$100 and costs, all of which the pimple-headed little country editor published with great gusto.

Now, mark you! All of this trouble—this arrest and the newspaper notoriety—the fining and the disgrace—

all this came to the grocer without one iota of fault on his part. He had not done anything. He had ordered pure goods—what more could he do? Could he spend \$5 to get a chemical analysis of \$3 worth of pepper? What would have become of his profits then?

That is why I was a little doubtful at the beginning of this article whether the pure food law was a good thing or not. This grocer has a right to sue the jobber or the manufacturer who told him lies about his pepper, of course, but suing is not any cinch. The man is in New York State anyhow, and the grocer has no money. He has not even money enough to pay his fine.—Stroller in Grocery World.

Expensive Distribution of Meat.

Under the present system of meat distribution, expensive branch houses are maintained in all the larger cities and towns in the United States by the leading packers, resulting in a duplication of expensive plants, and in many cases a triplication, whereas under combined management one distributing establishment would do in any one city or town at a saving in expenses which could be made to result in a considerable reduction in the price of beef and other products to the retailers.

How It Was Done.

"I thought Miss Pumpleigh figured on marrying Jack?"
"So she did, but another girl with more money outfigured her."

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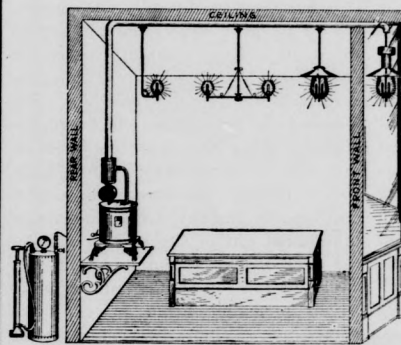
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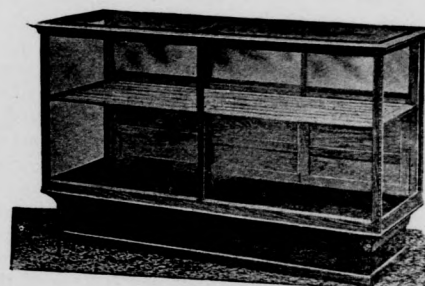
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No. 64 Cigar Case. Also made with Metal Legs.

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

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—In sheetings the position has materially improved, although the export demand is at present quiet. There is considerable enquiry, but this has not materialized in the way of actual business, beyond small quantities. Home trade, however, has been able to take care of the surplus production. Three-yard sheetings are selling close to 6c, and many sellers are holding firmly for that figure. Denims have been sold in good sized quantities and nearly every line shows firmness. There is a fair demand for bleached cottons, although brown goods lead. Wide sheetings are being purchased in moderate quantities for spring, although not under very large orders.

Dress Goods—Although the volume of new business secured during the week under review for spring dress goods has been but moderate in total, and in some directions is reported as practically nil, the condition of the market at large affords a good deal of encouragement to manufacturers and agents. There are certain discordant notes to be heard, but for the most part sellers regard the outlook for a satisfactory rounding out of the season as something more than promising. There are certain domestic and foreign lines which have failed to develop the expected drawing strength, and are to-day in a more or less uncertain position. The lines which are sold up tight for the season have been the exception rather than the rule. According to information available, there are certain dress goods looms which are idle, or only partially engaged. Every season develops its disappointments, and the current one is not an exception. Some manufacturers are able to hit the mark squarely, others hit the target but fall short of the bull's-eye, and still others fail to hit the target at all, either overshooting or undershooting the mark. To the first-named class a big season's trade is assured, the orders already in hand, if not actually equalling their full season's production, falling so little short of a full quota that supplementary buying, when it develops, will quickly fill up the void. The second class have performed creditably, have secured a good initial distribution, and have strong reason to believe that a sufficient aggregate business will come their way, in addition to that already in hand, to assure them steady work and a good profit return on their orders. To the last class, which is fortunately small, business is an elusive quantity, and the outlook the reverse of encouraging. Certain manufacturers who realize that they made mistakes in the preparation of their lines have taken up other lines of work, and have as a consequence improved their status, both as regards business in hand and future prospects, to a notable extent.

Sheer Goods—Undiminished confidence is shown by leading sellers of foreign and domestic goods in sheer

fabrics of the voile batiste, crepe, albatross, etamine, colienne, grenadine, canvas, twine, etc., effects. The voile, however, is the dominant factor in the sheer goods division, being strongly taken in both plain and knotted yarn effects. The high class trade show a particular leaning to delicate tissue effects, while the medium and popular priced end of the business shows more leaning to creations of a somewhat weightier character. If the duplicate demand for sheer goods lives up to the promises contained in initial orders, the consumption of this class of goods will compare very favorably with the last lightweight season, and, according to the views of certain enthusiastic supporters, exceed it to a considerable extent.

Underwear—Interest to-day is centered upon the new fall lines, many of which are ready and the balance are nearly ready to be shown, but the question of prices stands before the manufacturer like a big grim specter. He can not decide what the prices should be. If he puts them low enough to suit the trade, he is going to lose money or run a great risk of it by reason of a very narrow margin. If he puts them where they ought to be according to what he will have to pay for material and making, his customers say that it will prohibit trading; so there you are. The manufacturers have tried to make contracts for yarns at times when the prices were somewhat lower than to-day, but at that time the spinners were on the obstinate side of the fence and did not care particularly to place themselves under contract. If contracts could have been made at that time there would have been more hopes of finishing the season a little better than ever, but prices are again harder and now the knit goods manufacturers say that they are literally "up against it." The mills have been obliged to work on a hand-to-mouth basis for some time and the prices of yarns are again up. If it is true that the lowest price for cotton will be 10c or higher during the next few months, the price of yarns must remain high, unless indeed the manufacturers of knit goods can by some means or other keep out of the market and let the yarn stocks accumulate. In that case the law of supply and demand would probably bring prices down somewhat. When the opening date of the fall, 1904, underwear will be, no man is willing to state; no one seems to be in a position to even hazard a guess. There is one thing certain, the manufacturers will not be sending their men on the road on the quiet, as happened during many seasons in the past, in order to get ahead of the other fellow. On the contrary, each will wait until the last possible moment, hoping that the other fellow will be forced to show his hand. As stated above, most of the fall lines are complete and buyers for the jobbing houses have intimated that they are ready to place orders, a condition quite the reverse of the usual. The lines for which the greatest anxiety is felt are the fleeced goods and women's ribbed underwear, which, combined, represent pretty nearly

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.

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Grand Rapids, Michigan

WINTER UNDERWEAR



It is now time that you should have a complete line of Winter Underwear. We have a complete line of the following:

Gents' Wool and Cotton Fleece and All Wool Underwear.

Ladies' Cotton Fleece and Wool Underwear.

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Also Gents', Ladies' and Children's Combination Suits.

Ask our agents to show you their line.

P. Steketee & Sons,

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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 - Grand Rapids, Mich.

half of the heavyweight underwear output. It is more than probable that another week will show something definite in the direction of prices, and it must come soon, if any preparations whatever are to be made for the fall season. Union suits are expected to play a prominent part in the new season's lines and it is expected also that finer grades will be demanded. Some of the cheap stuff that was placed on the market last year has made a good deal of trouble and prejudiced many against it.

Hosiery—The hosiery trade during the past week has shown considerably more life and some good duplicate business on spot goods has resulted. Most of the jobbers' stocks are considerably broken and this has made it necessary in many cases to substitute many lines in orders. Spring business has continued fairly active in spite of the fact that the majority of salesmen have returned from the road and will not again venture out until after the holidays. Preparations are in order for fall lines and it is thought that they will not suffer the same inconvenience in regard to yarns and prices as the underwear manufacturers. The prices will undoubtedly be higher but not probably to the same extent as underwear. There will be a good deal of imported hosiery in the market, it is expected.

Carpets—Some do not anticipate sufficient advance to cover the increased values of raw material, as they claim that the many strikes all over the country and the immense shrinkages in values of stocks and bonds and the near approach of the presidential election will cause many buyers to place orders conservatively this coming season. On ingrain some manufacturers have concluded that 1 1/2c per yard advance on extra supers and combing and clothing supers will be about the figure as compared with last season. The salesmen who represent the manufacturers started out on their trips Saturday, October 31. Regarding prices of Brussels and velvets some manufacturers of this class claim that while reference has been made to the fact that they were advanced last season, they claim it was not enough to cover the present price of raw material and yarn. Statistically the situation on carpets of all lines is strong. Should the demand develop a large volume of business, the prices must advance on tapestries, velvets and ingrain. One thing, it is claimed, is sure and that is, there will not be any reduction from last season's prices.

The Future of Two Grocery Staples.

How much more can canned corn advance before the price will curtail consumption and a halt be called? Is the canned tomato market dragging bottom and is it likely to brace? Here are two interesting questions on two important grocery staples, on which there seems to be considerable difference of opinion. Standard canned corn is now jobbing at about \$1.05. Good Baltimore standard tomatoes from 85 to 90 cents.

Large quantities of both corn and tomatoes were sold for future delivery in the Northwest. Delivery to the retailer on tomatoes has been no difficult problem. As near as can be learned nearly all of the Northwestern jobbers will make full deliveries on corn. The jobber has been unable to get full delivery from any corn packer, and in many instances the percentage of his order received has fallen far below 50 per cent. But it is believed enough will come to this market to fill all orders. How much more the jobber will receive is an open question.

With tomatoes it has been more a question of quality than supply. A large amount of cheap goods have been packed and the Northwestern jobber has had plenty of opportunity to discriminate between good and bad stock. This fall he could reject the bad. Last fall he had to take what he could get. It is safe to say that the jobbers' stocks contain only good goods. The large quantity of mushy goods on the Eastern market influences the price to some extent.

Last year when tomatoes went to tall figures consumption held up well. The tomato is an acid vegetable which the Northwest must have. Corn is a great staple, but it is a question if it can walk up the price incline with the same confidence as the tomato. There are several good authorities who consider that standard corn at \$1.05 has about reached its limit. They believe any price beyond that will cut down the demand.

Some of the largest grocery houses in the West have been put through lively paces this year to gather in enough corn to square them with the retailers. Chicago and St. Louis houses had flags of distress up early and their buyers have been scouring the country for small lots. Buying corn for future delivery has been a satisfactory deal for the retailer this year if he gets his corn.

On the other hand with the tomato market in the dumps, the retailer's early purchase of canned tomatoes may have been in vain as far as clean cut results go.

But there are hopeful ones who believe the tomato market will take a brace, and all of them do not live in Baltimore.—Commercial Bulletin.

No More Red Trousers.

It is a matter of more than passing interest that the French infantry uniform, made familiar all over the world by paintings of famous artists, is to be changed. The baggy red trousers are to go out. The French Ministry has decided that they make too good targets for German or other sharpshooters. The "piou-piou," as the French infantry man has been affectionately called, was as much a landmark of Paris, in his blue jacket and baggy red trousers, as the Arc de Triomphe or the Madeleine. The gay capital will be sadly changed when the legs of its defenders are incased in something more inconspicuous. "La Presse," of Paris, mourns the loss of the gay plumage, saying: "In depriving our soldiers of their red trousers General Andre has deprived them almost of their excuse for exist-

ence. To deprive an army of its distinctive signs is to show that he wishes to attack it in its vital principle." Although the "Presse" in its excess of despair exaggerates the case when it argues that the change almost deprives the army of its reason for existence, and certainly strikes a blow at its vital principles, yet one can understand that journal's grief. The French are a histrionic and artistic people, and the placing of a sombre olive on her soldiers' legs will depress Paris for many hours. Yet such is the inexorable march of progress. The beautiful gives way to the expedient.

Women and Life Insurance.

Notwithstanding the fact that women reach a greater age than men they have proved a losing venture to life insurance companies. Women are not prone to the excesses, nor exposed to the rough weather, nor liable to the accidents which shorten life, but they are more likely to suffer from cancer in middle life than are men; and, too, women much more frequently have intuitive premonition of failing health than have men, and, having that intuitive fear, take life insurance.

Too Much for His Nerves.

Manager—Doctor, come into the store, quick.
M. D.—Is it a serious case?
Manager—Extremely so. A woman bought \$10 worth and didn't ask for a single sample and the clerk is now a gibbering idiot.

We carry the most complete line of

**Blankets
Fur and Plush Robes
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in the state. Our prices are reasonable. We want your orders.

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THE IDEAL 5c CIGAR.

Highest in price because of its quality.
G. J. JOHNSON CIGAR CO., M'F'RS, Grand Rapids, Mich

Clothing

Woman's Ideas as to How Men Ought to Dress.

Miss Vesta Tilley, the English actress, who is famous for her male impersonations, and who has, it is stated, long been regarded as the best dressed "man" on the London stage, describes the more important articles of apparel she has brought with her from England, and which she will wear in "Algy" this season. Miss Tilley points out exactly wherein these articles differ from the prevailing styles.

"First," she says, "let me tell you of the new kind of silk vest which will be in vogue this season in London and which no doubt will soon be introduced here. These vests are intended for morning wear, of course. They are made of pure Spitalfields silk, and have a well-defined floral or feather pattern resembling the old-fashioned brocade used for waistcoats by our grandfathers." The vests used by Miss Tilley "are all in subdued colors, with light backgrounds, and some of them are iridescent, producing a particularly beautiful effect. The vest ought to be double breasted, cut high and tapering from the waist down to a sharp point in front.

"As for the rest of the morning dress suit, the frock coat is, as a matter of course, still the proper thing. This season, however, it ought to be cut single breasted, with roll lapels, so that no matter where it is buttoned it falls into shape, and when it is worn open the two sides will flap over into long lapels rolling almost to the bottom. The trousers ought to be made of the same material as the coat, which is generally a subdued brown or gray, or even fawn, in color.

"The gloves are of lavender kid, with three rows of black stitching on the backs. The silk hat, which, it is needless to say, is the only hat to be worn with this suit, is rather higher in the crown than the one worn last season, bellling slightly toward the top—not so extreme as the Coddington was, but on the same lines—with a brim inclined to flatness. A deep black felt band should be worn instead of the silk ribbon now in vogue. The tie ought to be of Irish poplin, which is very soft and beautiful in texture. It is made in all colors and is most expensive. A pearl scarfpin may be worn, but no watch chain or fob should be displayed on the silk vest.

"For early morning wear, instead of the swallowtail frock coat, a garment is now worn which is cut almost square in front and with very long skirts. It is of black material always, and a feature is the edging of deep black braid. With this coat a double-breasted black vest is worn, edged with braid in the same way, and the trousers ought to be of gray cashmere—a thin line pattern being preferable.

"The hat ought to be a silk one, never under any circumstances a bowler, or, as it is called in America, a derby. A watch chain can be worn with this costume and a jeweled scarf-

pin. With both the suits I have mentioned the standing collar is de rigueur, the turndown collar being very bad form with either. The gloves for early morning wear ought to be tan or suede, never white.

"Of the lounge suit there is little to be said, except that the coat is being cut much longer than formerly and with only one split up the back. The lapel is rolling and unpressed, as on the frock coat, and a margin of the linen vest must always show when the coat is buttoned. This is imperative. The trousers are narrower and must be turned up at the bottom. The hat ought to be a Trilby of the same shade as the suit, or a black bowler. Away from town, silk shirts, or fine linen, unstarched, may be worn, with turndown collar—never a standing.

"The new evening dress coat is another novelty, being entirely different in cut from the one now worn, and it is hoped that the change will have the long-desired effect of differentiating between the gentleman and the waiter. The coat has lapels coming in straight lines to the waist. From this point it branches away on a slant just to the edge of the vest. Then it takes a curve to the hip and falls in a perfectly straight line to about a quarter of an inch above the knee. It is very tight at the waist, and the sleeves are much narrower than formerly, with three-button cuffs. The silk on the lapels ought to extend right out to the edge, and it ought not to be continued around the neck. The collar of the coat ought always to be of cloth.

"The evening dress vest this season is to be of white kid or of cream-colored suede, not pique or linen. It has a collar, and is cut very wide, showing much of the shirt bosom. The vest buttons, three in number, are fancy pearls with diamond or turquoise centers, and the cuff buttons ought to match them.

"The trousers for evening wear are much narrower than last season, tapering slightly to the foot, and a double row of braid down the side is de rigueur. The material of the coat and trousers is black doe, which is soft and clinging and absolutely without elasticity.

"It is bad form to wear a made-up tie with evening dress, and for this reason a broad tape tie is preferred to the butterfly. The shirt ought to be of fancy pique or fine white linen. The one stud—and there must be only one—must be as small as possible, and either a pearl or of gold, never under any circumstances a diamond. Ordinary white kid gloves, without black stitching, ought to be worn. The collar, of course, must be of the standing variety and perfectly straight in front.

"The Tuxedo jacket this season is to be cut square in front and with flap pockets. It ought to have a rolling lapel, with silk facing to the edge, and with a collar of cloth. The vest must be black—never white—and a very thin gold watch chain may be worn. Fobs have gone out completely. With the Tuxedo a turndown collar ought to be worn and a black tie. It may be permissible

in warm weather to wear a straw hat with the Tuxedo, but never a bowler, as I have seen some men here doing. The opera hat is really the proper thing.

"By the way, I ought to say that when a silk hat is worn with evening dress a cane ought also to be carried. The idea is that the silk hat makes it an outdoor costume, and the cane is necessary to complete the outfit. The opera hat is proper with the evening dress.

"Of overcoats I have two new styles. One is called the overfrock, and may be worn with either morning or evening dress. It is made generally of light herringbone material, fitting close to the figure. It is single breasted, with a fly front, to hide the buttons, and with a piping of black velvet on the edges of the lapels and collar and on the top of the cuff. A raised seam defines the waist, and ought to taper down from the hips in front. The lapels are rolling, and the coat ought to fasten high to protect the chest. The skirt falls just below the knee, is well belled, and has one vent up the back.

"A greater novelty is a type of military cape which is to be worn this season as a covering for evening dress. It is cut to come about a foot below the extreme length of the arm in front, and gradually lengthens until it is well below the knee at the back. It is very full, falling in graceful folds from the shoulders. A deep velvet collar reaches to the ears when turned up. The garment has an oxidized silver clasp and chain at the throat and a row of buttons down the side, but is usually worn open, its shape being such as not to require fastening. The cape is made of black melton and is lined with black silk to match the lapels of the evening suit. This cape is a very handsome garment, and I shall venture to predict that before Christmas it will be in general use in New York, as will be several of the other new styles I have mentioned. My tailors always keep me three months ahead of the fashion, and later in the season I shall probably be able to show New York men what they ought to wear next spring."

Influence of Environment.

The Philadelphia Telegraph reports this incident, the scene of which was the public school in a district where all the residents are skilled in farming:

A flag-raising was held at the schoolhouse, and after the banner had been flung to the breeze there was an exhibition of the drawings which the pupils had made and the work they had done during the year. The teacher had recited to the class the story of the landing of the Pilgrims, and after she had finished she requested each pupil to try to draw from his or her imagination a picture of Plymouth Rock.

Most of them went to work at once, but one little fellow hesitated and at length raised his hand.

"Well, Willie, what is it?" asked the teacher.

"Please, ma'am, do you want us to draw a hen or a rooster?"

How to Keep the Cigar Stock.

If cigars are kept in a damp place they will absorb the moisture in the atmosphere, resulting in a heavy, soggy, spongy article, no matter how well it may have previously been seasoned, and if the air be unwholesome, a good cigar becomes strong, rank and disagreeable.

Cigars that are sold for use at the seashore should be selected from the oldest or best-seasoned stock. No experienced dealer or smoker would think of taking a fresh cigar on board an ocean-bound steamship, inasmuch as the ordinary domestic "two-for" unseasoned would smoke and taste equally as well as the finest imported or Key West cigars, if newly made, on board the ship.

Cigars should always be kept as far as possible from coming in contact with such articles as butter, cheese, lard, fish or goods of any pronounced character in the grocery line, inasmuch as the tobacco is more than likely to absorb the peculiar characteristics of all that is disagreeable in connection with every article that is particularly distinct in smell, taste or flavor.

Many a good cigar has been ruined by being packed in a second-hand soap box, or through having been kept in the same room with butter, fish or cheese. It is, therefore, a matter of great importance to the retail dealer that these features should be taken into consideration by clerks and employes in looking after the welfare of stock. It is upon care in this direction that a reputation for handling first-class cigars or tobacco very largely hinges.

There are many other articles of merchandise which should never be allowed to come in contact with cigars, such as camphor, ammonia, vinegar, spices, coffee, tea, and other similar things.

These facts will explain why cigars which are known to have a standard value for quality are oftentimes made the subject of complaint from dealers, and may point the way to prevent such trouble in the future.—Grocery World.

Non-Expansive Steel.

One of the most remarkable and valuable properties of nickel-steel is revealed by the discovery of the French scientist, Guillaume, that when the proportion of nickel in the alloy is a little above 36 per cent., the coefficient of expansion, with rise of temperature, sinks to the lowest point known for any substance. Indeed, Monsieur Guillaume avers that nickel-steel can be made with no coefficient of expansion at all. Experiments in this country have resulted in the production of nickel-steel with so slight a degree of expansibility that in practical work it can be entirely neglected. The usefulness of such a material for making instruments of precision is evident. But at present the cost of making the alloy is too high for its employment in building and the manufacture of heavy machinery.

There are many dead ones trying to do business but classed as deceased for the want of advertising.

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.

Experience of a Lady in a Clothing Store.

Written for the Tradesman.

"There is one store toward which I have an intense antipathy," said a pleasant matron to me, the other day. "It is a store," she continued, "that stands high in the community where I reside, a store that keeps only the very best of goods of the kind it deals in. I refer to So-and-So."

"They like my trade, for I pay cash for everything I get and have a family of three growing boys, who are no easier on their clothes than most boys of their age and a great deal harder than some. It is nothing but buy, buy, buy for them all the time. Something pertaining to their apparel is constantly giving out and needing replenishing."

"I started in with this store when I took my first youngster out of dresses. He never wore the traditional—and transitional—'kilts' as none of the family like the looks of them. I put him right into a cute little 4-year-old suit."

"I was prejudiced in favor of this establishment because my husband always bought his clothes there. He was always well suited with the style, quality and price of his garments, and it was very natural that, in debating with myself where it was best to get my little boy's first suit, I should decide to patronize the store where my husband invariably traded. "Now you know a woman," the lady said, laughingly.

"Yes," I observed, "I know two or three."

"Oh, pshaw!" returned the lady, "you know I don't mean that, although I am perfectly aware that you have a great many friends among the ladies."

"What I was going to say was this, and don't interrupt me again with such little pleasantries," admonished the lady. "What I was about to say was the following: You know a woman, when she gets to liking to trade at any particular store, is hard to be 'switched around,' as the saying is, to go anywhere else. In time she comes to know, in a business way, all the clerks of the different departments, and before long she feels 'at home' in the place, that is, if she is treated right. Of course, a woman always avoids a store where the clerks are churlish, and never enters it unless it is a case of last resort—unless she can't find in any other store the article she is looking for."

"So, when I began with the store I mention, if they pleased me I was quite likely to buy my boy's clothes there till 'Kingdom Come,' or at any rate until he got old enough to purchase his own and had a choice as to where he got them."

"Now, I'm a real sensible sort of person—"

"Although one might not imagine it," I said, addressing my remark to the ceiling.

"Tut tut!" said the lady—our families are old friends, so we can afford to be "sassy" with each other—"tut, tut! As I say," bridling, "I am very sensible. I like clothes for myself that fit nicely, but they must be comfortable and the goods must have

fine 'wearing' qualities. None of your shoddy stuff for me"—this very emphatically. "The characteristics I admire for myself I would be more than likely to admire, also, as to children's clothes, you see."

"Well, the very first time I went to the 'boys' department' in So-and-So's I 'ran against a snag' as to my intentions concerning my little boy's first suit of clothes."

"Not that the presiding genius of the 'boys' department' wasn't on his good behavior—bless you, no! He was suavity itself. But the very first thing he seemed to want to impress upon me was the fact that I must get a suit for Johnny that just exactly fitted him at that very moment—just as if I didn't know how fast that little chicken of ours was a-growing! I guess if that measly clerk had had to let out as many hems and tucks as that little 'kid's' ma had done, he would have had more of an idea of his growing capacity. I'm his ma and I knew."

"He spirited Johnny off to a far-away dressing room and when they came back I wish you could have seen the 'skimpy' look of that poor little child."

"To be sure, I had never had any experience in buying boys' clothes, but any one with half an eye could see that that suit was miles too small for Johnny—well, about two sizes too little, anyway," she tacked.

"I said, most decidedly, that whatever suit I selected must certainly be larger than the one on him. The clerk at once allowed a calmly severe look to creep over his features and informed me, just as positively, that I must have the child's clothes fit snugly or they wouldn't look well."

"I argued and argued and argued, but it did no good—I couldn't seem to budge that employe of Messrs. So-and-So a mite. He showed so plainly by his tones of voice and by his manner that he felt only pitying contempt for my opinion that I felt exceedingly embarrassed."

