

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 2, 1903

Number 1054

## 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. McCRONE, Manager

### IF YOU HAVE MONEY

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

**Martin V. Barker**  
Battle Creek, Michigan

**We Buy and Sell  
Total Issues**

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

### BONDS

Correspondence Solicited.

**NOBLE, MOSS & COMPANY**  
BANKERS

Union Trust Building, Detroit, Mich.

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.  
William Alden Smith, 2d Vice-Pres.  
M. C. Huggett, Secy-Treasurer

## 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.

**Commercial Credit & Collection Co. Limited**  
WIDICOMB BLDG. GRAND RAPIDS.  
DETROIT OPERA HOUSE BLOCK, DETROIT.  
WE FURNISH PROTECTION AGAINST  
WORTHLESS ACCOUNTS  
AND COLLECT ALL OTHERS

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

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withdrawn from sale with the exception of  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

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

### IMPORTANT FEATURES.

- Page.  
2. Pure Food Law.  
4. Grand Rapids Gossip.  
5. Around the State.  
7. Great Changes.  
8. Editorial.  
9. Editorial.  
10. Retailer and Cut-Price Jobber.  
12. National Land Laws.  
14. Dry Goods.  
16. Clothing.  
20. Shoes and Rubbers.  
22. Representative Retailers.  
23. Dutch East Indies.  
26. Butter and Eggs.  
27. The Meat Market.  
28. Woman's World.  
30. Bentonville Bummers.  
32. Study of Human Nature Essential.  
33. Merchants Should Study Their Trade.  
34. Hardware.  
36. Cost of Advertising.  
37. Hardware Price Current.  
38. New York Market.  
40. Commercial Travelers.  
42. Drugs—Chemicals.  
43. Drug Price Current.  
44. Grocery Price Current.  
46. Special Price Current.

### CORN SYRUP ON TOP.

#### Ignominious Defeat for the Food Department.

The readers of the Tradesman are probably familiar with the so-called corn syrup case, which is the result of the action of the Corn Products Co., of Chicago, in putting out a mixed syrup under a coin name, labeled Corn Syrup and bearing on the label the exact percentage of corn syrup and cane syrup contained therein. The Food Commissioner approved the package, but Col. Bennett, the Deputy, reversed the action of his superior by starting a suit against B. S. Harris, of this city, on the ground that the word glucose should be used on the label instead of corn syrup. Mr. Harris was convicted in the Superior Court, and took an appeal to the Supreme Court, which rendered a decision yesterday, written by Judge Grant and concurred in by the other judges on the bench, which reverses the conviction and places an effectual embargo on the pernicious activity of Col. Bennett in undertaking to set aside the enactments of the Legislature and by construing them in a narrow sense. The opinion of Judge Grant is as follows:

"Does the statute require respondent or manufacturers to state upon their labels that corn syrup consists of 90 per cent. glucose? No such

statute has come under the decision of other courts. It is a new question and must be determined upon general principles of constructions.

"It is conceded that the label states the exact facts; that the article is made of 90 per cent. pure corn syrup and 10 per cent. cane syrup; that it deceives no one; that Victor corn syrup is a valuable and pure article of food, and that the ingredient, '90 per cent. corn syrup, is entirely harmless and recognized generally by the highest authority as a valuable food product,' whether it be called glucose or corn syrup. The term 'glucose' is obnoxious to many, if not a majority, of the public and is misunderstood by them. They do not know that in this country glucose is now made entirely from corn and that the terms glucose and corn syrup are commercially synonymous. This fact is known to the manufacturers and, perhaps, the dealers. A prejudice exists against the term 'glucose' because that material can be manufactured from many substances, including sawdust. In Europe it is made mainly of potatoes. By many it is associated with a glue factory. In this country corn syrup and glucose are not only commercially synonymous terms, but it is stated by counsel for respondent that they are permitted to be so used in all the other states. We have not verified this statement, but, as it is not challenged, we assume it to be correct.

"We have, therefore, a valuable and healthful product, made from two pure, valuable and healthful ingredients, advertised and placed upon the markets for what it really is, without any deception, fraud or chance to injure the public in any way. Yet the contention on behalf of the people is that the Legislature has enacted that in putting this product upon the market its manufacturers and sellers much attach to it a name obnoxious to the public and, in fact, calculated to deceive them. When it is claimed that such innocent acts are made malum prohibitum, there must be either an express provision of the statute so declaring or the language of the statute must leave no other conclusion reasonable. This statute does not expressly require it.

"The argument on behalf of the people is 'that glucose made from corn is glucose, the simple syrup mentioned in and intended to be mentioned in said act.' The further claim is that, had there been any intention on the part of the Legislature to use the terms glucose and corn syrup interchangeably and as synonymous, then the term corn syrup would have been enumerated as one of the simple syrups.' We do not think this reasoning at all conclusive. Prior to

the enactment of this statute the law prohibited the sale of molasses, syrup or glucose unless distinctly branded or labeled with its true and appropriate name, or any mixture thereof, unless it was branded or labeled 'Glucose Mixture,' and the per cent. in which glucose entered into its composition. The present act, which repeals the provisions of the former act, expressly permits the mixture to be labeled 'Glucose Mixture,' or 'Corn Syrup,' and forbids mixtures or syrups to have any other designation than required in the act, so far as such designation 'represents or is the name of any article which contains saccharine substance.' It is a fair presumption that the Legislature, in enacting this law, recognized the obnoxious character of the term 'glucose' among the people and permitted, and intended to permit, a mixture of corn syrup and cane syrup to be sold under the name of corn syrup. The title to the act provides for the sale of corn syrup, and in its body provides that when cane syrup is mixed with it the manufacturers and dealers shall state the proportionate ingredients. The small amount of cane syrup used does not change the character of the general product, any more than salt changes the character of bread, or sugar that of cake, and the act permits the sale of the mixture as corn syrup. Syrup, as defined by the United States Department of Agriculture, 'is the product obtained by purifying and evaporating the juice of a sugar-producing plant without removing any of the sugar.' Syrup thus obtained from cane is cane syrup; syrup so obtained from sorghum is sorghum syrup, and syrup so obtained from corn is corn syrup. There is no reason why corn syrup should be labeled glucose, and until the Legislature has so ordered in language susceptible of no other construction, the law must be held not to bear that construction. "Conviction reversed and respondent discharged."

### Cake Was Sufficient.

Wife—John, is there any poison in the house?

Husband—Yes; but why do you ask?

Wife—I want to sprinkle some on this piece of angel cake and put it where the mice will get it. Wouldn't that kill them?

Husband—Sure; but it isn't necessary to waste the poison.

Diseases of the heart have greatly increased in Germany in recent years, one person in every seven being now afflicted. Influenza, alcoholism and excessive addiction to bicycling and other sports are named by Dr. Steckel as the chief causes.

### CHOICE INVESTMENT

### BONDS

**EDWARD M. DEANE & CO.**

**BANKERS**

SECOND FLOOR, MICHIGAN TRUST BUILDING  
GRAND RAPIDS, MICHIGAN

## PURE FOOD LAW.

## Full Text of the Proposed National Measure.

A bill for preventing the adulteration, misbranding and imitation of foods, beverages, candies, drugs and condiments in the District of Columbia and the Territories, and for regulating interstate traffic therein, and for other purposes.

Section 1. Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled, that the introduction into any state or territory or the District of Columbia from any other state or territory or the District of Columbia, or from any foreign country or shipment to any foreign country of any article of food or drugs which is adulterated or misbranded within the meaning of this act is hereby prohibited; and any person who shall ship or deliver for shipment from any state or territory or the District of Columbia to any other state or territory or the District of Columbia, or to a foreign country, or who shall receive in any state or territory or the District of Columbia from any other state or territory or the District of Columbia or foreign country, or who having received, shall deliver in original unbroken packages for pay or otherwise, or offer to deliver to any person any such article so adulterated or misbranded within the meaning of this act, or any person who shall sell or offer for sale in the District of Columbia or the territories of the United States such adulterated or misbranded foods or drugs, or who shall export or offer to export the same to any foreign country shall be guilty of a misdemeanor, and for such offense be fined not exceeding two hundred dollars for the first offense and for each subsequent offense not exceeding three hundred dollars, or be imprisoned not exceeding one year, or both, in the discretion of the court.

Sec. 2. That the Chief of the Bureau of Chemistry in the Department of Agriculture shall make or cause to be made, under rules and regulations to be prescribed by the Secretary of Agriculture, examinations of specimens of goods and drugs offered for sale in original unbroken packages in the District of Columbia, in any territory or in any state other than that which shall have been respectively manufactured or produced or from any foreign country, or intended for shipment to any foreign country, which may be collected from time to time in various parts of the country. If it shall appear from any such examination that any of the provisions of this act have been violated, the Secretary of Agriculture shall at once verify the facts to the proper United States District Attorney, with a copy of the results of the analyses, duly authenticated by the analyst under oath.

Sec. 3. That it shall be the duty of every district attorney to whom the Secretary of Agriculture shall report any violation of this act to cause proceedings to be commenced and

prosecuted without delay for the fines and penalties in such case provided.

Sec. 4. That the term "drug" as used in this act shall include all medicines and preparations recognized in the United States Pharmacopoeia for internal and external use; also any substance intended to be used for the cure, mitigation, or prevention of disease. The term "food" as used herein shall include all articles used for food, drink, confectionery or condiment by man or domestic animals whether simple, mixed or compound.

Sec. 5. That for the purposes of this act an article shall be deemed to be adulterated:

In case of drugs:

First. If, when a drug is sold under or by name recognized in the United States Pharmacopoeia, it differs from the standard of strength, quality, or purity as determined by the test laid down in the United States Pharmacopoeia official at the time of the investigation: Provided, that no drug shall be deemed to be adulterated under this provision if the standard of strength, quality, or purity be plainly stated upon the bottle, box or other container thereof, although such standard may differ from that determined by the test laid down in the United States Pharmacopoeia.

Second. If its strength or purity fall below the professed standard under which it is sold.

That such drug shall be deemed to be misbranded:

First. If it be an imitation of or offered for sale under the name of another article.

Second. If the package containing it or its label shall bear any statement regarding the ingredients or the substances contained therein, which statement shall be false or misleading in any particular, or if the same is falsely branded as to the state or territory in which it is manufactured or produced.

In the case of confectionery an article shall be deemed to be adulterated:

If it contain terra alba, barytes, talc, chrome yellow or other mineral substances or poisonous colors or flavors or other ingredients deleterious or detrimental to health.

In the case of food an article shall be deemed to be adulterated:

First. If any substance or substances has or have been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength, so that such product, offered for sale, shall deceive or tend to deceive the purchaser.

Second. If any substance or substances has or have been substituted wholly or in part for the article, so that the product, when sold or offered for sale, shall deceive or tend to deceive the purchaser.

Third. If any valuable constituent of the article has been wholly or in part abstracted, so that the product, when sold or offered for sale, shall deceive or tend to deceive the purchaser.

Fourth. If it contain any added poisonous ingredient or any ingre-

dient which may render such article injurious to the health of the person consuming it.

Fifth. If it consists in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter.

An article of food shall be deemed to be misbranded:

First. If it be an imitation of or offered for sale under the distinctive name of another article: Provided, that the term "distinctive name" shall not be construed as applying to any article sold or offered for sale under a name that has come into general use to indicate the class or kind of the article if the name be accompanied on the same label or brand with a statement of the place where said article has been manufactured or produced.

Second. If it be mixed, colored, powdered, or stained in a manner whereby damage or inferiority is concealed, so that such product, when sold or offered for sale, shall deceive or tend to deceive the purchaser.

Third. If it be labeled or branded with intent so as to deceive or mislead the purchaser or purport to be a foreign product when not so.

Fourth. If the package containing it or its label shall bear any statement regarding the ingredients or the substances contained therein, which statement shall be false or misleading in any particular, or if the same is falsely branded as to the state or territory in which it is manufactured or produced: Provided, that an article of food which does not contain any added poisonous or deleterious ingredients shall not be deemed to be adulterated or misbranded in the following cases:

First. In the case of mixtures or compounds which may be now or from time to time hereafter known as articles of food under their own distinctive names, and not included in definition first of misbranded articles of foods in this section.

Second. In the case of articles labeled, branded or tagged so as to plainly indicate that they are mixtures, compounds, combinations, imitations, or blends: Provided, that the same shall be labeled, branded, or tagged so as to show the character and constituents thereof: And provided further, that nothing in this act shall be construed as requiring or compelling proprietors or manufacturers of proprietary foods which contain no unwholesome added ingredients to disclose their trade formulas, except in so far as the provisions of this act may require to secure freedom from adulteration or imitation. Provided further, that no dealer shall be convicted under the provisions of this act when he can establish a guaranty signed by the wholesaler, jobber, manufacturer, or other party from whom he purchases such articles to the effect that the same is not adulterated or misbranded within the meaning of this act, designating it, and providing further, always that

said guarantor or guarantors reside in the United States. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of such article to such dealer, and said party or parties shall be amenable to the prosecutions, fines, and other penalties which would attach, in due course, to the dealer under the provisions of this act.

Sec. 6. That every person who manufactures or produces for shipment and delivers for transportation within the District of Columbia or any territory, or who manufactures or produces for shipment, or delivers for transportation from any state, territory or the District of Columbia to any other state, territory or the District of Columbia, or to any foreign country, any drug or article of food, and every person who exposes for sale or delivers to a purchaser in the District of Columbia or any territory any drug or article of food manufactured or produced within said District of Columbia or any territory, or who exposes for sale or delivers for shipment any drug or article of food received from a state, territory or the District of Columbia other than the state, territory or the District of Columbia in which he exposes for sale or delivers such drug or article of food, or from any foreign country, shall furnish within business hours, and upon tender and full payment of the selling price, a sample of such drugs or articles of food to any person duly authorized by the Secretary of Agriculture to receive the same, and who shall apply to such manufacturer, producer, or vendor, or person delivering to a purchaser such drug or article of food, for such sample for such use, in sufficient quantity for the analysis of any such article or articles in his possession.

Sec. 7. That any manufacturer, producer or dealer who refuses to comply, upon demand, with the requirements of section 6 of this act shall be guilty of a misdemeanor, and upon conviction, shall be fined not exceeding one hundred dollars or imprisonment not exceeding one hundred days, or both. And any person found guilty of manufacturing or offering for sale, or selling any adulterated, impure, or misbranded article of food or drug in violation of the provisions of this act shall be adjudged to pay, in addition to the penalties hereinbefore provided for, all the necessary costs and expenses incurred in inspecting and analyzing such adulterated articles which said person may have been found guilty of manufacturing, selling, or offering for sale.

Sec. 8. That any article of food or drug that is adulterated or misbranded within the meaning of this act, and is transported or being transported from one state to another for sale, or if it be sold or offered for sale in the District of Columbia and the territories of the United States, or if it be imported from a foreign country, shall be liable to be proceeded against in any district court of the

[Continued on page six]



# ***THE OLD RELIABLE***



**Absolutely Pure**

## ***THERE IS NO SUBSTITUTE***

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

## Around the State

### Movements of Merchants.

Edmore—John W. Pfeiffer has opened a lumber yard at this place.

Homer—Strong Bros. have leased the grain elevator of the Lake Shore Railroad Co.

Fremont—Curtis F. Schuster has purchased the grocery stock of Hiram Britton.

Carson City—Stanton & Chase, of Henderson, have purchased the meat market of H. H. Jeffords.

Kalamazoo—The Kalamazoo Ice & Fuel Co. has increased its capital stock from \$20,000 to \$35,000.

Nashville—C. E. Roscoe has purchased the agricultural stock of S. L. Hicks, who recently removed to Portland, Ore.

Lester—Frederick Krum has sold his stock of general merchandise to Wm. Firestone and will locate at Angola, Ind.

Interlochen—The store of Willis Pennington was broken into one night last week and \$30 in cash, a gun and other valuables were taken.

St. Clair—J. H. Bushnell has retired from the hardware business of Whiting & Bushnell. Mr. Whiting will continue the business in his own name.

Petoskey—O. W. Lombard has disposed of his shoe stock to S. Rosenthal & Sons. The stock has been removed to the Rosenthal shoe department.

Munising—Wm. Villeneuve, of Champion, has engaged in the grocery business at this place, having purchased the Humboldt store outfit of furniture and fixtures.

St. Johns—A. L. Rockwell, of Tecumseh, has purchased the confectionery stock of Wm. E. Slade and will assume the management of the business in the near future.

Lansing—S. H. Wall, who has been connected with Otto Ziegler, has purchased the cigar and tobacco stock at 123½ Michigan avenue, east, formerly owned by Wm. Champ.

Croswell—Charles Holmes has purchased an interest in the implement and elevator business of S. D. Kinsey, which will hereafter be conducted under the style of Kinsey & Holmes.

Holland—The building which has been occupied by the Reynolds Cigar Co. has been leased by Kidd, Dater & Price, of Benton Harbor, who will open a branch grocery store therein about March 1.

White Cloud—B. C. Sickles, President of the Bank of Bellaire, has purchased the interest of Fred. W. Riblett in the Nawaygo County Bank at this place. The firm name is now Sickles, Fuller & Co.

Calumet—The dry goods establishment of W. H. Hosking & Co. was completely destroyed by fire last week, causing a loss estimated at \$75,000, with \$30,000 insurance. The origin of the fire is unknown, but is thought to have been the work of an incendiary.

Marshall—The interest of J. H. Cruse in the lumber firm of Cruse and Lamb has been purchased by the

latter and the business will be continued under the name of G. E. Lamb & Son. F. A. Eastman, who has managed the yards for the past two years, will continue in this capacity.

Sidney—Frank Hansen, for the past year and a half in the employ of C. W. DeHart, previous to which time he was for several years head salesman and buyer in the grocery department of the E. D. Hawley Co., of Stanton, has purchased the general merchandise stock of E. L. Wightman.

Luther—Chas. Gray, who recently purchased the furniture stock and undertaking business of L. T. Paine, has sold out to Cutler Bros., who will move the stock to their building. Wm. Reed has purchased the vacated building and after it has been remodeled will occupy it with his stock of dry goods and men's furnishings.

Hudson—Colvin & Buck, proprietors of the Palace market, have purchased the Z. T. Maynard stock of groceries and moved the goods into the store in the Baker block formerly occupied by Clarke & Riddle, cut an archway between the grocery and meat market, and conduct one of the largest double stores in Southern Michigan.

Ypsilanti—J. S. Royce and C. H. Crane have purchased the grocery stock of Peter J. Snyder at 123 Congress street and will continue the business at the same location under the style of Royce & Crane. Mr. Royce recently removed here from Sault Ste. Marie, where he was engaged in business for fourteen years. Mr. Crane is a resident of this place.

### Manufacturing Matters.

Detroit—The capital stock of the Anderson Carriage Co. has been increased from \$200,000 to \$300,000.

Carson City—Geo. Lowe has purchased the Middleton cheese factory machinery in the plant at that place.

Albion—Croff, Herrick & Barney have purchased the interest in the handle factory owned by the late F. W. Perrin.

Alfred—The new shingle mill of Lindsley Bros. is nearly completed and it is expected that the company will get out 25,000,000 shingles and 10,000 ties this winter.

Port Huron—The Robeson Chemical Co. has been organized with a capital stock of \$50,000, held by B. J. McCormick with the exception of a limited number of shares.

Wayland—Frank E. Powell has purchased the saw and planing mill plant of A. H. Clark and will devote his attention to these lines and to the manufacture of honey sections.

Alpena—Marx Horwitz, manufacturer and retail dealer in tobacco and cigars, has sold his retail branch to George A. Hillier. He will continue the manufacturing business in the McRae block.

Wyandotte—The Wyandotte Portland Cement Co. has engaged in the manufacture and sale of cement. The company is capitalized at \$1,000, held in equal amounts by Geo. B. Morley, S. T. Crapo, J. B. Ford, H. F. Paxton and others.

Port Huron—The Wees Harness Co. has been organized to engage in

the manufacturing business. The capital stock is \$10,000, held by Geo. S. Clarke, 250 shares; Chas. W. Adams, 125 shares, and Bessie M. Adams, 125 shares.

Jackson—The Bullard Corn Harvesting Machine Co. has been formed to engage in the manufacturing business. The capital stock is \$6,000. The shares are held by Chas. A. Bullard, 151; Chas. L. Aird, 70; Robt. Campbell, 75, and Jas. Geddes, Jr., 5.

Detroit—C. H. Michell, the well-known Detroit merchant, has accepted the management of the National Peat Fuel Co., with offices at 91 Griswold street and factory at Chelsea. James H. Cullen and Mr. Michell have been added to the board of directors.

Detroit—The Marengo Portland Cement Co. has been organized to engage in the manufacturing and mercantile business, operations to be carried on at Marengo, Ind., with business office at this place. The authorized capital stock is \$1,500,000, which is all held by R. H. Evans with the exception of a few shares.

Channing—The National Hardwood Co., of Chicago, has purchased 2,000 acres of hardwood farming land in the vicinity of Sawyer Lake, about three miles north of this place on the Chicago, Milwaukee & St. Paul Railway, and has platted a town site there. A cordwood mill of seventy-five cords per day is under construction. The machine is a new device, patented by the President of the company, J. B. Fisher. It weighs 24,000 pounds and stands fifteen feet

high. The wood will be shipped to Milwaukee, Chicago and other Southern points.

G. Hirschberg, dealer in dry goods, furnishings, shoes and china, Grand Rapids: Please find enclosed my check for \$1 in renewal of subscription to the Michigan Tradesman. Your valuable paper has been a welcome guest on my desk every week for the past fifteen years and I would just as soon try to keep store without goods on my shelves as to get along without the Tradesman while engaged in the mercantile business, and thank you very much for sending me the paper promptly every week.

Surely women are not to be blamed for playing with the hearts of men who wear these intimate articles on their sleeves.

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

Life is a circus with many side-shows.

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

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

# Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

**The M. B. Martin Co., Ltd.**

Grand Rapids, Mich.



## Grand Rapids Gossip

### The Grocery Market.

**Sugar**—Michigan jobbers report that nine-tenths of the transactions are confined to beet sugar. The decline of 10 points early last week was not surprising to the trade in view of the near approach of Cuban reciprocity as noted from time to time in this paper. However, New York reports that the market there strengthened a little on the report that the Senate would not ratify the reciprocity treaty until the regular session and some of the refineries made large purchases of raw sugar, something that they have not done for some time. There is, of course, no question but that the Cuban treaty will become a law, but the fact that the ratification is put off has renewed life in the sugar market somewhat. The lower price noted is probably due to the domestic products trying to find a market. It must be sold before the Cuban sugar is offered with its reduction in duty if it is to be sold to the best advantage and the market will probably be fed all the sugar it will take at a reasonable price before the reciprocity treaty goes into effect.

**Canned Goods**—The demand for tomatoes is good and seems to be entirely for actual wants. The market feels stronger than it was, and if there is any change it is more likely than not to be an advance of 2½c. Corn is steady and unchanged. There is no pressure to sell whatever. Peas are in fair demand and there is a good, strong undertone to the market. Packers have probably very little surplus, and stocks are getting reduced. Nothing is doing in Eastern peaches and stocks are light. California peaches are unchanged, but the market is very strong. The Association, which is the main factor, is entirely sold out of lemon clings and has only some seconds, which are moving at 15¢@20¢ over the opening prices. A few individual packers have a handful of lemon clings, but the available supply is very light at best. The general line of Baltimore canned goods shows no change.

**Tea**—There have been no developments in the market during the past week. Prices remain unchanged and strongly held. There seems to be little hope of any decline after January 1.

**Coffee**—Statistically about everything in the coffee market favors the bulls and it looks as if these conditions might continue. New York reports that the demand from interior points has been light for the past week and the market has been quiet. Locally there is the same steady demand that is practically always felt. While moderate buying for future requirements might be advisable, yet this is not possible to any great extent in coffee.

**Dried Fruits**—California reports that packers were behind in their shipments, but are pretty well caught up now. The corn situation continues fairly firm, although in the East there is reported a little irregularity in the market on account of the of-

fering to lots hitherto withheld. The interest in tomatoes is not so marked, and the speculative spurt in Baltimore seems to be over. However, the market can not be said to show weakness, but the tendency to advance as a result of the recent speculative interests has been checked as a result of the withdrawal of the latter. String beans are pretty firm in Baltimore, where they have been having quite a good sale. An unusual feature for the season has been a moderate degree of activity in peas, quite a few lots of the different grades having sold at full prices. A little more interest has been shown in red Alaska salmon. Pink is having a fair sale. American sardines are again unsettled by offerings. French are exceedingly scarce, there not being enough stock to make a market.

**Rice**—There continues to be a good steady demand for rice in this market at prices that are practically unchanged. The call has increased for the fancy grades particularly, and there is evidence that the value of this food product is being better appreciated by the trade.

**Fish**—All salt fish are in a normal condition except codfish. The catch was light this year and both the whole and the boneless are scarce and higher. Herring are moving freely.

**Syrups and Molasses**—Sugar syrup is in light demand at unchanged prices. New molasses is coming forward, and the range for pure goods is 25¢@42¢. The freeze in New Orleans during the week has infused some little strength into the market. The demand is fair. The glucose market is unchanged. The Glucose Trust, however, is to have increased competition, in the person of the Warner Glucose Sugar Refining Co., of Chicago, which is about ready to offer goods. Other concerns are also getting ready to compete. In consequence of this the stock of the Corn Products Co. declined \$11 per share during the week. The advent of the new concern will probably have an important effect upon the glucose market. Compound syrup is in light demand at unchanged prices.

### The Produce Market.

**Apples**—Local dealers hold their stocks at \$2@2.50 per bbl.  
**Bananas**—Good shipping stock, \$1.25@2.25 per bunch. Extra Jumbos, \$2.50 per bunch.

**Beets**—50¢ per bu.

**Butter**—Factory creamery has advanced 2¢, being now held at 25¢ for choice and 26¢ for fancy. Receipts of dairy grades continue large and the quality is fair. Local dealers hold the price at 13¢ for packing stock, 16¢ for choice and 18¢ for fancy. Renovated is in active demand at 19¢@19½¢.

**Cabbage**—Has advanced to 75¢ per doz.

**Celery**—Has advanced to 25¢ per bunch.

**Cranberries**—Cape Cods and Jerseys command \$8.50 per bbl. and \$2.90 per bu.

**Eggs**—The market is stronger and higher, local dealers having advanced their prices to 27¢@28¢ for candled,

25¢@26¢ for case count and 24¢@25¢ for cold storage. With an egg crop admittedly 20 per cent. larger than ever before produced, there has been a steady advance of 8¢@10¢ per dozen within the last forty-five days, and the average of prices for the year has been the highest ever known. No perceptible falling off in the demand has followed the recent remarkable advance, and stored stocks have been reduced to the smallest proportions known since the storage of eggs became a commercial proposition. The idea of a corner is scouted as ridiculous by those most familiar with the situation. J. Dixon Avery, whose views and figures on eggs are taken at par by Government authorities and by the trade at large, holds that the high prices of meats have given man the egg habit. "On account of the enormous production," he said, "everybody expected lower prices, and less eggs were stored this year than last. Over three-fourths of the eggs in storage are already consumed, while the months of heaviest consumption are just ahead. There is no telling how high prices must go before the demand will fall off enough to make the present supplies ample."

Mr. Avery estimates the production of eggs for the United States for 1903 at about 60,000,000 cases of thirty dozen each, as compared with a production of 50,000,000 cases last year. The rate of increase for twenty years until last year was 5 per cent. annually, but the poultry supply of the country was so greatly reduced following the drought in the corn belt three years ago that the increase this year over last was 20 per cent.

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

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

**Lemons**—Messinas, \$4.50; Californias, \$4.50.

**Lettuce**—Hot house leaf stock fetches 12¢ per lb.

**Maple Syrup**—\$1@1.25 per gal. for pure and 75¢ per gal. for imitation.

**Onions**—Local dealers pay 40¢ and hold at 50¢.

**Oranges**—California late Valencias, \$5; Jamaicas, \$3.25; Floridas, \$3.25; California Navels, \$3.60.

**Parsley**—35¢ per doz. bunches for hot house.

**Pop Corn**—90¢ for old and 50¢@60¢ for new.

**Potatoes**—The market is weaker in Chicago and the price has dropped off 5¢@8¢ per bu., as compared with the prices in force ten days ago. The decline is due to a glut in shipments, which does not prevail at any other market in the country. Local dealers pay 50¢ and hold at 60¢.

**Pumpkin**—\$1 per doz.

**Squash**—1¼¢ per lb. for Hubbard. Sweet Potatoes—Virginias are steady at \$2.25 per bbl. Genuine Jerseys have advanced to \$4.25 per bbl.

**Game**—Live pigeons, 60¢@75¢ per doz. Drawn rabbits, \$1.20@1.50 per doz.

**Poultry**—Local dealers pay as follows for dressed fowls: Spring chickens, 12¢@13¢; fowls, 11¢@12¢; turkeys, 14¢@17¢; ducks, 14¢@15¢; geese, 11¢@12¢.

### The Boys Behind the Counter.

**Kalkaska**—Dorrance L. Goodrich, formerly head salesman at Cole Brothers' grocery, has taken a similar position with B. H. Ketzbeck & Son.

**Kalamazoo**—L. J. Carrington, who has been employed with Gilmore Bros. for the past sixteen years, has resigned his situation and taken a position with C. R. Hawley & Co., who have large stores at Bay City and Alpena.

**Hastings**—B. S. Woodworth, who has been clerking in Fred L. Heath's drug store for the past five months, has gone to Eaton Rapids, where he has taken a position in Mrs. N. A. Daniel's dry goods store.

**Port Huron**—Lee Goodman will have charge of the clothing department at Partridge & Blackwell's new store.

**Kalkaska**—Leslie Dawes, of Owego, N. Y., has taken a position in H. E. Stover's drug store and intends to learn the business. W. W. Morse, who has held a position in the store for some time, purposes leaving the first of the year for Big Rapids, where he will take a business course in the Ferris Institute.

**Elkhart, Ind.**—Mrs. Fannie Thompson, widow of former Mayor Otis Thompson, a prominent society woman, has taken a position as saleswoman in a department store, following the assignment of the Acme Cycle Co., of which she was Secretary and Manager. The assignment was due to a collapse of the Indiana National Bank.

### Hides, Tallow, Pelts and Wools.

There is little doing in the country hide trade. Indications are that the supply will be some greater this month, although not materially so. The old way of farmers' kill has gone out, and few hides come from that source. Prices seem to be at the bottom point and stock is firm at an asking price of ¼ above reported sales. The extreme light grades are all sold up and the market is firm on heavies.

The tallow market is slow, but cannot be said to be weak. Edible and prime are in light offering. Country offerings are unchanged. Greases are in light supply, with a light demand, and inactive.

Pelts are in fair supply, with no accumulations. They have sold freely at good prices but at no advance.

Wools are firmly held on small sales. The supply is limited. Stocks in sight are not large for the season and are likely to be wanted before the new clip is in market. While the market is draggy, stocks have cost too high to be sold at a less value without loss. Dealers see nothing in the future to lessen the value. Nothing of consequence is left in the State.  
Wm. T. Hess.

### The Chicago Way.

"I have always found," said the contented looking man, "that the best rule for married people is 'bear and forbear.'"

"With us," remarked the man from Chicago, "it has been amended to read, 'Pair and repair.'"

**PURE FOOD LAW.**

(Continued from page two)

United States, within the district where the same is found and seized for confiscation, by a process of libel for condemnation. And if such article is condemned as being adulterated the same shall be disposed of as the said court may direct, and the proceeds thereof, if sold, less the legal costs and charges, shall be paid into the Treasury of the United States, but such goods shall not be sold in any state contrary to the laws of that state. The proceedings of such libel cases shall conform, as near as may be, to proceedings in admiralty, except that either party may demand trial by jury of any issue of fact joined in such case; and all such proceedings shall be at the suit of and in the name of the United States.

Sec. 9. That this act shall not be construed to interfere with commerce wholly internal in any state, nor with the exercise of their police powers by the several states: Provided further, that nothing in this act shall be construed to interfere with legislation now in force, enacted either by Congress for the District of Columbia or by the territorial legislatures for the several territories, regulating commerce in adulterated foods and drugs within the District of Columbia and the several territories, except wherein such legislation conflicts with the provisions herein.

Sec. 10. That this act shall effect and be in force from and after the first day of January, nineteen hundred and five.

**Largest Crop of Sugar Beets.**

The beet sugar industry is proving very successful in the West this year and the harvest of beets, which extends through October and November, is giving the farmers of irrigated lands large returns. In the Upper Arkansas Valley, where the mountain waters are utilized before they reach the Kansas line, the factories are paying the farmers prices that make returns of \$50 to \$125 an acre net. The beets reach a size of six and seven pounds and are very rich in sugar. Three new factories are running in Colorado, none of them costing less than \$800,000. It takes 5,000 acres of beets to furnish material for one of these factories.

The nation now has forty-seven factories, with a dozen planned for construction during the coming twelve months. Their distribution is: Michigan 16, New York 2, Colorado 5, Utah 6, Nebraska 3, California 8, Minnesota, Ohio, Illinois, Wisconsin, New Mexico, Washington and Oregon each one.

There is invested in the industry about \$30,000,000, and last year the farmers received \$8,437,000 for their beets. Last year's crop of beet sugar in the United States was 184,000 tons and this year it will be about 250,000 tons. The annual cane sugar product is 311,000 tons. The hardest part of the raising of sugar beets is the weeding, in which men, women and children take part in the field work, going over the broad acres with painful slowness, digging out by hand every weed.

**An Accommodating Clerk Brings Trade to Employer.**

Written for the Tradesman.

The following true little incident illustrates one of the winning ways that a certain girl clerk employs to make herself valuable to the man who hands out her salary. There are many other things of which I am cognizant that have contributed to gain her clientele, but which this "best one" is too modest to mention. I also have personal knowledge of innumerable little kindnesses and accommodations to be laid at her door which have gone far towards making her reputation of being "a perfect saleslady." She is always going out of her way to do something for other people. Here is one little instance:

I should first state that this young lady, all last summer, went on the Interurban every evening at 6:15 (except Saturdays, when she left late at night) to a nearby summer resort, where she boarded with the same family with whom she does in town, they having taken a cottage there for the season. This she thoroughly enjoyed as it gave her change of scene and air, and the rest that comes with both.

One noon during her outing I met her on the street, and we stopped for the little chit chat we always enjoy, unless her time is too limited to stop to talk. In her hands were two enormous wooden knitting needles, sticking out of their blue tissue paper covering. She laughed when she saw my eye resting furtively on the—for her—unusual objects.

"They're not for me," she said, explanatorily. "I came out this noon to get them for a lady down at the resort where I'm stopping this summer. There's a little store there, where they keep candy, Indian baskets and many more things in the line of luxuries and necessities that prove so valuable in a place where people come who have forgotten and left at home a lot of things they should have brought along.

"Now wouldn't you think that good common sense would dictate to the proprietor that it were well to lay in a small stock of these big needles, that so many of the ladies at resorts are using to while away the time with? It ought to, but it didn't; and when this lady resorter asked for them the girl in charge simply said, 'No, we don't keep them.' Now why didn't she add, 'But we can get them for you?' That would have given the lady an idea that they had some enterprise and at the same time have shown a desire on their part to be accommodating. But no, the clerk did nothing of the sort—just 'No, we haven't such needles.'

"We don't keep them, either, where I work, but I told the lady resorter I'd get them for her in Grand Rapids; and so here I am. She had happened to tell me her experience at the little store.

"Yes, I'm taking up time from my 'nooning' to do this for her. But what of that? I wanted to do it for her anyway—just personally; and, if for no other reason, why, she's coming up here to do quite a bit of shop-

ping in the fall, and—oh, well, I hardly think she will have forgotten me and my little favor by that time, and it'll mean more money in a certain cash register I might mention, but won't!" And a knowing little smile played around the corners of the mouth of my ideal clerk.

Her tactics are right. Her heart is in her work, inside the store and out of it. She is not like the man whose little boy was asked what was his father's religion, and whose reply was:

"Dad's a Methodist, but he ain't working at it much nowadays!"

Jennie Alcott.

**One Corporation Feeds a Million People.**

Without question the United States Steel Corporation is not only, the greatest corporation in the world in point of capital, but also in the number of stockholders. All over this country, in Canada, in England and on the Continent holders of steel stocks are to be found. The common stock-books have just closed for the quarterly dividend of 1 per cent., calling for \$5,000,000, and it has been found that since June 6,010 persons have bought the common stock. This makes a total of 36,997 common stockholders, and is an increase of sixty-seven new holders for each day of the three months, counting Sundays. There are 34,958 preferred shareholders, which makes a total of 69,955 registered—the largest number in the world. To this there should

also be added the holdings of the 28,000 employees of the corporation who are enrolled under the profit-sharing plan, making a grand total of 97,955 shareholders.

Census statisticians allow five persons to a family in the United States. On this basis something like 350,000 persons derive income from steel stocks. As the number of employees is approximately 160,000, some 800,000 more persons get from the great corporation a livelihood through the wages it pays. This makes 1,150,000, or one-eighth of the population of the United States, who look to the Steel Corporation for a living. To this number might well be added the shareholders and employees of many of the great railroads and transportation companies which handle the immense traffic of the company at Pittsburgh and elsewhere. Certainly much of the revenue of these companies is derived from the operation of the big corporation, and this means wages and dividends for hundreds of thousands more people.

The corporations which approach the Steel Corporation in magnitude of stock lists are the Pennsylvania Railroad, with 35,000 shareholders; the Atchison, Topeka and Santa Fe, with 18,000; the American Sugar Refining Company, with 15,000, and the Union Pacific Railroad, with 14,000 stockholders. The greatest of these, the Pennsylvania Railroad, has only half as many registered holders. In Canada the Grand Trunk Railway is said to have 40,000 shareholders.

?  
What  
is  
Terpeneless  
Extract  
Lemon  
?



It is a Flavoring Extract of Lemon made from Pure Oil Lemon in a certain percentage of grain spirits and distilled water. By our cold mechanical process we employ only the isolated flavoring principles of the oil, freed from all terpenes and resinous, fatty matter, thereby producing an absolutely Pure Extract of Lemon, free from terpenes.

Avoid the so-called Extract Lemon made with the oil and alcohol in solution. This might answer for a liniment, but when it comes to flavoring food supply your customers with Terpeneless Lemon Extract, and your sales will increase.

**JENNINGS FLAVORING EXTRACT CO.**

Grand Rapids, Michigan



**GREAT CHANGES**

**In Store for the Upper Peninsula of Michigan.**

Written for the Tradesman.

In the development of a country the facilities for transportation have much to do with the progress of affairs commercial, for unless the products of the farm, the mine and the factory can be carried to the markets of the world at a minimum cost, sections more favored will be able to capture the markets and thus stifle trade. Notwithstanding the fact that certain classes of people cry out against great aggregations of capital, the large organizations of the country have done much to bring prosperity, and this phase of the industrial situation is shown to good advantage in the development of what is known as the Great Northwest. Had it not been for the strenuous efforts of the railroads connecting the Great Lakes country with the Pacific coast, and by water with the Orient, in the direction of fostering industry of every kind by carrying freight at a lower rate than was known a few years ago, it is well known that this great section would not to-day be what it is. The transportation interests, whether spurred on by greed or patriotism, it matters not which, have worked to create industry in this new and undeveloped country, and as a result they have profited from increased shipments and have at the same time brought prosperity to millions of people. Cities of modern air have sprung up where a few years ago the eye of the traveler beheld nothing but bunch grass and prairie chickens. Agriculture and manufacturing are now the order of the day and the markets of the world lie at the feet of this great community.