"Where the shoe pinches with my bete noire of a salesman, of course, is that the more that is sold in his department the better Mr. Clerk stands in the eyes of his employers; and, of course, it is going to swell his sales if he sells me, or any one else, clothes for a child that do not allow for any growing on the part of the latter—the snugger they fit the sooner the return for other garments to take their place, that is all. The reason of his course is perfectly plain to any thinking person—oh, yes, I do think, occasionally!"

"Now, as you know, there are three little shavers to buy clothes for. I do now, and always have bought their 'togs' of this identical house. And you wouldn't believe it, but it is a fact that I have had to have this same sort of skirmish with this same clerk over every blessed suit I have ever got in that store!"

"Once I fitted one of the boys out for the summer at a rival place of business, and once I bought an overcoat at another rival's, and a few odd articles I have purchased at the exclusive dry goods stores, but all the

Our desire has been accomplished. We have filled the vacancy so much needed here, and are busy manufacturing for the coming spring season our line of

Ready-made Clothing

and merchants will do well to look through same, which is now ready for inspection, including the finest line of

Union Made Goods

in the market. Low prices, reasonable terms, and, best of all, every garment guaranteed as represented. We handle from the very finest goods of every kind that's made down to the very lowest priced clothing that's made for men, boys and children.

Retail merchants falling low on fall and winter goods for present use, we have a nice stock on hand. Mail orders promptly shipped.

The William Connor Co.

Wholesale Ready-to-Wear Clothing Manufacturers

Phones--Bell 1262; Fitz. 1957.

28-30 South Ionia St., GRAND RAPIDS

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.

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.



rest of their clothing has passed through the hands of that—to me—most disagreeable clerk, so you can imagine that my shopping for the children, all these years, has been anything but a delightful task.

"Yet what can I do? I never complain to the proprietor about a clerk—it seems unkind—and the store in question keeps the goods I want; so I just grin and bear it."

Reader, what would you do under like circumstances?

Your Uncle.

Men with Business Instinct Are Born, Not Made.

Written for the Tradesman.

If people regarded the old adage, "Every man to his trade," there would be fewer failures in business. In a great many cases when a man has worked at manual labor and accumulated enough capital he promptly buys a stock of goods of one kind or another and "starts in business," as the term is.

It seems to be the height of every workingman's ambition to start in the retail trade as soon as he can rake and scrape together sufficient capital. Often he has not the patience to wait, but borrows money and so is handicapped in another way. The carpenter, the millwright, in fact, the man who works at any kind of manual labor, seems to have an idea that all he needs is a stock of goods and place to put them in and his fortune is made.

We have been told that "Poets are born, not made," but it would be safer to bank on a "made" poet than a "made" business man. One could, with the aid of a rhyming dictionary, get out a combination of words that would so closely resemble what is commonly called a poem that it might be difficult to detect the mechanical work upon it. But there is no dictionary of business methods. Situations are rising every moment that require different handling than the last, and to successfully cope with them a merchant must have "the business instinct."

I know a man who amuses himself with mechanics while a jewelry business which he fondly imagines he is running is running itself. It is going at a very slow run, too, and unless a change soon takes place it will stop entirely. Yet this mechanic, alias jeweler, is tinkering up an old bicycle in the back room while the dust settles peacefully upon the show cases and the silver is acquiring a hue which is anything but conducive to sales-making.

This man of mainsprings is the possessor of a gasoline launch which, to him is a never-enduring source of delight in as much as the engine requires frequent "fixing." When it is in good working order he takes it apart and sits with the pieces scattered around him, whistling and debating as to whether a "jump spark" is better than something else, or whether "two fours are better than one eight."

The man is neglecting his business and thereby losing money, whereas, if he had followed his natural bent

and become a mechanic, he would be perfectly happy and contented. He is an extremely poor merchant, whereas he might have been an excellent mechanic. His store is not exactly up to date, nor is it in the business center of the town, but it is a good example of what the average workingman accomplishes when he leaves his trade and becomes a merchant. He rarely rises from the position of a small merchant on a back street. He starts in in a small way, expecting to enlarge as business demands; but for some—to him unaccountable—reason business never demands it and he remains as he started or fails altogether and goes back to his trade.

This is a true case and its parallel may be found every day.

Now by this it must not be inferred that because a man has followed a trade he can never become a successful merchant. Many men with the business instinct are compelled by circumstances to follow a trade for which they have no liking, but as soon as the opportunity offers they start a business and become successful.

Marked ability in two directions is very rarely found in a man. He has one bent and that one will come uppermost in his every movement.

There is a young man of my acquaintance who is a boat builder and designer. He is a good workman in his line and dreams of the time when he will start a boat factory, "in a small way," as usual, and increase its size as the orders come in. If that young man puts his money into a factory he will certainly lose it all. He has not the talent for conducting any business.

It requires as much talent to run a business as it does to paint a picture, but of a different sort, of course. The Yankee has this trading instinct in a marked degree. The much persecuted Jew stands at the head of the trading profession. Give him but a pack and he will soon be the owner of a retail store. He is started in life with this gift and he makes the most of it.

The business man must be a philosopher, a political economist, a diplomat. The category of qualifications must be longer than that of another—with the possible exception of the newspaper reporter. Why, then, does not the man who is a carpenter stick to his hammer and saw instead of trying to do something for which he is not qualified? Because to the average workingman the business of selling goods looks so alluring. It seems an easy and lucrative employment.

The shores of the business sea are strewn with the wrecks of the craftsmen who have abandoned the good ship of their trade and embark in the (to them) frail and uncertain one of business. Let the carpenter stay by his bench, the blacksmith by his forge. Then, and not until then, will the sheriff have more leisure and the man who runs the "failure column" in the trade journal be out of employment. Burton Allen.

Men Who Like Dream Books.

"Have you got any of those fool dream books?" said a short, stout man entering a prominent book store.

"Lots of 'em," replied the salesman, tossing over a pile of paper covered books, with demons in red and black adorning the front pages.

"My servant girl wants them," explained the man, half apologetically.

"Yes," said the salesman, looking bored.

The man selected three of the books, one on dreams, one on fortune telling and one on handkerchief flirtations, paid for them and went away.

"His servant girl wants them," said the salesman to a friend. "The old gag. He wants them himself, and is ashamed to ask for them.

"We get several dozens of that kind in here every week. They are crazy over dream books and fortune telling books, and all that kind of thing, but they are so afraid someone will know it.

"Almost every one of them blames the poor servant. That's the most popular bluff. They laugh, and say they don't know why the servant wants them, but they suppose they'd better humor her.

"Then they take the books home and read them by the hour. When they've finished them they come back for more.

"It's best to let them think they are fooling you, for we sell more books that way."

The Object of Foolishness.

"Why is it that woman so often leads man to make a fool of himself?"

"She doesn't. The man who makes a fool of himself over a woman would do it any way, but she happens to furnish the easiest excuse for it."

Made on Honor

and

Sold on Merit

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

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

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

Samples Sent on application. Express prepaid

M. I. SCHLOSS

Manufacturer of Men's and Boys' Suits and Overcoats

143 Jefferson Ave., Detroit, Mich.

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

SCULPTURED LEATHER.

The Modern Revival of an Ancient Art.

More than twenty years ago two young craftsmen found in the museum of Hamburg, Germany, a piece of embossed leather, which had been taken from a mediaeval chair. It was curiously crude, yet beautiful as a work of art. None in the admiring group knew how the work had been executed, but one of the young men, who was engaged at the time in the Hamburg Industrial Art School decided that he would try. He had very little to guide him; the manner in which the leather work had been treated was as much a lost art as the hardening of copper. To all intents and purposes the man who revived the lost art, Henry Busse, had to construct a new one.

Apart from the fact that the work was drawn on leather, then embossed and stained, he knew nothing of the process, so he set about inventing a system for embossing leather. Today he has in this city the only place in the country where "sculptured leather," as he terms it, is made. All the sculptured leather used in mural or other decoration in this country comes from Philadelphia.

The uses to which the new decorative art lends itself appear to be unlimited. Beginning with book covers, screens, chair seats and backs and various pieces of furniture, it has now been extended to friezes, to allegorical panels for immense rooms, and for other seemingly impossible purposes. It is just as pliable a material as modeler's wax, and more indestructible than fresco or plaster.

A casket which is to receive the architectural designs of the new State capitol and to be placed in the archives of the State is one of the latest important works made of the sculptured leather. There are also to be made eight large panels for the frieze of the Lieutenant-Governor's reception room in the new capitol. These are allegorical conceptions of the industries which have placed Pennsylvania in the fore. They will be each six feet high and fourteen feet long.

Little is known of the beginning of what is now called sculptured leather. Mr. Busse is authority for the statement that it was first practiced in the monasteries of continental Europe during the fifteenth and sixteenth centuries. More than likely it was early used to cover books, and it is very probable that it subsequently was extended to interior decoration. It was one of the results of the Renaissance which swept over Europe at the dawn of the Reformation. There was then a general awakening of the arts and a perceptible quickening of the pulse of the industries. Following this birth of new ideas in art came the stifling of effort during a period of years of strife. The work of the armorer was in demand, but that of the craftsman in leather was not sought, and the closing years of the sixteenth century saw it end.

While the process is extremely simple, and could be learned in an hour, like every other work of art, it demands skill, an unerring hand, and,

of course, the life of it is in an ability to draw. It is not a parlor accomplishment for the young lady who "does a little" of this and that. If the work is to be of value it must come from an artist. There is no easy road to success; there is no method of hiding lazy work or poor drawing. The drawing must be good and exact, or the sculptured leather is a failure. Detail to a certain extent is absolutely a requirement; there is no loophole for so-called breadth, which is very often another name for inability to draw accurately.

From the method of working the leather it will be seen that it is not to be confused with burnt leather. To begin with, a design is first drawn with care in outline upon either tracing paper or tracing cloth. Sometimes this is itself a tracing for outline of a finished sketch the exact size of the finished work.

A piece of specially tanned cowhide—the better kind still comes from Germany tanneries, although the United States furnishes a fair grade—is then taken by the artist and spread on a board before him. The leather is fine in texture, as smooth, and being thin, almost as pliable as calfskin. The artist dips a little sponge in water and quickly passes it over the surface of the leather, for the work must progress upon the wet leather, which may be worked and modeled as easily as putty.

The leather being wet, the tracing paper with the outline of the design is placed on top of it. With a blunt needle, stuck in the end of a handle, and reminding one very much of the etcher's point, the artist quickly traces over the outline. When he has finished, an impression is found upon the leather very like a piece of blind tooling on a book cover. Having the design now fixed upon the leather, the artist takes another little tool, which has a miniature knife blade at the end. With this held perpendicular to the leather, and guided by the forefinger of the left hand, which prevents the blade from cutting through the hide, he quickly and deftly cuts around the outline. To see the artist at this stage of the work gives the impression that it is only child's play. But it really demands that confidence which a great painter has when he quickly puts a brush stroke to a picture that gives it life; a stroke that belongs only in one place, and the master puts it exactly and deftly where it belongs. The outline is quickly cut, but only the outer surface of the skin has been separated.

This has been done to stamp the design indelibly into the leather, and also for the effectiveness it plays later when the actual modeling and throwing up of the relief is to be accomplished.

A stone slab is next introduced, and now the leather is wet on both sides by means of the sponge before mentioned. This is done to swell the design. Now the modeling of the relief begins. Where the relief is to be the highest the parts must be punched up from the level of the design. For this purpose specially cut leather rings of various sizes and

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.

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.

shapes, some of them crude parts of scrolls, are used. One of these is placed over a part desired in high relief. The leather is then reversed. With the ring resting upon the slab, and the leather held over it with the under side up toward the craftsman, a blunt punch is driven with a hammer upon the leather, which is thereby pushed, to a certain extent, through the leather ring.

After this is accomplished, it is seen that bulges have been made here and there in the design, which begins to "stand out." They are to some extent formless, and they must be smoothed and accommodated to harmonize with the design. For this purpose other leather rings come into use. The work is now face up, and the artist craftsman begins to feel his work. He holds one of the rings against an edge of one of the swellings or contours, while from beneath he works up with a tool the soft leather, which begins to assume more definite shape.

This modeling completed, the hollow places in the back are filled in with a specially prepared "putty," a composition of sawdust and paste. As this hardens in time, the relief becomes as hard and indestructible as papier mache.

The relief being now roughly indicated, the artist takes from his box of small, thin, steel modeling tools one that answers his purpose. With this he works over the design, working it up here, depressing it there, until he has a well rounded piece of relief. Next a broad pointed instrument is used to enlarge the outline. With this the contour is outlined deeply, which saves it from damage when the next punch is used.

The next punch is known as a star punch and its point looks like an asterisk, hence its name. With this the background is punched down, making the design appear in bold relief. Gouges and punches are then used to give depth to the low points of the relief.

Following this the outline is again trimmed with the short-bladed knife, to get the shadows necessary for the effect. Finally the modeler uses different sized modeling tools to finish up the work. The piece of leather is then ready for the decorator.

While a great deal depends upon the sculptor, the final effectiveness of the piece as a work of art rests with the decorator who is to stain and paint it. The parts of the leather that are to remain light in color are shelacked, for on those parts thus treated the stain will not "take." Various shades are gotten by successive coats of stain, each coat making the part treated darker than the preceding one. At last the brilliant colors are applied with oil, and it is then sometimes varnished to give it lustre.

There seems to be no reasonable limit to the height of relief that may be secured. In the long panel made for Architect Joseph Huston's house in Germantown, the sleeve of the man in the center of the composition stands out about four inches. In coloring the work, comparatively little attention needs to be given to the shadows, the relief as a rule taking

care of them. In other words, they are colored, not painted as a picture.

In the very large panels, such as are to be made for the room in the new State capitol, it is, of course, impossible to get any skin large enough to answer the purpose. Several pieces of leather are necessary, but they are joined at the outline of a figure or design, and the presence of seams is not apparent.

Although the work was novel when introduced here some years ago, from an idea it has become a business, and the company will, next spring, adopt an entirely new principle, and work on a co-operative plan with its employees. It will then move to Glenside, where a factory is to be erected, plans for the building having already been drawn by Mr. Huston.

Mr. Busse says he was led to adopt this idea, which he thinks under his system will be practical and not sentimental, by the evident fact that unrest to a large extent dwells among the workers of many industries. He says this feeling is perpetual. It may be considered a closed incident on the surface, but the germ of dissatisfaction remains, awaiting only the pernicious activity of a malcontent to stir it up again.

"All agree that the laborer has his rights," he continued, "and they should be respected, but many abbreviate them too abruptly. Any fair-minded person will grant, however, that the worker is entitled to such recompense for his toil as will enable him, from week to week, or from month to month, not only to fulfill his ordinary obligations, but also to set aside, in some responsible manner, a portion for days ahead.

"I have been pleased, therefore, to note various industrial enterprises, one by one, taking up the question of co-operation with their employes during the past decade. In some instances, philanthropic principles may not have been the only motives guiding them, but if the conditions of the laboring man have been improved; if his wages have been increased by his taking a greater interest in his work, if he is better contented with his lot in life, have not then these managements acted judiciously in more ways than one?

"In large cities the solution of this question is comparatively difficult, because the elementary conditions are unfavorable, but the ideal location is near enough to a city to maintain a grasp on current events. The artisan and the mechanic should know what is going on in art and commercial circles, and the active management must be in a position to always feel the pulse of the business world.

"The co-operative plans include the founding of premiums or prizes for energetic workmen, together with the setting aside yearly of a portion of the net earnings of the company to be distributed among the workmen. Furthermore, there is to be reserved a portion of the capital of the company, which will be purchasable by the employes, either by small weekly payments or in some other equitable manner. The company will also aid those of its employes who

may wish to purchase or build their own homes.

"As soon as matters assume a tangible state, it is intended to allot spacious quarters for the installation of a library, as a basis for which there is already a valuable collection of art books. Each year there is to be set aside a sum for the purchase of additional books. There will also be arrangements made for a station of a circulating library, so that everybody can have the benefits of the latest literary productions. In connection with the library, classes will be formed for lectures on drawing, modeling, painting and other of the liberal arts. Trustees will be elected from among the employes and employers, whose aim it shall be to promote a general good feeling among the workmen and their families, the plans for which include entertainments of various character."—Philadelphia Ledger.

As To Shoe Style Changes.
Dame Fashion is erratic and shoe

shapes change so rapidly that many styles which are looked upon as certain sellers early in the season fall flat later on. Therefore, anyone caught with a large line of them in stock is sure to sustain a heavy loss. In these days a thoroughly assorted stock is a prime necessity in large cities, as well as plate glass windows and up-to-date fixtures, and it is rapidly becoming a necessity even in the smaller towns. It would be policy for a merchant to go light on new things until they are firmly established in public favor.

It is an easy matter to reorder and obtain goods within a reasonably short time, once the dealer is convinced beyond a doubt that the new things have caught on. A good point to remember is not how large a business is done, but how many times the stock is turned in the course of the year and how many goods are sold at a paying margin. One line of shoes sold at cost or below to get rid of them wipes out the profit on two or three others. Go slow.

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



**While Our Men's
Goodyear Welts
Are Popular Priced
They Are Thoroughly
Reliable**

The velour, box-calf and vici-kid we put into their uppers are carefully selected skins from the best tanners of America.

The soles, likewise, are cut from stock that we know is extra durable.

They are built over new up to date, and anatomically correct lasts; are perfectly comfortable to the foot and their style is right.

They cannot help but satisfy.

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

INDIA RUBBER.

America's Great Gift to Human Civilization.

While tropical America is the chief source of rubber, it is also found in the tropical regions of Asia and Africa. When the Spaniards landed in Hayti they found the natives playing with elastic gum balls, but the gum was also used for rendering baskets and other articles water-tight. The Spaniards subsequently employed it to make coats and shoes water-proof.

The question may be asked why Europeans, who traded with Asia and Africa long before the discovery of America, did not obtain rubber or a knowledge of it sooner. But the answer is that the Europeans had no direct communication or trade with Asia and Africa by sea until after Columbus had made his second voyage to America. In 1497 Vasco di Gama, a Portuguese navigator, rounded the continent of Africa and reached India by a direct voyage. After that trade by sea was opened with the two ancient but little-known continents of the Eastern hemispheres for the first time in modern history. Previous to Di Gama's voyage all trade with India was carried on by caravans overland to the Mediterranean, the caravans being conducted by Asiatics. Marco Polo, the celebrated Venetian traveler, was the only European who was known to have visited China and the extreme eastern parts of Asia, up to the time of Columbus.

Thus America gave India rubber as it gave tobacco to the world, and the two gifts have grown into universal importance among the inhabitants of our globe. At first rubber was used only for making water-proof clothing and boots, and for playing-balls, and for erasing pencil marks from paper.

To-day, to those uses science has added a thousand others. Among the most important are material for the insulation of electric cables, tires for vehicles of all sorts, elastic tubing and hose, belting for machinery, packing for pumps and steam engines, and the manufacture of innumerable articles of vulcanized or hard rubber, so that the demand for this indispensable substance is constantly growing.

Rubber is shipped to and manufactured in the chief European countries, its use having become general. The manufacture and consumption of this article is probably more extensive in the United States than elsewhere. According to the official statistics, more than fifty million pounds of India rubber, valued at more than \$30,000,000, was imported into the United States last year. In 1890 the quantity was only 33,000,000 pounds, in 1880 16,000,000, in 1870 9,000,000, and in 1862, the earliest date at which it was separately shown in the import statements, only 2,125,561 pounds appear.

Over \$100,000,000 worth of manufactures from India rubber are turned out from the factories of the country every year, and about half of this total is in the form of boots and shoes. So great is the demand for India rubber for use in manufacturing that not only has the impor-

tation grown from 2,000,000 pounds in 1862 to over 50,000,000 annually at the present period, but in addition to this the forests of the East Indies are called upon for several million pounds annually of a new substitute for gutta-percha, known as "gutta-joolatong," while at the same time the highways and byways of Europe and other countries are ransacked for cast-off rubber manufactures from which the rubber is "reclaimed" and reused in conjunction with the new rubber from the forests of Brazil, Africa and the East Indies.

Figures just compiled by the Department of Commerce and Labor, through its Bureau of Statistics, show the importations of three classes of material utilized as India rubber in recent years. They show that during the past few years the importations of crude rubber have ranged from 50,000,000 to 55,000,000 pounds; of gutta-joolatong from 5,000,000 to 15,000,000 pounds, and of "old and scrap rubber, fit only for remanufacture," from 10 to 20 odd million pounds per annum, and of gutta-percha a half million pounds.

Gutta-joolatong is another comparatively new material which may be utilized as a substitute for or in conjunction with India rubber. It is a product of the East Indies, chiefly the island of Borneo, located not far from our Philippines, and in the form in which it is imported is described as "whitish in color, looking something like marshmallow candy, smelling strongly of petroleum, and oxidizing on exposure to the air, becoming hard." The same description says: "It is not a substitute for gutta-percha or India rubber, but is used chiefly as a filler in manufactures of India rubber gum and gutta-percha." The importation of this newly-developed aid in the manufacture of India rubber has increased from six and one-half million pounds in 1899 to 14,000,000 pounds in 1903.

A very large proportion of the India rubber imported into the United States is produced in Brazil. Over one-half of the total is imported direct from Brazil, while considerable quantities come from the United Kingdom, presumably the products of her colonies, and from Belgium, chiefly the product of the Congo Free State, which is under control of the Belgian government and its industries of this character controlled by the people of that country. Recent reports received by the Division of Consular Reports of the Bureau of Statistics show that experiments in the East Indies have declared the entire practicability of producing the best Para rubber in territory immediately adjacent to the Philippines from trees transplanted from South America, and suggesting the possibility that the Philippine Islands may in time supply at least a part of the growing rubber consumption of the United States. Frank Stowell.

The Elm's Thirst.

It has been computed that if the leaves of an elm tree 60 feet high were spread out on the ground, edge to edge, they would cover five acres of land. These leaves, averaging 7-

000,000 to a full-grown tree, will transpire water to the amount of seven tons during the normal summer day. Were it not for the ingathering of the stomata during the night a few elms would soon draw off all the water from a district. As it is every market grower knows what elms are like near fruit or market gardens.

The man who says, "The world owes me a living," is quite apt to be the one who has rendered the least value received.

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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.

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Warm
Shoes

In Men's, Women's,
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Children's

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

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Grand Rapids, Michigan

The Slipless Rubber Heel



Of special wearing quality for

Winter and Summer

Simplicity, Safety and Protection.

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

Goodyear Rubber Co.

W. W. Wallis, Manager

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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.

No Detail in Shoemaking More Important Than Lasting.

Shoe retailers never had so much bother with returned shoes as during the last few years, and the evil seemed to be growing rather than diminishing. It is most largely developed in factories where there is a lack of care regarding the lasting. Careful attention to this detail in shoemaking greatly reduces the number of "kicks" on returned shoes. The hand method system of lasting is doing much to cure the difficulty. Speaking on this subject, a technical writer in Superintendent and Foreman recently remarked: "From the great number of hand method machines which are now in all making rooms, and which are, in many cases, lasting some of the best lines of men's and women's welts, there is no reason for other manufacturers, who have not yet tried it on welt work, to feel that it is now doing other than the best kind of lasting. The company has made a big improvement on this machine, and as for the operators, they are getting more skilled all the time. In those shops where the machine is running, and lasting some of the hardest Corona uppers, the foremen of these departments, as a rule, are perfectly satisfied with the work they are getting on this machine. In one of the latest rooms visited, and in which there were six hand methods, they were lasting about one hundred dozen men's welts, and nearly all on the hand method machines. The six could do a large amount of work and do it easily; about 80 per cent. of the shoes were of some of the toughest and hardest uppers ever put into men's shoes. These shoes were noticed all through the shop as well as in the lasting room and they were perfectly lasted shoes in all cases. The foreman claimed that he was getting as good a shoe as when he had all bed machines, and from the looks of the shoes he appeared to be getting the best results.

It was noticed that each operator on the machine in this room had a pail of hot water on his bench quite handy. A very small steam pipe entered this pail, being coiled in such a way that it could be removed at any time, and as this same pipe was arranged to carry off the exhaust steam the water could be kept at the boiling point all the time if necessary. The operators dipped the toes of colt uppers as they lasted them, and this was done always without wetting the insole. The foreman also used a softener which was put into the water once a day, and in this way it enabled the operators to get good toes on the heaviest uppers and with sole leather boxes. They wet some of the other stock, too, in hot water, but in all cases only that part of the upper lasted over was wet up. The toes of kid shoes were just dipped in cold water. This machine has been improved from the start, and when a machine is doing good work its value should be recognized. That, in fact, is now being done in a vast majority of shops, for more welts are now being lasted on the hand method, and these embrace all lines of

men's and women's from medium to the best grade of shoe.—Shoe Retailer.

Dancing Shoes.

All manufacturers of patent leather have their own tanning processes, much like those of the calkskin tanner, although some patent leather is given a bark tanning. Horse-hide and colt-skins are the chief leathers made with a patent finish.

The patent or enamel finish is really painted and baked on, as the bicycle manufacturer paints and bakes enamel on to a frame. Tanners are very particular about keeping their processes secret, and nobody but workmen are ever allowed into the finishing-rooms.