Men of broad commercial understanding have come to believe that in future years there will be two great freight routes connecting the Atlantic and Pacific: at Panama and via the proposed New York barge canal, the Great Lakes and the lines of railway leading to Puget Sound. This view of the future is no idle fancy evolved in the dreamy brain of the untutored onlooker. It is the belief of such men as James J. Hill, Gilchrist and others who for years have taken an active part in the commercial affairs of the country. They have had a hand in the work of building this great locality and know whereof they speak. It is claimed that, with the completion of the barge canal improvements, which proposition was favored by the people of New York at the last election, freight rates between the Atlantic seaboard and the Upper Lake Country will be materially lowered, and a well-known vessel owner is authority for the statement that a company is to be formed for the purpose of building 100 barges for traversing the lakes and the canal. Capitalists must have faith in the future of this route or they would not put good money into it.

The people of the Upper Peninsula believe that, being located on this great inter-oceanic route, they will

be able to prosper in larger measure than were they to depend upon less satisfactory shipping facilities. Nature has been most lavish in bestowing upon this part of the country advantages that should insure prosperity for all times. There is no need of discussing the mineral wealth of this part of the country. The school geographies tell about it and everybody is familiar with it. Neither is it necessary to comment on the raw material of other kinds to be obtained in this district. Everybody is aware that the man with money can find all the raw material he wants for the purpose of supplying manufacturing concerns. But, greater than this, he can market his manufactured goods as quickly and as cheaply as he could were he located in Chicago or other of our more Southern cities. It is this great line of travel that makes it possible. The Upper Peninsula is close to the markets of the world, a fact that will have much to do in the development of the future.

One thing in which the people of this part of the country are greatly interested is reciprocity with Canada. Men of all political parties, as a general rule, believe that much will be gained by the country if such a condition is brought about, as the counties along the Lakes are becoming more closely identified in a commercial sense every year. Capital from this side of the line is being poured into Canada by millions of dollars, so rapidly, in fact, that some of our leading statesmen have made the assertion that but a few years will elapse before the countries will unite. Be that as it may, there is no denying the fact that the interest of the United States in Canada is attaining gigantic proportions. Michigan alone has a lot of money invested over there and it begins to look as if at no far distant day Canada will be our greatest industrial rival. It is the belief, therefore, that the trade relations between the two countries should be as friendly as possible.

Canada is just awakening to her advantages, commercially speaking, and to a certain extent her people are acquiring the Yankee brand of hustle. People living in inland cities do not notice this so much as do those living near the boundary line. So many of our people are moving to the Dominion that the Yankee predominates already in many localities. Canada stands behind her commerce with every governmental aid possible, so it is not surprising that the country is developing so fast.

It must be remembered that Canada shares some of the advantages of cheap transportation, as the Great Lakes and the Canadian Pacific road are at her disposal; and another line across the continent is planned to be built in the next five years. Lakes Huron and Superior are destined to be lined with manufacturing cities from the fact that a great amount of water power is available. The great power at the two Soos is by no means all that is to be harnessed in the future. Almost every stream emptying into these Lakes has sufficient fall to afford a power that shall rival Niagara.

Over at Duluth, Minnesota, it is figured that 740,000 horsepower can be harnessed, and between the Soo and that city are many streams that will be dammed in years to come. Up at Port Arthur in Canada extensive power is to be obtained and all the way along the Canadian shore there are possibilities of which the average person has never dreamed.

What will be the result of all this in years to come? It would seem that the men who have predicted that the Great Lakes route will be the greatest in the country are right. North America is going to develop during the next fifty years with a rapidity that will astonish the world. About this there is not the slightest doubt. Nature has laid the plans and man will not be slow in utilizing them. And, when the Northwest has reached the dominant position she is bound to occupy in the future, the Upper Peninsula of Michigan will be found in the front ranks. This is neither brag nor bluster. It is the opinion of men versed in the world of finance, men who have deemed it wise to invest their money in a land so rich with promise and so blessed by the Creator. It has been the custom among many people who are not acquainted with the resources of this great district to think of it as a wild and forbidding country—a land of wolves and bears and deer, a territory of rocks, forests and snow, an unimportant bunch of large counties good only for the influence it wields in increasing census reports, etc. But let the doubting Thomases visit the many cities of the Upper Peninsula, with their street railway and park systems, their theaters and modern stores and other fine buildings, and they will see at once that it is a valuable part of the Wolverine State. There are nearly a dozen cities of from 5,000 to 15,000 inhabitants in this Peninsula and every one is growing. Most of them have daily papers as good as any in the country. With these great resources at their backs and a continental line of transportation at their feet, there is good ground for believing that the next fifty years will see industrial changes that will open the eyes of the world.

Raymond H. Merrill.

**Requires Time.**

"Mildred, what brings that young man to the house so often?"

"Well, his mother's stepfather married a second cousin of my father's great-aunt. We're trying to figure out what relation that makes him to me and that can't be done in one evening."

**The Coldest Known Liquid.**

Liquid hydrogen is by far the coldest liquid known at the present time. At ordinary atmospheric pressure it boils at -422 deg. Fahrenheit, and reduction of the pressure by an air pump brings the temperature down to -432 deg., at which the liquid becomes a solid, resembling frozen foam. According to Professor Dewar, to whom the credit is due of having liquefied hydrogen in 1898, the liquid is a colorless, transparent body, and is the lightest liquid known to exist, its density being only one-fourteenth that of water; the lightest liquid previously known was liquid marsh gas, which is six times heavier. The only solid which has so small density as to float upon its surface is a piece of pith wood.

**Largest Hailstone.**

Undoubtedly the largest hailstone seen during the recent storm was found by the proprietor of a well known cafe a few doors south of Mulberry street. The proprietor was watching the storm from his front door, and noting the large size of the hailstones. He was startled by the crash of an enormous hailstone, about the size of his two fists, seemingly precipitated from the clouds upon the sidewalk just in front of him.

Unwilling to venture out, as he feared for his head in case of a repetition of the occurrence, he called his man-of-all-work and had him go out and pick it up. For about an hour the hailstone was exhibited to all comers, and was much commented upon. The distressing part of the story is that a certain practical joker in the neighborhood had robbed on ice-chest of the hailstone(?) and thrown it down just when and where it would do the most good. Now, the proprietor is waiting for a chance to get even.—The Hartford Courant.

**Reflections of a Bachelor.**

The biggest gold brick in the world is the experience that one buys.

When an old chap marries a young woman he must feel like a man who has robbed his best friend.

A girl's idea of how to keep her feet warm is to wear a fur boa, a picture hat or a pearl necklace.

A good cure for fever blisters on a girl's mouth is for her mother to stay in the room when men call on her.

A splendid thing to promote her happiness is for a man to be so absent-minded that he will make love to his wife.

The people who are looking for trouble generally want it sugar-coated.

**LYON BROTHERS**

MADISON, MARKET AND MONROE STREETS

CHICAGO, ILL.

**LARGEST WHOLESALEERS OF GENERAL MERCHANDISE IN AMERICA**

**LOW PRICES**

**RELIABLE GOODS**

**PROMPT SHIPMENTS**

**WRITE TO-DAY FOR 1000 PAGE CATALOGUE C350 FREE TO DEALERS EVERYWHERE**





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by the  
**TRADESMAN COMPANY**  
Grand Rapids

**Subscription Price**

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - DECEMBER 2, 1903

**THE OLD, OLD STORY.**

For the third time within a period of a few months, "Col." John Bennett, who assumes to know a heap about food topics, but whose knowledge is actually restricted to very narrow limits, has been thrown down hard by the Supreme Court—first in the oleo case, then in the Jennings case and now in the corn syrup case. In all these controversies the Tradesman warned the Department that its position was untenable, because it was based on Mr. Bennett's peculiar interpretation of things and not on fact or fairness or common sense. As a hair splitter, the genial Deputy Food Commissioner takes high rank, but as a man of broad ideas and mature judgment, he does not stand high in the estimation of the trade, his associates or the Supreme Court.

Considering the manner in which the Department has been discredited by the Supreme Court and made the laughing stock of all who are in any way familiar with the food situation—largely as the result of Mr. Bennett's over-officiousness and technical tendencies—the Tradesman feels called upon to enquire how long this condition is to be permitted to continue?

And in this connection the question naturally suggests itself: What underlying motive actuates the Department in continually sandbagging manufacturers of reputable food products by hampering them with suits based on little technical points which are unworthy of the attention of fair-minded men and which are swept aside by the Supreme Court as too trivial for consideration as soon as they are brought before that tribunal?

In the name of all that is fair and square and decent and honorable, the Tradesman hopes to see the time when the Food Department will be taken out of the hands of incompetents and sandbaggers and hairsplitters and elevated to a broad plane of equity where it will excite the admiration and commendation of the people, instead of being an object of execration. This will not occur during the administration of the present Governor, because his vision is so narrow and his methods are so puerile he will never consent to lift the Department out of the mire of party politics.

**GENERAL TRADE REVIEW.**

The gradual acceptance of a more conservative basis of operations in the leading lines of industry is at-

tended with less disturbance and interruption to trade than could have been expected. Reduced scales of prices in iron and steel products have been followed by reductions in wages and the long disparity between cost and prices of textiles has also brought radical lowering in operatives' earnings, but these have been accepted with much less of protest than had been anticipated. The new basis has been so fully discounted in the stock market reactions that there is an apparently healthy advance in spite of continued scarcity of call money.

Business conditions have improved to some extent. The most helpful influence was cold weather, which had been delayed beyond the usual date, causing stagnation in seasonable lines of merchandise. With the falling thermometer there occurred increased purchases of heavy wearing apparel, and the market for fuel also felt the improvement. A fairly brisk holiday trade occurred at most points, although the high prices of food products were not attractive to many wage earners recently idle through strikes or for other causes. How far the accelerated retail distribution will be followed by better wholesale and jobbing trade is the significant factor that will be watched with care by those who would see into the future.

Manufacturing conditions are only fairly satisfactory. As far as the labor situation is concerned there is distinct improvement. Industrial progress is not retarded by strikes, the few still on having no more than local significance. Lower wages are accepted with poor grace, but it is appreciated that strikes would be untimely.

In the adjustment of the taxes for Jews the general rule prevails in Russia that the religion of the head of the firm determines the religion of the firm as a whole, and of all agents and representatives sent out by such a firm. The proof of the religious denomination of a firm is attached to the trade license through the instrumentality of the compulsory visa. Certain special regulations are also in force covering Jewish traveling agents who desire to enter Russia for a period of three or six months.

A wonderful contrivance, it is reported from Vienna, has been invented by an electrician of Klausenburg, Austria. It is described as an electrical apparatus which enables a person to sit in a dark room and behold a scene in another part of the town, or in a distant city, regardless of intervening obstacles. He asserts that his instrument transmits light waves just as sound waves are transmitted by a telephone.

The Pennsylvania Railroad Company has begun the planting of a future forest of 50,000 young locust trees for the purpose of providing railroad ties. Three farms near Cone-wago, comprising 300 acres of land, which the company bought some time ago, will be used for the planting. Experts in forestry say that the enterprise of the company will eventually save it thousand of dollars.

**GOOD PLACE TO BEGIN.**

A Western exchange says that a certain town in that part of the country is getting waked up in regard to its minor population. It is not only tired but alarmed in seeing its boys from 11 to 21 too much at home in the pool rooms, playing cards or billiards, in cigar stores and on the streets puffing away for dear life—and at the risk of that life—at the omnipresent cigarette or cigar and indulging in divers other things that are not conducive to the cultivation of the right brand of manhood. Thus stirred up, they have appealed to the police authorities to issue a mandate forbidding such practices in what they are pleased to consider "the finest city in the whole broad West."

At the outset it is safe to predict utter and ignominious failure, from the simple fact that the police headquarters is not the place to begin. Some years ago the same attempt at reform was made with tobacco and beer. It was a shame and a disgrace that, all over this broad country of ours, from the lips of boys and youths banners of smoke were constantly curling and through those same lips was as constantly pouring a continuous stream of amber beer. There must be something done about it and there was. The public school-teacher was said to be the cause of this condition of things and to rectify the mischief a law was passed in many states making the teaching of the evils of alcohol and nicotine compulsory. That don't everybody breathed more easily and with a "Now we'll see!" watched and waited.

They may be watching and waiting still, but the evils deplored were not materially checked. There will be the same result from this appeal to the police. At first the small boy will keep out of the forbidden places, but he will take his favorite brand of tobacco with him and there is little doubt but that he will get all the beer his little skin can hold—the average barkeeper will carefully see to that. It is the coming customer that he is after and he can afford to draw an occasional beer to-day for to-morrow's remunerative harvest. The fact is it is neither the school-house nor the police headquarters where this reform should begin. Home is the starting place and the fathers and mothers in these homes are the only ones who can start this much-needed reform with any promising chance of success.

There is no use in wasting ink in writing a tirade against the training of the streets, the evil associations of the billiard and pool rooms, the first smoke and the first drink, the quiet little card game for a small stake, the beginning of the little vices which are the seeds of larger ones, any more than there is of breaking out into wails that for some reason or other "boys will be boys" and that, with the best efforts of parents, children will still go wrong. Knowing this it is the duty of the home to put a stop to the mischief by preventing it.

The first fact to be noticed is that,

for some reason or other, it is the boy that always gets into the forbidden path in the well-regulated home. "The daughter is all right because she is a girl!" There is something in that, but there is much more in this: that the womanhood born in her comes in contact with her mother's and the two, growing together as the years go by, find in each other the happiest companionship, a solace for the one and a matchless model for the other, so that maturity finds the girl the best that humanity can hope for.

Not so with the boy. From babyhood to 6 or 8 he likes to walk between father and mother, clinging to a hand of each. After that he lets go of his mother's hand and tries to keep step with his father. Happy that boy and that boyhood whose father is wise enough to keep hold of that boyish hand and to help him on to manhood by a wise guardianship and a genial companionship, advantageous alike to both. There is no danger for a boy on the street after dark, early or late, if his father is with him; and that boy has yet to be found who will not make a confident of his father if he receives the slightest encouragement. It is no dislike of the pleasant home that drives the boy into the street after supper, any more than it drives the father there—it is the desire to be out with men that draws them both, and no harm can come to either if they go together.

Always? That is a question for paternal wisdom to answer, with this to counsel him: that it is the boy's future that his present action is fixing; governed wholly, as he should be, by that, there need be little doubt as to the result. Let a father take an interest in the sports of his son; let him encourage the lad in baseball and football and all other athletic sports; let him feel that his father is the best friend he has and that boy's footsteps will never be found in the ways that right-minded men abhor.

There are no two ways about this. Paternity means as much now as it ever did. It has a duty to perform, and it does not begin nor end with bringing children into the world, sheltering them, feeding them, clothing them and shirking the far greater responsibility of bringing them up in the way they should go by placing this purely parental duty upon the schoolteacher and the Chief of Police. Home is once and always the place for such training, and happy will that home be that, entering early upon its heaven-sent duty, sends out into the world the noblest specimens of a noble Christian citizenship.

The correspondence published elsewhere in this week's paper stamps the Hammond Food Co. as a manufacturer of food products which the trade would do well to avoid dealing with in the future. Any house which fails to reply to letters of enquiry, rendered necessary by the bad faith of the management in failing to keep its agreements, should receive scanty encouragement at the hands of the trade.



**THE AMERICAN PROBLEM.**

The Rubicon once crossed, the act can never be undone.

The assumption by the United States of control over the Isthmus of Panama has already exerted a great effect upon the people of the Central American countries. Panama is properly a part of Central America, and was attached to a South American nationality by force of conquest. Now that it has been made an independent country, it takes its place with the Central American Republics.

Mexico is commonly classed as a part of the North American continent. It is a country of large territorial extent, rich in soil, in forests, in minerals, and possessing all the natural resources requisite to the development of a great nation. It has a large population, a firm and wise and stable government, and is making material progress at a rate that will soon put it among the great nations. To have so worthy a sister Republic a next-door neighbor to the United States is a matter of great benefit to both, and subject for mutual congratulation.

But next door to Mexico, and only separated from the United States by the Mexican and Caribbean Seas, are the five lesser Republics of Central America, namely, Guatemala, Honduras, Salvador, Nicaragua and Costa Rica, to which must be added Panama. These countries possess all the natural resources to make them prosperous. They have tropical climates in the valleys and temperate in the mountain regions, with varieties of soil capable of furnishing many of the most important agricultural products. The forests of rubber trees, mahogany and other fine woods are valuable beyond conception, and there are important minerals in the interior.

These countries, with all their natural wealth, are almost wholly undeveloped. They are but sparsely populated, and many of the people are scarcely civilized natives. They are woefully lacking in many institutions necessary for their prosperous development, and above all are most seriously in need of wise and stable governments.

Most of these countries owe debts to European nations. Through their lack of permanent governmental systems and an equitable and just administration of the laws, those countries are constantly liable to get into serious trouble with the great Powers of Europe, and to become entangled in matters that bring the Monroe Doctrine into play. But for the protection afforded by the United States, the Central American States would long ago have been made the victims of European spoliation. The Government of the United States is becoming more and more responsible for their good behavior as well as for their protection, and wise statesmanship looks forward to the time when this responsibility will become vastly more onerous than it is.

It has been repeatedly proposed to unite them all in a confederation under a General Government with a general representative legislative body or Congress. There is no diffi-

culty in providing a theoretical system, but where are the men to put it in force? Oh for such a man as Diaz! He is the greatest man Spanish-America has produced since Bolivar. Possibly he possesses greater executive ability, but beyond question there can be no fitter man for the great work he has accomplished, and such a man is wanted in Central America, a man who is thoroughly patriotic, who is wise, just and firm, and who is at the same time in thorough sympathy with the people of whom he must be one. No foreigner of the Germanic races will answer for such a post. The temper and characteristics of the Anglo-Saxon and other Teutonic or Germanic peoples are out of harmony with those of the Latin-Indian races.

When the emergency comes it is the common belief that a leader rises to the occasion. At any rate, it is absolutely necessary that sooner or later the Central American countries shall be brought to a state of material progress and development and governmental stability like those of Mexico. It is necessary for the good of the countries themselves, for the good of the United States, and for the good of the world at large. Just now it is to be done is the question. It is a problem in statesmanship of the first gravity and importance. It is something for the wisest and most patriotic men of all the countries to consider.

In a breach-of-promise suit for damages recently brought by a young woman in New York against a faithless blacksmith who, after courting her for fourteen years, jilted her, the jury appraised the value of the 1,236 kisses she had given him, and of which she had kept a record in her diary, at \$2.37 per kiss, bringing in a verdict awarding her \$3,000 damages. The appellate court affirmed the judgment. The blacksmith then completed his perfidy by at once going into voluntary bankruptcy to avoid payment.

The office of Commissioner of Pensions is not the most congenial one at Washington. Every incumbent during recent years has had an unhappy time in staving off the pension attorneys and their army of clients. The present Commissioner, Eugene F. Ware, will, it is announced, retire next year to resume his law practice in Kansas, the rewards of which are much larger, while the conditions are much pleasanter.

A German authority asserts that not less than 900,000,000 illustrated postal cards were sent through the mails last year. Of this number 400,000,000 were used in Germany. With postage this means that Germany spends about \$50,000 a day for this luxury. France comes second in the list, but very far behind, being credited with only 88,000,000.

There are fellows who will not respect you until you have insulted them. It takes an insult to make them realize that you possess intelligence and discrimination.

**PHILADELPHIA ENTERPRISE.**

Pretty much all of the cities at one time or another take a hand at making fun of Philadelphia and urging that it is slow, lacking in enterprise, push and public spirit. New York is particularly fond of referring to its quiet, picturing it as a place where one can sleep soundly without being disturbed. Philadelphians have stood this sort of thing for years and if they have chafed under it or been angered, there has apparently been enough of the Quaker-like spirit to prompt them to turn the other cheek rather than to give blow for blow. It must have had some effect, however, because it is announced that an organization has been formed to be known as the Merchants and Travelers' Association, and that it proposes to raise \$100,000 to advertise Philadelphia and give it the place in the esteem of the outside world that its people think it deserves. Their plan includes articles in the country papers and the establishment of a magazine whose sole business it shall be to treat of the affairs and extol the attractiveness of the city of brotherly love. Great hopes are entertained that something substantial may be accomplished by this public spirited movement.

Philadelphia ought to have expected beforehand that the announcement would serve only to call out a renewed chorus of jeers and gibes at its expense. The inauguration of the movement is, of course, the confession of its need. Brooklyn, best known as the place where New Yorkers sleep, since its merger into the metropolis braces up and takes part in the fun-making at Philadelphia's expense. The Eagle devotes a leading and amusing editorial to the suggestion that the editors of the magazine which is to contain attractive articles about Philadelphia will find themselves very much in the same predicament as the scion of the Peterkin family did who determined to write a book. He collected pens, paper and ink and when he sat himself down to make his library larger was amazed to find he could think of nothing to write. The Eagle advises Philadelphia to import big Bill Devery and give him the \$100,000 to stay in that city for a certain length of time, on the theory that he would do more to stir it up and give it free advertising than any other plan which could be adopted. When the articles in the country papers and the new magazine appear, Pennsylvania's leading city can depend upon getting a large amount of newspaper notoriety and free advertising. It will not be the most desirable sort, but the people who pay for it perhaps can find consolation in agreeing with the late lamented P. T. Barnum when he remarked he did not care what the newspapers said about him, so long as they said something.

The foreign indebtedness of the United States was estimated at \$4,000,000,000 in 1890. It is now believed to be less than \$1,000,000,000. To have made such a tremendous reduction in our foreign obligations is a

splendid achievement. It is one of the results of the current period of national prosperity. The United States has practically achieved financial independence. Many of our railroad and other enterprises were executed with the aid of European capital. There was a time when the controlling interest in these enterprises was in the hands of Europeans. That time has now past. Americans are now in control of nearly every great American concern. The fact that our debt to Europe has been so largely reduced renders the country so much the less liable to financial distress in consequence of stringency in the money markets abroad.

While there has been plenty of work for willing men during the past year, it is claimed that there has been a large increase in the number of tramps. They have been particularly troublesome on the Pennsylvania railroad lines. It is estimated that not less than 14,000 rode free on trains between New York and Philadelphia. Many of them were killed and injured. What to do with these fellows is a problem. Among tramps there is a large criminal element. Those who are at first merely wanderers drift into criminal exploits. The whole fraternity constitute a menace to the peace and good order of communities through which they roam.

The new era anticipated in Ireland, in consequence of the enactment of the land purchase act by the British Parliament, has been halted by the division that has developed among the Irish leaders, some of whom denounce the act as a trap and declare that the Irish landlords as a class remain "most unreasonable, rapacious and cruel." Tenants who were hastening to get title to lands are now holding back under the suspicion that they may be victimized or defrauded. It is believed, however, that after a time the new conditions will be generally accepted as affording a chance to restore peace and prosperity in Ireland.

Here are some cheerful sentiments that emanate from the venerable Senator Hoar, of Massachusetts: "The lesson which I have learned in life, which is impressed on me daily, and more deeply as I grow old, is the lesson of good will and good hope. I believe that to-day is better than yesterday, and that to-morrow will be better than to-day. I believe that in spite of so many errors and wrongs, and even crimes, my countrymen of all classes desire what is good and not what is evil."

The Brooklyn bridge will, it is declared, soon have to be rebuilt. It was erected about twenty years ago and has been made to carry an amount of traffic far beyond that for which it was designed. It is hoped, however, that it will last until the new bridges now in course of construction are ready for use. If the Brooklyn bridge should collapse at the present time Brooklyn could not serve as "the bedroom of New York."

### The Retailer and the Cut-Price Jobber.

Some of these cut-price jobbers' ears would tingle if they could hear what retailers say about 'em.

I hear it, all right—every day I'm out.

I hope nobody will construe what I'm going to say into a contention that there are no honest cut-price jobbers in business. Such a contention would be foolish, and while I've been called an ass a number of times, I never remember to have been called a fool.

Certainly there are honest jobbers in the cut-price grocery business. But the minute a jobber starts out to do a cut-price business he's up against a hundred chances to turn sharp corners, and—well, a few do it.

It's about those who turn the sharp corners that I hear the talk.

There isn't any such thing as closeness of relation between these jobbers and their customers.

I claim a wholesale grocer ought to be pretty close to the retailers he sells, and vice versa. And a good many jobbers are close to their customers, but not the sort I speak of.

They do what might be called a transient business—a detached business. A retailer buys goods of them, not because he trusts them, or likes their way of doing business, but because he can save a little money.

That's a good asset for a jobber to have, but there are better assets.

"You buy a good many goods of So-and-so, don't you?" I asked a New Jersey retailer last week.

"So-and-so" does the extreme cut-price jobbing grocery business—no salesmen; simply a mail order trade; everything "below cost."

"No, not a 'good many,'" he answered. "I buy some goods of them—only what I can buy cheaper there than anywhere else. I don't like the house at all."

"Why not?" I asked.

"Oh, I have to watch 'em like hawks. They'll slip up on you every chance they get."

"Do you mean by that that they're actually dishonest, or merely sharp?" I asked.

"Well," he answered, "I should call some of the things I've caught those people in frauds."

"I can't quite understand your having relations with such a house," I observed.

"Why shouldn't I buy the goods there that I can save money on?" he asked somewhat belligerently.

"What goods do you mean?" I asked.

"Well, take sugar. That house has been giving me a rebate of 25 cents a barrel on sugar for several years. They kept it up through all the time that they actually had money up as a forfeit to hold the price. Twenty-five cents a barrel is what I get, and they always send stamps."

"Don't you feel any gratitude to a house that will risk losing \$300 to hold your trade?" I asked.

"Gratitude h——!" he said, profanely. "Why should I feel gratitude toward 'em? They only do it so as

to get me to buy other goods that they can get back their stamps on! Don't you suppose I know that? At first I did feel as if I ought to give them my trade on other things, and I bought quite a good deal there, but good land—they did me up so brown on so many things that I soon quit 'em. Now I buy the regular line from ——— & ———, and only a few little things from the other people."

"How did they do you up?" I asked.

"Short count and poor quality," he replied. "I'd buy mackerel that would be 25 or 30 short. If I had taken their invoice weights I'd have been out somewhere on every bill. But I'm a great man to weigh and measure everything I buy, and they simply kept me busy making claims. Cheese and sugar and citron and rice and a great lot of other things all weighed on my scales several pounds less than the invoice. Not all the time, but enough to make giving me 25 cents' worth of stamps on a barrel of sugar a fine investment."

"Then the quality of a good many goods would be off," he continued. "I'd buy prunes; they'd send me old. I bought a block of tomatoes of 'em once. Of course, the price was pretty low, and maybe I shouldn't have expected full standards for that money. Still, they sold 'em for full standards, and I bought on that basis."

"What did you get?" I inquired. "Why, they weren't any better than off-standards, and some people would have called 'em seconds. While the price I paid was low for standards, it was really high for the goods I got."

There's a point to be made right here in defense of the jobbers under consideration. Oftentimes the retailer knows the price they offer can't buy first-grade goods; at least, he should know it and could know it if he was posted on the market. Nevertheless, he will pay the too-small price and knock the jobber if he gets the only grade that he could reasonably expect.

Where that's the case the retailer is just as much to blame for getting stuck as the jobber is for sticking.

But to return.

"They stuck me time and time again on coffee," he said. "I knew I wasn't getting what I ordered, but I stood it until my coffee trade began to fall off, and then I kicked and stopped."

"Another time," he continued, "I bought some salmon which they represented to be red Alaska. It turned out not to be red at all, but pink, and some of it was sour at that. Instead of getting a bargain I got badly landed."

"Well," I said, "I suppose it is really a logical conclusion that a man who will break one contract will break another. Your jobber broke his contract on sugar, and you allowed him to and took some of the profits. Have you really got a good kick coming, then, when he breaks his contract to you?"

"No," he replied frankly, "I don't suppose I have. As for breaking contracts, I guess those people sign contracts simply because it's fun to

We have a large and complete line of Fur Coats, Plush, Fur and Imitation Buffalo Robes, Street and Stable Blankets, String and Shaft Bells

and everything kept in stock to supply any up-to-date dealers in any of the above articles, at right prices. Send in your orders at once and get prompt shipments.

Also Harness and Saddlery Hardware.

No goods sold at Retail.

**Brown & Sehler**

Grand Rapids, Mich.

## Retailers

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

### Merchants' Quick Price and Sign Marker

Made and sold by

**DAVID FORBES**

"The Rubber Stamp Man"

34 Canal Street,  
Grand Rapids, Michigan

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

## Are Your Books in Balance and kept by Up-To-Date Methods?

Do they give you the information necessary to run your business successfully? Let us send an expert from our accounting and auditing department to install a new system and instruct your book-keeper in the latest time-saving, fact-giving methods. Write for particulars.

**The Michigan Trust Co.**

Grand Rapids, Michigan  
Established 1889

## The Old National Bank

GRAND RAPIDS, MICHIGAN

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

**3%**

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

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

## IN A CLASS BY ITSELF

is the position occupied by

## Voigt's Crescent Flour

"BEST BY TEST"

More people are today using VOIGT'S CRESCENT than ever before, and the demand is constantly on the increase.

MERIT WINS CONFIDENCE AND INSURES PATRONAGE.  
SAMPLES AND PRICES FOR THE ASKING.

**VOIGT MILLING CO.**

Grand Rapids, Michigan



**PREPARED MUSTARD WITH HORSE RADISH**  
Just What the People Want.  
Good Profit; Quick Sales.

**THOS. S. BEAUDOIN, Manufacturer**

Write for prices

518-24 18th St., Detroit, Mich.



break 'em. I know they've broken their Ivory soap contract, for they've sold me below the list. I bought Ar-buckles' coffee off price, too, and Force—oh, they'll cut any contract goods at all!"

I have quoted this conversation at length merely because it is beautifully typical of things I hear all the time. The average retailer isn't any fool—he usually knows when he's stuck.

I was talking with a certain retailer the other day. He pays cash for everything he buys, and practically all of the literature he reads is the circulars of the cut-price jobbers. These he pores over till they're greasy.

This man, with his money in his hand, flits from one cut-price jobber to the other, buying the leaders and the drives, but waltzing gracefully out before they can land him on anything else. They have no chance with him to get back the lost profits on the drives. He's a sly bird, this fellow, and he represents the way in which a constantly increasing number of grocers are coming to look on the cut-price jobber; at least on some cut-price jobbers. Maybe it's a mean way to take the bait and run, but these jobbers have brought it on themselves, for their hook has been too near the surface.

Again I say there are cut-price jobbers who sell cheap and still are honest. But those are not the ones, permit me to add, who deliberately break their contracts.—Stroller in Grocery World.

#### Straws That Show Which Way the Wind Blows.

Written for the Tradesman.

"I hear so much said, nowadays, about the exasperating girl behind the counter that I often think, if I only had the gift of writing, I'd like to free my mind in that way. I can talk a 'blue' streak, but I can't put it down in 'black and white.'

"I think it's about time that we clerks began to get our 'innings.' We have lots of trade papers come to the store and our employer likes to have all of us read them, so that thereby we may get new ideas as to others' good storekeeping methods and improve our own which have become the merest shadow antiquated and need brushing up a trifle. You can't pick up one of these journals of commerce without your eye lighting on an article especially devoted to our so-called shortcomings."

The above remarks were made by a young lady I know who is employed in the dry goods section of a large department store in a town about the size of Grand Rapids. She is attractive above the average of girls in her position. Her ideas are perhaps shared by others similarly situated in life.

"We are often soundly berated, in the articles I mention," she continued, goodnaturedly, "as to our not always having an expansive smile on our countenances, whereas many and many a time we are too tired even to scare up the ghost of a grin. But that is seldom taken into consideration by these crotchety-seeming

trade writers of the King's English. We are evidently expected by them all to—well, perhaps not exactly to 'smile and smile and be a villain,' but, anyway, the next thing to it, whether we feel like it or not. I wonder how they themselves would enjoy having the corners of their mouths stretched continually to the utmost in a frantic endeavor to look as if they were sitting for a photograph! It's a positive relief, sometimes, when I get home o' nights, to 'let myself down' enough to get the 'comp'ny kinks,' as I call 'em, out of my physiognomy! You can't imagine how dreadfully tired one's facial muscles become after an all day's effort to 'look pleasant,' in the face of trying experiences calculated to upset the equanimity of a saint.

"Our employer often admonishes us to 'treat everybody alike.'

"Now that's both a physical and mental impossibility he is asking of us, as we can't feel exactly the same in our minds towards all. We can endeavor to treat each customer with politeness and give careful attention to all their wants, but, as to not having our favorites among them, that can not be. People are pleasant to meet inside the store doors, or otherwise, just the same as outside the store doors and their personalities are just as perceptible here as elsewhere.

"I try to treat everyone who approaches my counter exactly as I would wish to be waited on were our relative positions reversed.

"There are lots of little things—that is, one would call them trifling, but in reality they mean a great deal in the aggregate—that go towards making a transient customer into a permanent one. They are really little trade secrets, because they are little tricks that can be practiced on the public and that public will be none the wiser. It will be none the wiser, but, unlike some other sorts of trickery, it will be none the worse off. I refer to pleasant little ways of—I might, for want of a better expression, call it 'making oneself solid'

with customers. I always aim to show them that I take a personal interest in them and their affairs and belongings. This little effort costs absolutely nothing on my part. It requires but a little memory and the desire to make my vis-a-vis like me and my ways. To accomplish this purpose one has to make a close study of human nature, to be sure, but the study is fascinating to me and so is no task.

"I always try to remember what passed between us the last time a customer traded with me, and if it was of a pleasant nature I soon refer to it in conversation. That shows the customers that I've not forgotten their existence and goes a long way toward establishing a feeling of camaraderie between us for each deal. It isn't very flattering to one's vanity, you know, to be forgotten.

"If the customer is a new one I endeavor to so impress my personality that, on the other hand, I shall not be forgotten. I try to make myself so pleasant that, the next time something in my line is wanted, my department, and not a similar one in some other store, shall pop into the customer's mind, and I shall be given the chance to swell my store's sales, and not the fellow's across the way or down the street or around the corner."

Josephine Thurber.

#### No Cause For Alarm.

"I have been troubled with insomnia for nearly a week," said the weary-looking man.

"Oh, well, it isn't dangerous," replied the absent-minded doctor. "There's no occasion for you to lose any sleep over a little thing like that."

#### QUICK MEAL

Gas, Gasoline, Wickless Stoves And Steel Ranges

Have a world renowned reputation. Write for catalogue and discount.

D. E. VANDERVEEN, Jobber

Phone 1350

Grand Rapids, Mich

#### ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

Saves Oil, Time, Labor, Money  
By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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

#### SAVE TIME IN TAKING INVENTORY

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

BARLOW BROS., Grand Rapids, Mich.

#### PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

#### RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

#### AUTOMOBILES

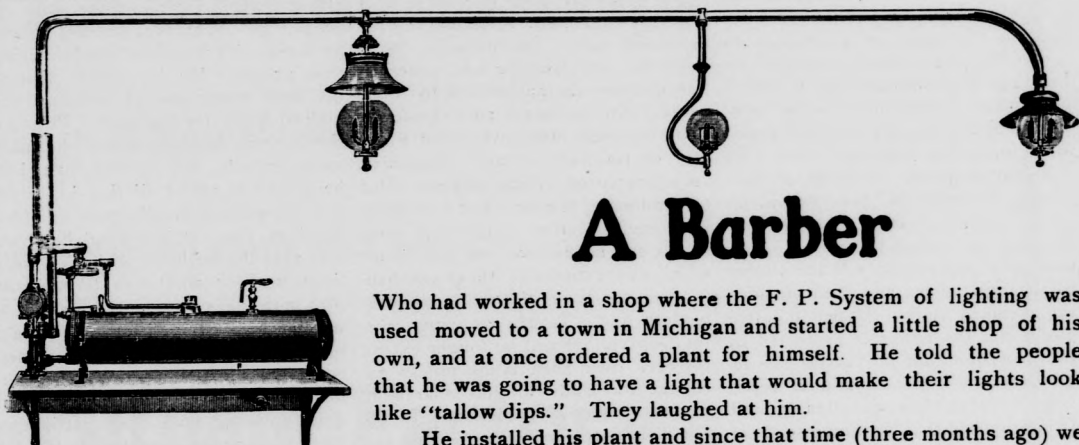
We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co. Grand Rapids, Mich.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency



Who had worked in a shop where the F. P. System of lighting was used moved to a town in Michigan and started a little shop of his own, and at once ordered a plant for himself. He told the people that he was going to have a light that would make their lights look like "tallow dips." They laughed at him.

He installed his plant and since that time (three months ago) we

have sold six plants in that town, one of which was a 63 light plant in a large factory.

Now he is laughing at them.

If YOU want a better or cheaper light let us tell you more about the

(Fool Proof) **F. P. SYSTEM** (Fire Proof)

Made at the rate of fifty complete plants a day by The Incandescent Light & Stove Co., Cincinnati, Ohio. Address LANG & DIXON, Ft. Wayne, Ind., Agents for Michigan and Indiana

## NATIONAL LAND LAWS.

## They Encourage Speculation and Fraud.

Previous to the passage of the homestead act, in 1862, all public lands were sold at a uniform price of \$1.25 per acre, except within the limits of railroad land grants, where the price was fixed at \$2.50. This enactment served a most beneficent purpose until virtually all the public domain had been disposed of upon which the homesteader could, unaided, establish and maintain a home if the land were given him. Since that day it has been used almost wholly for speculative purposes, frequently accompanied by fraud, perjury and subornation of perjury. Still, nobody proposes to repeal the homestead act, it being seemingly assumed that it is better that one settler obtain a home—for some such opportunities still remain—even although such opportunity involves ten fraudulent transactions by others. It is, however, earnestly desired by those familiar with the subject and not adversely interested that the so-called "commutation clause" of that act be repealed under which the entryman, having filed his homestead claim, may at once obtain a patent upon paying \$1.25 per acre therefor. It is evident that no one intending in good faith to live upon his land would pay \$1.25 per acre or any other sum for it when by simply doing that which he swore he intended to do he could get the land for nothing. The abuses of the homestead act are in the entryman's falsely swearing that he desires the land for a homestead, "perfecting" the title by erecting a shack and staying in it one night every six months for five years, unless he "commutes" earlier, and then promptly making it over to the lumber company or cattleman for whom it was intended. Sometimes the entry is made as the result of previous unlawful agreement to transfer, but far more often without such agreement but with full knowledge on the part of the entryman that he can make no possible use of the land except to sell it, and with the full intent to so sell at the earliest opportunity. When a homestead is commuted it is believed to be usually with money supplied by the intending purchaser as a "loan," any unlawful agreement being carefully avoided, but the intended result soon following just the same. In this way millions of acres of pretended "homesteads" have passed into the hands of land grabbers. In the case of timber lands, the entryman may proceed to sell the timber to the mill owner and then abandon the denuded claim. Under the irrigation act the public is protected by the provision that no person can receive water from a national reservoir for more than 160 acres of land. It is proposed that the homestead act, shorn of its commutation clause, shall remain, but subject to such administrative regulations as may assure that no entryman shall get title unless in good faith he establishes a homestead, and that he shall sell no timber until he has received his patent.