The hide or skin, having been stretched and dried as much as possible, is first given a coating of a mixture of linseed oil, litharge, white lead, or similar materials, boiled together until they make a pasty mixture. This is daubed on the surface with a steel tool, and well rubbed in so that the pores of the leather will be filled up. Then the leather is put into the oven, its surface being exposed to stem pipes at a temperature of about 160 degrees.

Next the surface is rubbed down with pumice-stone, and then it is covered with linseed oil and ivory black, about six layers being applied, each layer being dried and rubbed down. Finally a varnish is applied, and then the surface is rubbed down and finished off as nicely as a painter finishes a fine carriage.

The Tendency in Shoe Styles.

Men's shoes have shown a gradual evolution during the past two years, and this autumn and winter they will be more slender and tapering in effect than heretofore. We say in effect, for in reality they will be no narrower than for some time past. It is merely the change in the shape that gives this effect. Instead of rounding from the outside of the ball of the foot to the toe they will be cut off rather sharply. In fact, from the ball to the outside of the great toe will be almost a straight line, and they will be somewhat longer in proportion to the width.

The inside of the foot will be nearly straight so that when anyone stands with both feet close together, the inside of the balls touching, the inside of the toes will be no more than a half or three-quarters of an inch apart.

Extension soles will still be with us, although not in any exaggerated form—just enough to preserve the shape of the shoe comfortably and to avoid the effect of being skimpy, particularly when the uppers stretch a little.

New Creeper For Winter Wear.

A new creeper and overshoe is one of the latest things to appear in Philadelphia. Increased durability and comfort in the combination is what is claimed by the inventor. The disadvantage about wearing creepers in winter weather, when the ice is on the ground, is the disagreeable jar resulting from the hard metal parts coming in contact with the ground,

and this repeated action is said, by some, to have a very injurious effect on the spinal column, thereby affecting the nerves. The essential feature of this combination ice creeper and overshoe is the cushion of rubber which extends along the outer edge of the sole, and just inside this are metal plates bearing teeth adapted to take hold of the icy surfaces. The rubber cushion extends beyond the metal plates just sufficiently to take up the blow of the foot coming in contact with the ground. This arrangement is said, not only to prevent injury to the wearer, but also prevents the disagreeable clatter of the general creeper.

Tom Murray, the famous Chicago dealer in men's furnishings, gives a bit of his business philosophy in these words: "Make your customer a walking advertisement for you. Satisfy him. Don't do it, as the saying is, by 'chewing the rag.' Pardon me for using it, I never do in my business. Give him satisfaction. Be liberal about it. Make him think you are the nicest man he ever traded with."

If you know how to get at the right people in the right way, you know enough to make your advertising pay.



Nobby AND Up-to-Date Mayer SHOES

FOR MEN

Will interest merchants who want to keep abreast with the times

They possess the style, fit and finish upon which to build a solid shoe trade. There are distinctive features in Mayer Shoes that appeal to consumers. Let us send you a salesman to tell you why.

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

LIGHT

Buy Automobiles Now

Actually \$100 to \$300 saved by buying now instead of spring.

A \$750 New Geneva with top \$350
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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.

FATE WAS UNKIND

To the Little Widow Who Earned Her Living.

Written for the Tradesman.

In the Tradesman of October 28 and November 4, in articles with the above heading, I told, somewhat in detail, the story of the lives of two women I know, the one distantly related to me, rich, old, utterly unhappy over a disappointment in love in her early life, afterwards married to a rich man old enough to be her father, and now she is a widow of many years' standing.

The other old lady is also a widow and she, too, was disappointed in her youth in not marrying the man she dearly loved and in marrying the man she disliked. He proved ugly to her in many, many ways, finally deserting her in a dreary old makeshift of a hotel in a miserable little hole in the woods up in Northern Michigan. An Uncle settled affairs with the landlord financially, as far as his niece was concerned, and she left the lonely place, accepting the offered hospitality of the Uncle until she could gain courage to face the world again in a struggle for existence.

After a brief stay under his roof she came back to Grand Rapids, the scene of her unhappy married life, where her brute of a husband had established her in three different homes, only to sell them from over her head each time when she had sewed for others and put the earnings of her hands into beautifying the interiors.

On her return she rented a tiny back room in a large block (then in its prime) near the business part of the city. It gave upon a winding alley, where windows of other blocks on another street overlooked the same heterogeneous array of rubbish. It was at a time when alleys were not kept overly sanitary and ever the same disagreeable surroundings met her gaze at night that greeted her waking eyes.

One time a strange occurrence happened among her alley neighbors. Across the way, very late in the night, she heard the loud quarreling voices of a man and woman. She had often heard them disputing in anger, but this time there appeared to be more than the usual amount of wretchedness. Looking across into the lighted room, which seemed to be kitchen, dining room and living room all combined, she saw the man tearing excitedly around and "raising Cain" generally. Overturning pieces of furniture in his way he made a dive for his coat, which lay on a trunk against the wall, and began searching the pockets, evidently for money, for thereupon followed a violent struggle between the two, ending in the man's overpowering the woman and his starting out of the door with the jingling dollars in his hands.

"If you take that money and go away" (either proposition seemed of equal importance to her) "I'll commit suicide!" screamed the woman to the retreating figure in the hallway.

Repeating her threat the woman flew to the open alley window, climb-

ing over the stone sill and in the twinkling of an eye was hanging therefrom, with nothing between her and eternity but the tips of her fingers.

She was a large fleshy woman and as her body swayed in its descent from the sill, it looked to the horrified little woman in the opposite window as if every moment would be her neighbor's last. Her blood froze in her veins at the strange, dreadful spectacle and she seemed to be turned to stone. Vaguely she tried to collect her senses, to think what she could do.

In the meantime the man settled matters by rushing back to the window and grabbing hold of both of the woman's hands, while he yelled the name of some other woman, imploring her to "Come quick and help!"

At this a disheveled woman came running down the hallway and across the room to the man's assistance, and between them they hauled up the would-be suicide, shut the window and pulled down the curtain.

The white-faced little widow never knew the sequel of the tragedy. She crept back into bed, but not to sleep, and for many a night thereafter she would lie with wide-open eyes in the darkness, living over and over again the frightful scene to which she had been an unwilling witness.

The people lived on the third floor and had the woman carried out her alleged intention she would have been smashed to death on the cobblestone pavement below.

But usually the alley life was less thrilling, moving less tempestuously along its way.

After the little widow had lived eight long years in this inconvenient little box of a room, and the alley had become as familiar to her as her own thoughts, she had a chance to secure a room fronting on the street and a dark little room in its rear and two closets.

She felt herself a queen! Her Good Uncle paid a part of the rent and, with the earnings she made in the large dressmaking shop where she had found employment, it seemed to the little woman as if she had suddenly turned into Cinderella!

This—for her—happy life lasted for several years. Then came the evil days of which I spoke in the previous Tradesman, when rheumatism crippled the poor little hands and left her incapable of following her long-time occupation. The brave little soul became discouraged as the enforced idleness ate up her rainy-day savings.

By and by the laid-by money in the bank was all dissipated and Want forced her to take up menial work in the shape of caring for the apartments of some dozen young men in the block where she lived. Gradually the building lost its prestige as the abode of fashionable people and one after another moved away. Sometimes other and poorer young fellows took the places vacated, but after a while even these no longer desired the block as a home and it was then given up to offices and small shops. Now there are just two ten-

ants left of a residence character, as I said last week, on whom the poor little widow can depend for her living.

My rich old Aunt had half promised to go with me sometime in her automobile and call on this stricken little woman. I had wondered what would be the circumstances under which we would go. Sometimes I wished it would be a sunshiny day, that would show up the surroundings of the block in all their ugly dinginess. Sometimes I hoped the weather would be dark and gloomy, so as to be a fitting accompaniment of the cheerlessness everywhere in evidence.

It happened that Aunt Maria came for me of an evening; and that was just as well for my purpose.

I looked up at the third-story window. A faint light proclaimed that Aunt Silvia—as I call my little old lady friend—was at home.

Aunt Maria's natty chauffeur left us, with instructions from her to be back in an hour. I gave my cross old Aunt my arm and then began the—for her—laborious ascent of the steep stairs. Halfway up the first flight are two heavy swinging doors to keep out the winter's cold. Here I went ahead and held them open while Aunt Maria helped herself through them. Then I lugged her up the rest of that and the next flight.

I hoped she noticed, as she went along, the hideous attempt at wall-decoration and the great patches of worn off paint on the doors where many hands had pushed them open many years. The floors and their

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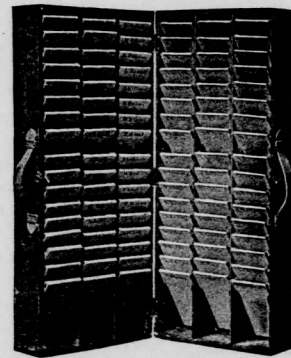
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CHICAGO

corners were reasonably clean, but everywhere were the marks of better days. Those halls give me the hypos every time I trot up to see my little old friend. My heart smote me when I thought how long it was since I had looked after her, and as always when I have been remiss in my duty to her, I mentally resolved that I would do better in the future.

The door of her room was ajar and I tapped lightly on it. A soft little hobbling step was heard inside and then there was a throwing up of little crippled hands and a glad light shining in a pair of bright old eyes.

"Why, Miss Josephine, is it yourself or your ghost! My, my! how long it is since you've been to see me! Rut come right in and make yourself at home."

In her astonishment Aunt Silvia had stopped in the doorway, and now began to back into the room, still holding my hand in her two with a close clasp.

I introduced Aunt Maria, and our little hostess bustled around telling us in which chairs to sit "as they were the most comfortable." The one Aunt Maria dropped her lengthy self into had a most nerve-racking squeak as she rocked to and fro, as old ladies seem to get into the habit of doing, and I hoped she mentally contrasted its discomfort with the big luxurious chairs in her own home. I saw her cold hard blue eyes discreetly taking in the depressing surroundings, and hoped the lesson was sinking into her complaining old heart.

When Aunt Silvia had given us of her best she herself sat down on the broken-spring couch in front of us. Then followed mutual enquiries as to the wellbeing of each and gradually the talk drifted around to Aunt Silvia's early days, as it always does when she and I are together.

During the talk I cast furtive glances in Aunt Maria's direction. Once I thought I detected a suspicious moisture in the region of her eyes, when they rested on the little woman's left hand, the wrist of which was all muffled up in red flannel, and which the little widow carefully held up in her other hand to keep it from contact with her lap.

"My wrist is easier this way," Aunt Silvia explained, "it hurts when I don't hold it up. I keep it bound in flannel all the while now," she said plaintively; "the warmth seems to relieve it a little."

"Yes, I still manage to take care of my own rooms and the two that bring me in all I am able to earn now. I used to sew for my living," she went on, turning to Aunt Maria, "but it's many, many years since I had to give that up. You see, my hands are in such bad shape," and she held up ten crooked and knotted fingers, "that I can't use a needle."

There was an unwonted tremble in my old Aunt's voice as he asked the other if she had done anything for them. "Why don't you doctor them?" she asked.

"Oh, I have," was the quick response; "I've doctored and doctored and doctored," and she told the name of a prominent local physician who

had been so good to her. "He's done all he can for me," she continued, gratefully; "but he says my hands will never be straight again. The liniment he gives me to rub on helps the pain lots, but it can't take the kinks out of my bones," and she even gave a cheery little laugh. "No, I never can sew any more, but I can wield the broomstick yet, and I thank God every day for that. The young men roomers are not home all the time, though, so I am not able to earn as much as I wish. I get pay only the days they are in town from their trips—they travel. I've been a good deal worried about my rent this summer," she turned to me confidentially. "My Uncle, you know, always sent me \$5 towards it, and I have always managed, somehow, to rake and scrape together the rest; but he hasn't sent me any money since last May," the tears started in her eyes, but she whisked them bravely away. "If it wasn't for the good friends of my early days, and Miss Josephine here," I raised a hand deprecatingly, "I don't know what I would do."

Then the little widow went on to relate how a lady who used to live in Grand Rapids, and now runs a summer hotel at a nearby resort, had invited her down for a week this last August, paying her way to and from the place.

"Everybody is so kind to me—I don't know why," she said.

But I understood. How could anyone who knew her lovable character be anything else?

I rose to go, and crossed the tiny room to help Aunt Maria up out of the squeaky old rocking chair, but to my surprise she got up without my assistance. She seemed to be coming to a realization of her mercies at last.

I quietly called Aunt Silvia's attention to a parcel I had laid on the stand and a couple of baskets I had set on the disused sewing machine as we came in.

"What! Are both those baskets for me, too?" she exclaimed delightedly.

Childlike she insisted on discovering their contents, and as package after package came to view (you see I had neglected her for so long I felt conscience stricken) she exclaimed again and again, "Oh, how good that will taste! Why, how did you know I was hungry for that? Just yesterday I was wishing I had some. And butter! How good it looks—so nice and yellow. Why, do you know, I have left a little piece only just so big," and she measured with her crooked forefingers a space two inches square. Then was the time for the tears to come in my eyes and I had hard work to preserve my composure.

* * *

Going down the stairs Aunt Maria no longer needed a strong young arm to lean on, and to his surprise the chauffeur did not receive the customary scolding when he was a few minutes late. Josephine Thurber.

They have some fast flying-machines in these latter days, but none has ever been invented that can keep in sight of the minute that has gone by.

A Dozen Good Business Maxims.

The President of the London Chamber of Commerce gives these twelve maxims, which he has tested through years of business experience, and which he recommends as tending to insure success:

1. Have a definite aim.
2. Go straight for it.
3. Master all details.
4. Always know more than you are expected to know.
5. Remember that difficulties are only made to be overcome.
6. Treat failures as stepping-stones to further effort.
7. Never put your hand out further than you can draw it back.
8. At times be bold; always be prudent.
9. The minority often beats the majority in the end.
10. Make good use of other men's brains.
11. Listen well, answer cautiously, decide promptly.
12. Preserve, by all means in your power, "a sound mind in a sound body."

The disused graveyards of London are being converted into playgrounds for juveniles without disturbing the headstones and other mortuary monuments. The idea is gruesome, but space is so scarce in the big metropolis that the children appreciate the use of the closed cemeteries for their outdoor sports.

A loafer can't change his character; once a loafer, the taint sticks to him for life.

SAVE THE LEAKS

Autographic Standard Cash Register

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

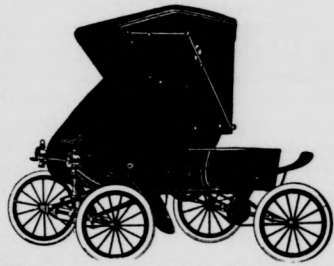
IT *Makes Clerks Careful
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What more do you want? Prices moderate
Address

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

THE OLDS MOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

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

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

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.

Grocers

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

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

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

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

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

Our puzzle scheme is selling our goods. Have you seen it?
There is only a limited amount of this stock for sale and it is GOING. Write at once.

Plymouth Food Co., Limited
Detroit, Michigan

RENOVATED BUTTER.

The Obliteration of the Brand Is Not Illegal.

Following the enactment of the present United States law governing the manufacture of renovated butter and imposing upon the Secretary of Agriculture the duty of enforcing certain requirements as to the inspection of factories and the branding of the commodity when intended for exportation from the state where made, certain "rules and regulations" were issued by the Secretary of Agriculture, intended to guide dealers in renovated butter in conforming with the provisions of the law.

Among these rules and regulations was one which conveyed the impression that it was illegal for any person, anywhere, to remove the contents from any manufacturer's original package of renovated butter, and re-pack it for sale, in any form. Several cases have been made by the Department of Agriculture against persons who had repacked renovated butter, to bring about a judicial decision as to the meaning of Section 5 of the Act of May 9, 1902, but none of these have come to trial until the "Waterbury case," recently decided in the United States District Court at Hartford, Connecticut.

A wholesale merchant, who had repacked renovated butter in print form for delivery to retail dealers, was arrested at Waterbury upon the specific charge of violating the provisions of Section 5 of the law, by destroying the indented stamps upon the surface of an original package. The defendant was bound over by the United States Commissioner and the case was brought by the District Attorney before the court at Hartford "by information." The defendant entered a demurrer, and by agreement the case was submitted to the court without argument, upon written briefs prepared by the attorneys on either side. On the 15th of October Judge Platt filed his opinion upon the demurrer, sustaining the same and dismissing the information, which discharged the defendant. This closes the case, for the time being at least, adversely to the Government. Judge Platt's decision is as follows:

"The subjects of Section 5 of the Act of May 9, 1902, are clearly 'process or renovated butter' and the marking and branding thereof, prior to transportation. It is equally clear that the purposes of the Section are to provide for the sanitary inspection of such butter at the place of manufacture, and to take every precaution in order that none shall be shipped from the factory which can in any way be injurious to the health of the consumer.

"The Acts of August 30, 1890, and March 3, 1891, as amended March 2, 1895, so far as they touch upon these subjects and purposes, are engrafted into Section 5 of the Act of 1902, and all rules and regulations adopted by the Secretary of Agriculture, which are calculated to carry such subjects and purposes into full effect, have all the force of the statute itself. Other portions of the Act in

question may gain their efficiency from the taxing clause of the constitution, but Section 5 goes to the commerce clause as the fountain whence its vigor springs.

"It is idle to discuss whether or not the tub of butter, when it reaches the wholesaler, is still an article of interstate commerce.

"Our crucial question is this: Does a rule or regulation forbidding the obliteration of the brand, as charged, tend in any manner to aid in the enforcement of strict sanitary inspection and care, or, if it pleases the enquirer, in the collection of the tax thereon?

"It is my opinion that the rule is of no value in either regard; it was, on the contrary, calculated to prevent fraud and subterfuge on the part of the dealer and his relations with the consumer. I do not decide that Congress has no power to take up that matter. I am content to say that in Section 5, no such action was taken, nor was any attempt made to do so. Beyond all this, if the Congress did intend to take such a step, it signally failed in its effort.

"It would be necessary to read into Section 5, not only the general provisions of the Acts relating to the inspection of meats and carcasses, but also the definite penalty inflicted for an infraction of the former laws, in a situation analogous to that which the Secretary of Agriculture attempts to provide for, in his rules and regulations under this Act.

"Such action is not permissible either on strict legal principles or upon the basis of fair dealing with the individual citizen. It follows from what I have said, that the statute in question affords no warrant for the information which the learned District Attorney seeks to found upon it.

"The demurrer is sustained.

"Let the information be dismissed."

This opinion takes a view of the law in question that has not before been publicly advanced. The defendant claimed that the manufacturer's package of renovated butter, having passed through interstate commerce in due form and reached its destination, ceased to be under the control of the United States, and that the owner then had an absolute right to treat the contents of the package as he pleased. This was virtually the position taken by Attorney Brown of Buffalo in his letter regarding a like case, which was published in New York Produce Review in April last. The Review then and since expressed its agreement with this view of the subject, and many persons have been of like opinion.

But although Judge Platt holds specifically that Section 5 of the laws of 1902 depends upon the commerce clause of the constitution for its vitality, he dismisses as "idle to discuss" the question whether or not the butter, when it reaches the wholesale dealer, is still an article of interstate commerce. This is, apparently, because he considers the regulation forbidding the obliteration of brand as charged unwarranted by any leg-

islative intention expressed in the law.

The opinion holds that "strict sanitary inspection" was the main and practically the sole object of Section 5 of the law of 1902. The court sees no intention on the part of Congress "to prevent fraud and subterfuge on the part of the dealer and his relation with the consumer" and declares that "if the Congress did intend to take such a step, it signally failed in its effort." Consequently this opinion holds that the meat inspection laws,

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

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

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.

referred to by title and date in the first part of Section 5, are valid as to renovated butter only so far as they apply to sanitary inspection at the factories (or perhaps for export) and objects to their being "read into" the Act of 1902 for any other purpose.

The effect of this opinion is manifestly to destroy the contention of the Agricultural Department that the first part of Section 5 may be relied upon to punish for a misdemeanor any person who defaces or destroys the marks placed upon renovated butter in accordance with the regulations of the Secretary of Agriculture.

The decision does not, however, have any bearing upon the revenue features of the law and interferes in no way with the provisions of law and regulations relating to factory inspection, markings as prescribed, and supervision of the commodity "intended for exportation or shipment to other states or in course of exportation or shipment."

It is understood that the officials of the Department of Agriculture are not satisfied with the Connecticut decision, and while they admit that so long as Judge Platt's decision stands it largely nullifies the first full sentence of Section 5 of the law of 1902, it is said that they do not intend to relax efforts to enforce the regulations as promulgated. It is, therefore, of interest to investigate the grounds upon which the Secretary of Agriculture and his assistants base their view of the subject. An attempt has been made to do this by an examination of official correspondence, and it is believed that the following is a fair statement of the matter:

The Department of Agriculture holds (contrary to the opinion of Judge Platt) that the law of 1902 intended to have the Secretary of Agriculture do two distinct things—first, to conduct a "rigid sanitary inspection" and second, to prescribe and regulate and enforce such distinctive "marks, labels or brands" upon all renovated butter as to insure its commercial identity and make its true character known to all purchasers and consumers. They hold that the marking or branding is of chief importance and consider this as the primary object of the law; further, that Congress intended to preserve and protect the identifying marks to the utmost constitutional limit. They hold that the previous laws of which all parts applicable to this purpose were made to apply to renovated butter provide specifically for preserving and protecting such marks by making it a misdemeanor to deface or destroy them.

The Department officers hold that an original manufacturer's package of renovated butter, having once become "the subject of interstate commerce," continues to hold that character until the package is broken in domestic retail trade or for consumption, or until exported. Although it may reach a destination from which it is not to move across state lines, they claim that it remains subject to all the laws of the United States which have ever

applied, and so continues while it is an article of trade. As already stated, this is in opposition to the intention and effect of the law as understood by this journal, and as expressed by the U. S. District Attorney for Western New York, and as more lately decided by Judge Platt, of Connecticut. But the Washington view is claimed to be supported by legal advice of a high order.

The Department officials are of opinion that insufficient attention has been given to the meat inspection laws which are cited by title and date in the first part of Section 5 of the law of 1902; that Attorney Brown appears to have entirely overlooked these laws prior to his letter written to Assistant Commissioner Kracke, of New York, and that Judge Platt failed to grasp their full intent and effect. The Secretary of Agriculture, acting under advice of the Department of Justice, has exercised discretion in determining what part of the meat inspection laws referred to in the law of 1902 are applicable to the purposes of its Section 5. He holds that the Congress, having required him to cause all renovated butter to be branded at the factories, has also provided protection for such brands and marks, from the time they are affixed, for an indefinite period and in all places (within reasonable and constitutional limits), and has made it a misdemeanor for any person to deface or destroy such marks. And he holds that the depressed brand upon the surface of the package of renovated butter is one of the marks so protected.

It is claimed by Department officials that in all the prosecutions thus far attempted it has never proposed the arrest or punishment of any person specifically for breaking up or repacking an original box of renovated butter, but that the basis for such prosecution has been the destruction of duly authorized, legal marks while the commodity was an article of commerce.

It will be observed that the contentions of the Department of Agriculture in this matter have been largely contradicted by Judge Platt, although the latter authority, unfortunately, avoided any declaration as to how far a commodity remains an article of interstate commerce. But it is to be noted that the Department is disposed to continue its efforts to enforce its regulations, still believing them to be fully warranted by law. And it is stated that the Commissioner of Internal Revenue has published a decision that renovated butter should not be removed from the original package bearing the tax stamp until delivered to the purchaser in retail trade, on the ground that if the contents of an original package is separated from the package itself, all evidence is lost of the connection between that particular lot of butter and the stamp upon the package. This aspect of the matter, which is practically the same in its effect as the brand-defacing argument of the agricultural officials, has not been passed upon by any court.

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, Peas, 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

DETENTHALER 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.

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

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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



Woman's World

Takes Too Many Chances With His Daughter's Welfare.

An incident that throws a queer social side light on the negligence of parents recently occurred in Brooklyn. In that city, a week or two ago, a young woman of blameless character and respectable family was murdered under mysterious circumstances. In the investigation into the crime that followed it developed that, although the murdered girl was soon to be married to a man who had been paying court to her for years, none of her family knew either his address or his occupation.

This case is a remarkable and, perhaps, a flagrant one of the carelessness of parents, but it illustrates the absolute recklessness with which American girls are permitted to marry, and in a way explains the prevalence of the divorce evil among us. It is a national peculiarity that no other people in the world makes such a fetish of their daughters as we do, and no other people do so little to safeguard them. We rear them as tenderly as a hothouse plant; we do not suffer the wind to blow harshly upon them and then we chuck them out into life to live or die, with broken hearts or without, as chance may determine.

No better example could be given of this than is found in the criminally loose way in which girls are permitted to make acquaintances and form their own visiting list of people

with whom their parents are totally unacquainted. Our darling Maud meets Tom, Dick and Harry at a party or on the golf links or is introduced to Adolphus or Augustus on the street car by some other girl just as poor a judge of character, as ignorant and as indiscriminating as she is herself. The man who met the man, who saw the man, who knew the man who broke the bank at Monte Carlo does not present fewer or hazier credentials as a passport to our home. Nevertheless, in accord with the ethics of our beautifully democratic society, Tom, Dick and Harry, and eke Adolphus and Augustus, happening to pass the house and being pleased with Maud's beaux yeux, drop in for a call, and, before anybody knows it, like the Vaneerings, they are established as her oldest friends.