Another objectionable act is the

so-called "timber and stone act," which permits any citizen to buy not exceeding 160 acres of timber land for \$2.50 per acre upon making oath that "he does not apply to purchase the land on speculation, but in good faith to appropriate it to his own exclusive use and benefit." The only persons who can take this oath without perjury are the very few who own mills, or whose land is so situated that they can make and market split lumber. All this land eventually becomes the property of the lumber corporations, usually at a very trifling profit to the original purchaser. It is morally certain, but not usually susceptible of proof, that in many if not the majority of cases the money to make the payment is furnished by the speculator or mill owner himself. At the best, it is a small private graft for individuals who are so situated as to file on the land. The operation of the act, as stated by the Commissioner of the General Land Office, is "to dispose of public property worth from \$10 to \$50 per acre to speculators at the insignificant price of \$2.50 per acre. The law should be repealed and provision made to sell the marketable timber, to be cut under proper regulations—the land remaining the property of the Government to produce more timber.

The most striking abuses, although not in the aggregate the most serious, are those in connection with the forest reservations. The lines of the early reservations included great tracts of denuded or otherwise valueless land in private ownership. Such land, unless on the very edge of the reserve, is usually rendered valueless to the owner. In 1897 Congress authorized the issuance of lieu scrip for all such lands included in a reserve. Some of this land was held in small tracts by owners who had purchased from the original locators. These lands, having been selected, were generally the best lands. The owners usually have no means of finding other public lands of equal value. All they can do is to sell their "scrip" to the large speculators who know where to place it, always at a very low price. It is virtual confiscation of land, speculatively held, doubtless, but lawfully and under titles deliberately authorized by Congress. For the most part, however, such enclosed lands were the property of railroads or mill companies, very largely of trifling original value or denuded of timber. For such lands thus enclosed the owners get scrip which can be filed on the best lands which the experts of these companies, constantly in the field, are enabled to find. Taught by experience, the Department will no longer extend reserves over such lands unless exchange for lands "of like character" can be arranged in advance. In the San Francisco reserve in Arizona, and the Gallatin reserve in Montana, lying within the limits of railroad land grants, as no equitable exchange could be arranged, the even-numbered sections only were included in the reserve. Tremendous pressure is constantly exerted to induce the establishment of reserves with lines drawn

to include great tracts of worthless land included in railroad or "old Spanish grants." The Commissioner of the Land Office says that "applications have been made for reserves wherein there are grants of land aggregating nearly 1,000,000 acres in a single reserve, a large portion of which could not be marketed in large or small quantities for 50 cents an acre, yet if permitted the right of exchange would readily realize the owner from \$3 to \$5, and even more in some cases, per acre." The prices named are what is commonly paid for "scrip" by those who wish to locate it. How much they make depends on the land which they are able to find. Much land has been located by scrip which is now worth from \$10 to \$50 per acre. Whether any such chances now remain is known only to those in the business or to Government experts.

At any rate, the laws authorizing such abuses should be repealed and all private land included in forest reserves should be purchased or condemned and paid for at current values. And this is not merely the opinion of the Tradesman. That the laws herein named should be repealed is continually urged by Land Commissioners, Secretaries of the Interior and Presidents. Congress refuses to act because too many of its members are influenced by constituents who desire to profit by the graft. And meantime the public domain is passing into speculators' hands at a rate which will soon make an end of it.

## Of What a Young Man's Capital Consists.

Written for the Tradesman.

The following question was asked Edward W. Bok in the Ladies' Home Journal:

"Between what ages is a young man generally considered to be at his best mentally and when is his commercial value at its highest?"

Mr. Bok's reply was:

"When he is a young man in every sense of the word, not before nor after; that is, between the ages of 30 and 45. Whatever success in life he hopes for must be made during that period. He is capable then of his best work and of securing the highest value for his work. Between those years, in other words, he must make himself; and, further than that, he must not spend all that he earns, but lay aside a goodly portion of his earnings, too. It is a cruel but hard fact that the business world has very little use for what are termed old men nowadays and in these times of unrelentless competition a younger man of quicker perception is preferred. The most successful forty-year-old is very often the man who is quietly pushed aside at 60. It is hard for a young man at say 35, in the full flush and vigor of manhood, to realize that a time will come when others as clever as himself and a bit cleverer will pass him by; but the cold fact exists, nevertheless, and he is wise who at his prime thinks of a time which is almost sure to come to every man who lives."

It is surprising how the young man is coming to the front in business circles. A few years ago, particularly in the East, a man was not thought competent to manage a business until he had served a long apprenticeship and held every position from the bottom up. His judgment was not thought reliable until he had received that kind of training. It is quite different now, however. You may go into almost any business house and you will find comparatively young men holding many of the most responsible positions. In a great many cases their business experience is quite limited, and still they are entrusted with the management of big concerns. The cause of this change in tactics is perhaps not apparent on the surface, but it is probably due to the fact that the young man has proved himself capable or he would not be thus advanced. What the business world requires now is progressive men. The older a man grows the more apt he is to become set in his ways, new methods appearing to him as poor substitutes for his old-fashioned plans, and as a result he opposes anything in the nature of a change. A business with that kind of a man at the head soon gains the reputation of being old-fogyish.

In politics and positions of trust age has lost none of its hold upon public faith, but in the freer professions, in art, literature, science and trade, the young men have steadily and persistently won their way to success and reduced those years of waiting which were once thought proper in the career of every youth.

In fact, young men are the salvation of business. Their very ignorance is sometimes to their advantage. They don't know how business was done fifteen years ago and, therefore, they don't try to do it that way. The young men do not know what is impossible. The old man, in the light of his experience of twenty years ago, says that a thing can not be done. He forgets that times have changed. The young man does not know of the conditions of long ago, so he goes ahead and does the impossible thing and does it well—provided his egotism does not develop more rapidly than his common sense.

Thomas A. Major.

## Good Maxims for Merchants.

He that can not obey, can not command.—Franklin.

Have you something to do to-morrow, do it to-day.—Franklin.

Good fortune is the chum of industry.

Do it and do it now.

Everything comes to him who hustles while he waits.

The word "impossible" is not in my dictionary.—Napoleon.

Write your letter when angry, but don't mail it until next day.

Whatever is worth doing at all is worth doing well.

Considering the littleness of the territory to be held, self-possession comes disproportionately hard.

Idleness is the fool's continuous holiday.



# History and Horehound

The belief that Horehound is possessed of certain virtues as a remedial agent in Coughs and Colds is as old as man. It is a knowledge that seems to be born with us and an integral part of our nature.

But if we want Horehound we want it good.

## Ye Olde Fashion



## Horehound Drops

are always good and are in greater demand than any other horehound preparation on the market.

Printed bags and window cards with every order.

Packed in 35 pound pails and 100 pound tubs. Send for samples.

## Putnam Factory

National Candy Co.

Grand Rapids, Mich.

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Caution is the watchword with all buyers in the market to-day and from the way they talk and act it would seem as though they were looking for some important development almost any day in their favor. On what they base their expectations is not so clear, and perhaps it is only on general principles that, like our old friend, they are "waiting for something to turn up." feeling that it is a "long lane that has no turning," and that they have been on this lane a long time. Purchases for spring have evidently been of sufficient size to carry on their trade for some little time. Each buyer interviewed stated emphatically that he would purchase no more than was necessary until prices reacted in his favor, and, so far as we can learn, it does not look as though this could be in the immediate future.

**Wool Dress Goods**—The dress goods market, as regards spring fabrics, is in an active position, the incoming volume of business being of a very moderate size, due to the fact that it is a betwixt and between period with sellers. This condition is a normal one and is causing no misgiving. Until the jobber and cutter-up find an outlet through the retail trade for a considerable portion of the spring fabrics already purchased, it is useless to expect further business of importance. To be sure, certain reorders are being secured from both jobbers and cutters-up, but these do not indicate any general movement of spring goods by second hands. In a number of cases, agents report that jobbers have requested that delivery of certain goods ordered for spring be hastened as much as possible, the reason being that these goods can be used for current requirements. A certain amount of spring trade has also been secured by the early jobber, but enough has not been done to shed much light on the attitude of retailers, or the possibilities of business in general in reference to the various fabrics. The garment maker has likewise taken a limited amount of spring business, but the same garments are simply in course of preparation and some little time must elapse before a concerted opening of the garment makers' spring season occurs. In some cases the moderate reorders placed by cutters are simply due to a strengthened belief in the salability of certain fabrics following the making up of the garments.

**Underwear**—When will prices for the new lines of underwear be named? This is the question that is troubling the buyer to-day, and many buyers are now anxious to see the lines and learn what the season means to them, but as yet the leading manufacturers have not been offering to show their hands. It is true that both the agents and the manufacturers have been making efforts to sound the trade and learn its attitude in regard to new fall goods, but but little has been

learned that could help them in making an early opening. Present indications are that very few lines will be shown until after the first of December, and unless there should be some decided change in the market for raw material, it would be a hard matter to name the price for the goods that will afford the manufacturers a profit. Just now each manufacturer feels that he can afford to wait because the other man is waiting, but let any prominent manufacturer send his men on the road with samples and prices and the market would be flooded with representatives almost immediately. As we have stated before, the buyers are now anxious to see the lines, a condition quite the reverse of the usual. It is possible that some manufacturers have fair supplies of raw material that can be mixed with that bought at higher prices and such a condition would enable them to make somewhat lower prices on their product, and the others would have to sell without profit or at a loss in order to meet the competition, but it is also true that the amount of material on hand cannot be enough to supply even a small portion of the trade. So it does not seem as though it was good policy for any one to bring prices down to a level below which there is a loss. One or two lines have been shown but not those which really count in market conditions. There have been two lines of fleeced shirts at \$3.12½, but it cannot be figured out that there is any profit at this; even at the old standard of eight-cent cotton it was stated that there was no profit, so how can there be any to-day at 11 cents or over, provided, of course, it is a standard garment? With lines coming out at the old levels, it would be hard for others to obtain even an average level of consistency. Another line which has been shown is a 25-cent rib. This was another garment that was thought to have been prohibited by the cost of production, yet it is again in evidence. It was then thought that these garments were out of the question for the spring, but they popped up serenely and are destined to be in the field again for next fall. There is no question, however, that there must be considerable difference in the weight and method of making to meet these prices. Sample lines of nearly all wool goods are ready to be placed on the market even though prices have not been settled. The backwardness of the present fall season and the late deliveries have helped to keep the new lines out.

**Hosiery**—In the primary market, there is but little doing. Sales at first hands have been small and few and far between, and developments are awaited with some anxiety. The new season is an interesting point and there is much speculation in regard to what the new prices will be. As for the current demand, this is complicated by the demands of the buyers, though they insist upon deliveries at specified times. Frequently the time set seems very unreasonable, when conditions are known, yet it is insisted upon just the same. For in-



**The Best is none too good**

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

**Lowell Manufacturing Co.**

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

## HOW IS YOUR STOCK OF UMBRELLAS FOR THE HOLIDAY TRADE?



It's an article that always finds ready sale. We have a very good assortment for Men's, Ladies' and Children's use, and if you give us an idea of your wants we will give same prompt attention.

**Grand Rapids Dry Goods Company**

Exclusively Wholesale

Grand Rapids, Michigan

## CHRISTMAS GOODS



How is your stock of Xmas Goods? We have a large stock of

Handkerchiefs  
Mufflers  
Neckties  
Cut Glass Mirrors  
Xmas Novelties  
Box Writing Paper  
Perfumes  
Brushes  
Suspenders  
Sterling Silver Novelties  
Jewelry, Etc.

Ask our Agents to show you their line.

**P. STEKETEE & SONS**

Wholesale Dry Goods, Grand Rapids



stance, where spring goods were bought the middle of the year for delivery at the first of next year and additional orders are to be placed, they are wanted at the same time, that is, in January, and with the season more than usually late, this demand for early deliveries seems very unreasonable, to say the least. The jobbers seem to find a little more encouragement in the season and many report a good current business on heavy-weight goods, with a tendency towards cotton lines. This does not help the agent much, as the last fall season is over for him. It may help however, during the new season.

Carpets—The buyers this year, in placing their orders for carpets, have been governed by local conditions prevailing in their sections of the country. Some have placed larger orders than usual at this season of the year, while those where the industrial conditions have been more or less disturbed by strikes, lasting in some instances for several months, have not placed their usual complement of orders, preferring to take their chances later on in obtaining the goods as wanted. The volume of business, in the aggregate, has been very satisfactory to the jobbers and manufacturers' agents. Orders on tapestry Brussels and velvets in some makes have been larger than at any previous time in the experience of some manufacturers. Ten wire tapestries of best makes were advanced 3½¢ per yard, while others of a lower quality were only advanced 2½¢. The initial orders were placed with the understanding that all duplicate orders would be taken at value. Further orders were taken. It is true that the advance on carpets was a disappointment to many manufacturers, as they are obliged to pay more for raw material, which continues scarce, and the wool, where it is available, is held at such values that some mills have hesitated in covering the full amount of their future requirements. Some manufacturers at the opening carefully considered all the disturbing factors with which they were confronted, including the very general depreciation of stocks and bonds and industrial strikes all over the United States, which will naturally affect the demand for this next season. As a result, they decided that it was far better to run to their full capacity all the season at the slight advance in prices, rather than hold for a price which would only induce moderate orders, and which would permit them to run only a portion of their machinery.

Rugs—The orders for all grades of rugs, including the tapestry velvets and Smyrnas, have been large. Each season shows a larger volume of business, and jobbers report manufacturers slow in filling orders. The latter state they are not making any money, even at the 5 per cent. advance received since the opening of the season.

#### Coins Which Had Their Day.

Recent mention of the disappearance of the \$2.50 gold piece from circulation and the premium this coin

commands as a curio have set many to rummaging in old pocketbooks and the bottoms of cash boxes and drawers in search of odd or out of date coins. Some have found a \$2.50 piece but not many. The \$3 piece, once quite common, but always a sort of curiosity, is oftener found, and many have specimens of the little gold coin representing 25 cents and 50 cents, which were not minted by the government, and probably have not so much gold in them as they represent. They used to pass as coin, but were never in general circulation, being so easily lost that they soon became scarce. One of the handsomest coin relics seen is a \$10 gold piece bearing the mint stamp of 1799. It is larger than the present \$10 gold piece. The owner has it hung in a band and wears it as a charm on his watch chain. The owner says he refused an offer of \$150 for this relic. The old octagonal \$50 pieces were quite common in California in early days, when gold dust was largely used as a circulating medium. They were made of pure gold, and while they had not the elegant finish of the gold coins minted by the government in those days, many still remember them as the handsomest coin they ever saw. Many people now would consider them handsome on account of the \$50 in them.

#### Successful American Men Who Are Not Rich.

"Brains may be more important than money, but nowadays the best way to convince the world that you have brains is to make money."

This remark was made within a year, not by the head of a trust, but by a distinguished and scholarly lawyer, prominent in national affairs, before a class of law students. It was a neat way of putting an almost unanimous conviction; it has only to be stated for nearly every one to give it a smug approval. Thirty years ago the country at large didn't know the names of many of New York's rich men, or Boston's, or Chicago's. But to-day almost every reader of the daily press could name, without stopping to coach himself, from twenty to forty of the very rich men of the United States.

These are heroes of success. When magazines give accounts of successful men, it is the heroes who have subdued competitors in the acquirement of vast financial power. The successful men pointed out for tomorrow are the virile handlers of business.

All this is because we, the people, now believe in our hearts and confess with our mouths that the getting of wealth is the most fascinating operation in the world, and that the getters of wealth are the most interesting personages in the world, and that their success is almost the only success that is imperative. We have fallen under a universal witchcraft.

There is an increasing consumption of potato alcohol for automobile purposes in Germany, where at present five times as many potatoes are raised in proportion to the population as in the United States.



300  
Styles of Pants  
ranging in Price  
from \$6.00 to \$36.00  
per Doz.

87  
Styles of  
Covert, Duck,  
Mackinaw and  
Denim Coats.

50  
Styles of  
Mens' Boys'  
and  
Brownie Overalls.

70  
Styles of  
Mens' & Boys'  
Working  
Shirts.

Neckwear,  
Suspenders,  
Hosiery,  
Sweaters,  
Canvas -  
Gloves &  
Mittens.

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

## 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.

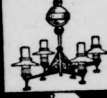
MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

## THE BEST LIGHT.



STUDENT LAMP.



CHANDELIER.



WALL LAMP.



HANGING LAMP.

'GIVES  
5 TIMES More Light  
than Acetylene.  
6 TIMES More Light  
than Electricity.  
10 TIMES More Light  
than Kerosene.  
100 TIMES More Light  
than a Candle.  
COSTS LESS THAN  
KEROSENE.

Each Lamp Makes  
and Burns its own Gas.  
Hang or set it any-  
where. A pure white,  
steady light.

No Odor! No Wick!  
No Grease! No Smoke!  
Little Heat! Safe.

Over 100 Styles for In-  
door and Outdoor Use.

AGENTS WANTED  
Exclusive Territory

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

## BEST BY TEST.

### Be Wise

And prepare for next year's business  
by NOW laying in your stock of

Cash Register Paper

PRICES and QUALITY guaranteed  
against all competition.

Address

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

## Clothing

### Status of the Shirt, Collar and Cuff Trade.

That business is not up to the usual volume is evidenced by the fact that the industrial end is not busy. The collar and cuff factories are less active than the shirtmakers. The former are being operated only on three-quarter time, while the shirt factories running on full time are not as busy as they would have been at this season had the duplicate business for fall and initial spring trade been larger.

Although the manufacturers have ample material in the way of piece goods for both the present and future season, yet they are somewhat concerned about additional supplies. New advance orders are not being accepted by the shirting mills without a substantial advance. Contracts for future delivery are not being made without an advance in prices, except by mills liberally supplied with raw cotton or gray cloths. With the recent advance, making ten-cent raw material now a fact, there has been considerable more activity in the cotton market, particularly in gray cloths, and some very large purchases are said to have been made by converters, who were anxious to take spot goods at current quotations and hold them, rather than run the risk of paying more money later. It is said that not many of the shirting mills have a large quantity of raw material available, and that most of them will be forced to replenish their stock on the ten-cent basis. It is this fact that has imparted the long-looked-for activity to the cotton market, which is much more lively at present than it was a fortnight ago.

We refer to these conditions for the purpose of showing the situation of the mills and factories. It is because of this condition that the mill agents are talking of higher prices on shirtings for fall, 1904. Owing to the higher cost of raw cotton for spring use—many of the mills being forced purchasers at 8 and 9½ cents—fabrics were advanced 7 per cent. in some instances. This advance, however, is said to be insufficient to cover ten-cent cotton, and as the outlook on the staple is such as to indicate the probability of mills having to pay this price in order to cover their shorts, higher prices for fabrics are probable on fall lines.

The retailer may be inclined to look upon this anticipation of higher prices for the new fall season as a far cry, consoling himself with the thought that he will not cross his bridges until he comes to them. But we present the situation as it exists to-day in the primary market, for the purpose of showing the tendency of values, which is not depreciative.

At present there seems to be no trouble for manufacturers of shirts, collars and cuffs to get a price for manufactured goods sufficient to yield a good profit. And the same holds true of retail trade, excepting that weather conditions so far have been a handicap on the volume of

business expected, which means a material increase in expenses, with a lower volume of sales.

Wholesale conditions have not undergone any significant change since our last report. There continues to be a small quantity of business constantly coming to hand through the mails and road salesmen, who are out for spring orders, and who are incidentally picking up what they can in the way of duplicates on fall stuff.

From the orders coming to hand we learn that fine flannels are selling at retail in grades that sell over the counter for from \$3.50 to \$6 a garment. That flannels are more of a success this season than last seems to argue well for their remaining permanent in fine stocks. Flannels have never been shown in such attractive patterns and colorings as at present, and with good dressers they seem to be favored for business as well as sporting wear. They are neat and dressy, and to the man in business, who likes to feel the comfort of a soft shirt when active, they fill a long-felt want.

Cheviot negligees in fine goods are meeting with successful sale, as indicated by wholesale orders received. The fabrics are substantially made, heavier than other cotton shirtings, and hold their shape, even although soft laundered.

Wholesalers report that the demand for fine goods this season is greater than it was a year ago. This request for better grades is not confined to the large cities, as then, but now seems to be quite general, coming from small towns as well. It is a propitious sign of the times.

A Chicago manufacturer was recently induced to make up colored shirts, principally white grounds with neat patterns, with collars to match, two of these detached collars, one standing and one turndown, going with each shirt. The idea was inspired by a New York buyer, who thought a revival of the matched collars was about due. A Chicago retailer also took to it, and the merchandise has become a feature in the retailing of both cities.—Apparel Gazette.

### Recent Business Changes Among Indiana Merchants.

Bedford—W. E. Harvey has purchased the bazaar stock of C. L. Baker.

Columbia City—Daniel Myers, baker, has sold out to Frank Myers.

Indianapolis—Henry F. Habeney has purchased the interest of his brother in the cigar manufacturing business of Brinker & Habeney.

Shipshewanna—D. A. Platz & Co. succeed D. A. Platz in the grain and feed business.

Vincennes—Paul Page has purchased the saddlery stock of John B. Page, Jr.

Foresman—Wm. D. Foresman, dealer in grain and general merchandise, has made an assignment.

Pueblo—B. F. Boultinghouse, dealer in general merchandise, has filed a petition in bankruptcy.

Only those get to heaven who help others get there.

### Points in Favor of the Turn-Over System.

Of the various systems of selling clothing in force in different cities and stores, the turn-over method has about it many points in its favor. By the "turn-over system" we mean the turning over of a customer from one salesman to another, after the first has been unable to make a sale. Some merchants whom we have interviewed do not look upon it with favor, believing that it is a system they could not conscientiously adopt. They say it might go well in popular line stores, where a heavy transient business is done, but could not profitably be followed by a store with a steady customer list, as they would be affronted by such treatment. Advocates of this system, however, assert that like all selling schemes it is subject to abuse, and yet can be successfully handled in a refined and intelligent way, and is therefore entitled to consideration. Some who have practiced this way of selling for some time say that it has worked most satisfactorily with them, and that fewer customers leave the store non-purchasers than before the system became operative.

They say that there is no accounting for the frame of mind of a salesman who loses a sale. He may be disgruntled, out of sorts, or dyspeptic, or for some reason fails to become en rapport with his customer. On the other hand, the fault may be entirely with the customer. He may be a fractious sort of an individual who requires more careful handling than the salesman has the diplomacy to give him. Salesmen are instructed, when encountering a difficult case, to not allow him to leave the store before the fact is made known to the manager, proprietor or floorwalker, as the case may be, and also all of the particulars. The customer is thereupon informed that they would like to have another try at pleasing him, and suggest that another salesman take him in charge.

In asking a well-known retailer how he got around this point, he said: "We feel obliged to use a little tact in the matter, and oftentimes invent an excuse to fit the occasion. Occasionally no excuse at all is necessary, especially where we find that the customer does not seem to like the salesman who first had him. He then, probably, welcomes the change. We sometimes excuse the first salesman with the apology that he is new to the stock, or offer some other plausible excuse that will make the customer feel good and not hurt by the change, and immediately call forward another salesman, instructing him to give special pains to the wants of the customer. We try to assure him that he can be as well supplied here as elsewhere if he will but give us the opportunity to study his needs, and say that if he will permit the change he will receive the fullest attention. This usually excites the customer's approbation, his vanity has been fed and he agreeably acquiesces. His mind is in a condition contrary to what it was when he came in. He is now what the psychologist calls in a subjective mood. He becomes

easier to the second salesman than he was to the first, and it is less of a task to please him. The second salesman has been successful, we will say, and the customer leaves, satisfied that we have taken special pains to please him. He flatters himself upon being peculiar and hard to suit, and hence is tickled with the extra attention given him. It appears to him that it has all been done in such an unstudied, graceful fashion and he does not realize he has been the victim of a carefully planned system.

"It may happen that the customer is a German and has first been waited upon by Mr. O'Sullivan, who does not grasp his customer's taste in dress, or, as I previously said, it may be the fault of the customer. Mr. Schneider is called, and immediately there is a sort of camaraderie between the two; the customer is suited and leaves satisfied that he has been treated grandly. He is apt to remember the last salesman, and in his next visit to the store calls for him."

Those who favor this system because they have tried it and found that they lost fewer sales than before adopting it say it can be worked successfully, provided it is done intelligently and in a manner that is not displeasing to the customer.

It might work successfully, but other merchants who have been interviewed on the matter do not believe in this principle. They are well acquainted with this way of selling, but do not approve of it for their business.

We simply give the method from both viewpoints, and merchants can draw their own conclusions as to whether it recommends itself or not.—Apparel Gazette.

### The Rattlesnake Business.

Rattlesnake-hunting is a profitable business over in Connecticut and it is not overdone, either. In the town of Portland there is a hunter of rattles, John C. Reeves, who has had a national reputation for some years past and has now added fresh laurels to it.

Early in the present month. "Del." as he is generally called in the country around there, went hunting in the Somerset Mountains, just east of Portland, where within a couple of days or so he managed to kill thirty-six rattlers ranging in length from fifteen inches to nearly five feet. Seventeen of the various lengths were killed within a space of about fifteen square feet.

Some of the large snakes had nine or ten rattles, while some of the smaller had but one or two. The snakes were beautifully striped. Ten baby rattlers were found huddled together near their nest, which was in a rock crevice. Reeves captures his snakes by stealing up on them while they are basking in the sun and pinning them to the ground with a forked stick four or five feet in length. He then uses a club. He finds much sport in rattlesnake-hunting, and also finds it very profitable. One dollar an ounce is realized from the oil. The skin nets him from 25 cents to \$2, and occasionally more for an unusually large one.



# The William Connor Co.

Incorporated

## Wholesale Clothing Manufacturers

28 and 30 South Ionia Street, Grand Rapids, Michigan

November, 1903.

Friends:—We determined not to issue this circular to the retail trade until we had our Spring and Summer lines of samples ready to show; now the entire line is complete, and our representatives start out with a grand exhibition of fine, very fine, READY-TO-WEAR CLOTHING for retailing at popular prices, as low in price, and yet as good, as has ever been seen in the market. Competitors have been out for some time showing lines from swatches only; we have avoided this as far as possible, for good buyers prefer to see the coat. Our hand-tailored, union-made goods (bearing the union label) made in every style, with most splendid fit, marked so low in price and sold on such liberal terms, enable us to say that your orders placed with us will save and make you considerable money. Then our nobby goods, such as Swallow Tails, Tuxedos, Waldorf Sacks, our Surtout, silk lined, 53 inches long, handled very differently from the regular coats, and our dress Clothes generally for young men, most superb, must be seen to be appreciated.

Our Staple line, so well adapted to the farmers and the business men, of which we have such a large trade, is beyond the usual standard.

Our boys' and children's suits are exception-

ally great, with most recent improvements around the shoulders, which perfects the hanging of the coat.

Our Spring Pants line we really believe is the largest in the market, with dozens of different patterns and range of material, styles and values, including imported and domestic weaves; and our Children's Pants, made in one dozen packages from Two Dollars per dozen up, are immense.

We still have on hand for immediate delivery a fair line of Fall and Winter Overcoats and Suits for all ages, also Pants, heavyweights, Kerseys and Corduroy, from \$13.00 per dozen pair up, and other Winter Pants at lower and higher prices in all grades. We have retail merchants calling upon us daily from all parts of this State, Indiana and Ohio, who say it pays them well to come, because they can invariably find what they want, and who express themselves as most agreeably surprised at seeing such a large line to select from in our well lighted sample rooms. If you wish we will send a representative to you with a line of samples.

Mail orders promptly shipped and if not satisfactory you may return them at once.

With respectful regards,  
THE WILLIAM CONNOR CO.

**William Connor**  
President

**Joseph S. Hoffman**  
1st Vice-President

**M. C. Huggett**  
Sec. and Treas.

**William Alden Smith**  
2nd Vice-President

### How a Discourteous Clerk Lost a Sale.

Written for the Tradesman.

She says she's 18, but she looks and acts like Sweet Sixteen, so Sweet Sixteen she shall be in this little sketch of a true incident which occurred in a large dry goods store in—well, it wasn't exactly Podunk, and then again it wasn't exactly Chicago, but in a place midway in size between the crossroads and the Western metropolis.

Sweet Sixteen's parents are well-to-do people, but the young girl prefers to be in a measure self-supporting and so she has had employment in a large down town office since she left school. She is bright, cheerful and does good work, so has had a "job" steadily in the one place.

There are other girls working in the same department in the establishment and they are divided into little cliques according to mutual attractions of temperament. The name of Sweet Sixteen's "chum" is Louise. Sweet Sixteen and Louise go shopping together of noons, take in all the "openings" in each other's company, escort each other to the lake of a summer evening and together enjoy little trips on the Interurban or an occasional picnic to Macatawa Park or Ottawa Beach during the resort season. Louise is a good little worker, too, and so it has happened that she also has "held her job" when other girls have been "laid off," either temporarily or permanently.

Sweet Sixteen and Louise started out one noon this fall to "look around" for a warm winter jacket for the former. They ate their lunches in less time than it takes to tell this story, so as to have as much time as possible to give to the selection of the cloak. They scuttled through the front office of the place where they work and lost no time in covering the ground between there and the store where Sweet Sixteen meant to make her purchase. Arriving there in a jiffy—or maybe two of 'em—they bundled into the waiting elevator.

"Cloaks!" they said in one breath and were whisked to the floor where are displayed these goods of all descriptions. There were long cloaks and short cloaks; thick coats and thin coats; elegant white opera cloaks for Milady and little cheap shoddy affairs for the one whose pocketbook could not, by the widest stretch of the imagination, be termed plethoric; tight-fitting garments designed to show off the undulating curves of some handsome young Juno, and little nondescript sacques with monkey backs and fool fronts—in fact, every variety calculated to suit the fastidious, the indifferent or the person who would like to consult her own fine taste but must "cut her garment according to her cloth."

On emerging from the bemirrored elevator—which enabled each to observe, in the flying ascent, whether her hat was on the way she liked it or crooked as the Old Nick—they paused and looked around hesitatingly.

I should say that Sweet Sixteen

had been up here alone the day before and had tried on a jaunty little jacket which was just the thing for her girlish figure and now had come back with her chum—and money in her pocket—to buy this particular garment.

Down the aisle, between hundreds of cloaks on either side, they espied a young lady clerk. They made for her quickly, as their time was limited—they must "get back to work" by one.

"We would like to look at cloaks—I tried one on yesterday and I want to see it again," began Sweet Sixteen.

Sweet Sixteen, as I observed at the beginning of this tale of store discourtesy, is retiring in address, being as modest in manners as a little convent maid—something as unusual as it is refreshing in this hurly-burly, hullabaloo, run-or-get-left-in-the-procession age, where the bloom too often is brushed off the peach in the skurry of hustling for oneself.

Knowing Sweet Sixteen as I do, I can just see in my mind the timid little hesitating way in which she approached the big tall blond girl, who was now walking airily up and down the aisle with one eye on the reflection, in the mammoth mirror, of her modish gown and the voluptuous figure whose soft curves its clinging folds revealed.

Once I myself had occasion to wait a half hour in this same department of this same establishment, and while seated at one side I amused myself by watching, when unobserved, the prancing around of this same beautiful saleslady. It was one sultry day last summer and the windows were wide open. In one of them, with a young man by her side, sat this young damsel. I was quite a distance from her, but I could distinctly hear almost every word she uttered. As I say, she was very pretty to look at. But that was all. Her manners were execrable. They were as forward as her voice was loud. I don't know as you would call it loud, exactly. It was a soft, musical voice, but it was pitched in such a high key to purposely call attention to herself, and to the fact that she was entertaining a young man, that all the charm of her attractive appearance was dispelled.

As the flirtation progressed I came to the conclusion that she could not be an attache of the store, she seemed so incongruous as an element of business. She was beautiful enough to have been a "show girl," or a "cloak model," but if she was the latter she wasn't "tendin' to her knittin'."

She it was whom Sweet Sixteen addressed with her opening remark about the jacket she had in mind to purchase.

"Ask the next lady," was the rebuff the little girl received.

"I was astonished," said the latter, in telling me her tale of woe as to the treatment she received here.

"She said it again—'Ask the next lady,'" continued Sweet Sixteen, and I will let her tell the remainder of the recital in her own words. I can't,

## 1904---Spring Announcement---1904

### Our Clothing Comes in Time And Leaves You in Season

WE AIM TO MAKE GARMENTS THAT SELL  
AND PLEASE BOTH BUYER AND SELLER

We have for your personal inspection a complete and attractive line of spring clothing. A postal card will bring you samples prepaid by express.

We guarantee our clothing and what is more to the point, we back our guarantee with truth; a new garment for every unsatisfactory one.

If Desired, We Advertise Direct to Consumer

## Wile Bros. & Weill

Makers of Pan American Guaranteed Clothing

Buffalo, N. Y.

## M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.  
DETROIT, MICHIGAN

Is offering to the trade a line of spring suits for season of 1904. Perfect fitting garments—beautiful effects—all the novelties of the season. Look at the line when our representative calls on you.

### 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.





however, picture the charming naive that accompanied the story—you would have to know the pretty young thing to see that.

Here is the rest of the narrative:

"There wasn't anything for me to do but to 'ask the next lady.' When I got out of the elevator I looked over to where the jacket had been on a dummy the day before. If it had been there, or hanging in sight on a stretcher, Louise and I could have gone over and been looking at it and we would 'a' been more than likely to have someone come to wait on us, but we couldn't see the cloak anywhere.

"We walked down the aisle to another girl just about as snippy seeming as that pretty first one, though there couldn't any be so mighty lofty as she was, and what did that second one tell us, when I asked to look at some coats, but:

"Ask the next lady."

"We began to think they were all parrots and that that was all they knew how to say.

"We were wondering, as we went along down to the next clerk, if she'd say the same thing to us, but we hoped we'd got to the last of the 'next ladies.'

"I want to try on a cloak I am thinking of getting," I said to the third one.

"I thought Louise and I would burst right out laughing when the reply for the third time was:

"Ask the next lady!"

"We had to get back to work in fifteen minutes and I made up my mind I wasn't going to fool with any more 'next ladies'!"

"Come on," I said to my friend, loudly enough for the first clerk to hear, 'we don't care for any more 'next ladies'—let's go.'

"With that, we made a bee-line for the elevator, sailing right past all three of 'em, and rang for the descent. In the few moments we stood there that first girl saw us waiting, and she'd seen we didn't get waited on, so now she came over to us and said, somewhat apologetically:

"Didn't you get waited on? Did you want to look at something special—I'll wait on you?"

"No, thanks," I answered her.

"Come, Louise," I said for her benefit, 'come on down to Blank's, where they wait on you decent! They don't have so many "next ladies" down there but what any one can get waited on!'

"That clerk's face got just as red—you could see it way behind her ears, and down to her collar even. But I didn't feel sorry for her one bit—she had no business to be so mean to me.

"Well, we didn't go to the next store, because our time was up. I forgot to say, my mother had looked at the cloak at Store No. 1 the day before, too. I went home at noon and told her I wanted it. It was a 'novelty' and was in the window the Sunday before and we were going past together and we both admired the garment. When she came to examine it more closely, she liked it all the better, and she gave me the

money for it for my birthday present.

"The day following my 'next lady' trial, my Mother came down at noon and met me at the go-to-the-next-lady store. I didn't want to go in a little bit. But Mama liked that cloak and was bound and determined I should take it.

"Let's go up," she tried to persuade me. 'You'll feel differently about it when you get up there and try the sacque on.'

"I told her I didn't want it now if they'd give it to me!

"Oh, yes, you do," she kept saying, and just to please her I went along in and we went up the elevator.

"That first of the 'next ladies' saw us and she didn't notice that my mother was with me. She glanced away as soon as she saw me, and I kinda waited around till my Mother got through looking at some other goods—some shirt waists. Then she came back to where I had stopped, and then—then you should have seen that pretty girl how she acted! She waltzed right over in our direction.

"I was so mad I couldn't speak. I let my Ma do all the talking. I let the girl put the jacket on me, my Mother and the clerk all the time talking to me about how lovely the sacque was and how nice I looked in it.

"Finally, I had to say something, and I guess that clerk thought I did some pretty 'tall' talking.

"Take it off!" I commanded her. "Take it off! I wouldn't have your old sacque as a gift!"

"The girl looked at me as if she couldn't believe her ears.

"You better take it," she urged. "You look so pretty in it—you don't realize how becoming it is."

"Maybe I don't," I snapped out, 'but I do realize how mean you treated me yesterday, and I wouldn't have your old jacket if you'd give it to me for nothin'! I came in here yesterday with the money in my hand to buy it, and you were so mean you wouldn't wait on me—now you can keep your old cloak!' and I wrenched myself out of it and gave it a fling on the table near by.

"She knows how hateful she was yesterday to me—she remembers it!" I went on, turning to my Mother, who wasn't saying a word, but her face was a study. 'I told you it wouldn't do any good to come up here,' I continued; 'and now let's go down to Blank's. They're always nice to me there and they shall have my trade.' "My Mother had to yield.

"We went down to Blank's. I paid \$3 more for a jacket there, and it didn't suit me nearly so well as the other. But I had the satisfaction of paying off that hateful clerk in her own coin.

"Next time I encounter that girl I hardly think she will say to me:

"Ask the next lady!"

And I am of Sweet Sixteen's opinion. Your Uncle.

One advertisement one time is about as forlorn as the last cent in a purse—and does about as much good.

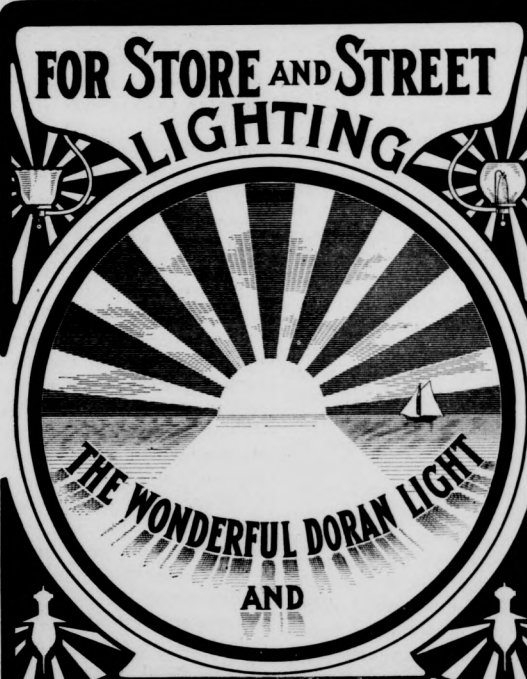
We aim to keep up the standard of our product that has earned for us the registered title of our label.

**"The Clothing that makes Rochester Famous."**

REGISTERED BY Solomon Bros. & Lempert, 1900.

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

**FOR STORE AND STREET LIGHTING**



**AND**

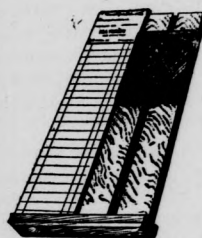
**National Lighting System**

Mr. W. A. Riddle, Mankato, Minn., has been acting as our representative for the past three months. His commissions last month were over \$1,100. There is no limit to the amount of money that can be made by those who have the determination and ability to succeed. Our book will tell how and 30 days' trial will convince.