Apparently nobody stops to enquire who Tom, Dick and Harry are, what sort of family they came from, what they are doing, or what sort of a moral character they possess. Sometimes Maud's mother has a speaking acquaintance with her daughter's beaux, sometimes she has not. As for Maud's father, he does not know them by sight; and as for investigating the character of young Smith, or young Jones, or young Brown, who are camping on his doorstep and, perhaps, holding his daughter's hand, he would never dream of putting himself to so much trouble. Yet in other matters, Maud's father is neither blindly trusting nor wildly reckless. If he were going to hire

a ten-dollar-a-week clerk he would look into the applicant's references, ascertain whether he played the races or was addicted to drink; and if he were going to trust him with his cash drawer, instead of his daughter, he would require him to give bonds for his conduct. It is only with his daughter's welfare that he takes chances, and, as a matter of fact, the attitude of the general father who gets Dun's or Bradstreet's report on his clerks, and takes his daughter's visitors on trust, can only be compared to the prudence of a man who would lock up a stock of iron pots and kettles in his fireproof safe and leave his Government bonds out on the sidewalk.

When a strange man appears on the scene, or opens up a voluminous correspondence with Maud, he is sufficiently explained if Maud says she met him at Mrs. Flightlies, or was introduced to him by Cholly Addlepate, yet on no other subject would Maud's parents take the opinion of a woman notoriously silly and impulsive, or of a man whose judgment they despised and whose discretion they doubted. So it happens that hundred of girls all about us are receiving visits, and going to parties, and writing letters to men of whom their fathers and mothers know absolutely nothing, and it is to the standing glory of the manhood of our country that so little harm comes of these uncensored acquaintances, and that American men protect American girls better than their own parents do.

But if parents are recklessly careless in letting men visit their daughters that they do not know, they are criminal in letting men come to their houses that they do know and whom, for any reason, they are unwilling to let their daughters marry. All of us have seen young lives wrecked, and young hearts bruised and broken, times without number, by this parental stupidity. Fathers and mothers may set it down as an unalterable fact that youth is youth, and love is love, and that their own children are going to follow the primrose path, just like every other lad and maiden. When young Grigsby takes to spending seven evenings a week at their house, and he and Maud develop an ability to talk to each other from 7 o'clock until midnight without yawning, they are not discussing the political outlook, or the state of the market, or the chances of Peary discovering the north pole. They have gotten down to business and to the one question of which no human being ever hears enough—the old, old question: "Do you love me?"

He may be a cousin, and Maud's parents may have violent views on the subject of cousins marrying; he may be of a different religious faith, and Maud's parents may be fanatically opposed to people marrying out of their own church; he may have some terrible inherited malady or be merely poor, but whatever the objection, the time to raise it was before he and Maud fell in love with each other and not afterwards. Yet every day people let their sons and daughters



Forgetfulness—Carelessness

Thousands of human lives and millions of dollars' worth of property are sacrificed yearly because of FORGETFULNESS and CARELESSNESS.

If the railroads, which pay very high wages, are unable to get men who never grow careless and forget, isn't it reasonable to suppose that you and your clerks *sometimes* make mistakes and forget to charge credit sales? Don't *you* occasionally find that you have made a mistake? *Undoubtedly* you make a great many more which you don't find.

With the new National Cash and Credit System it is impossible for a clerk to make a mistake which will not be discovered later both by himself and by the proprietor.

This system is brand-new; it is the latest product of our Inventions Departments, and one of the best.

Better mail the attached coupon to us *now*. If you haven't a stamp, paste the coupon on a postal card. It will pay you big returns.

I am interested in your new Cash and Credit System. Please send me a copy of your book, "The Sins of the Old Cash-Drawer," written by a grocer. I saw this ad in

MICHIGAN TRADESMAN.

Name _____

Mail Address _____

National Cash Register Company

Dayton, Ohio

associate in an intimacy that can only lead to love, and then when they suddenly wake up to the fact that the young creatures want to get married they are aghast. No father or mother has a right to let any young man visit at their house that they would not be willing to see their daughter marry.

If American fathers were indifferent to their daughters, if they regarded them as an incumbrance of which they wished to rid themselves as soon as possible by marrying them off, or even if they were unaware that marriage makes or mars the happiness of life, one could the more easily understand their position on this subject. Such, however, is far enough from being the case. His daughter is the idol of the American father's heart, the one flower of his hard-worked, struggling life, the being for whom he toils and sacrifices, and to secure whose happiness he would die, yet for all that he is absolutely and criminally careless about taking the commonest precaution to secure her a good husband.

Some fine day Maud appears before him and announces that she is going to marry Adolphus Gustavus, whom she has met in New York, or San Francisco, or Kalamazoo, and who, she assures her father, is the most adorable and delightful of his sex, and that she is sure he is eligible because he has a black mustache and dances a two-step divinely. Maud is a dear, and her father worships her, but he would not trust her judgment to pick out a setter puppy, while as for allowing her to buy a \$200 piece of real estate, or invest in a share of stock on her own good, hard, horse sense, he would not consider such a risk for a moment. But he trusts Maud to pick out a husband of whom he knows nothing and whom he perhaps never sees until the wedding day.

Is not this the most cynical and incomprehensible paradox of life? A man would not dream of putting his all in a piece of real estate in a neighboring city without going to see it and investigating its titles and seeing what chances it had of proving a good investment. He would not even buy a fine horse without looking into its pedigree and ascertaining if it was sound and had good habits. On none of these points would he take the opinion of a young and ignorant girl, who was taken by handsome outward appearances, and whose very lack of experience of the world prevented her from forming a proper estimate of their worth, yet such a man, shrewd and cautious in business, will let his daughter marry a stranger without ever taking the trouble of going to the man's home city to investigate how he stands, or if there are any mortgages on his past.

What wonder is it, then, that we hear so often of girls marrying men who prove to be bigamists or that we see so many women, broken in health and heart, coming back after a few years of married life to seek the shelter and support of their father's home? Never shall I forget the

anguish and despair with which a beautiful and aristocratic girl told me of her bridal trip and rude awakening to the fact that she had been deceived in the man with whose fate she had united her own. She married a handsome young man of easy address and pleasant manner, who was a traveling man and who often spoke to her of his mother's place near the sea in Massachusetts. He took her there on their bridal tour, when, to her horror, she discovered that his mother was a coarse and vulgar creature, who kept a low eating and drinking-house in a seaport town. A case even more tragical occurred in New York City a year or two ago, when a beautiful and lively girl married a fascinating stranger, who represented himself as a wealthy man from Chicago. After a few months of married life he disappeared, and her parents, making investigation after it was everlastingly too late instead of in time to save their daughter, found that no such man as he represented himself to be had ever existed.

Marriage even at its best, and set about with all the safeguards with which one can hedge it, has risk enough. Certainly no one should add to these by going into it blindly and every girl has a right to demand, especially of her father, that he shall protect her from the pitfalls into which her ignorance of the world and of men would lead her. The father who does not do this, who does not know personally and by reputation the young men who are visiting his daughter and who, when she goes to marry, does not overhaul the past and forecast the future of the prospective son-in-law, has failed in his duty, and if his daughter marries badly she has a right to blame him for her wrecked life. Dorothy Dix.

Eight Great Secrets of Success.

A man with a mania for answering advertisements has had some interesting experiences. He learned that by sending \$1 to a Yankee he could get a cure for drunkenness. And he did. It was to "take the pledge and keep it."

Then he sent fifty cents to find out how to raise turnips successfully. He found out: "Just take hold of the tops and lift."

Being young, he wished to marry, and sent thirty-four one-cent stamps to a Chicago firm for information as to how to make an impression. When the answer came it read, "Sit down in a pan of dough."

Next advertisement he answered read, "How to double your money in six months." He was told to convert his money into bills, fold them and thus double his money.

Next he sent for twelve useful household articles and got a package of needles.

He was slow to learn, so he sent \$1 to find out "how to get rich." "Work hard and never spend a cent." That stopped him.

But his brother wrote to find out how to write without pen or ink. He was told to use a lead pencil.

He paid \$1 to learn how to live without work, and was told on a postal

card: "Fish for easy marks, as we do."

Internal Difficulties.

Little Archie Richards, at the close of the Thanksgiving dinner, sat at the table with his eyes suffused with tears. His mother was greatly troubled. With a sweet smile and with gentle intonation she put one arm around her little baby boy and asked:

"What is it mamma's little darling wants?"

But "mamma's little darling" continued to cry.

Mamma made another effort to find out the trouble.

"Does mamma's baby boy want more cake?" she asked.

"No'm," said the child, while the tears continued to flow.

"Does he want some more pie?" she further enquired.

"No'm," he further replied.

"Well," said the mother, making a last effort to reach his case, "tell mamma what baby wants."

The little boy managed somehow to say between sobs, "I want some of this out I've got in."

Keeping It Up To the Last.

Dix—I understand Windig, the attorney, is seriously ill?

Mix—Yes. I met his physician this morning, and he says he is lying at death's door.

Dix—That is ust like a lawyer.

A perfect gentleman has this peculiarity: Drunk or sober he is a perfect gentleman.

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.

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



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 U s

Corner 15th and Lucas Streets, Toledo Ohio

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

EDISON'S NEW BATTERY.**Invention of Immense Possibilities Perfected and Tested.**

Thomas A. Edison has perfected his electrical generator, which will make possible the almost universal utilization of the storage battery invented by him a few years ago, placing electric lighting and electrically-propelled vehicles in the hands of the masses of the people.

Six feet long, 6 feet high and 5 feet wide, the generator is capable of producing electricity sufficient to store one of the Edison batteries to run an automobile and light a house, at a price very much less than that exacted by large supply companies. The machine can now be made at a cost of \$450, and the inventor declares that cost will be much reduced in a short time. After the first expense the outlay for operation is almost nominal.

The generator is so simple in its workings that any person of ordinary intelligence can act as engineer.

Three pounds of the "fuel," which Mr. Edison says has never been adapted to its present purpose before, will, through the generator, light a house and run a motor car for twenty-four hours.

Referring to the manufacture of the new battery, Mr. Edison recently said:

"There is one thing connected with this subject which I wish to be thoroughly understood. I don't expect to supply the world with the machine I am describing, to-day, to-morrow, next week or next month. Nothing was ever done in a minute. Things can not be manufactured for the market until there are machines to make them, and often it is a greater task to get the machinery and tools together for their manufacture than it is to make the thing itself. Men have come here many times to enquire about one or another of my inventions. I have told them all about it, just as I am telling you about this one now. They get the notion, just because I have made my working model, and found that it will perform whatever I expected of it, that I am ready on the instant to put it on the market, and they go away and print in some paper the fact that I have accomplished this or that thing, and that it will cost just so much. Then, because I am not prepared to supply an instant demand for 500 or 5,000 of them at a minimum cost, the public gets the idea that I have been romancing or dreaming.

"Such mistaken statements are unfair to me, and still more unfair to the public, and for once I would like to have the account straight and correct.

"I can not supply the demand for my storage batteries simply because I have not had the capacity for turning them out.

"I haven't been able to reduce the first cost of them materially as yet, because I have not been able to supply the machinery or the space in this factory that is necessary for that reduction.

"I never know how cheaply a thing

can be made, until I have supplied the machinery to make it at the minimum cost.

"Whenever I make anything, like this machine which will generate its own electricity, I have to make it myself, by hand. I can not hire somebody else to make it, because nobody else knows how to make it. I can not give another person my ideas and expect him to do the work as I would do it. I have to do it myself. It is slow work, and often my ideas change while I am performing it.

"It may have taken me a year or ten years to do a simple thing. Sometimes it is so simple when I get it done that I think any common fool ought to have seen through it at once, and yet it may have taken me years to accomplish it. Very well.

"The next step after I have accomplished what I started out to do is to devise a means to manufacture in quantities the article I have made by hand, and there are just as much brain work and manual labor connected with that part of the operation as there were in the original invention. Sometimes much more.

"Now, whatever I tell you to-day that I can do, and that I will do, will be true, because I know it to be true by reason of my own tests and my own experiences, but I can not tell you just when I will be able to place these things on the market, simply because I do not know how long it will take me to perfect the machinery and tools and other facilities for manufacture.

"The point is this:

"I have invented and made a machine, which is 6 feet long, 6 feet high and 5 feet wide, which will generate electricity sufficient to store my batteries to run an automobile and light a house at an expense, per unit of electricity, very much less than the largest companies sell it. I know now that I can make that machine at a selling price of \$450. I also know that I will not be able to make one to sell to anybody before next spring, at the earliest; that it may cost me more at first, but, ultimately, that it won't cost any more than \$450 when I am ready to sell it. I do not know how much less than \$450 it may be sold at.

"Don't send me in an order this afternoon for 50 or 100 of those machines, to be delivered next June, at \$450 each. I would not accept it, because I don't know that I could fill it. I do not know that my machinery and tools for making it will be ready by that time. But when everything is ready, when I have the floor space and all the paraphernalia necessary for the manufacture of the machine, I think I can safely prophesy that its history will not be unlike many other well-known inventions of great utility.

"Take, for instance, the incandescent lamp.

"I took a contract to supply them in quantities to the demand at 40 cents apiece, when they cost me \$1.24 apiece to make them. I believed I could reduce the cost of manufacture almost at once, so that 40 cents apiece

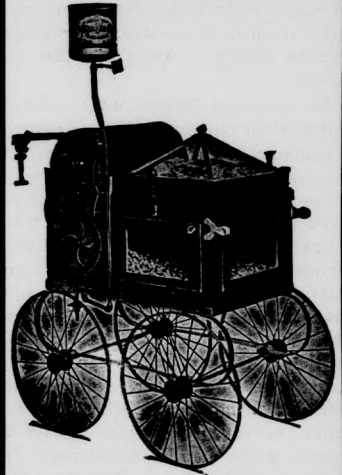
would bring in a fair profit. That contract almost swamped us. After a while I got them down to \$1.10 apiece, still selling them at 40 cents, and the demand was increasing enormously. Those were blue times. Well, I got them down to 80 cents; then to 60 cents; then to 28 cents. There was a profit of 12 cents, and we began to see light. They can be bought in the market to-day a great deal cheaper than that, and there is a good profit in them, too.

"All inventions go through this process.

"Ten years ago you paid as high as \$160 for a safety bicycle, not as good as you can buy for \$25 to-day. Isn't that true?

"You are wearing a good-looking pair of shoes. Let us say that they cost you \$3.50 at retail, and that there are half a dozen men who have realized a profit out of them at that. How much do you suppose the mere cost of making them would amount to if they happened to be the first pair ever made and every bit of the work had to be done by hand with a jack-knife and ordinary needle and thread and bradawl for tools? Machinery and tools, tools and machinery! They reduce the cost of things. It is one thing to invent an article and make it; it is another thing to invent the machinery and tools to make it quickly and cheaply and in quantity.

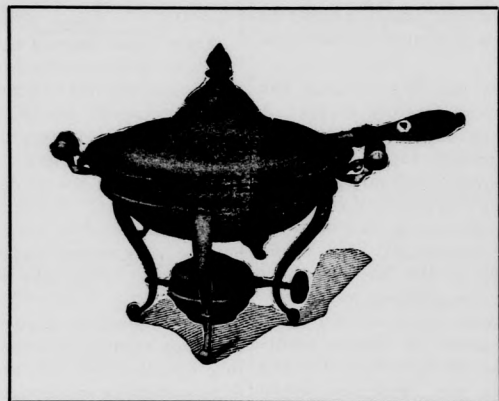
"Now, there is my storage battery and there is my machine for making electricity to operate it. They both work beautifully and perfectly. One cost \$1 a pound, and the other costs

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Detroit, Michigan

\$450 for the machine, because I have not now tools and facilities to make them any cheaper. Come around a year from now and I'll tell you a different story."

"You do expect, then, to be able to make and sell both at a very much cheaper rate in time?" was asked.

"Certainly. The point is, I can not tell you just when. I believe I could make a fair prophecy on the subject, but you don't want prophecy; you want fact.

"My great desire—my great ambition—is to place all these facilities within the reach of the mass of the people, so that the ordinary individual can afford to keep a pleasure vehicle for his family and light his house by electricity. That is what I am going to do, and what I will succeed in doing before very long.

"I was riding through the suburbs of a city recently, when I counted 62 houses where men of moderate incomes lived. With the 62 houses there was only one barn. There was only one man in the lot who felt that he could afford to keep a horse. I mean to live long enough to see a little shed like that one behind every one of those 62 houses, with an automobile and a machine for charging it and lighting the house in each shed—and I don't expect to be so very much older than I am now, either.

"Of course an automobile can be geared to 70 miles per hour if the parts of the vehicle were strong enough to stand that speed.

"There is really no limit to the speed that can be gotten out of a vehicle if it is strong enough to withstand the wear and tear of the power the cells are capable of containing and giving out.

"In the operation of the machine, there is not the slightest noise or disturbance, and of course no odor whatever. There is no jar, no grating or wheezing, no noise of a motor, but all is silent and perfect.

"A touch of the finger moves the lever that controls the power, and the machine is under absolutely perfect control.

"There is a great deal in the way of promise concerning the storage battery and the machine for generating electricity with which to charge it, which the inventor is willing to discuss with his friends, but is not prepared to have published at the present time.

"This is due," he said, "to the fact that the public does not, or will not, understand my statements exactly as I give them out. Even supposing that I am quoted with absolute correctness, more than one construction can almost at any time be put upon one statement, and for some unexplained reason the average reader will persist in applying the wrong one every time.

"I may know to an absolute certainty exactly what I can accomplish with a particular thing, although I may not yet have put it to the test; or I may have tested it, and be, so to speak, twice positive, and still be unwilling to give out the information about it, for the reason that I also

know that months—perhaps years—may elapse before the public can reap the benefit of it. This harks back to the question of machinery and tools.

"Inventions over which I have worked for months and which, when they are announced, impress you and others as remarkable, or even wonderful, are neither the one nor the other to me. They are merely results of my labor.

"This machine, which you think so wonderful, is really a very simple contrivance. I think it strange that somebody has not thought of it and made it long before this. It is not complicated, and any person of ordinary intelligence, who never saw a machine before, can operate it.

"The machines will, of course, be made in different sizes, so that they will meet any requirements, from a little six-room house to an institution.

"The point is this: When it is perfected and ready for the market every householder will be independent of electric light and gas companies. The isolated farmer can have electric light in his house as readily as the man who owns a residence in the city, close to an established plant.

"The storage battery question being solved, and the problem of storing it now about to be relegated to the field of reminiscence, it would seem that further steps forward in that direction, in the way of similar and lighter appliances and apparatuses, is a natural consequence, would it not?

"The maximum of power is retained in the battery until it is almost completely exhausted. Suppose the starting point is A, representing your cells when they are fully stored, and Z represents them when they are exhausted; they will exert their full power to the letter Y, and then drop suddenly to Z. Now make a square on a sheet of paper. Put A at the upper left-hand corner and Z at the lower right-hand corner. The nickel battery will exert its full power, so that you may follow it along the top line of the square almost to the end; then it will drop suddenly to Z. With any other storage battery the exertion of the power would be represented by drawing a diagonal line straight through the square, from A to Z. Or compare it to a watch. A watch is supposed to keep time until it runs down; then it stops. Take out the regulator, and it will run more and more slowly from the time you wind it until it stops. That is the idea.

"Lead batteries must be kept charged or they will become useless. It is not so with the nickel battery. They do not destroy themselves. They are always ready, and the only feeding they require is distilled water."

Mr. Thomas A. Edison is fifty-eight years old.

Almost his entire time is passed among the buildings of his laboratory, either in the library, the galvanometer room or the chemical room.

It is a common practice for him to have his dinner sent to him from the house, and to remain at his labors throughout the night.

On the night immediately preced-

ing the writer's last interview with him he remained at work in his laboratory until after 2 o'clock in the morning.

He often passes ten or twelve hours at a time in a room from which every ray of light has been excluded. He told the writer that he is so accustomed to doing so, that now, after he has been in the dark room several hours, objects are as distinctly visible to him there as they are ordinarily in the daylight out of doors.

"After I have been in the dark room ten hours or more," he said, "I can see to read ordinary print without any other light than that which sifts through solid wood and walls, or emanates from the body. It is wonderful how supersensitive the eyes will become. Prisoners who are locked away for years in utter darkness can see things there as readily as you or I can in the sunlight."

He likes good stories. He likes to tell them and to listen to them.

His appreciation of humor is as good as his appreciation of a new invention.

His manner is always gentle, kindly and thoroughly unassuming.

He is not a draughtsman. He sees his ideas in the ether around him, describes them, and directs somebody else to put them on paper for him.

He has little appreciation of a drawing after it is made. It is nothing but a flat surface, which represents measurements; but when the parts are made from the drawings nothing delights him more than to see them go together.

He likes a good cigar, but says "they smoke too easy." That is, he is apt to smoke too many of them if they are within reach.

His power of concentration is phenomenal. When he is at work time ceases, and he is quite as intense over a letter he is reading as when absorbed in his favorite occupation of working out a difficult problem.

Every man in his employ loves him, and this is high praise.

His eyes are as bright as stars; his face is the face of a babe; his smile is as ingenuous as a young girl's; his handclasp is firm and hearty; his step is brisk and energetic. He is an affectionate and a lovable man.

There are more people in this world who want to do what they can't than there are who like to do what they can.

QUICK MEAL

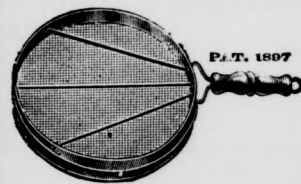
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FIRE ARMS

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.

An Early Assumption of Personal Responsibility.

Written for the Tradesman.

Craig Reynolds' cigar was the infallible index of his mental condition. Pitt Johnson, his partner, the only man on the face of the earth not afraid of him, noticed when "Senior," as he often called him, came in that an inch of the said cigar was all chewed up and amusingly wondered what the matter was. "When Craig gets on a rampage, it's as good as a circus to watch him," Pitt told his wife, and, with the cigar-sign out, he watched expectantly for the outbreak.

The outside news of the morning paper didn't seem to suit the senior partner and, with an impatient jerk, he turned to the inside only to swear at the editorials, the cigar in the meantime intensely suffering. A very little of that soon satisfied and then, throwing down the paper, with a savage glare at Pitt, he roared out: "We have one man out in the other room we must get rid of sometime and there's going to be a change in him right away or he's going pretty something soon."

The junior member knew enough, when he had something good, to enjoy it in silence and turned away from his desk with an earnest look on his face to listen.

"That fellow has been with us ever since he was 9 years old—just the sort of boy we have wanted—and now after eight years, when he knows what's what, I find him running with a gang that will simply ruin him in three months. I've told him what he is up against, and I've told him what I'm going to have; and last night there he was sailing down Sixteenth street arm in arm with three of the meanest huggas in town. Now those devils are going to have him or I am, and I don't care a snap which one it is; but he's going out of here before to-morrow night unless he cuts clear of them. Now you're going to take care o' this or I am, and it's going to be done right straight off. Who'll do it?"

Thus appealed to, the junior member—deliberation personified—took out the cigar he was enjoying, gently breathed forth the delicious blue from his mouth and calmly answered: "I guess you're right, Craig, you usually are; but who is the cuss this time, we've quite a number, you know, that we're bringing up? 'Tisn't Joe Harris this time, I hope."

"Harris be hanged! I wish 'twas—I'd ship him so quick he wouldn't know where he was! It's that—that Clarence Kingsbury; and—and he's got to stop it or I'll smash him, and that's all there is to it."

"Wasn't doing anything out of the way, was he? Smoking or anything of that sort, was he? 'Tisn't much of a crime, you know, to have a fellow on each side put his arm around your shoulders—I've seen you with your hand on that same shoulder yourself, so you want to be careful."

"And I hope you'll see it there again. Don't you see, Pitt, what I mean? That Clarence is the best boy we ever had. I want to keep him so; but, just so surely as he gets to going

with that gang, he's going to be like them. I know them and so do you. They are bright, but there's a taint with it that makes them positively dangerous. Take Samuels. He isn't clean-minded. I've seen and heard the laugh that follows the doubtful story and part of the laugh has been Clarence's. He swears, even when he isn't mad—there's where I draw the line on that—and he and Griffin drink and play poker for money. How long will it be before Clarence is going to do the same thing? There's no use in my talking round the bush to you, Pitt, and I'm not going to. I like that boy as well as I ever did my own son and I've told you what I'm going to do for him."

"Yes, but this boy is Clarence Kingsbury and he is 17 years old—two very important facts. You've had many a brush with him when he was younger, but you ought to know that at 17 a fellow like that—he's two years older than his real age—will assert his manhood and he'll do it hard. If you're not careful how you go for him he'll tell you that he's his own boss—and he is—and I'll miss my guess if he doesn't wind up with telling you to mind your own business. Better let your wife handle him. She likes him as well as you do and she knows enough not to slop over, see?"

"I should advise you," the smoker went on, "to remember that the boy is wise beyond his years, that he has been well brought up—you and I have had a hand in it and we are no fools—and that he knows fairly well how to take care of himself."

He might as well have talked to a lamp post. He looked at his partner as if he would annihilate him, humphed and struck his call bell as if he intended to break it and, when the

boy came in, roared: "Tell Kingsbury I want him."

Shortly after Kingsbury stood before the head of the house.

It was no wonder that both men liked him. He was good to look at, always—never more so than when he stood there now—full five feet ten, broad-shouldered, broad-breasted and straight as an arrow. Well-groomed and well-dressed the manhood that looked out of the eyes that had brought with them the color of the sky was worthy of its setting; and it looked into the face of the angry man before it as if it was ready for what was coming, be it fair or foul.

"Kingsbury, I saw you again with that gang last night and I want to know what you mean by it?"

A faint flush of red flooded the strong face from brow to chin. The clear-cut lips contracted slightly, a gleam that meant not a little shot from the eyes, the left thumb hooked into a trowser pocket and, after an instant of this gathering together, the not unpleasant voice made answer:

"Mr. Reynolds, I am 17 years old. Ever since I can remember I have had I might say, to take care of myself and, while it hasn't always been the best of care, I have done the best I could under the circumstances. I shall have to keep on doing so. The 'gang,' as you designate it, is a 17-year-old gang with the good and the bad traits of that age. I like all of them, and I expect to keep on with them as long as they'll have me; and somehow, Mr. Reynolds, I don't exactly like the course you have taken in this matter. I am doing my best, in business hours and out of them, for your business and I don't think it's any concern of yours what I do or whom I go with the rest of the time. You've told me what you think

of the fellows; but I haven't seen anything in them, so far, out of the way, and the only things I ever heard against them have come from you. I'm young and I like a good time and you can't expect a young fellow to think and to act like an old one. Then, too, I can't have you telling me whom I'm to go with, and I can't help resenting the idea of your watching me as if I were a kid. I know what this is coming to, but if you're going to keep it up, much as I like the place, I shall have to go—I've got to be my own man wherever I am."

Craig Reynolds looked the amazement he could not express. The boy's calm self-assertion without the slightest tone or manner of disrespect, completely unarmed the forceful man, not known for his gentleness when aroused as he was now. Pitt Johnson looked for the usual explosion, but it did not come. Instead the lion left the senior member's face and voice and the real man that the outside world seldom saw said, pleadingly, "Clarence can't you see the vice that is hidden in these young men? I want you to be young, I'll help on in your good time, but that fun is always questionable which stains. Like all young men your future is before you, and the man who has said what you have just now knows that a future to be cursed by gambling, by drinking, by unmentionable wickedness, isn't the success that sound sense expects or wants. That's all. You may go."

"No, it isn't all! There is just one thought more," said Pitt Johnson, with a look in his face which the boy did not expect to see. "This is a respectable house and is going to keep respectable. It can't be that and take that sort of back talk from anybody. Now then, young feller, listen: You take a week to think the

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

HAND SAPOLIO

at once. It will sell and satisfy.

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

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

thing over. A week from to-day you come in here and give us the result of your thinking. If you've changed your mind you may go on with us. If you haven't you can't; but, whether you go or stay, remember that business houses are making it their business to do exactly what you have had the impudence to say that we mustn't do. You'll give up the 'gang' if you stay here, and we're going to know what you are doing between supper and bedtime. Now use the common sense we know you have; if you don't come in here a week from to-day, tell us you've changed your mind and apologize for the contemptible rot you've been giving us, I'll miss my guess. At any rate, if you don't you're not the man we want and the quicker you leave us the better. Go."

He went but when the week came around common sense had prevailed. To-day he has a desk in that front office. Richard Malcolm Strong.

Recent Business Changes Among Indiana Merchants.

Aurora—Dils Bros., dealers in hay and grain, have dissolved partnership. The business is continued by H. H. Dils.

English—Criswell & Landis succeed C. M. Rosenbarger in the grocery and confectionery business.

Ft. Wayne—The W. L. Carnahan Co. is retiring from the boot and shoe business.

Grantsburg—Ferguson & Ford continue the general merchandise business of Pavey & Ferguson.

Knox—Cooper & Dumas, jewelers, and Short Bros., grocers, have consolidated their stocks under the style of Cooper, Dumas & Short.

Milford—S. L. Prickett, tinner, has removed to Albion.

Rockville—Thompson & Richardson, furniture dealers and undertakers, have dissolved partnership. The business is continued by Richardson & Hadley.

Vincennes—Fred Yocum, baker, has sold out to B. Bender.

Wabash—Nathan Meyer, of the Pioneer Hat Works, has changed the style of his business to Nathan Meyer & Co.

Wolcottville—S. M. Coon has taken a partner in his hardwood and implement business under the style of Coon & Pierce.

Ft. Wayne—A receiver has been appointed in the case of Koehlinger & Bauer, dealers in hardware.

Indianapolis—A foreclosure suit for chattel mortgage on her grocery stock has been instituted against M. E. (Mrs. A.) McGary.

Indianapolis—Benjamin Moyer & Co., dealers in clothing, have gone into bankruptcy.

Kendallville—E. D. Stroup, boot and shoe dealer, has filed a petition in bankruptcy.

Daketon—A permanent receiver has been appointed in the case of the Laketon Milling Co.

Logansport—W. W. Ridenour, dealer in cloaks, has taken advantage of the bankruptcy laws.

Follow no advice that your own judgment does not pronounce sound and practicable.

Settled the Size.

She walked into a fashionable shoe-shop and said to the polite assistant "You may show me a pair of walking boots, No. 4. I used to wear 3's, but I go in for solid comfort now."

The man tried the boots, but they would not go on.

"Strange," she murmured; "it must be rheumatism. Try 5's; I know I can swim in them, but my feet are so tender."

While the shopman was getting them on she said:

"I used to have a beautiful foot, not small, but such a good shape. I never had a small foot, but I wore 2½ size for years, until I walked so much and grew heavier."

"Your foot is a peculiar shape, the instep is so high—that is why you require a large size," said the man, who had no fear of Ananias before his eyes.

"I've heard," she said, "that the Venus de Medeechy wears No. 5, and she is a model of true proportions."

"Exactly," said the obliging young fellow, growing red in the face as he pulled and tugged to get them on. He had never heard of "de Medeechy," but he was up to a trick or two himself. "After all," he said, "these are too large. You'll find the 4's just right."

He was only gone a moment, but in that time he had erased 6 from the inside of a pair of boots and substituted 4.

"There, I thought it was strange," she said, when they were on and paid for; "why, these are quite as easy as my old ones. I believe I could just as well have had 3's after all."

And the young man without a conscience went back to his duties with the air of one well satisfied with himself.

The Inventor and His Employer.

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

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

"It's a good idea," said the latter, "and if you care to sell it, we'll give you \$600 for it. That's all it would be worth to us."

Peter did not wait to consult an expert as to the value of his invention, but closed with the offer at once. "I'll take it," he said.

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

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

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

Making Food Palatable.

In determining which foods I shall eat it is a matter of great importance to know how the goods are manufactured, what the price is, how it is prepared for the table, and whether it is nourishing or harmful to my system. The one essential element,

however, is the taste. When I look over the bill of fare I seek out what I think will taste good. When I order groceries I order what pleases and tickles my palate. I want the food that makes me smack my lips and makes my mouth water. Under these circumstances all other considerations are minimized to the extreme.

In advertisements of food products I have been surprised to note that many foods are advertised as if they had no taste at all. One would suppose that the food was to be taken by means of a hypodermic injection and not into the mouth and hence into contact with the organ of taste. The advertisers seem to be at loss to know what to say about their foods, and so have, in many cases, expressed themselves in such general terms that their advertisements could be applied equally well to almost any product whatever.—W. D. Scott in Mahin's Magazine.

Heat of Radium.

Professor 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 temperatures on ordinary chemical action, for at the temperature necessary to liquify hydrogen, the greatest cold yet secured by scientists, the heat emission of radium, instead of being reduced, is augmented.

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



CHOCOLATE COOLER COMPANY
Grand Rapids, Mich.

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

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?

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

FUNDAMENTAL PRINCIPLES

Which Real Business Men Will Not Deny.

Cranstan Haywood gave a growl without looking up and went on with the letters before him.

"I'm quite sure I could satisfy you if you'd only let me try. You couldn't lose anything because I am willing to work a week for nothing on trial. I could afford to do that because I feel sure that by that time you'd like to try me a little longer and that would fix it. This is my first asking for a place and mother thinks a good deal of getting the first place you ask for and I do, too."

Long before the boy stopped speaking the rather stern-looking man had whirled around in his chair. He found a boy of fifteen, hat in hand, looking cheerily and earnestly in his face. Neatly yet poorly clad there was something in the garb even that portrayed the embryo man concealed within it, and the bright black eyes, together with the pleading voice, were evidently accomplishing their purpose.

"So you think by the end of a week you can convince us that we can't get on without you, do you?"

"Oh, no; I didn't mean that if I said it. Mother told me long ago, among the things I must always remember, that the world would manage to get along if I hadn't come into it. What I did mean to say is that you wouldn't want to get on without me."

The rather old way of the boy's talking, this happy combination of the old and the young amused the man and he wanted a little more of it.

"What could you do besides sweep the office and go on errands and do up packages and about five hundred other things, hey?"

Something very like a twinkle leaped into the boy's eyes as he answered, "What mother calls 'an occasional rest!'"

At that the sternness left the man's face and, taking another all-over look at the attraction before him, he went on with his catechism.

"Did you like your teachers?"

"Yes, sir, all of them."

"I don't suppose you brought me any certificate or recommendation, did you?"

"I have in my pocket my record of standing for last year, if you care to look at it. Mother doesn't think much of a recommendation. She says everybody carries that in his face and manner and that nobody ever covers up what he really is. She says the face and the finger nails tell the whole story, but I'm afraid that mother at times is apt to go to extremes!"

A laugh followed this.

"It certainly looks like it. How can she tell by looking at these that the owner is—well, lazy, for instance?"

"She says that's easy. Neglected finger nails are due to indifference and that is second cousin to laziness, if not something nearer. That and a something always in the face, or a want of it, settles the question if we are only sharp enough to see it, and if we aren't we are out of gear our-

selves. Here's my standing if you care to look at it;" and a neat envelope with an unwrinkled record was placed in the merchant's hands.

"Why, here are some figures to be proud of: Arithmetic, 98; grammar, 98; algebra, 95; penmanship, 92; conduct, 100. Why, this is a prize-winner, boy. Didn't you get any?"

"Yes; but that's nothing to be proud of. A fellow has to do his best, anyhow—that's what mother always says—and if a prize is one result that's all right. In itself it doesn't amount to anything. Mother says what it stands for does, and I like to think as she does. It's the struggle to get it that tells the story and if I can't get any fun out of that I'd better give up."

"Do you mean to tell me, boy, that if you don't get any pleasure in doing what you do with all your might what you're doing is worth working for?"

"I didn't used to think so but mother has talked it into me so long that I'm about sure she's right so far as I am concerned. I'm not old enough to see how it works with grown-up people, but in going to school and noticing other boys it seems to be that way."

"How do you mean?"

"Oh, I don't suppose you know Lest Rushway, do you? He's one of my friends and he likes to play football better'n he does to eat. You just ought to see him punt a ball! Honestly, Mr. Haywood, if he was only strong enough I believe he'd kicked it out of sight! Well, he's had any number of prizes and things like that that he's got that way, but he doesn't care a rap about them. I was up in his room not long ago and he showed 'em to me. One's a splendid little gold badge and when I said he ought to be proud of it he said, 'It's the getting it that I like!' and it does seem so, doesn't it?"

"Yes, I believe that's right. What else? How about yourself?"

"Mother says it isn't a good plan for one to talk much about himself; but this isn't anything to brag of. I don't like algebra very well; I used to hate it. Well, one month I carried home my report with that marked 30. She looked pretty sober and I guess I looked as if I didn't care. You know how it is with mothers, and so I had to tell her all about it. I found she cared more than I was afraid she would, and I told her, for her sake, I'd make it higher next time. This is what she said: 'I don't want you to do it for my sake. If in the studying it you can't find all that's worth working for, I don't want you to do it because you want to please me. It isn't a matter of algebra; but if you're going to be a success in that or anything else it'll be because you like the mastering of it. Thirty in any study is what I don't like. If you can't raise it by learning to like it don't raise it; only I don't like that sort of boy!' That 95 is the yearly average and I got it by meeting mother on her own terms."

"I guess I'm talking too much, but I didn't mean to. Do you think that you will give me that week's trial?"

Cranston Haywood heard, there was no mistake about that, but he did not heed. For the first time in his life he had heard his own pet theory put into words by a child and he was too busy just then with his surprise to notice the question. "The prize lies in the struggle, that's it, and this young one hardly fifteen is the best embodiment of the idea I've seen. I guess here's the boy I've been looking for all these years." Then he came to himself.

"What did you say your name is?"

"I didn't say, sir; but it's Greg. Winton."

"Have you been working for anybody in the city?"

"No, sir, only Saturdays and times like that. I got through the high school in June and during the hot weather mother thought I'd better rest and build up; so I haven't tried for a place before, and this is my first application. Do you want me?"

"Why, I don't believe we do need a boy just now; but we shall soon and I think we'd better come to terms. Have you any idea what wages you want?"

"Mother says that I shouldn't bother about that. She thinks that every workman has his value and that nobody knows what I'm worth until I've let them see. So if that arrangement satisfies you it will us. May I begin this afternoon, because the sooner I begin the sooner you'll find out."

"Why, you needn't wait until afternoon. Begin now." He stuck his bell. "Tell Mr. Mayfield I want him,"

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?

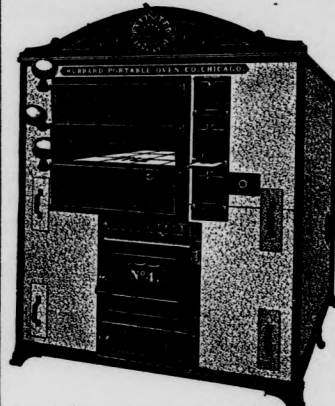
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Pays you 60 per cent. profit

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

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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.

and, that manager appearing, he said, "Mr. Mayfield, here's a boy who says that the fighting after the prize is all there is to it that's worth anything. I wish you'd give him a chance to do some of that fighting with us. Take him out and put him to work."

That interview as I have reported it took place about twenty years ago. The boy started in at 8:30 that bright September morning and he is there still; only his desk is next to Cranston Haywood's in one of the finest offices of that Middle West city. Now Haywood doesn't do much. He is at his desk as regular as the clerk at 9:45 in the morning. He reads the paper, signs his name to certain papers and saunters over to his club. I happened to be in there not long ago when he came in. "Hello! Crans!" greeted a life-long friend, "you're not doing much these days?"

"No. Along back in the 80's I got hold of a youngster who finds his prizes in life in working for them, and after-giving him a chance to win a few I concluded he knew what he was about and let him alone. He's still at it and gets along better without me than with me. When a boy at fifteen starts in with that idea all he wants is a fair field and no favor. You know Gregory Winton, don't you? Well, he's the man and my son-in-law. Better let me introduce you to him."

"I know him and there'd be fewer business wrecks to-day if more of our young men could be imbued with the same doctrine"—a fundamental business principle which real business men will not deny.

Richard Malcolm Strong.

Persistent Plea for Higher Prices.

A great many shoemen at the present time—men who are doing a little thinking and figuring—are asking themselves these questions: Is "cheap" footwear really cheap? Have we ever carried on a satisfactory, money-making business on what is commonly known as the "cheap" shoe? Has the margin of profit on this class of shoe ever compensated us for the constant kicks of dissatisfied customers; for the loss of old customers; for the trade we have allowed to slip away from us simply because we devoted our entire attention to the so-called "cheap" trade, oblivious to the wants and desires of those people in a position to pay for what they want, and who will do so gladly when they discover the shoeman who has these lines and is pushing them to the front?

It is not the writer's purpose to argue against the manufacture and sale of the "cheap" shoe. There will always be a considerable demand for it, and every dealer, unless his trade is exclusively among the well-to-do, will have to carry the cheap lines. But many dealers are decidedly at fault in believing that the cheap shoe is the beginning and the end of their business. Why sit back helplessly and wail: "There is no money to be made in the shoe business any more."

Let's throw off this feeling of helplessness! Let's wake up, and look about us for a minute. Take, for example, any medium-sized city or

town, East or West, North or South, you will find a large number of well-to-do families who have to send sometimes hundreds of miles for footwear—the kind they want. Why? Because the dealers in their home town can not, and will not, raise the standard of their stock. They are not able to "deliver the goods!"

To cite an instance pertinent to my line of argument: A traveling salesman went into a town of some 70,000 inhabitants recently and tried to sell to what was reported to be "the leading shoeman" a line of women's shoes retailing at \$5 and upward. The dealer liked the line and seemed prepared to give it a trial, but when he was told the prices, he held up his hands in amazement. "Why, my dear sir!" he gasped, "I can't get over \$4 for my best women's shoes, and I'm considered high-priced in this town."

While riding through the town that afternoon on top of a 'bus my friend passed along an avenue lined on either side for a mile or so with as handsome residences as can be found anywhere in these United States. The driver pointed out to him home after home of millionaires. Where did they buy their footwear? Had to send to neighboring cities for it. Why? Because the \$4 shoe man and his competitors hadn't "get-up-and-get" enough to realize his opportunities. He couldn't see that by carrying a line of goods that appealed to, and were needed by wealthy customers in his town, he would be pushing his way to a fine trade and consequent prosperity.

Keep cheap shoes, certainly, to meet the demands of the class of your customers who will and must have them, but don't think this is the only grade of footwear. Don't reconcile yourself to plodding and poking along, sitting up nights at the end of each month figuring out which is the larger, your profit or your loss account.

Never mind what your competitor is doing; look about you and see what your own possibilities are. Have your stock appeal to everybody in town. The higher the grade, the better the prices; the more style, value and service, the more likely will people who want the best find you out and trade with you.

Usually it is the dealer's fault that his trade buys low-cost shoes. They are ignorant of the true economy of buying good shoes, and you have lacked the courage of your convictions in educating them up to the point where they will realize that no cheap shoe can have style, fit, finish and wear. "Something for nothing" is a business bubble—let's break it. Don't be content to drift along. You may doubtless find it easy to make sales, but are not the dissatisfaction, and what you foolishly and unjustly call "the unreasonableness of the public," in a great measure the result of your own dealings with them?

Be a true business-builder, Brother Retailer; use solid foundations; teach your customers that while you can't give them "something for nothing," you can and will sell them full value if they'll pay for it. Then you will

realize that there is something to the shoe business besides dissatisfied customers and little or no profits.—R. J. Evans in Shoe Retailer.

Why Marriage Was a Failure.

He regarded children as a nuisance.

He did all his courting before marriage.

He never talked over his affairs with his wife.

He never had time to go anywhere with his wife.

He doled out money to his wife as if to a beggar.

He looked down upon his wife as an inferior being.

He never took time to get acquainted with his family.

He thought of his wife only for what she could bring to him.

He never dreamed that there were two sides to marriage.

He never dreamed that a wife needs praise or compliments.

He had one set of manners for home and another for society.

He paid no attention to his personal appearance after marriage.

He married an ideal, and was disappointed to find it had flaws.

He thought his wife should spend all her time doing housework.

He treated his wife as he would not have dared to treat another woman.

He never dreamed that his wife needed a vacation, recreation or change.

He never made concessions to his wife's judgment, even in unimportant matters.

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THE SANITARY KIND

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

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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.

REAL HAPPINESS.

The Road One Must Travel to Obtain It.

What all of us want more than we want anything else is happiness; not pleasure or joy merely, but real happiness, which is something very different from these other two. It is not a selfish wish, because few, if any, of us could be really happy unless our friends and acquaintances, and, indeed, all our brethren of the human race could have some share of happiness. That is the trouble with the old idea of heaven as a place where a few people would be happy, while all the rest of mankind went plunging down into the abyss to endless torment. It would no longer be heaven if you could look over the parapets to where the smoke of their torment ascended, and most of us would not accept it on such terms.

Real happiness, then, includes the wellbeing of others. And in some form or other happiness is what all the world is seeking. Sometimes people think pleasure is happiness or that enjoyment is happiness or mistake some other inferior thing for the real article; but happiness, wellbeing, success, this is what everybody is after, and how to get it is what everybody wants to know. All the world from a cardinal to Carlyle, from the drunkard in the gutter to the President in the White House, from Joaquin Miller, who makes verses, to John Rockefeller, who makes millions; from the Dowager Empress of China, who rules 400,000,000 of subjects, to Mrs. Jones on a back street, who rules her cat, all the world is seeking happiness and goes about the seeking of it in many strange and curious ways. We are all trying very hard to be happy, but it looks as though we did not know very well how to go about it.

Sometimes we say health and wealth give happiness, but we do not have to look very far to find some men and women who are both healthy and wealthy who have not yet attained their object. Indeed, they may be very unhappy. A certain amount of comfort can be bought, if one has health into the bargain, and pleasure often follows wealth; but enjoyment is a different matter and happiness may elude. "Pleasure may demoralize, and enjoyment yields to weariness; but we don't get tired of being happy; and we may be ever so tired and still be happy."

Let us notice some of the very different ways people try to be happy:

There was a man, a rich young citizen, who, having all that money and influence could buy, leaves his gay companions and their riotous living, throws aside his rich clothing, dons a rough, coarse garment, sacrifices home, inheritance, friends, and goes out among the poor and outcast, ministers to the sick, bathes the sores of lepers and eats the crusts of poverty. Here is one way of seeking happiness.

The leader of the Four Hundred in New York City has a different notion. He devotes his whole life to balls and parties and frankly confesses that here is his ideal. He stands between

those who have entered in and attained the highest happiness they can dream of or live for and those who are eating their hearts out with envy because they can not get in.

A few months ago we celebrated in this country the centennial anniversary of the birth of a great American, Ralph Waldo Emerson. His ideal of happiness was somewhat different from that set forth above. He had little physical strength, little money; but he had ideas, and they were good ideas. All he ever did was to think, and write down what he thought, and we honor him that he thought to such remarkable purpose.

Now the point we seek to make is that all these various kinds of people, and all others, are seeking in various ways the answer to just one question, and that is, How shall we get the best out of life? Or how shall we make a success of it? Or how shall we arrive at happiness here or hereafter or both?

Now he would be a bold man who should pretend to be able to tell us where happiness lies for each one of us. But some directions may be given which will point the way. A traveler in the Alps met a small Swiss on the Gemmi pass and asked of him the question, "Where is Kandersteg?" "I don't know," said he, "but there is the road to it." And so, although each one of us finds happiness and wellbeing for himself if he finds it at all, nevertheless it may be possible to point out some things which will mark the way to it, whether one takes one path or another.

We human creatures are commonly considered to be made up of body, mind and spirit; and the wise tell us that if we wish happiness we must take care of all three departments, for if we neglect any one it will take sure vengeance on us some day.

In the first place there is the body. We can arrive at a certain degree of happiness in spite of an unhealthy body; but good health certainly goes a long way toward making life seem worth while for most people, and an unhealthy body is very apt to bring about an unhealthy condition of mind. We have given up the old conception of the body as an enemy or the soul and we have found that even questions of religion are complicated with questions of sanitation, of better heredity, of better food and clothing. The supreme faith of our day is in soundness and wholesomeness. Good health must be recognized as the basis not only of intellectual endeavor, but of moral achievement. "The normal body must be the dwelling place of the normal soul." The active, out-of-door life of the American student of to-day is making a different race in this country and its influence is not only physical, but intellectual and moral.

Then there is the mind; we must make that strong by vigorous exercise if we would have the most happiness. We must not let it get flabby and so fall a prey to the various microbes of fads and fancies that attack the weak-minded. We must set it to thinking, which would seem to be its main business. It is curious how

few people there are in this world who ever do any real thinking. Most people never think, some think they think, and a few think. Whether it be politics or religion or what not, the most of us lack real, genuine convictions and are led by the nose by any leader of speculative enthusiasm that comes along. It is not of so much importance what particular view we accept when we think as it is that each one of us find his own conception of the truth as conscience and mind direct, and, having reached a result, have the courage to follow that conception wherever it may lead.

But man is more than body and mind. Nature gives cravings for the body, hunger and thirst, mental longings to urge us to train the mind, also spiritual aspirations to secure something else. And if we neglect this moral and spiritual part of our nature we shall miss happiness. Ever since the beginning of the world men have felt that they were vitally connected in some way with a higher power, and have been trying to get into better relations with that power. They have been conscious of the fact that life and happiness depend upon our knowing something about the laws of this power and obeying those laws. The religious people put it one way. Herbert Spencer puts it in other words, but the idea is that if we are to secure wellbeing we must get into proper relation with our environment. The secret of life and of happiness would seem to lie in being rightly related to the "Power, not ourselves, that makes for righteousness." Just as we weaken our muscles and our mind by disuse and strengthen them by proper use, so we must cultivate this higher side of our nature if we would not lose it. Now what are the highest things in the part of our nature? Are they not love, truth and service? A loving life, a right-thinking life and a life of service. He never despairs who serves his fellows. The evil in the world does not make him pessimistic. He has learned that the high secret of happiness is not to get but to give. This is not the doctrine of the preachers merely, it is the settled word of experience, and the message of the men of action. "Great educators take it up. Do you want the happy life? they ask; see to it that you give your life to the largest uses of mankind. No one will ever doubt your use, nor you your own."