**ACORN BRASS MFG. CO.**  
214 Fulton St., CHICAGO, ILL.

## How About Your Credit System?

Is it perfect or do you have trouble with it?



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

**Itemized Statement of Each Customer's Account?**

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

**SEE THESE CUTS?**



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

**THE JEPSON SYSTEMS GO., LTD., Grand Rapids, Michigan**

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

**PELOUZE SCALE & MFG. CO.**  
CATALOGUE, 35 STYLES. CHICAGO.

## Shoes and Rubbers

### Suggestions Relative to the Christmas Shoe Trade.

At this season of the year, with only a few weeks before the holidays, the shoe retailer asks himself the important question: "What can we do to catch some of the Christmas trade?"

But I consider a question that is equally important is: "What can the Christmas trade do for my business?" The retailer must take into consideration there will undoubtedly be more shopping done in person during the holiday week than at any other season of the year and it consequently gives better opportunity for direct advertising than will be afforded again during the year. It is up to the retailer to use it to his own advantage. Of course, it is always of first importance to sell as many goods as possible and I would use every legitimate means of selling as many of my shoes for Christmas gifts as I could, but I would also endeavor to advertise my business at this season in so forcible a manner that it would accomplish lasting results. In order to do this business must stand out distinctly among all competition and I do not consider it especially expensive to have this task accomplished.

There is less than a month before Christmas and it is now time to commence. While you are busy mapping out your plan of action, first see that your stock is in presentable shape. Organize your clerks into a house-cleaning force and give your stock a complete overhauling and place all your seasonable stock on the ground floor where it will be handy. Dig out all the "stickers" and place them in conspicuous places in your store and label each assortment with catchy phrases appropriate to the season, such as: "Christmas gifts, \$1.25 values for \$0.98;" "Money saved is money earned—a gift at \$2.48." Decorate your store in as appropriate and tasty a manner as possible. I have always considered interior decoration as being more effective than window display, although one is accessory to the other. The lack of either detracts from the force of the other.

The use of a few potted palms and ferns and the decoration of chandeliers and other barren fixtures with evergreen or trailing vines are inexpensive and serve to break the monotony and plainness of the average shoe store.

In one corner of the store I would clear as large a space as possible to be used as a reception or rest department. You will find this to be a paying proposition as an advertising medium. Fit this department up in an attractive manner and have plenty of seating room. On a stand or table place a few magazines and also all the attractive advertising of your line of shoes that you can procure.

About two weeks before Christmas, I would arrange this department for the reception of the public, and at that time would mail to my customers, and all other trade I wished to

reach, an invitation to make my store their headquarters while doing their Christmas shopping. I would have this card shaped like a shoe and the following wording printed in gold script:

"To Our Friends and Customers:

"We send you this as an invitation to make our store your headquarters while doing your Christmas shopping. We wish you to take advantage of this whether you contemplate buying of us or not. We are handling a handsome line of seasonable goods, however, and will be pleased to show them. We also take this means of thanking you for your past favors and we hope to merit a continuance and increase of them. Wishing you a merry Christmas and a prosperous New Year, we remain,  
Shoely Yours."

This invitation ought to fill your room with lady shoppers at least. And it will be highly appreciated by the tired shopper. You, of course, expect to be pretty busy yourself, and also your clerical force. But see to it that some pleasant-appearing boy is stationed at the door to open same for visitors and endeavor yourself to speak a cheerful word to all of them. Remember that the object is to advertise your business; and if you can not sell them at the time, try to please them so they will feel like calling again. And you will make the Christmas time very profitable.

Now, regarding the stock you have to dispose of, there is no reason why the dealer in shoes can not sell his full share of Christmas gifts. One of the great drawbacks to selling shoes as presents heretofore was the fact that the average purchaser and giver did not know the style or size worn by the intended recipient. Therefore the money went for an article where these questions did not have to be solved. This trouble has been overcome by the selling of shoe certificates, which are made out by the dealer in favor of the recipient of the present, and redeemable for a pair of shoes of value stated by the same. This certificate is bought and paid for by the giver and he in turn presents this in lieu of the goods. If these forms are filled out by a good penman or card-printer, the effect is very beautiful, and after redemption can be stamped "Paid" on reverse side, and returned to the party with the shoes and you can rest assured that it will be treasured and shown often enough to give you considerable free advertising.

We will now consider the window displays. These are the mediums used to attract trade, and this is the season of the year when these mediums should be doubly attractive. For, no matter how busy a man or woman may be at this season, they are bound to catch the Christmas spirit. And many a pair of warm shoes and slippers as well as staple goods can be disposed of if attractively shown. It is impossible to outline a display that would be adaptable to all stores and localities. But every store, no matter how small, ought to have a display, and it is always more pleasing to use your own

## The Lacy Shoe Co.

Caro, Mich.

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

## Advertised Shoes

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

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

## Announcement

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

Yours very truly,

Waldron, Alderton & Melze,  
Saginaw, Mich.

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

Walden Shoe Co.

Grand Rapids, Mich.

## When Looking

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

## Don't Forget

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

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



ideas and ingenuity in forming same. Those stores which are equipped with a full set of fixtures can arrange a very artistic display. But those which have small windows and no fixtures find it a hard matter to arrange a tasty dress.

An appropriate display without the use of fixtures can be arranged in the following manner: For the background first construct two pillars at the side of thin lumber and about three to four inches wide. The two arches and middle circle should be constructed of same material and same width. At the bottom of inner circle, place the two rounding support rests on the bottom of the window. All this should be covered with white muslin and bordered with colored puffing. A space between top of arches and ceiling may be filled in with lattice work of ribbon or covered wood, in white. The lower spaces enclosed by the arches fill in with pleated muslin. The stars should be constructed of light wood and covered with tinsel paper, either gold or silver. In the left star place a man's shoe or slipper in each point of star. And in the center arrange artistically the wording, "Christmas Gifts for Men." The right star should be treated in the same manner for ladies' footwear. Arrange a cloud-burst of ribbon in the small circle between the two arches. And beneath this arrange on muslin the wording, "Shoe Certificates Issued for Christmas Gifts."

The floor and ceiling of the display should be covered with white cotton batting, in imitation of clouds at the top and snow banks at the bottom. For floor arrangement, cut out of cardboard or light wood a number of smaller stars and cover these with tinsel paper to match larger star. Place as many of these as can be arranged artistically in the window and affix a seasonable piece of footwear to each. Place two or three of your shoe certificates, made out in neat handwriting to bearer, in a conspicuous place at front of window. It will also leave a pretty effect to thread bits of cotton irregularly on white thread and suspend from ceiling to give snow effect. Another good effect would be to sprinkle diamond dust on all letters and over the floor. And also attach a spray of holly to each shoe.—A. B. Cooley in Shoe Trade Journal.

#### A Fair Scheme.

A dealer who handles sewing machines as one department of his business recently adopted a scheme that, while not new, is by no means overworked and could be used by many other dealers to good advantage. Any other article of general use would do as well as a sewing machine. In the case in question the dealer had a booth at the county fair. In it he had a \$45 sewing machine which he advertised to give away at the close of the fair. It cost nothing for the ladies to "take a chance," and ladies, of course, were the only ones permitted to try for the prize. The scheme was this: Each caller was supplied with a blank form which she

was requested to fill out and sign with her name and postoffice address. The blanks she was to fill out were in answer to such questions as: Do you own a sewing machine? What make? How long have you had it? Does it need any repairs? Do you expect to get a new one? When? Do you know of any one who needs a new machine? Who are they? etc. Each sheet was numbered and when the fair was over they were all placed in a box, folded and thoroughly mixed. A child was chosen to draw one of the sheets and the lady whose name was signed to it was given the machine.

Any one will readily see that the dealer had a fund of valuable information that was worth much more to him than the cost of the machine. His canvassers were enabled to devote their time where it was most likely to produce results.—Stoves and Hardware Reporter.

#### A Note in Passing.

"Yes," said the bandmaster, "we do have troubles with our musicians sometimes. Once we were engaged to play at a funeral. Our notice was very short, so we had no rehearsal. We reached the cemetery without any mishap, but there something happened. We were to play a solemn measure while the body was being lowered into the grave. Only a few instruments were needed. I was slowly and solemnly swinging my baton, the spectators were silently weeping, when suddenly the trombone gave a loud, long blast, enough to wake the dead. Some of the mourners fainted, the players stopped in consternation, and I jumped over chairs and racks to where the trombonist, a dull, heavy German, sat, stolidly gazing at his music.

"What the devil did you mean by bursting out that way?" I shouted.

"He raised his eyes slowly to mine.

"Vell, I vas vatching de moosic, und just den a horse-fly got on the paper. I thought he vas a note, und I played him. Dat vas all, ain't it?"

#### Welding Scrap-Steel.

At the Jefferson Iron Works in Ohio a process has been invented whereby the great waste of scrap-steel can be prevented. The scraps are placed in layers, the entire mass having any shape that may be preferred, and between each layer is interposed a new composition which facilitates the welding. The mass is then heated and subjected to mechanical pressure. The result is a homogeneous union. From billets of steel formed in this manner perfect sheets, nails, washers and other articles can be made.

#### The Hobo.

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

## 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

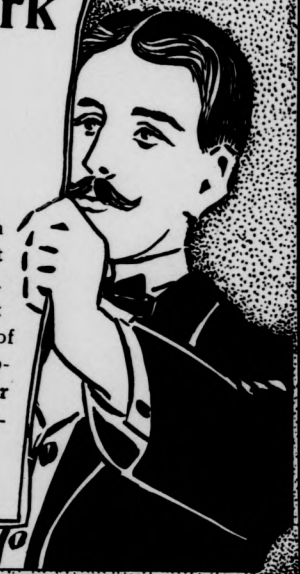
## A Trade Mark



Worth Money to Sho Dealers

The Mayer trade mark is worth money to shoe dealers. It brings trade—NEW TRADE. Enough money has been put back of it to induce thousands of people to insist upon being supplied with shoes bearing the Mayer trade mark. For further particulars address

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



## This is The Hard Pan Shoe



whose wearing qualities are so generously good that it has made more satisfied customers for our patrons than most any other shoe they have ever sold.

We are the original makers of this shoe. There are imitations. The genuine, with its result bringing qualities always has our trade mark stamped on the sole.

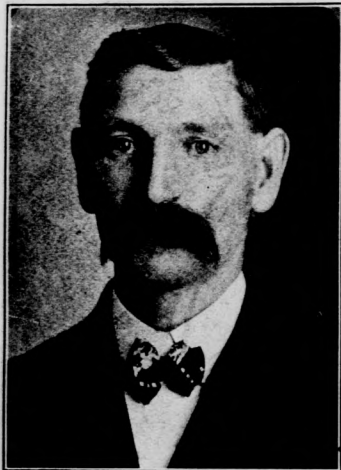
Rindge, Kalmbach, Logie  
& Co., Ltd.  
Grand Rapids, Michigan



## REPRESENTATIVE RETAILERS

Wm. H. Ransom, the Clarion General Dealer.

Wm. H. Ransom was born at Coldwater, Feb. 19, 1861. When he was 4 years old, his parents moved on a farm in Madison township, Branch county, where he remained until he was 13 years of age, when his parents moved to Hartwick township, Osceola county, settling on a farm. Up to this time he was so sickly that his life was despaired of and he was so much reduced in flesh and so undersized from illness that he was kept in infant clothing. A few months in the North woods, however, dissipated the malaria and started him on a career of health. He attended country school and pursued the usual duties of a boy on the farm until he was 21 years old, when he went to Harbor Springs and worked in the



shoe store of his uncle, J. L. Thompson. A year later he formed a co-partnership with his uncle under the style of Thompson & Ransom and engaged in the shoe business at Cross Village. Two years later, he purchased the interest of his uncle and moved the stock to Clarion, engaging in the same line of business. He gradually added to his line until he now operates three separate stores, carrying lines of groceries, dry goods, furnishing goods, hardware, drugs and agricultural implements. During this time he has purchased and consolidated with his stock the grocery stock of August Johnson, the grocery stock of A. A. Kemano and the general stock of E. R. Wells. Has central office for both Citizens and Michigan Bell telephones.

Mr. Ransom was married in 1888 to Miss Charlotte H. Wilson, of Harbor Springs. They have two children, a girl in the second year of the high school at Petoskey, and a boy, 10 years old, who is now attending school at Clarion. They reside in their own home and own two cottages and any number of lots at Walloon Lake. Mr. Ransom also owns a half interest in a real estate property in Petoskey, for which the owners were offered \$8,200 a short time ago. He also owns a half interest, with Alexander Gill as partner, in a tract of extra quality hardwood land

containing about 1,500,000 feet of timber. Logging camps are already built and the timber is being cut. Mr. Gill is a practical lumberman and takes charge of the logging interests.

Mr. Ransom was appointed postmaster in June, 1897, which position he still holds. He is a member of the Methodist church and is finance keeper of Clarion Lodge, No. 507, K. O. T. M., his wife occupying a corresponding position with the L. O. T. M.

Mr. Ransom attributes his success to steady attention to business, and those who know him best and appreciate the sacrifices he has made to gain a foothold insist that he is worthy of all the success which has come to him.

## Misrepresentation Justly Punished.

"You call these silver prunes, I see," said the mild-mannered stranger in the grocery store.

The grocer nodded assent.

"And what do you sell these things for?" said the visitor, pointing to another box.

"Pineapples," replied the grocer.

"And these?"

"Those are apples—golden pippins," answered the wondering merchant.

"Give me ten cents' worth of each," said the stranger.

The grocer wrapped up the goods, and the stranger departed.

In about ten days the grocer was summoned before a magistrate to answer a charge of violating the pure food statutes. The polite stranger of the week before was the principal witness.

"Your honor," he testified, "a few days ago I entered this man's store and purchased the articles now on your honor's desk, marked Exhibits 1, 2 and 3. This man represented them as being, respectively, silver prunes, pineapples and golden pippins. Convinced, however, that he was wilfully deceiving me, I forwarded them to the Pure Food Department, of which I am an agent, for special examination. I now submit, as indisputable evidence of the defendant's unspeakable guilt, the findings of the Department's expert chemists, to wit: The prunes contain no trace of silver; the pineapples no pine of any description, yellow, white or pitch; and the so-called golden pippins absolutely no gold whatever."

"Hardened and abandoned wretch," thundered the magistrate, "stand up! What say you, atrocious villain? Guilty or not guilty?"

But the grocer hung his head in shame and silence.

"Miscreant!" exclaimed the justice. "You do well to keep silence in the face of such overwhelming evidence of your shamelessness. Yet will I deal leniently with you, little as you deserve judicial clemency. I fine you only \$9,999.99. Consider yourself fortunate—I might have made it \$10,000."

Thus, always, should the majesty of the law be upheld!

Frank C. Rex.

WE CARRY 78 STYLES



Warm  
Shoes

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

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

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

## Union Central Life Insurance Co.

OF CINCINNATI

WILBOUR R. DENNIS, General Agent

218-219 Houseman Bldg.

Grand Rapids, Michigan

Successful business men seeking remunerative business connections may apply to the above named with references. Experience not necessary. Some excellent territory yet unoccupied. Can give exclusive territory to the right man.

For \$4.00

We will send you printed and complete

5,000 Bills  
5,000 Duplicates  
100 Sheets of Carbon Paper  
2 Patent Leather Covers

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

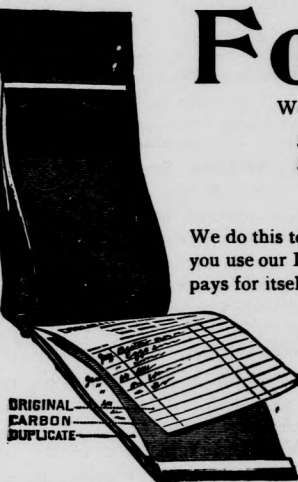
A. H. Morrill & Co., Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



## 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.



# DUTCH EAST INDIES.

## How the Affairs of the Archipelago Are Administered.

Recently a statement went the rounds of the press to the effect that "in the Dutch East Indies there is a law which provides that the testimony of one white man shall be equal to that of seven natives." A Hollandish subscriber of the "Chronicle" has taken the pains to make a personal investigation for the purpose of ascertaining whether there existed any grounds for such a statement, as the racial discrimination which is implied appeared to be entirely at variance with the humane principles upheld by the Dutch Government. He has discovered that no such law exists. It is, therefore, plain that whoever originated the report must have been prompted by some motive unfriendly to the Dutch administration of their possessions in the East Indies. The only ground for the charge of racial discrimination is that the Dutch in their colonial possessions treat natives and Europeans as two distinctive classes. That prevails, however, in many of the British colonies and in the Indian empire, and also in the insular possessions of the United States. But the Dutch do not carry this class distinction to the extent of discriminating against a native when testifying in a court of justice. There his sworn evidence is accepted on an equality with that of any other race.

Apropos to this unwarranted charge of racial discrimination is the testimony of A. Kensington, a former Under Secretary of the Treasury in British India, who visited Java in 1889. "There is much to be admired," says Mr. Kensington, "in the successful administration of the country. And, although it is nothing unusual to hear of the Dutch Government unfavorably criticised by the English at Singapore, and by certain classes of the European population of Java, it is very doubtful if the grievances about oppression, heavy taxation and corruption are founded on facts. If this were true, it would be difficult to explain the general prosperity and evident contentment of both Europeans and natives. For that matter, the origin of some of the most serious accusations against the Dutch East Indian Government is only too well known and such statements should only be accepted under strict reserve." The evidence of Mr. Kensington is that of an unprejudiced and impartial observer and carries with it, therefore, great weight.

When General Leonard Wood recently visited Java he declared that he was much impressed by a good deal of what he saw, and believed that the American Government might study some of the features of Dutch colonial methods to advantage.

One of the evidences of the successful administration of the Dutch East Indian colonies is found in the fact that the population of Java and Madura increased from 4,615,000 in 1815 to 28,745,000 in 1900. Such an extraordinary increase of population is unequalled in the history of colonization.

The one blot on Dutch administration is the "culture system." This system was established by General Johannes Graaf Van den Bosch in 1832. "It was based in principle," according to the Statesman's Year Book, "on the officially superintended labor of natives, directed so as to produce not only a sufficiency of food for themselves, but a large quantity of colonial produce best suited for the European market." Although a compulsory form of human labor which curtailed the freedom of the individual, it had a beneficial purpose. The "culture system," as at first practiced, comprised the obligatory labor of the natives employed in the cultivation of coffee, sugar, indigo, pepper, tea, tobacco and other articles. The Government has, however, been gradually abolishing it. In 1870, for example, the Legislature of The Netherlands totally abolished the obligatory cultivation of the sugar cane. The "culture system" is now confined to the enforced cultivation of coffee only in certain parts of the archipelago. A resolution has been passed in the Second House of the Dutch States-General to the effect that the system shall be totally abolished. The difficulty which the Government is trying to overcome is contained in the adoption of a substitute for it as a source of revenue, taxation in any form being exceedingly objectionable in Oriental countries.

The administration of the affairs of the Dutch East Indies is evidently economically conducted. Per capita taxation is about \$1.69 per annum. Of this only 44 cents is obtained by direct taxation. Then, again, the cost of all public works is paid out of current revenue, without recourse to loans. The trade of the Dutch colonies is open to all nations on an equal footing with the Dutch themselves. All differential duties in favor of The Netherlands were repealed January 1, 1874.