So, if we are to arrive at happiness or wellbeing, it would appear that we must travel along the road that leads by a healthy body to a sane mind and a right spirit. That will bring us as near our goal as any road at present known to man.

Looking For a Husband.

"When a woman wants a husband she doesn't go looking in a club for one," said the short-haired maiden lecturer.

"Not unless she happens to be married," suggested one of the long-haired sisters in the audience.

If there is a harvest ahead, even a distant one, it is poor thrift to be stingy of your seed corn.—Carlyle.

THANKSGIVING WINDOWS.

A Few Suggestions by the Way of Illustration.

It may be a fair question in the mind of the exclusive shoe dealer whether it pays or doesn't pay to devote particular attention in window trimming to the holidays—particularly those of lesser importance—and to local celebrations. Probably the best selling seasons that are associated directly with holidays are Christmas and Easter. Of less importance are Thanksgiving (Independence Day, Memorial Day, St. Patrick's Day, Labor Day and all the rest ad infinitum.

The writer thinks that many of them are deserving of notice. A window trim need not be very elaborate. For instance, a few little green ribbon bows tied to each shoe or to the price cards on a window full of shoes give a pretty effect for St. Patrick's Day. The expense is very slight. Perhaps a little blue pencil story pasted in the center of each window giving a concise account, such as can be condensed from an encyclopedia article, on the mythical Irish saint would be interesting.

Such a story about the origin of Thanksgiving Day would be an appropriate feature for the approaching holiday. You have many chances during three hundred and sixty-five days of each year to remind the people that you are alive and up-to-date. A store can get a good deal of valuable publicity by such means. The little reminders stick for a long time. The dividend comes maybe three or four months later, sometimes it comes a year or more later and brings a customer who stays for all time.

The encyclopedia has this to say of Thanksgiving Day: "In the United States it is a day set apart for an annual festival; it is appointed by proclamation, and held always on the last Thursday of November. It is celebrated with religious services and with social festivities. The first celebration was held by the Plymouth Colony in 1621 and soon the usage became general throughout New England.

"After the Revolution the custom gradually extended to the Middle States, later to the West and more slowly to the South. Since 1863 its observance has been recommended annually by the President."

This brief statement brings out some interesting facts which are none too well known. It also raises a number of questions. How did it happen that a national day of Thanksgiving was first declared by the Great War President? How did the old New Englanders celebrate the day and what had they to be thankful for in comparison with what we enjoy today? Seems to me several very pleasing little notes might be written for pasting on the window. Perhaps you might run a series of them, one each day for three or four days before Thursday. At the end of each make some application to your customers or to yourself.

If you make a display with pumpkins you won't go far astray. Next

to turkey, pumpkin pie is the traditional Thanksgiving Day staple. You can get plenty of material for a display of this kind. Get some bumper big ones and a few also of the choicest sweet variety from some good farmer customer and make the customer happy by putting his card on them.

When you go to looking through the Thanksgiving lore for familiar references to the pumpkin it's easy. One of the best is from Whittier, the old New England Quaker poet. It runs in part as follows:

"Ah, on Thanksgiving Day when from East and from West
And from North and from South
come the pilgrim and guest,
When the grey-haired New Englander
sees round his board
The old broken links of affection restored,
What moistens the lip and what brightens the eye,
What brings back the past like the rich pumpkin pie!"—Shoe and Leather Gazette.

She Was a Wise One.

A clerk in a West Side confectionery store says that one day a little girl came in, and laying down a dime, asked for ten cents' worth of candy. "It's for my father," she explained. "It's for his birthday and I'm going to s'prise him."

The clerk began to make a selection of sweets, when his customer objected.

"Don't give me that kind, give me caramels. I just love caramels."

"But I thought these were for your father," the candy man remarked.

"Yes," replied the little girl, "I know; but when I give them to father, he'll say for me to keep 'em, 'cause I'm such a thoughtful little girl, and he'll give them all back to me. So you'd better give me caramels."

An Intended Paradox.

Some years ago there was a small branch railroad that ran one train a day from Reading to Slatington, the heart of the Pennsylvania Dutch country.

One morning, when to everyone's surprise the train had been on time for three consecutive days, an old Pennsylvania Dutch market woman climbed aboard, deposited her basket on the floor of the car, and turned to give up her ticket to the conductor. She was a regular passenger, and he greeted her with a cheery "Good morning."

"Goot-mornin', Benny," she replied. "Say, Benny!"

"Yes?"

"Vot was it happened? You vas early of late.. You used to be behind before; now you vas first at last."

The Longest Day.

Teacher—You must remember, children, that December 21 is the shortest day we have. Do you remember the longest?

Freddie—Yes'm. It's July 3, when you're waiting for firecracker day.

If you would hit the target, aim a little above it. Every arrow that flies feels the attraction of earth.

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 oz. of Powder	Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/4	9
128	4	1 1/8	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/8	6
265	3 1/2	1 1/4	5
264	3 1/2	1 1/4	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	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	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	7 c.	6 c.	6 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.
BBB	8 3/4 c.	7 3/4 c.	6 3/4 c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	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	18		
List 12 13 14 15 16 17	27		
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		
Japaned 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
Casters, Bed and Plate	50&10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra.
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	35
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 3/4 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	3
Sand Paper	
List acct. 19, '86	dis
Sash Weights	
Solid Eyes, per ton	36 00
Sheet Iron	
Nos. 10 to 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
Onaida Community, Newhouse's	40&10
Onaida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
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	85
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 box.	
LAMP CHIMNEYS—Seconds	
No. 0 Sun	Per box of 6 doz. 1 60
No. 1 Sun	1 68
No. 2 Sun	2 42
Anchor Carton Chimneys	
No. 0 Crimp	1 80
No. 1 Crimp	1 90
No. 2 Crimp	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 30
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	4 70
5 gal. galv. iron with faucet, per doz.	4 90
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl. 2 25	
No. 0 Tub., Bull's eye, cases 1 dz. e'ch 1 25	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll	20
No. 1, 1/2 in. wide, per gross or roll	30
No. 2, 1 in. wide, per gross or roll	42
No. 3, 1 1/2 in. wide, per gross or roll.	65
COUPON BOOKS	
500 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

Butter and Eggs

Observations of a Gotham Egg Man.

The reduction of refrigerator egg stock at all of the important centers seems to be going on at a very satisfactory rate, and yet not faster than should be in order to reduce the holdings by January 1 to a point low enough to assure an absence of the losses that occurred after that date last year.

About the 20th of last July the quantity of eggs accumulated in the warehouses of Chicago, New York, Boston and Philadelphia was carefully estimated at 1,260,000 cases. By September 1st there had been a reduction to a total of about 1,115,000 cases, by October 1st to 915,000 cases, and on November 1st the quantity remaining was estimated 679,000 cases—205,000 in New York (including Jersey City), 300,000 in Chicago, 114,000 cases in Boston and 60,000 in Philadelphia.

These figures indicate a reduction from highest point to September 1 of 145,000 cases, a September reduction of 200,000 cases and an October reduction of 236,000 cases. It is quite usual that the reduction of refrigerator eggs in November and December is greater than in any other months. Last year the average output of refrigerator eggs from our local houses, during November and December, was about 20 per cent. greater than in October; in Boston the increase was very much greater than that, but in that city the October output was phenomenally small. If we estimate that 20 per cent. more refrigerator eggs will be used this year in November and December than were used in October, we should get a basis for anticipating a stock of only about 113,000 cases to be carried over January 1 in the four markets of New York, Chicago, Boston and Philadelphia.

Of course this is not a very safe calculation because several factors bearing upon egg consumption and production may cause a different proportionate use of refrigerator eggs this season than last. But even if the later reduction should prove no greater than during October we shall have, in the four markets mentioned, not to exceed 200,000 cases unsold January 1st—about as many as were carried over last year by New York and Boston alone.

I notice a statement in a Grand Rapids paper that a company has been organized by William Fitzgerald, S. W. McKee, E. F. Pine and others to manufacture a folding egg crate invented by J. E. Tilson. This crate is made of galvanized iron and is so constructed that it can be folded up and returned to the shipper for repeated use. If these gentlemen are familiar with the egg trade they ought to know that returnable packages for eggs have been dead and buried for years and that no one wants to revive them. Such a crate as described might find some use in certain localities, but for general egg transportation it can not expect a

favorable reception by either shippers or merchants.

Another sample of "preserved eggs that can not be told from fresh laid" came to light during the past week. This time they came from a house in Christiana, Norway, who devised to sell the right to the process to some enterprising American. They were sent to a New York paper house, who turned them over to one of our local egg receivers for judgment as to quality.

These eggs were put up in Christiana only last June and were shipped to New York some five or six weeks ago. There was considerable delay in getting them through the custom house without breaking the seals that had been put upon the package before a Norwegian notary so that when the eggs were examined their fine fresh flavor could not create suspicion as to their identity. Finally, however, the package was brought to the egg receiver and I was invited, with a number of local egg sharps, to see the package opened. There was a good sized box in which, packed with excelsior, lay the smaller package carefully wrapped and sealed. Upon opening the box twenty eggs were found, each carefully wrapped in paper, and upon taking them out they looked like any ordinary dozen and eight American eggs. But when passed before the candle it was the same old story; twelve of the twenty rotten to punk and the rest very badly shrunken, watery and generally N. G. It is pretty hard to beat the refrigerator for carrying eggs, and the good old pickle vat still holds well onto second place.—N. Y. Produce Review.

Toilet Soap Combine Falls Through.

The meeting which was to have been held in Chicago on October 23, for the purpose of reorganizing the National Toilet Soap Manufacturers' Association, did not take place after all. For reasons which seemed to him sufficient, Charles H. Geilfus, President of the old association, in whose name the call was issued, decided for the second time at the last moment to annul the call; and so once more the organization of an important industry is delayed.

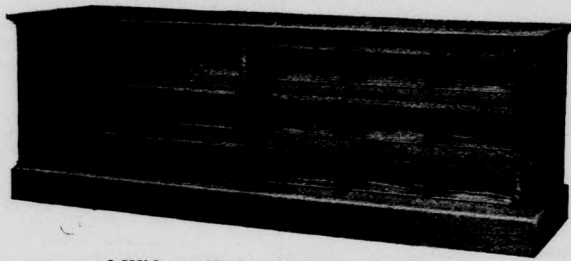
In thirty years, 1,391,076 Italians have come to this country. This immigration has a very peculiar character. Until 1890 the percentage of women was less than 15, but now it has increased to 39. This indicates that the immigration has a marked tendency to become permanent. Thirty per cent. or more of Italian adults who have been in this country more than ten years went back at least once to Italy, and 80 per cent. of these came to this country again, bringing their families with them.

In a cemetery in Middlebury, Vt., is a stone, erected by a widow to her loving husband, bearing this inscription: "Rest in peace—until we meet again."

The ideal man is he whose physical mental and moral powers are all cultivated and harmoniously balanced.

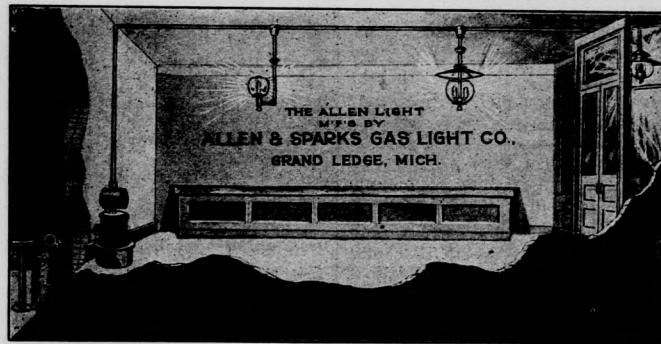
DISPLAY COUNTERS

4, 8, 12 and 16 feet long.
Drawer back of each glass $6\frac{3}{4} \times 13\frac{3}{4} \times 20\frac{1}{2}$ inches.



28 Wide, 33 High. All kinds store fixtures.

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



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

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

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.

Clerks' Corner.

To What Extent Should a Salesman Like Society.

Written for the Tradesman.

We believe in the employe doing justice to himself and to his employer, although we have not drifted into the notion that the employer has no claims on his help outside of business hours. For instance, he has a right to expect that you will at all times take such care of your strength as to be able to render quick and intelligent service when called upon. In some cases it is entirely pardonable for him to request the foregoing of such pleasures as rob you of your rest or unfit you for the work of the morrow. A mind capable of the fulfillment of its highest duties, should be receptive to ideas, quick to comprehend and ready to decide. It is well to recognize this at the outset and act accordingly.

In order to have social pleasures contribute to happiness they must not be pursued to excess. Many become so infected with society that they are unhappy when alone or even about their daily business.

Of course, young men have by no means a monopoly of the failing. In fact, when this delusion gets fast hold of the mind all work is turned into druggery and the person becomes anything but an active, cheerful and useful worker in the world's great hive of industry. Whenever persons get into such a condition of mind that they must be "on the go" all the time to enjoy anything, such persons will soon find themselves "on the go" toward a state of insipidity and general inefficiency. The bulk of society is not made up of those who are ambitious for success in business and one must be possessed of extraordinary ability to divide the time between the two and attain success in either.

However, so high an authority as Russell Sage admits that it would be well for would-be salesmen to attend debating societies to qualify themselves to express ideas in an intelligent manner on both feet. In general, we may say that, while society is good by way of spice or variety, while it has many useful functions to perform in the development and refinement of the individual, perverted from its true intent, it can also be transformed into a source of evil.

On the other hand, it lies in the power of any clerk or salesman to draw and retain by his pleasant, straightforward and affable manner, a circle of customers for his exclusive attention so that they will look for him and be waited on by no one else.

Don't forget that you are not accommodating a customer by waiting on him—it is the customer that is accommodating you. It is of no use to advertise for trade if the customer is not well treated upon his first visit. If what he wants is not in stock use every effort to obtain it; and, no matter how small the order is, do not keep the customer waiting for it, but send it to him. People are continually changing from one store to another

and if they do not get the proper attention from you they will go where they can get it.

Above all things, know the condition of your stock and where to put your hand on everything. When customers are scarce busy yourself fixing things up ready and convenient to receive them. There are hundreds of little odds and ends to do. You should know what is required to replenish and keep the stock up to the times and demands of the public. All this acquired information cannot fail to command the confidence of your customers, fellow salesmen and employer.

In any case truthfulness should be the trump card for securing the confidence of the public so that they will return again. From a business point of view it will pay to have every employe polite in word and action. People like to be treated well and will take pains to go where good service abounds. When a merchant is known to retain polite obliging help, when his employes are seen to be neat, careful and quiet, he will have advantages in holding his trade which the man who employs rough or uncouth help will never understand although he may feel it to his sorrow.

An expert salesman has a thorough knowledge of human nature, courteous manners and tact to adapt himself to the various humors of the buyers. Some customers are short of speech and of few words, others talkative to a degree of weariness. To answer the latter in monosyllables is to send them to the store over the way where they may find a more appreciative listener. Many buy more than they intend to because the salesman is agreeable. To every demand of his customer he is all eye, all ear, all attention. He explains what he has in stock without hurrying the customer.

The successful salesman is not evolved in a day, some being more apt than others. Know all about the materials you use—where and how they are made, why one is better than another. Your customer will soon see that your opinion is founded on something better than guesswork and his confidence in you will be proportionately increased. The inventive genius of the age is constantly pushing new designs and combinations upon the market in all lines of business. It is impossible that you should get early information of these except through a journal devoted to your interests. Nor should you look upon a visit to your wholesale house as time thrown away but rather as a recreation. You will find someone in the house ready and willing to give you all necessary information. In the course of a few years you will store up a great fund of experience that will prove useful to you in many ways.

Thomas A. Major.

A Fad of the Season.

Patent leather slippers or black satin slippers are worn not only with black gowns, but with light ones also by women who think the black makes their feet look smaller. The stockings are of openwork design,

more or less elaborate, and occasionally are seen embroidered in colored silk like mauve, pale blue or pink. However, the all black is much smarter. The satin slippers embroidered in jet beads are delightfully effective, but look best with the all black stockings. One of the fads of the season is to have low shoes or colonial ties and stockings to match exactly the color of the reception gown; that is, if the reception gown be of light colored or white cloth. This fashion is absolutely incorrect excepting for carriage or house wear, and would be shockingly bad form with a walking skirt; in fact, it is a fashion suitable only for reception, theater or house wear.

Spanish Refineries Combine.

It is reported that of the eighty or more beet and cane sugar factories of Spain, all except two or three have just been merged into a sugar trust. The former Finance Minister, Lopez Puigcerver, has been elected chairman of the board of directors. The beet sugar industry of Spain, although comparatively young, is already far more important than the cane sugar industry. The two together produce almost 100,000 metric tons annually, some of which is exported.

It is true that most new things are false, but it is equally true that the best things we have were once new.

Illustrations are good in advertisements, because they simplify the printed description.

Do You Contemplate Incorporating YOUR BUSINESS?

Then call to your assistance the services of our Auditing and Accounting Department to formulate a plain and complete statement of your business and assist you in the preliminary steps of the undertaking.

Write today for particulars.

The Michigan Trust Co.
Grand Rapids, Mich.
Established in 1889

The BRILLIANT Gas Lamp

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



POTATO BAGS

We have on hand ready for immediate shipment 75 thousand second-hand Inside Coffee Bags at 5 3/4 c. f. o. b Chicago Uniform in size, whole and clean. Will hold 2 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

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.

JOHN G. DOAN COMPANY
WHOLESALE OYSTERS
IN CAN OR BULK

All mail orders given prompt attention.

Main Office 127 Louis Street GRAND RAPIDS, Mich. Citizens' Phone 1881

A CARD TO US

A PROFIT TO YOU

St. Louis Milling Co., Makers

SELECT FLOUR

St. Louis Michigan

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 Councilor, J. C. Emery, Grand Rapids; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Councilor, W. B. Holden; Secretary-Treasurer, E. P. Andrew.

No Serum Will Kill the Germ of Road Life.

Pity the traveling salesman who grows old in the harness.

You often hear a salesman wish he could get a job off the road somewhere, so he could stay at home. He'll sit by the hour in your store and paint pretty little pictures of vine-clad cottages where he wants to live and never go away from. He's dead tired of the road, he says. He wants some home life, like other men have. And so on and so on and so on.

Don't believe him. He thinks he means it, but he doesn't. He'd be like a fish out of water off the road, and don't you forget it.

He'll deny this, but I know.

I've known a good many old salesmen. They're tremendously to be pitied. They're not happy, although they have looked forward to leaving the road for years, in the belief that they wouldn't be perfectly happy until they left it.

I went to see one of these old fellows the other day. For years I have gone, more or less regularly, over the same territory he traveled for a Baltimore wholesale grocery house and I've gotten to know him pretty well. Bill was never a crack-a-jack salesman, but he was a hard worker and made out fairly well.

He is about 68 years old now, and left the road about nine months ago. He lives with his daughter now, down here in Wilmington, Del.

Bill's been at me to come see him—said he was so lonely—so I wrote him the other day that I'd drop down about noon.

When I got there Bill was sitting on a bench at the station waiting for me, and he nearly ate me up. I'm sure he had thoughts of kissing me once.

We went up to his daughter's house and I allowed them to persuade me to eat a little lunch. Old Bill's tongue clattered through the meal like a bobbin factory. Had I seen So-and-So lately? How was So-and-So? Whom had the firm sent on his route? Had they put on any new trains yet between So-and-So? How was business, anyway?

I had to talk with my mouth full several times.

After we were through, Bill went up stairs to get something he wanted to show me and his daughter said:

"Poor father, it worries me so to see him so uneasy. He can't stand this idleness at all—he wants to be back on the road so! Why, do you know the poor old fellow goes down to the station every day, rain or shine, just to sit there and see the trains go by. They remind him so of the days he used to travel, you see. We've tried to get him something to do

here in Wilmington. He's a good book-keeper and John (her husband) could have gotten him in So-and-So's office, but he wouldn't have it—said he wouldn't be contented at any but the one thing."

Just then Bill came down.

"Well, what shall we do?" I asked. "Suppose we take a little walk," said Bill. He took me out and in ten minutes we were snugly ensconced on a bench at the station, "watching the trains go by."

Bill followed every train that passed. "That's the 4 o'clock express," he would say. "She's going South. That's the train I used to take a good deal."

Well, I flatter myself that I gave old Bill a pretty happy afternoon, anyway. I filled him full of news of his old territory, where he knew almost every man, woman and child, having traveled it for thirty-four years. He coaxed me to stay all night—said he'd take me to the theater if I would, but I knew what that would mean—it would mean trying to hear the people on the stage above old Bill's clatter.

So I declined and came away. Poor old Bill followed me clear into the train and only left when the thing started. When I looked out the window as we moved out of Wilmington he was standing there looking wistfully after me with his hat in his hand.

Poor old Bill! Put a sample case in his hand again and shove him out on the road and he'd be the happiest man on earth!

But the trouble is that the old man can't compete with age.

I have another salesman in mind. He hates the road so—or says he does—that tears come into his eyes every time he has to leave his wife and children.

I pitied this fellow—he seemed so utterly unhappy, when he left, and one day I made up my mind that I'd see if I couldn't get him a job that he could stay home in. I broached the matter to him one day and he almost cried, he was so eager to get it.

I found the job. Ed. was a good book-keeper, and used to follow that before he went on the road. I succeeded in getting him a chance as book-keeper with a wholesale oil house. On the road he was getting \$1,200 a year. The wholesale oil house said if he was what they wanted—and I was sure he would be—they would pay him \$1,400.

So I was considerably elated when I went to Ed.'s house one night to tell him. I pictured myself as a sort of Santa Claus dispensing fat jobs to those so fortunate as to be my friends.

Ed. worked hard to seem glad, but he soon dropped the subject. Before I left I brought it up again.

"See here, old man," I said, "what are you going to do about this offer? It's a good thing and exactly what you've been wanting. When shall I tell these people you'll go to see them?"

"Wait," he said, "I'll call Maggie." His wife came in and we laid the

matter before her. When we got through she shook her head.

"He'd never be contented in the world," she said; "I know him so well. It's awfully kind of you to get the position for him, but I know he'd be like a fish out of water."

Ed. sat with an apologetic grin on twiddling his thumbs.

"Why, Ed., you old salamander!" I said, "what do you mean, anyway? You groan around here about wanting to get off the road and when I get you a chance to get off you won't take it. You old stick-in-the-mud, you!"

"Well, old man," he said, "you see it's like this: I've been on the road for twenty years, and to get off now would be an awful wrench. I might be happier after I was off, but I am afraid I'm too old a dog to learn new tricks. I'll just have to keep on and on until I drop in my tracks, and then I can be brought home on a shutter."

The old chump was pitying himself so that he would have sobbed it all out on my shoulder in a minute if I hadn't handed him out another roast for not knowing a good thing when he got it.

Still, he couldn't help it—I know that. When a man gets the germ of road life in his blood, there isn't any serum that will kill it, except death. At least none that I know of.—Stroller in Grocery World.

Electric Typewriters.

The electric typewriter is the newest thing in writing machines. It differs little in size and appearance

from the machines operated by finger power, but somewhere in its interior is the mechanism by which the electric current does its work. The only thing for the operator to do is to insert the paper and then touch the desired keys. No strong downward stroke is needed. Electricity from an ordinary droplight attachment supplies all the power. Increased speed and the doing away with "typewriter's cramp" are some of the advantages claimed for it.

The arguments that sell goods in the store would make good data for newspaper advertisements.

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.

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

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.



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

Late State Items.

Lawrence—O. D. Allen has taken possession of the Lawrence Drug Co.

Bendon—Albert Kent, the pioneer merchant of this section, died Monday.

Muskegon—Harris Bros. have put a new line of fixtures in their drug store.

Gilford—Merrill Bros. have purchased the general merchandise stock and store building of Frank Bliss.

St. Louis—The first load of beets for the St. Louis Sugar Co.'s new factory was received Tuesday. The factory will be finished and beet slicing will commence this week.

Milan—The Milan Creamery Co., of which Geo. F. Minto and Homer C. Sill are the owners, have sold three plants to the Lime City Creamery Co., of Toledo. Ora Deland, of Milan, will be manager.

Hastings—Robert Dawson, George Osborn and E. A. Burton have organized the Hastings Roller Mill Co. The authorized capital stock is \$12,000, held in equal amounts by the members of the company.

Battle Creek—The hardware house of Charles F. Bock & Son will undoubtedly continue as Bock & Coates, the firm having been a partnership between C. F. and F. F. Bock and Floyd B. Coates.

Detroit—The Wolverine Chemical Co. has engaged in the manufacture of baking powder, fruit extracts and other sundries. The company was organized by Ralph R. Bowdle, who holds 996 of the 1,000 shares of the \$20,000 capital stock.

Thompson—The Thompson Lumber Co., Limited, has been organized to engage in the lumber and mercantile business. The authorized capital stock is \$60,000 and is held in equal amounts by Fred Cooper, C. B. Mercorean and J. H. Cole.

Menominee—Freidstein & Lowenstein, proprietors of the Lion department store, will dissolve partnership Jan. 1, Morris Lowenstein, who has had the active management of the business heretofore, purchasing the interest of H. Freidstein, of Marinette, Wis. Mr. Lowenstein will continue the business in his own name.

Kalamazoo—Arad C. Balch, founder of the Kalamazoo Cold Storage Co., of which he was President until two years ago, died Monday at the Kalamazoo hospital. He suffered a stroke of paralysis last June and this with heart failure was the cause of his death. Mr. Balch was born Nov. 30, 1823, in Vermont, coming to this State and city when a young man. He was always an active worker for the development of the community. During the early days of the village he served a number of terms in different public offices.

Battle Creek—Charles F. Bock, the oldest business man in Battle Creek, and head of the oldest firm in the city, died suddenly Monday of heart disease, aged 67 years. He attended church as usual Sunday, but was taken ill in the night. He had been in the hardware business here for over thirty-five years. He left a widow, one son, who is a member

of the hardware firm, and one daughter, Mrs. G. C. Tanner, of Indianapolis, Ind. Deceased was a prominent Republican, had been alderman from his ward, and was formerly President of the Athelstan club and President of the Michigan Hardware Dealers' Association. He was a prominent Mason and Knight Templar.

The Boys Behind the Counter.

Hudson—Bert Winn has taken a position as clerk in W. E. Keister's grocery store.

McBain—Orville Scott has taken a clerkship in the grocery store of Hughston & Co.

Flint—W. W. Smith has been employed in the shoe department of Smith, Bridgman & Co.'s store a third of a century, having taken the position on July 12, 1870.

Alpena—McKim & Polzin have a new clerk in the grocery store in the person of Will J. Trommer, of Saginaw.

Greenville—Charles Dell, formerly a drug clerk with C. W. Vining, of Lakeview, is now in the employ of W. W. Slawson.

Bay City—W. J. Shannon, formerly with the Wm. Barie Dry Goods Co., Saginaw, has taken a position in the drapery department of the Boston store.

Belding—Will Cobb has taken a clerkship in the grocery store of Robinson & Hudson.

Alma—Tunis Creech, formerly employed in Sharrar & Mulholland's drug store at this place, has taken a position in Randolph's drug store in St. Louis.

First Event of the Winter Season.

Grand Rapids, Nov. 16—Grand Rapids Council, No. 131, U. C. T., gave the first of a series of dancing parties at the St. Cecilia building Saturday night. Music was furnished by the Heald orchestra. The committee, composed of Bros. S. H. Simmons, Skillman and Starr, did themselves proud. Punch was served on the side. A large attendance of commercial men and their friends enjoyed the gay and fantastic until midnight. The parties this year bid fair to equal those of last year in popularity. The next party will be a card party, to be held in the council club rooms Nov. 28. Come out and have a good time. "Laugh and the world laughs with you." W. S. Burns.

Cedar Springs Clipper: Dennis J. Collins, now of Elgin, Ill., who has a good position as traveling salesman for a Madison, Wis., house, and Miss Louise Enrich, of Grand Rapids, formerly of Spencer township, were happily married Nov. 12 and their many friends extend congratulations to the popular young couple.

Middleville Republican: A letter from Will Jordan this week states that he is soon to travel through Colorado, Arizona and New Mexico with the line of W. M. Finck & Co., Detroit, in whose employ he has been for some time. Will has a fine position and this trip will greatly benefit his health.

Pay what you owe, and you will know how much you are worth.

Cheap Shades a Bait That Kills.

There is nothing sold in the upholstery line that calls for the lasting qualities required in the shade and the shade roller; and yet, as a matter of fact, during the past few years, there has been such an enormous amount of truck thrown on the market that the shade business is threatened with absolute annihilation. Here is an article that is a necessity; it requires little salesmanship to impress upon the customer the fallacy of putting up an anaemic roller made extra-worthless by the use of an untrimmed shade that ravel at the edge and chokes up the whole contrivance to standstill. There is nothing that goes into your customer's house that gives such quick evidence of quality, good or bad, as the shade that is pulled up or down at a window half a dozen times a day; and still, because cheap, these goods, which are ruinous to the reputation, are recklessly sold to good customers by firms who are otherwise long-headed and wise.

It is all well enough to use the cheap shade as a bait to bring trade to the store, but what earthly reason is there for using a bait that kills? You want to keep your customers alive to come back again.

You can sell a woman a ruffled curtain at 49 cents, and she knows what she is getting, but the trouble is that she does not know what she is getting when she buys a cheap mounted shade, and if the morality of commercialism does not appeal to you, bear this in mind, that after a few weeks' annoyance in the manipulation of a poor shade, that customer is ruined; she's lost for good; the fact that it was cheap will never appease her wrath. The ready-made shade is of no earthly use to the department with a workroom, and even in a stock that runs no workroom the 2-foot 10-inch roller is a misfit in the 3-foot window; and that's another evil. These stock sizes are worked into all manner of misfit measurements and constitute invariably a poor quality article, badly applied. Moreover, there is no moneybgkqjbbgwy over, there is no money in them.

Reports of financial transactions in several cities are to the effect that a goodly number of people with small means are improving the opportunity to buy first-class stocks at the prevailing low figures. The number of shareholders in the best railroads is rapidly increasing. Some statistics of the Illinois Central railroad presented at its annual meeting last week have verified this statement. A year ago that company had 7,128 stockholders and among them were 5,599 who owned less than 100 shares, but who together own over \$13,000,000 worth. To-day that company has 8,647 shareholders, of whom 6,728 own small amounts. In other words there have been during the year 1,519 small investors who have put small sums into the stock of that company. The experience of the Illinois Central in this respect is duplicated doubtless in many other railroads of like standing. While it may make more book-keeping and a little more trouble in get-

ting out the dividend checks, it is not at all a bad thing for these railroads to have a larger number of people interested in their welfare and prosperity. The control remains where it was before and so there is no interference with the management, but every additional stockholder is one more person solicitous for the protection and prosperity of the property.

Ignorance and superstition, if they are not found together, ought to be, for they are twins.

Late Business Chances

Meat Business for Sale—In live town, doing fifty thousand dollars per year. Reason for selling, ill health. Address F. C. Schmidt, Niles, Mich. 907

For Sale—A good paying grocery and liquor business, on account of ill health. Address Postoffice Box 256, Jacksonville, Florida. 922

For Sale—Stock of hardware in one of the best towns in Central Michigan; best location in the town, with large trade. Address No. 921, care Michigan Tradesman. 921

For Sale—A saw and planing mill; capacity 30,000; located in town of \$,000; 200,000,000 feet white pine adjacent. Address J. Bundy, Johnston, Moscow, Idaho. 920

For Sale—House furnishing store in manufacturing town of twelve to fourteen hundred people; clearing above all expenses \$175 per month; books open for inspection; and a new home built this summer; cost \$1,400; will sell for \$1,100; stock will invoice about \$2,000; will not sell the store without the home; cash only will be considered and real estate agents need not answer. Reason for selling, business interests demand personal attention in another state after the first of the year. Address No. 919, care Michigan Tradesman. 919

Stores to rent all parts of State. Clark's Business Exchange, Grand Rapids. 915

For Sale or Trade—A good first-class, three-story brick hotel with all modern improvements. Will trade for good land if desirably located. Address A. I. W. Moulton, Bellevue, Iowa. 910

A Drug Stock for Sale—Invoices \$450 to \$500; good town; only drug stock in town; good reason for selling. A. S. Larabee, Twining, Mich. 917

Druggists, exceptional opportunity! Will sell whole or fixtures only. Have two stores and wish to operate but one. If you have an idea of starting in or wish to change location, this will bear inspection. Have good trade and small expense. Address Druggist, care Michigan Tradesman. 925

My health having failed me, I have a stock of undertaking, hearse and fine team of horses, a brick store, also a dwelling and barn for sale; large territory to work in; will close out cheap; write for terms. Charles N. Plymton, Pinckney, Livingston Co., Mich. 932

For Sale at a Bargain—Up-to-date manufacturing plant, finely equipped for the manufacture of shirt waists, shirts, etc. Ready to start immediately; cheap rent, fine location; also Dayton self-counting scales and cash register. The J. L. Hudson Company, Detroit. 931

We can rent your vacant stores in good towns. Clark's Business Exchange, Grand Rapids. 914

For Sale at a Bargain—A neat, clean stock of ladies' and men's furnishing goods, located in a hustling manufacturing town of 4,000 inhabitants. This is a rare opportunity, if taken at once, for a person with a small capital to buy a good established business. Reason for selling, entire time required for other business. Address A. Fuhrman, Belding, Mich. 929

For Sale or Exchange—General stock merchandise, \$8,000; also store building and large brick hotel; all in small railroad town; postoffice in store; good trade; will exchange for Grand Rapids income property or good large farm. Address Lock Box 914, Belding, Mich. 928

For Sale—Kid glove case. For description and price address J. D. Raw Co., Athens, Ohio. 927

For Rent—A shoe space in a department store—\$3,000 capital required to stock it. Address Shera & McIntosh, Connersville, Ind. 933

FUROVERCOAT'S
DETROIT FUR Co
\$10 UP Mail orders; write for price list.
253 Woodward ave., Detroit

Drugs--Chemicals

Michigan State Board of Pharmacy.

Term expires
 Wirt P. Doty, Detroit, Dec. 31, 1903
 C. B. Stoddard, Monroe, Dec. 31, 1903
 John D. Muir, Grand Rapids, Dec. 31, 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 Parkill, Owosso.

A New "Beef" Extract.

It has been accidentally discovered that the juice of yeast, when evaporated down, looks, smells and tastes like beef extract. Large quantities of it have been placed on the market and sold as extract of beef. The strangest part of this is, that chemical analysis shows that yeast extract and beef extract, are practically the same thing. This is an interesting proposition, and it has been suggested that the great similarity may possibly be due to the presence of bacteria termo. According to the Chemist and Druggist, the two extracts can be distinguished by the following test:

Make a modified Fehling's solution by dissolving 200 grs. of sulphate of copper and 250 grs. of neutral tartrate of soda in 4 ozs. of water. Add to this 250 grs. of caustic soda, dissolved in 4 ozs. of water. Dissolve 10 grs. of the sample to be examined in 1½ ozs. of water, and add to it half a volume of the above solution, and boil for a minute or two. With genuine meat extract no precipitation occurs, but with yeast extract a bulky curdled precipitate of a bluish-white color is thrown out, which is almost insoluble in water. When collected, washed, dried, and weighed, several samples of yeast extract have been found to give approximately 1 gr. of this precipitate (it looks to the eye more like 20 grs.) from 10 grs. of extract. It naturally varies a little, according to the amount of moisture and ash contained in the sample. Only one sample of yeast extract has yet been found which did not respond to this test, and in that case it readily reduced the copper.

New York Liquor Sales.

Contrary to the expectation of many, the law permitting the sale of liquor in New York State in pint packages bearing a special State stamp does not seem to have produced the evil effects predicted by many. It was said that it would cause the druggist to compete with the liquor dealer, also that the liquor selling druggists are mostly in New York City. It appears, however, that during the first three months of the new excise law's operation, 228 stamp books were issued to druggists of Greater New York, and 663 to those in other portions of the State.

Reports of the Board of Pharmacy show that there are 4,110 druggists in the State, and of these 2,308 are in

this city. Therefore, only one in ten of the pharmacists in the city care enough for the liquor trade to purchase stamp books, while in the balance of the State the proportion is one in three. Assuming that all these 891 books of stamps were used, and that each stamp was affixed to a full pint, the total quantity of liquor sold in drug stores equals 44,550 pints or 5,569 gallons, a small amount as compared with the total sales in the State, which goes to prove that the druggist is not much of a competitor for the liquor trade.

Process of Making Simple Syrup.

Take of refined, granulated sugar 14 pounds, distilled water one gallon. Select a small sponge; one of the cheap variety, ordinarily sold as slate sponges, will do, provided it be conical-shaped and has small pores. (I would suggest that you select several from your stock and put them aside for percolation. They can be thoroughly washed after using, laid away in a dry place and used repeatedly.) Wet the sponge well, being careful to squeeze out any excess of water. Place it snugly in the neck of the percolator, and holding the percolator in an upright position, pour in the sugar, tapping the sides of the percolator gently with the hand to get the sugar evenly distributed. Place the percolator in position and pour on the distilled water. If the flow be too rapid it can be regulated by reaching up into the neck of the jar with a long pair of tweezers and pulling the sponge down until the flow is graduated. Return the first filtered portions to the percolator until the fluid shows clear. Add enough distilled water to dissolve the sugar, bringing the volume up to two gallons. By using distilled water and following these directions, the product will be a nice, heavy syrup, which will keep indefinitely under ordinary temperatures. Geo. A. Matthews.

Smuggled Synthetics.

An interesting case involving the disposition of smuggled patented articles seized by the Government is to be decided shortly in New York. A quantity of a patented synthetic, said to be smuggled, was seized by the custom officers and sold. The buyer was served with an injunction, preventing their further sale, at the instance of the patentees. The Attorney-General's office maintains that the Government had a legal right to sell the goods and that the buyer has a legal right to again dispose of them. The patent office, however, contends that not even the Government, in fact, no one but the representatives of the patentees has any right to dispose of the goods.

Decorating Windows.

The first and most important thing to learn about window dressing is that you must have nothing more attractive in your window than the goods you have for sale. Decorate them as you will, but always keep the merchandise first and foremost to the front. Some windows look well, yet many simple points are too often overlooked.

The Drug Market.

Opium—Is weak and lower.
 Quinine—The expected advance did not take place after the Amsterdam bark sale, but the article is very firm.

Morphine—Is unchanged.
 Carbonate Ammonia—Is scarce and has advanced.

Cocaine—Is weak and a decline is looked for on account of competition. The crude drug is scarce and higher and if it was not for the fact that sellers are so anxious to make sales, there would be an advance instead of a decline.

Epsom Salts—Manufacturers have made another advance of 10c per hundredweight.

Menthol—Is in better supply and has declined.

Balsam Peru—Is in small supply and has advanced.

Canada Balsam Fir—Is tending higher.

Cubeb Berries—Are very firm and an advance is looked for.

Oil Cloves—Has again advanced, on account of higher price for spice.

Oil Wormwood—Is dull and lower.

Oil Anise and Oil Cassia—Are advancing on account of higher prices in primary market.

Oil Spearmint—Is scarce and higher.

Oil Pennyroyal—Is dull and lower.

Oils Sassafras and Wintergreen—Are both very firm and advancing.

Blood Root—Is scarce and continues to advance.

Goldenseal, Elecampane and Mandrake Root—Are higher on account of scarcity.

Celery Seed—Is tending upward.

Lobelia Seed—Is in small supply and has advanced.

Liquid Medicinal Soap.

G. Gilbert gives the following formula for preparing fluid medicinal soap:

Cotton oil	200 parts.
Alcohol, 91 deg.	300 parts.
Water	325 parts.
Caustic soda	45 parts.
Sodium carbonate	10 parts.
Ether	15 parts.
Carbolic acid	25 parts.

Put the oil in a flask of sufficient size, and add 100 parts water, 200 parts of alcohol and the caustic soda thereto. After saponification has taken place add the remainder of the alcohol. Dissolve the sodium carbonate in the remainder of the water, add the solution to the foregoing, and finally add the carbolic acid and the ether. Agitate all together, and close the vessel tightly, and keep in a moderately cool place. The preparation may be perfumed at pleasure, and other medicaments may be added to or used, instead of carbolic acid.

Loose Pestle Handles.

When the handles of pestles become loose, many plans are resorted to for refastening them. Probably the best and most convenient is to fill the opening in the wooden handle with wet plaster of Paris, press in the narrow end of the detached pestle, hold in place until the plaster has set, wipe off the excess, and lay aside

when it will be found about as firm as when new and equally as enduring. Portland cement can be used in the same manner as the plaster, and answers quite as well. Shellac and sealing wax are frequently used for this purpose, but they do not make as firm or as enduring a joint.

It is only the profoundly solid fools who are opposed to all new things.

HOLIDAY GOODS

DELAY NO LONGER

If you have not visited our sample room there is yet time.

Our vast assortment is still complete, and comprises everything desirable in Holiday Articles. Order at once to insure prompt shipment.

VALENTINES

Our travelers are out with a beautiful line — "The Best on the Road." Every number new. Kindly reserve your orders. Prices right and terms liberal.

FRED BRUNDAGE
 Wholesale Drugs and Stationery
 32-34 Western ave., MUSKOGON, 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.

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		Tinctures	
Aceticum 6@ 8	Erigeron 1.00@1.10	Aconitum Nap's R 60	Aconitum Nap's F 50
Benzoicum, Ger. 70@ 75	Gaultheria 2.40@2.50	Aloes 60	Aloes & Myrrh 60
Boracic 22@ 27	Geranium 75	Arnica 50	Assafoetida 50
Carbollicum 22@ 27	Gossypil, Sem gal 50@ 60	Atropine Belladonna 50	Aurant Cortex 50
Citricum 33@ 40	Hedeoma 1.40@1.50	Benzoin 60	Benzoin Co 50
Hydrochlor 3@ 5	Juniper 1.50@2.00	Borax 50	Cantharides 75
Nitrosum 3@ 10	Lavendula 90@2.75	Cardamom 50	Cardamom Co 75
Oxalicum 12@ 14	Limonis 15@1.25	Castor 1.00	Catechu 50
Phosphorium, dil. 5@ 15	Mentha Piper 3.35@3.40	Cinchona 50	Cinchona Co 50
Salicylicum 42@ 45	Mentha Verid. 5.00@5.50	Columba 50	Cubebae 50
Sulphuricum 14@ 5	Morrhuae, gal. 5.00@5.25	Cassia 50	Cassia Acutifol 50
Tannicum 1.10@1.20	Myrcia 4.00@4.50	Digitalis 50	Digitalis 50
Tartaricum 38@ 40	Olive 75@3.00	Ergot 50	Ferri Chloridum 35
Ammonia		Potassium	Miscellaneous
Aqua, 18 deg. 4@ 6	Ricins Liquida gal. 10@ 12	Bi-Carb 15@ 18	Aether, Spts Nit 3 30@ 35
Aqua, 20 deg. 6@ 8	Ricins Liquida 10@ 12	Bichromate 13@ 15	Aether, Spts Nit 4 34@ 38
Carbonas 13@ 15	Rosmarini 90@1.00	Bromide 40@ 45	Alumen, gr'd po 7 3@ 4
Chloridum 12@ 14	Rosmarin 1.00	Carb 12@ 15	Annatto 40@ 50
Aniline		Succini 40@ 45	Antimoni, po 4@ 5
Black 2.00@2.25	Sabina 90@1.00	Santal 2.75@7.00	Antimoni et Po T 40@ 50
Brown 80@1.00	Sassafras 60@ 65	Sassafras 60@ 65	Antipyrin 25@ 30
Red 45@ 50	Sinapis, ess, oz. 6@ 65	Sinapis, ess, oz. 6@ 65	Antipyrin 25@ 30
Yellow 2.50@3.00	Tigil 1.50@1.60	Sinapis, ess, oz. 6@ 65	Argent Nitras, oz 4@ 46
Baccaee		Thyme 40@ 50	Arsenicum 10@ 12
Cubebae 22@ 24	Thyme, opt 1.60	Thymosmas 15@ 20	Balm Gilead buds 45@ 50
Juniperus 5@ 6	Thymosmas 15@ 20	Thymosmas 15@ 20	Bismuth S N 2.20@2.30
Xanthoxylum 30@ 35	Radix		Calcium Chlor, 1s 9@ 9
Balsamum		Aconitum 20@ 25	Calcium Chlor, 1/2s 10@ 12
Cubebae 12@ 15	Althaea 30@ 33	Althaea 30@ 33	Calcium Chlor, 1/4s 12@ 12
Peru 15@ 15	Anchusa 10@ 12	Anchusa 10@ 12	Cantharides, Rus. 38@ 48
Terabin, Canada 60@ 65	Arum po 20@ 40	Arum po 20@ 40	Capsici Fruc's ar. 20@ 20
Tolutan 45@ 50	Calamus 20@ 40	Calamus 20@ 40	Capsici Fruc's po. 22@ 22
Cortex		Gentiana 12@ 15	Cap'l Fruc's B po. 15@ 15
Ables, Canadian 18	Gentiana 12@ 15	Gentiana 12@ 15	Caryophyllus 22@ 25
Cassia 12	Gentiana 12@ 15	Gentiana 12@ 15	Carmine, No 40 3@ 00
Cinchona Flava 18	Gentiana 12@ 15	Gentiana 12@ 15	Cera Alba 50@ 55
Euonymus atro. 30	Gentiana 12@ 15	Gentiana 12@ 15	Cera Flava 40@ 42
Myrica Cerifera 20	Gentiana 12@ 15	Gentiana 12@ 15	Coccus 40@ 40
Prunus Virgin. 12	Gentiana 12@ 15	Gentiana 12@ 15	Cassia Fructus 35@ 35
Quillaja, gr'd 12	Gentiana 12@ 15	Gentiana 12@ 15	Centraria 10@ 10
Sassafras 14	Gentiana 12@ 15	Gentiana 12@ 15	Cetaceum 45@ 45
Ulmus 40	Gentiana 12@ 15	Gentiana 12@ 15	Chloroform 55@ 60
Extractum		Gentiana 12@ 15	Chloro'm, Squibbs 11@ 10
Glycyrrhiza Gla 24@ 30	Gentiana 12@ 15	Gentiana 12@ 15	Chloral Hyd Crst.1 35@ 60
Glycyrrhiza, po 28@ 30	Gentiana 12@ 15	Gentiana 12@ 15	Chondrus 20@ 25
Haematox 11@ 12	Gentiana 12@ 15	Gentiana 12@ 15	Cinchonidine P-W 38@ 48
Haematox, 1s. 13@ 14	Gentiana 12@ 15	Gentiana 12@ 15	Cinchonide Germ 38@ 48
Haematox, 1/2s. 14@ 15	Gentiana 12@ 15	Gentiana 12@ 15	Cocaine 4.55@4.75
Haematox, 1/4s. 16@ 17	Gentiana 12@ 15	Gentiana 12@ 15	Corks list d p ct. 75
Ferru		Gentiana 12@ 15	Creosotum 45@ 45
Carbonate Precip. 15	Gentiana 12@ 15	Gentiana 12@ 15	Creta 7@ 2
Citrate and Quinia 2.25	Gentiana 12@ 15	Gentiana 12@ 15	Creta, prep 5@ 5
Citrate Soluble 2	Gentiana 12@ 15	Gentiana 12@ 15	Creta, precip 9@ 11
Ferrocyanidum S. 40	Gentiana 12@ 15	Gentiana 12@ 15	Creta, Rubra 8@ 8
Solut. Chloride. 15	Gentiana 12@ 15	Gentiana 12@ 15	Croscia 45@ 50
Sulphate, com'l. 2	Gentiana 12@ 15	Gentiana 12@ 15	Cudbear 24@ 24
Sulphate, com'l, by 80	Gentiana 12@ 15	Gentiana 12@ 15	Cupri Sulph 64@ 8
bbi, per cwt. 7	Gentiana 12@ 15	Gentiana 12@ 15	Dextrine 7@ 10
Sulphate, pure 7	Gentiana 12@ 15	Gentiana 12@ 15	Ether Sulph 78@ 92
Flora		Gentiana 12@ 15	Emery, all Nos. 3@ 3
Arnica 15@ 18	Gentiana 12@ 15	Gentiana 12@ 15	Emery, po 6@ 6
Anthemis 22@ 25	Gentiana 12@ 15	Gentiana 12@ 15	Ergota 85@ 90
Matricaria 30@ 35	Gentiana 12@ 15	Gentiana 12@ 15	Flake White 12@ 15
Folia		Gentiana 12@ 15	Galla 23@ 23
Barosma 30@ 33	Gentiana 12@ 15	Gentiana 12@ 15	Gambler 8@ 9
Cassia Acutifol. 20@ 25	Gentiana 12@ 15	Gentiana 12@ 15	Gelatin, Cooper 60@ 60
Cassia, Acutifol. 25@ 30	Gentiana 12@ 15	Gentiana 12@ 15	Gelatin, French 35@ 60
Salvia officinalis, 12@ 20	Gentiana 12@ 15	Gentiana 12@ 15	Glassware, fit box 75 & 5
1/2s and 1/4s. 12@ 20	Gentiana 12@ 15	Gentiana 12@ 15	Less than box 70
Uva Ursi 3@ 10	Gentiana 12@ 15	Gentiana 12@ 15	Glue, brown 11@ 13
Gummi		Gentiana 12@ 15	Glue, white 15@ 25
Acacia, 1st pkd. 65	Gentiana 12@ 15	Gentiana 12@ 15	Glycerina 17 1/2@ 25
Acacia, 2d pkd. 45	Gentiana 12@ 15	Gentiana 12@ 15	Grana Paradisi 25@ 25
Acacia, 3d pkd. 35	Gentiana 12@ 15	Gentiana 12@ 15	Humulus 25@ 55
Acacia, sifted sts. 28	Gentiana 12@ 15	Gentiana 12@ 15	Hydrarg Ch Mt. 95@ 95
Acacia, po. 45@ 65	Gentiana 12@ 15	Gentiana 12@ 15	Hydrarg Ch Cor 90@ 90
Aloe, Barb. 12@ 14	Gentiana 12@ 15	Gentiana 12@ 15	Hydrarg Ox Ru'm 21@ 15
Aloe, Cape. 25	Gentiana 12@ 15	Gentiana 12@ 15	Hydrarg Ammo'l. 21@ 15
Aloe, Socotri 30	Gentiana 12@ 15	Gentiana 12@ 15	Hydrarg Ungue'm 50@ 60
Ammoniac 55@ 60	Gentiana 12@ 15	Gentiana 12@ 15	Hydrargyrum 85@ 85
Assafoetida 35@ 40	Gentiana 12@ 15	Gentiana 12@ 15	Ichthyobolla, Am. 65@ 70
Benzoinum 50@ 55	Gentiana 12@ 15	Gentiana 12@ 15	Indigo 75@1.00
Catechu, 1s 13@ 14	Gentiana 12@ 15	Gentiana 12@ 15	Iodine, Resubi 3.40@3.60
Catechu, 1/2s 14	Gentiana 12@ 15	Gentiana 12@ 15	Iodoform 3.60@3.85
Catechu, 1/4s. 16	Gentiana 12@ 15	Gentiana 12@ 15	Lupulin 50@ 50
Camphorae 64@ 69	Gentiana 12@ 15	Gentiana 12@ 15	Lycopodium 65@ 70
Euphorbium 40	Gentiana 12@ 15	Gentiana 12@ 15	Maceis 65@ 75
Galbanum 100	Gentiana 12@ 15	Gentiana 12@ 15	Liquor Arsen et 25
Gamboge 1.25@1.35	Gentiana 12@ 15	Gentiana 12@ 15	Hydrarg Iod 25@ 25
Gualacum 35@ 35	Gentiana 12@ 15	Gentiana 12@ 15	Liq Potass Arsnit 10@ 12
Kino 75@ 75	Gentiana 12@ 15	Gentiana 12@ 15	Magnesia, Sulph. 2@ 3
Mastic 70@ 70	Gentiana 12@ 15	Gentiana 12@ 15	Magnesia, Sulph bbi 1 1/4@ 1 1/4
Myrrh 40	Gentiana 12@ 15	Gentiana 12@ 15	
Opil 3.40@3.50	Gentiana 12@ 15	Gentiana 12@ 15	
Shellac 55@ 65	Gentiana 12@ 15	Gentiana 12@ 15	
Shellac, bleached. 55@ 60	Gentiana 12@ 15	Gentiana 12@ 15	
Tragacanth 70@1.00	Gentiana 12@ 15	Gentiana 12@ 15	
Herba		Gentiana 12@ 15	
Absinthium, oz pk 25	Gentiana 12@ 15	Gentiana 12@ 15	
Eupatorium, oz pk 20	Gentiana 12@ 15	Gentiana 12@ 15	
Lobelia 25	Gentiana 12@ 15	Gentiana 12@ 15	
Majorum 23	Gentiana 12@ 15	Gentiana 12@ 15	
Mentha, Pip, oz pk 23	Gentiana 12@ 15	Gentiana 12@ 15	
Mentha, Vir, oz pk 25	Gentiana 12@ 15	Gentiana 12@ 15	
Rue 39	Gentiana 12@ 15	Gentiana 12@ 15	
Tanacetum V. 22	Gentiana 12@ 15	Gentiana 12@ 15	
Thymus V. 25	Gentiana 12@ 15	Gentiana 12@ 15	
Magnesia		Gentiana 12@ 15	
Calcined, Pat. 55@ 60	Gentiana 12@ 15	Gentiana 12@ 15	
Carbonate, Pat. 18@ 20	Gentiana 12@ 15	Gentiana 12@ 15	
Carbonate K-M. 18@ 20	Gentiana 12@ 15	Gentiana 12@ 15	
Carbonate 18@ 20	Gentiana 12@ 15	Gentiana 12@ 15	
Oleum		Gentiana 12@ 15	
Absinthium 3.00@3.25	Gentiana 12@ 15	Gentiana 12@ 15	
Amygdalae, Dulc. 50@ 60	Gentiana 12@ 15	Gentiana 12@ 15	
Amygdalae Ama. 8.00@8.25	Gentiana 12@ 15	Gentiana 12@ 15	
Anisi 1.60@1.65	Gentiana 12@ 15	Gentiana 12@ 15	
Aurant Cortex. 2.10@2.20	Gentiana 12@ 15	Gentiana 12@ 15	
Bergamit 2.85@3.25	Gentiana 12@ 15	Gentiana 12@ 15	
Cajiputi 1.10@1.15	Gentiana 12@ 15	Gentiana 12@ 15	
Caryophylli 1.35@1.40	Gentiana 12@ 15	Gentiana 12@ 15	
Cedar 35@ 35	Gentiana 12@ 15	Gentiana 12@ 15	
Chenopadii 90@ 90	Gentiana 12@ 15	Gentiana 12@ 15	
Cinnamonil 1.00@1.10	Gentiana 12@ 15	Gentiana 12@ 15	
Citronella 35@ 40	Gentiana 12@ 15	Gentiana 12@ 15	
Conium Mac. 80@ 90	Gentiana 12@ 15	Gentiana 12@ 15	
Copaiba 1.15@1.25	Gentiana 12@ 15	Gentiana 12@ 15	
Cubebae 1.80@1.85	Gentiana 12@ 15	Gentiana 12@ 15	

Mannia, S F 75@ 80	Sapo, M 10@ 12	Lard, extra 70@ 80
Menthol 7.25@8.00	Sapo, G 20@ 25	Lard, No. 1 60@ 65
Morpha, S P & W. 2.35@2.60	Seidlitz Mixture. 20@ 18	Linseed, pure raw 36@ 39
Morpha, S N Y Q. 2.35@2.60	Sinapis 18	Linseed, boiled 37@ 40
Morpha, Mal 2.35@2.60	Sinapis, opt 30	Neatsfoot, w str. 65@ 70
Moschus Canton 40	Snuff, Maccaboy 41	Spts. Turpentine. 64@ 68
Mysticina, No. 1 38@ 40	De Voes 41	Paints
Nux Vomica. po 15 10	Smuff, S'n De Vo's 41	Red Venetian. 1 1/2@ 2 @ 8
Os Sepia 25@ 28	Soda, Boras 9@ 11	Ochre, yel Mars 1 1/2 2 @ 4
Pepsin Saac, H & P D Co 1.00	Soda, Boras, po. 9@ 11	Ochre, yel Ber 1 1/2 @ 3
Picis Liq N N 1/2 2.00	Soda et Pot's Tart 28@ 30	Patty, commer'l. 2 1/2 2 1/2 @ 3
Picis Liq, qts. 2.00	Soda, Carb 1 1/2 @ 2	Patty, strictly pr. 2 1/2 2 1/2 @ 3
Picis Liq, pints. 85@ 85	Soda, Bi-Carb 3@ 5	Vermilion, Prime 13@ 15
Pil Hydrarg. po 80 50	Soda, Ash 3 1/2 @ 4	Vermillion, Eng. 70@ 75
Piper Nigra. po 22 18	Soda, Sulphas 2@ 2	Green, Paris 14@ 18
Piper Alba. po 35 30	Spts. Ether Co. 50@ 55	Green, Peninsular 13@ 16
Plumbi Acet 10@ 12	Spts. Myrcia Dom 2@ 2	Lead, red 6 1/2 @ 7
Pulvis Ip'e et Opil. 1 30@1.50	Spts. Vini Rect bbl 7	Lead, white 6 1/2 @ 7
Pyrethrum, bxs H & P D Co. doz. 75	Spts. V'i R't 1/2 b 7	Whiting, white S'n 90
Quina, S P & W. 27@ 37	Spts. V'i R't 10 gl 7	Whiting, Gilders. 95
Quina, S Ger. 27@ 37	Spts. V'i R't 5 gal 7	White, Paris, Am'r 1.25
Quina, N Y 27@ 37	Strychnia, Crystal 90@1.15	

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.

Table with columns: ADVANCED, DECLINED. Items include Rio Coffee, Evaporated Apples, Jelly, Grenoble Walnuts, Lima Beans.

Index to Markets By Columns

Index to Markets By Columns. Lists various goods and their corresponding column numbers (1-11).

Main price list columns 1 and 2. Includes categories like AXLE GREASE, BAKING POWDER, BATH BRICK, BROOMS, BUTTER COLOR, CANDLES, CARBON OILS, CANNED GOODS, CATSUP, CHEESE, CHOCOLATE, CLOTHES LINES, COCONUT, COFFEE, COCOA, COCOA SHELLS, CRACKERS, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FRESH MEATS, FRESH FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALERATUS, SALT SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Main price list columns 3, 4, and 5. Includes categories like COTTON WINDSOR, COTTON BRAIDED, GALVANIZED WIRE, COCOA, COCOANUT, COFFEE, COCOA SHELLS, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FRESH MEATS, FRESH FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALERATUS, SALT SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Main price list columns 6, 7, 8, 9, 10, 11. Includes categories like LADY FINGERS, LEMON BISCUIT SQUARE, LEMON WAFER, LEMON SNAPS, LEMON GEMS, LEMON YEN, MAPLE CAKE, MARSHMALLOW CREAM, MARSHMALLOW WAFER, MARY ANN, MALAGA, MICH COCO FS'D HONEY, MILK BISCUIT, MICH FROSTED HONEY, MIXED PICNIC, MASSES CAKES, SCLO'D, MOSS JELLY BAR, MUSKOGON BRANCH, ICEED, NEWTON, NEWSBOY ASSORTED, NIC NACS, OATMEAL CRACKER, ORANGE CRISP, ORANGE SLICE, ORANGE GEM, ORANGE & LEMON ICE, PENNY ASSORTED CAKES, PILOT BREAD, PING PONG, PRETZELS, HAND MADE, PRETZELETES, HAND M'D, PRETZELETES, MCH. M'D, RAISIN BUN, RICHMOND, RUBE SEARS, SCOTCH COOKIES, SNOWDROPS, SPICED SUGAR TOPS, SUGAR CAKES, SCALLOPED, SUGAR SQUARES, SULTANAS, SPICED GINGERS, TUTTI FRUTTI, URCHINS, VIENNA CRIMP, VANILLA WAFER, ZANZIBAR.

Table with 11 columns (6-11) and multiple rows of commodity prices. Columns include: 6 (JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES), 7 (Canned Meats, RICE, SALAD DRESSING, SAL SODA, SALT, DIAMOND CRYSTAL, SPICES, SODA, Whole Spices, Mustard, Butter, SALT FISH, STARCH, Common Gloss, VINEGAR, Common Corn, SYRUPS, TEA, SEEDS), 8 (SOAP, Jaxon brand, Single box, 5 box lots, Johnson Soap Co. brands, Silver King, Calumet Family, Scotch Family, Cuba, J. S. Kirk & Co. brands, American Family, Dusky Diamond, Dusky D'nd., Jap Rose, Savon Imperial, White Russian, Domes, oval bars, Satinet, oval, White Cloud, Lautz Bros. & Co. brands, Big Acme, Acme, 100-3/4 lb. bars, Big Master, Snow Bow Pdr., Marseles, Proctor & Gamble brands, Lenox, Ivory, 6 oz, Ivory, 10 oz, Star, A. B. Wisley brands, Good Cheer, Old Country), 9 (TOBACCO, Fine Cut, Cadillac, Sweet Loma, Hiawatha, 5lb. pails, Hiawatha, 10lb. pails, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Red Cross, Palo, Kyo, Hiawatha, Battle Axe, Standard Navy, Standard Navy, Spear Head, 16 oz., Spear Head, 8 oz., Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Haddock, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, 16 oz., I X L, 5 lb., I X L, 16 oz., pails, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, 1 2-3 oz., Yum Yum, 1lb. pails, Cream, Corn Flake, 2 1/2 oz., Corn Flake, 1 1/2 oz., Plow Boy, 1 2-3 oz., Plow Boy, 3 1/2 oz., Peerless, 3 1/2 oz., Peerless, 1 2-3 oz., Air Brake, Cant Hook, Country Club, Forex-XXXX, Good Indian, Self Binder, Silver Foam, Cotton, 3 ply, Cotton, 4 ply, Jute, 2 ply, Hemp, 6 ply, Flat, medium, Wool, 1lb. balls, Malt White Wine, 40 gr. 8, Malt White Wine, 80 gr. 11, Pure Cider, B & B, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, Diamond Flake, Gold Brick, Gold Dust, regular, Gold Dust, 5c, Kirkoline, 24 1/2 lb., Pearlina, Soapine, Rabbitt's 1776, Roseine, Armour's, Nine O'clock, Wisdom, Scourine, Rub-No-More, WICKING, No. 0, per gross, No. 1, per gross, No. 2, per gross, No. 3, per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Splint, medium, Splint, small, Willow Clothes, large, Willow Clothes, med, Willow Clothes, small, Bradley Butter Boxes, 2lb. size, 24 in case, 3lb. size, 16 in case, 5lb. size, 12 in case, 10lb. size, 6 in case, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Churns, Barrel, 5 gal., each, Barrel, 10 gal., each, Barrel, 15 gal., each, Clothes Pins, Round head, 5 gross, Round head, cartons, Egg Crates, Humpty Dumpty, No. 1, complete, No. 2, complete, Faucets, Cork lined, 8 in, Cork lined, 9 in, Cork lined, 10 in, Cedar, 8 in., Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, 12lb. cotton mop heads, Ideal No. 7, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in. Butte, 14 in., 16 in., Wood Bowls, 11 in. Butte, 13 in. Butte, 15 in. Butte, 17 in. Butte, 19 in. Butte, Assorted 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short c'n't, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Cream, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, White fish, Trout, Black Bass, Halibut, Cliscon or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, dressed, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, F. H. Counts, Extra Selects, Selects, Perfection Standards, Anchors, Favorites, Bulk, Standard, gal., Selects, gal., Extra Selects, gal., Fairhaven Counts, gal., Shell Oysters, per 100.00, Shell Clams, per 100.00, Clams, gal., HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green, Calfskins, green No. 2, Calfskins, cured, Steer hides, 60lbs. over, Cow hides 60lbs. over, Pelts, Old Wool, Lamb, Shearlings, Tallow, No. 1, No. 2, Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium, CONFECTIONS, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Mouse, 32lb., Extra H. H., Boston Cream, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Tom Cream, French Cream, Star, Hand made Cream, Premo Cream mixed, Fancy-In Pails, O F Horehound Drop, Pony Hearts, Coco Bon Buns, Fudge Squares, Peanut Squares, Squared Peanuts, Salted Peanuts, Starlight Kisses, San Bias Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Buns, 20 lb. pails, Molasses Chews, 15lb. cases, Golden Waffles, Fancy 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Gum Drops, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Cr'ms, Cream Buttons, and Wintergreen, String Rock, Wintergreen Berries, Pop Corn, Maple Jake, per case, Cracker Jack, Pop Corn Balls, NUTS, Whole, Almonds, Tarragona, Almonds, Ivica, Almonds, California sft, shelled, new, Brazils, Filberts, Walnuts, Grembles, Walnuts, soft shelled, Cal. No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Cho new, Cocomnuts, Chestnuts, per bu., Shelled, Spanish Peanuts, 6 1/2 @ 7, ecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P., Suns, Roasted, Choice, H. P., Jumbo, Roasted

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 3 00
Paragon.....85 3 00

BAKING POWDER

Royal



10c size.... 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

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-Griss
The Ready Cooked
Granular Wheat Food.
A Delicious Cereal Surprise

Cases, 24 1 lb. packages.....2 70

Oxford Flakes.

No. 1 A, per case..... 3 40
No. 2 B, per case..... 3 60
No. 3 C, per case..... 3 60
No. 1 D, per case..... 3 60
No. 2 D, per case..... 3 60
No. 3 D, per case..... 3 60
No. 1 E, per case..... 3 60
No. 2 E, per case..... 3 60
No. 1 F, per case..... 3 60
No. 3 F, per case..... 3 60

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 00

CIGARS

G. J. Johnson Cigar Co.'s brand.



Less than 500.....33 00
500 or more.....32 00
1000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/2 lb packages, per case 32 60
35 1/2 lb packages, per case 2 60
38 1/2 lb packages, per case 2 60
16 1/2 lb packages, per case 2 60

CHEWING GUM

Gelery Nerve

1 box, 20 packages..... 50
5 boxes to carton.....2 50

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans
Excelsior, M. & J. 2 lb. cans
Tip Top, M. & J., 1 lb. cans
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Bostion Combination.....
Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo, Symons Bros. & Co.,
Saginaw; Melsel & Goeschel,
Bay City; Fielbach Co., Toledo.

CONDENSED MILK

4 doz in case.



Gall Borden Eagle.....6 40
Crown.....5 30
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream 4 00

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

Tradesman Co.'s brand



Black Hawk one box.....2 50
Black H. wk. five boxes.....2 40
Black Hawk, ten boxes.....2 25

TABLE SAUCES



Lea & Perrin's, pints.....5 00
Lea & Perrin's, 1/2 pints... 2 75
Halford, large.....3 75
Halford, small.....2 25

Coupon Book System

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 Are the Largest Mail Order House in the World--- WHY?

Because we were the pioneers and originators of the wholesale mail order system. Because we have done away with the expensive plan of employing traveling salesmen and are therefore able to undersell any other wholesale house in the country. Because we issue the most complete and best illustrated wholesale catalogue in the world. Because we have demonstrated beyond a shadow of a doubt that merchants can order more intelligently and satisfactorily from a catalogue than they can from a salesman who is constantly endeavoring to pad his orders and work off his firm's dead stock. Because we ask but one price from all our customers, no matter how large or how small they may be. Because we supply our trade promptly on the first of every month with a new and complete price list of the largest line of merchandise in the world. Because all our goods are exactly as represented in our catalogue. Because "Our Drummer" is always "the drummer on the spot." He is never a bore, for he is not talkative. His advice is sound and conservative. His personality is interesting and his promises are always kept. Ask for catalogue J.

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



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.

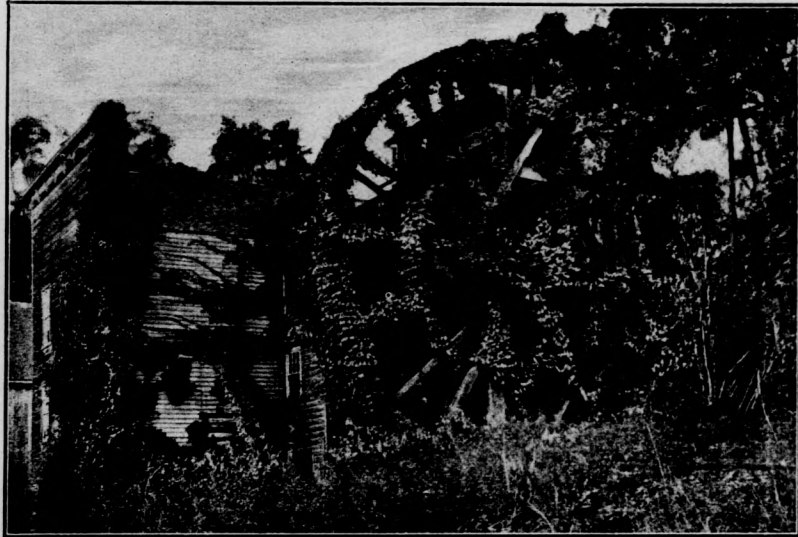
Caledonia Milling Co.
Caledonia, Mich.

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.

CALENDARS



NATURE TO THE RESCUE.

Wm. J. Clarke & Son

Grocers and Clothiers

Harbor Springs, Michigan

1904		JANUARY					1904	
Sun.	Mon.	Tues.	Wed.	Thur.	Fri.	Sat.		
					1	2		
3	4	5	6	7	8	9		
10	11	12	13	14	15	16		
17	18	19	20	21	22	23		
24	25	26	27	28	29	30		
31								

The above is a sample of one of the many kinds and sizes of calendars of which we are the most extensive makers in Michigan. We will send you samples and prices if you will tell us what you want.

TRADESMAN COMPANY, Grand Rapids, Mich.

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.

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

For Sale—The leading drug store in West Lebanon, Ind. Store on good paying basis. Proposition will be sold for invoice value, or about \$3,000. W. N. Menefee, West Lebanon, Ind. 908

For Sale—A small stock of drugs, patents and fixtures at Perry, Oceana Co., Mich. Invoice about \$275. Will sell at a bargain if taken at once. Good opening for physician. Address Fred Brundage, Muskegon, Mich. 916

Business Opportunity—Drug store, including drugs, chemicals, patent medicines and fixtures for sale, to be removed from the premises; actual cost over \$4,000; 25 per cent. discount for cash. Fixtures include soda fountain, shelving, counters, up-to-date prescription case with plate-glass mirror, six show-cases good as new, National cash register, 1 torsion balance prescription scale, 1 torsion balance counter scale, and latest improved electric fan. Stocked with Merck's chemicals, Wyeth's powdered extracts, medicinal elixirs, Sharp & Dohme's pills, tablets and fluid extracts; no old stock, practically new store. It will pay you to investigate this offer. Recent death in family makes quick sale necessary. Apply at once for particulars, J. D. Simons, Braddock, Pa. 909

Have cash customer for good \$1,000 to \$1,500 drug stock in good Southern Michigan town. Clark's Business Exchange, Grand Rapids. 913

For Sale—An interest in a piano business to a man capable of assuming the management. Present owner has other interests that require his attention. Business is located in the best city in the country; well established and will pay ten thousand a year to the right man. Address Box 1315, Pittsburg, Pa. 906

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, \$50,000. 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

\$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, Binghamton, 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

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. 897

For Sale—Are you looking for an established business doing \$25,000 a year in a hustling manufacturing town of 5,000? Good farming country. If so, here is your opportunity. Owner going West. Clean hardware stock invoicing about \$7,000. If you are interested, write me to-day. Address J. K., care Michigan Tradesman. 883

For Sale—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 \$90 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

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. 912

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 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—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

Cash for goods! Old stock sold—money in the bank. Trade boomed—all worry gone! It is done by Buehrmann'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 \$1,500 in cash. No trades. Will deal with principles only. Address No. 874, care Michigan Tradesman. 874

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—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

For Sale or Would Exchange for Small Farm and Cash—Store, stock and dwelling, about \$5,000. Address No. 857, care Michigan Tradesman. 857

Store Building, 23x133, furnace heat, acetone gas, plate glass front. Will sell open. Good opening for general store. Located at Elmira, Mich. Address M. Fordham & Co., Spokane, Wash. 870

Wanted—Stocks of merchandise for improved and wild farm lands. W. F. Poole, 2126 Gladys av., Chicago, Ill. 852

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, cut-off saw and Perkins gummer, and small tools which go with plant. Address Hiram Barker, Administrator, Pierston, Mich. 755

For Sale—420 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—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

For Sale—Two-story frame store building and stock of general merchandise for sale cheap, or will exchange for real estate. Stock and fixtures will inventory about \$2,500. Address No. 775, care Michigan Tradesman. 775

For Rent—Fine location for a department or general dry goods store. Large store 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—\$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

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

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

MACHINERY FOR SALE.

For Sale—Second-hand machinery, including engines, lathes, iron and wood planers, hand saw, drill presses, emery grinders, steam pumps, a tin scrap balmy press, ten ton jib crane, moulding machines, blowers, cupolas, tumbling mills, vises, shafting, boxes, hangers; also a miscellaneous lot of foundry equipment. Rice & Co., 157 North Ottawa St., Grand Rapids, Mich. 924

MISCELLANEOUS.

Wanted—A good book-keeper and experienced man, married man preferred. Must furnish good references. Address A. Cantwell, Chesaning, Mich. 839

Write Your Own Advertisements—Our complete instruction book teaches you how; simple, comprehensive, invaluable; no merchant or ambitious clerk should be without it; hundreds sold daily. Price, 50 cents. Address Specialty Publishing Co., 86 Baldwin Block, Indianapolis, Ind. 923

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—Position as clothing or shoe salesman; five years' experience; best references. Address Box 239, Coleman, Mich. 918

Situation Wanted—Book-keeper and stenographer. Young lady, A1 double entry book-keeper and fair stenographer, competent to take entire charge of office, desires position of responsibility. Glit edge references. Address Wyllis, care Michigan Tradesman. 911

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—A traveling salesman. Waish-DeRoos Milling Co., Holland, Mich. 930

Wanted—Ten traveling fur salesmen at once with Detroit Fur Co., Detroit, Mich. 866

Wanted—Salesmen to sell as side line or on commission Dillely Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 568

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 Wash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

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We give the personal attention in your store, either by our special sale plan or by the auction plan, whichever you ask for. Sales on a commission or salary. Write today for full particulars, terms, etc. We are the oldest in the business. Hundreds of names of merchants furnished.

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