## How to Drive Correctly.

One can not drive without sitting down, and that position should, from the first, be correct, easy and firm. Sit squarely down on your seat or cushion; not on the end of your spine with your feet stuck far out in front as if rowing a boat, but upright, and with the legs forming an angle at the base of the spine, which will make you, for comfort's sake, hollow your back; and which position, in turn, will give you a "feel" to wrist, forearm and hand which you never knew before.

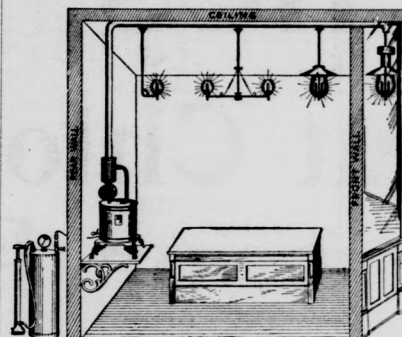
The reins are held in the left hand, the left or nigh rein coming over the first finger and thence through the palm; the right or off rein coming between the second and third fingers and thence through the palm, thus separating the reins by the change in direction to be made by merely turning the hand and wrist.

Do not lug at a horse's mouth, but always drive as if any sudden pull or sharp jerk might break the reins.

Little icy clinkers,  
Little gobs of care,  
Make the sweating business man  
Crosser than a bear!

# How Does This Strike You?

TRY BEFORE YOU BUY



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

White Mfg. Co.

186 Michigan St.

CHICAGO, ILL.

# January 1st

Is the time most people open up a new set of books. That is, unless they are using a

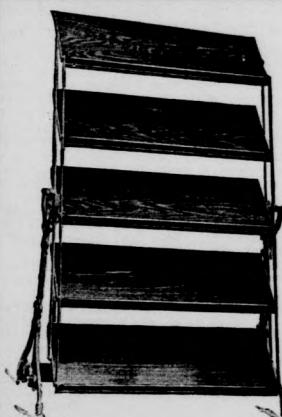
# Loose Leaf System

We manufacture both kinds. Let us figure with you.

# Grand Rapids Lithographing Co.

Lithographers, Printers, Binders  
Loose Leaf Devices for Every Use

8 to 14 Lyon Street, 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.

# Piles Cured Without Chloroform, Knife or Pain

Indisputable evidence of the superiority of the Burleson Painless Dissolvent Method over all others

**Suffered Twenty Years—Cured in Thirty Minutes—Now Brings His Friends to be Cured.**

Wilcox, Mich., Oct. 10, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—  
I was afflicted with piles for over twenty years and for the past six years had not been able to do any heavy work. I had tried many different remedies and several different doctors without any help. A friend called my attention to your treatment and advised me to take it. I did so and was cured in thirty minutes. I can not speak too highly of your treatment and would recommend anyone afflicted with this terrible disease to take the treatment without delay. It is practically painless and I was able to work the next day after the treatment. I would not be placed in the condition I was before taking the treatment for any amount of money. I expect to be in Grand Rapids next week and will bring a friend with me to take the treatment. Hoping that this will lead some suffering fellowman to find relief, I remain,  
Gratefully yours,  
M. M. Deake,  
Postmaster and Dealer in General Merchandise.

## A Pleasure to Answer Enquiries.

Grandville, Mich., Oct. 5, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—  
I feel so grateful for what you have done for me I hardly know how to express myself other than say: Without any exaggeration whatever, that I have been saved from the worst of death. I feel that I have a new lease of life. It has given me new energy to cheerfully bear all other calamities that may fall to my lot in life to come.  
I will cheerfully give in detail to anyone asking for it what I have suffered for years with one of the worst cases of piles it is possible for any person to have and how perfect and painless the cure. Please call on me at any time, Doctor, for reference. I am as ever,  
Your grateful friend,  
Mrs. Milton Velzey.

**Suffered Twenty Years—Cured in 30 Minutes.**

Millbrook, Mich., Oct. 8, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—  
I wish to make acknowledgment of your successful treatment of my case. I suffered twenty years with protruding piles; you cured me in thirty minutes and I am now as sound as any man of my age in Michigan. I went to you against the advice of my physician and am thankful that I did.  
I recommend your treatment to any person afflicted as I was.  
Respectfully yours,  
Wm. Bragg.

**No Faith in Salves and Ointments. Speaks From Experience.**

PALMITER, THE CLOTHIER,  
Phone 40-2 rings.  
Good Clothing Ready to Wear  
Custom Made.  
Furnishings Too.

Hart, Mich., April 13, 1903.  
Dr. Burleson cures piles. I suffered for ten years with a most painful case, tried all sorts of salves and ointments without relief, to say nothing of cure. I do not believe these patent mixtures ever cured a genuine case of piles. Dr. Burleson has cured me completely and I have every reason to believe in him and his method of treatment.  
H. J. PALMITER.

**Took 50 Treatments Without Benefit. Cured in 30 Minutes by New Method.**

Grand Rapids, Mich., July 1, 1903.  
I suffered for years with a bad case of protruding piles and prolapsus, which disabled me so I was unable to work a good deal of the time. I could get no relief at home (St. Louis, Mich.) so decided to go to Grand Rapids and be treated by a specialist. On inquiry I found a rectal specialist, who claimed to cure piles by what he called the injection method. I consulted him and he assured me that he could effect a cure. So I commenced treating with him, continuing same twice weekly for about six months. He used the injection method, until it could be seen to be an absolute failure. He then claimed that he knew about the use of electricity and so he tried that for a few weeks, with no benefit whatever, until I got disgusted and began to give up all hope of being cured. With all these treatments I had not received a particle of benefit. At this point I thought I would go and have a talk with Dr. Willard M. Burleson, the Rectal Specialist, and he told me that he could easily cure me and that it would cost me nothing until I was satisfied that I was cured. He treated me once by his New Painless Dissolvent Method and to my great surprise and joy he cured me and I have not had a sign of prolapsus or protrusion since.

I do not know whether the fault was in the man or the old-fashioned injection method, but in my case I know that both were dismal failures. I took about 50 treatments by this old-fashioned method with no benefit whatever, and Dr. Burleson by his New Method completely cured me of all protrusion and prolapsus in one treatment lasting about 30 minutes. If I had gone to Dr. Burleson in the first place and received honest, intelligent and up-to-date treatment I would have been saved six months of suffering and the annoyances of about 50 useless treatments.  
I had an extremely bad case and Dr. Burleson's pronounced success in my case leads me to believe that he will have but few failures.

Dr. Burleson accomplished much more than he promised in my case, while the doctor who used the injection method promised everything and accomplished nothing.  
W. A. GREEN,  
197 Mt. Vernon St.,  
Grand Rapids, Mich.

Fremont, Mich., June 20, 1903.  
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:—  
You are welcome to use my name in any capacity in which it will do good. I suffered for years with protruding piles and you cured me in one short treatment by your New Painless Dissolvent Method. I was in a very precarious physical condition when I went to you to be treated, but my health and appearance have so much improved that my old friends are surprised. I have advised numerous friends to call on you and will do so from time to time as opportunity presents itself.

I feel confident that you have the only treatment for this class of trouble. I had been advised by surgeons, in whom I had confidence and supposed were up-to-date, that the only way I could be cured was to have them cut out. However, I know better than this now.

Thanking you for the great service you have rendered me, I am, yours truly,  
GEO. E. HILTON,  
Postmaster.

P. S.—I expect to be at your office Thursday, with a friend for treatment.  
G. E. H.

**Suffered Ten Years—Cured in One Treatment.**

Petoskey, Mich., Oct. 12, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—  
I have no reason to believe that I am not perfectly and permanently cured of my piles by your treatment. I suffered all the tortures that accompany these conditions for eight or ten years, and tried a number of different remedies, but still suffered. Last June I heard of your wonderful success in curing Rectal Diseases and went to Grand Rapids and was treated on July 6th last. The treatment was painless and caused me no inconvenience and I have had no trouble with piles since that treatment, and it is needless to state, am well satisfied with the results.

It gives me great pleasure to recommend your treatment to my afflicted friends. I am,  
Yours truly,  
Thomas Quinlan,  
Real Estate and Insurance.

**Felt That He Was Condemned to Death.**

Fremont, Mich., Oct. 5, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—  
I hardly know how to express the gratitude I feel towards you for the great service you have rendered me. I never realized that piles could cause so much disturbance, and make such a complete wreck of a man. When I went to you for treatment I was in a pitiable condition; I could not sleep nor could I think, my back ached so bad that I was in misery all the time; I was unable to attend to business and felt that I was a doomed man. I felt like a man condemned to death. I had very little hope, and the horror of submitting to a barbarous surgical operation aggravated my nervous condition not a little. Every doctor whom I consulted before coming to you could advise nothing but the knife and if they had recommended the gallows I would have accepted it as cheerfully.

I had heard of your wonderful cures of Rectal Diseases and resolved to consult you. Your diagnosis was ulceration and hemorrhoids, and I began to improve both locally and in general health as soon as you commenced treating me and soon my hope began to return, and in about two weeks you had the rectal trouble cured and I could see that I was on the road to rapid recovery. My improvement has been phenomenal and I am to-day as well as I ever was. I have recommended many others to go to you to have rectal troubles cured and you have been equally successful with them all. Your treatment caused me no pain or inconvenience whatever and my case was an extremely severe one.

I believe your fame is assured; and in a few years your reputation will be national. I am,  
Gratefully yours,  
Wm. Hilton,  
Wm. Hilton & Co., Lumber, Lime and Cement.

## A Bad Case Easily Cured.

Grand Rapids, Mich., April 25, 1903.  
Dr. Willard M. Burleson easily cured me of a very bad case of piles. I was so bad that I could not work for a week at a time. I suffered all the tortures of the damned. I had piles just about as bad as any person could have them and my experience demonstrates to me that Dr. Burleson and his New Painless Dissolvent Method are a decided success. The treatment causes no pain or suffering, but it does the business.  
JOHN SEDARD,  
84 Center St.

**Came All the Way From Florida.**

Orlando, Fla., Oct. 6, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor—It gives me pleasure to thank you for the many courtesies, kind attention and careful treatment received while under your care in Grand Rapids a month ago. And for the benefit of others afflicted as I was, I would add my testimonial to the many others, the reading of which led me to go two thousand miles to get your treatment. I have been troubled with piles for about twenty years. After much suffering I was treated five years ago by the "Injection Method," which nearly resulted in my death and left me worse than before. I grew steadily worse until last spring, when I found myself about exhausted both physically and financially and having no alternative but the knife. I again submitted to the "Injection Treatment," with the result as at first. For three weeks after this treatment there were times when, for hours, I was in an agony of pain, and thought I should die, but the Lord graciously raised me up and soon after, as I believe, put it into the mind of a friend to send me Dr. Burleson's pamphlet telling of his treatment. It is now a little over one month since I took his treatment by electricity. I reached home one week after the treatment and have been hard at work for nearly three weeks. Were I ten thousand miles away and had a case of piles, I would try and get to Dr. Burleson, and I advise you who are suffering to do the same. I will gladly answer any enquiries.  
Yours respectfully,  
J. B. Finley.

## Suffered Sixteen Years.

Fruitport, Mich., Oct. 17, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor—After three treatments by you I feel like a new man—better than I have for years. I suffered with the bleeding and protruding piles for the last fifteen or sixteen years. I suffered something awful and could not work most of the time. Now for months since you cured me I can do as good a day's work as I ever could. At the time I went to you for treatment I was so bad that I could not do anything at all. I am,  
Ever your true friend,  
Walter Carrick.

## Cured in One Treatment.

I suffered for eight years with protruding piles, which at times bled profusely; was so bad that I was in misery all the time. Could not do any work without having them come out. I had to put them back about every ten minutes when I was trying to work.

I was cured in one treatment by Dr. Willard M. Burleson, by his painless dissolvent method. I have not been troubled at all since that one treatment and have every reason to believe that I am perfectly cured.

C. N. Tubbs,  
Contractor and Builder,  
311 Junction St., Grand Rapids, Mich.

**In Bed Eight Weeks Following Knife Operation—Was Soon Worse Than Ever.**

I was terribly afflicted with protruding piles. Had knife operation six years ago, suffered terribly and was in bed eight weeks. Was soon worse than ever. I am now well, however, having been cured by Dr. Burleson's New Painless Dissolvent Method. Did not suffer any and was not in bed one day. Foolish to suffer when you can be cured so easily.  
H. D. DAVIS,  
Belmont, Mich.



**Told That Dr. Burleson Was a "Fake."**

A. J. WHITE,  
General Merchandise.  
Bass River, Mich., April—1903.  
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:  
I suffered for fifteen years with a very aggravated case of piles and kept getting worse until I was almost a complete physical and mental wreck. I lost thirty pounds in weight and was so nervous that I was unable to sit still for more than a few minutes at a time or sleep more than two or three hours a night. I would go to bed about midnight and would sleep a troubled sleep for about two hours, when I would wake and would have to get up and walk. In two weeks I knew every street sign and every night policeman in Grand Rapids, where I was at a sanitarium being treated for my nervous condition. Before coming to you I got no benefit whatever from the treatment, but from that time on I commenced to improve and in about four weeks from the time you first treated me I was a well man physically and mentally, and to-day weigh more than I ever did before in my life.

I had been advised that I could not be cured without a surgical operation and taking chloroform, and one of Grand Rapids' oldest physicians and surgeons went so far as to tell me that you were a "fake."

As every physician whom I talked to about my case wanted to use the knife, I am satisfied that you are far in advance of any of them in the treatment of these troubles, as you cured me easily and quickly without any pain and without the use of chloroform or knife, and caused me no inconvenience whatever.

I feel very thankful for what you have done for me. I think I was in a fair way for something worse than death.

I am gratefully yours,

The above shows how little dependence can be placed in the word of some physicians when asked for an opinion of a brother practitioner. All physicians are not so unprincipled, however, as there are many honorable men in the medical profession. Think of trusting your life in the hands of such an unscrupulous person.

**A Well-Known Druggist Easily Cured, After Failure of Every Known Remedy.**

Grand Rapids, Mich., April 25, 1903.  
After suffering the most intense agony for years with a very severe case of piles and trying every remedy known to medical science with no relief and getting worse all the time, I was easily cured by Dr. Willard M. Burleson by his New Painless Dissolvent Method, without any pain or inconvenience or losing one day from my work.

I was in a terrible condition and on the verge of physical breakdown. From my own experience I know that Dr. Burleson's treatment is everything he claims for it, and language cannot be made strong enough to praise it as it deserves. No person can speak honestly of this wonderful treatment without recommending it. It is a Godsend to those who have this terrible affliction.

FRANK ESCOTT,  
With Geo. L. Warren, Druggist, 75 Canal Street.

**Gives Testimonial for Humanity's Sake.**

I was afflicted with the piles for over thirty years and have suffered terribly from this horrible complaint. For the last three years my suffering had been severe and I have used a bushel of "Sure Cures," without any relief whatever. Last spring I happened to see Dr. Burleson's advertisement in the paper and called upon him a short time after, took treatment and must say the benefit received from one treatment was almost beyond belief. It hardly seems possible to me, even now, that piles can be cured so easily. I heartily endorse his method and will always have a good word for it, either at home or abroad.

I dislike to have my name appear in public print, but I feel as though it would look a little cowardly and unjust to withhold it; if it will only do you and suffering humanity some good, I will stand the publicity part. With best wishes, I am,

Respectfully yours,  
D. L. Harden,  
Newaygo, Mich.



**Willard M. Burleson, M. D.**

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

**Charges and Terms**

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

**The Method**

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. The PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

**How to Find Out**

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

**Guarantee**

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

**Bad Case of Piles For 20 Years—Cured in Less Than One Hour.**

Grand Haven, Mich., April 11, 1903.  
After I was troubled with piles for over twenty years and on December 10, 1902, they became so bad I had to give up work and was confined to my bed for three weeks, a friend who had been cured of piles by Dr. Willard M. Burleson called to see me and advised me to go to Grand Rapids and consult with the doctor with a view to being treated. On January 3, 1903, Dr. Burleson gave me a treatment that completely cured me. And only think, in less than one short hour's treatment I was relieved of years of suffering. And without loss of time, as I was able in a very few days to attend to my business as usual. I cheerfully recommend Dr. Burleson's method of curing piles and other rectal diseases and am satisfied that anyone troubled with either will never regret being treated by him.

CHARLES E. STEARNS,  
R. F. D. No. 1.

**Cure Effected So Easily and Quickly That She Can Hardly Believe She Is the Same Person.**

I was afflicted for nine years with protruding bleeding piles, which were so bad that I was unable to be on my feet more than a few minutes at a time. I went to Dr. Burleson and two days after the first treatment by his New Painless Dissolvent Method I started to work and have been on my feet continually ever since, and have suffered no inconvenience whatever. One week after the first treatment I took the second and last treatment, which resulted in a complete cure. The cure was effected so easily and quickly and the change in my condition so great that sometimes I can hardly believe I am the same person. I did not bleed any after the first treatment.

MRS. M. L. SUMNER,  
199 Clay Ave., Muskegon.

**Piles 30 Years, Six Surgical Operations Without Relief—Cured in 30 Minutes.**

Hart, Mich., April 10, 1903.  
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:  
Last June I went to you for treatment for piles, from which I had suffered for 30 years. You operated only once and cured me, whereas I had been operated upon six times before and not cured, but kept getting gradually worse so that it seems that your method is at least six times as effectual as the others. It is all right, as I know from actual experience. I am very thankful and shall do all I can to have my afflicted friends go to you for treatment, as the method is so nearly painless and at the same time is a sure cure. I remain, Yours thankfully,  
B. S. REED.

**Had Piles Forty Years—Cured in Thirty Minutes—No Money Until Cured.**

The Crosby & Beckley Co.,  
Wholesale  
Hardwood Lumber,  
Michigan Hardwoods,  
Eastern Office, New Haven, Conn.  
Delta, Mich., April 11, 1903.  
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:  
I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. I have had piles since 1864, while in the army, and I have tried any amount of remedies. I finally made the assertion that people might claim what they would, I claimed there was no permanent cure for piles, when once fairly hold of a person. I was advised to see you by one who had been cured, and I permitted you to treat me more as an experiment than anything else. You left it all to me to decide whether I was cured or not. You told me I need not expect a miracle; I had been 40 years getting into the condition I was in, and I ought to be satisfied to get out in one year. It has been only about two months now and I am nearly through with all looseness or protruding when having a passage. I expected to need two or three treatments, but the longer I wait the more I am convinced I am cured now with only one treatment. I cheerfully recommend all sufferers with any kind of piles to visit you and get cured. You are a success; there is no question about it.

Yours very respectfully,  
A. C. CROSBY.

**Had a Sad Experience.**  
Ludington, Mich., Oct. 12, 1903.  
TO WHOM IT MAY CONCERN—

One year ago to-day I was operated on at a private hospital, not a hundred miles from this place, for piles. They used the ligature method. I suffered all the tortures of the damned for nearly two weeks after the operation and did not receive any attention or treatment to aid in healing the sores in the rectum caused by the operation. The only relief I got from pain for three weeks was lying on a hot water bottle. At the end of three weeks I decided to take the case in my own hands, and in the meantime, having heard of Dr. Burleson and corresponded with him I had a brother Odd Fellow go with me to Grand Rapids.

An examination by Dr. Burleson, and witnessed by the brother who attended me, and who is in a branch of the medical profession, showed that ulcers had formed where the tumors had been tied and sloughed off. I received seven or eight treatments from the doctor and he fitted me out with appliances and ways of treatment that I could follow at home. The time taken in healing the ulcers was longer than if I had stayed at Grand Rapids and let the doctor treat me each day, which I think is the better way if one has the time to do it.

Had I known of Dr. Burleson's method of treating such diseases ten days sooner, it would have saved me nearly two months of time lost, over \$100.00 in money and such suffering as is only known by those who have passed through it. I am satisfied that if I had gone to Dr. Burleson at the time I went to the hospital, I would have been at work in two weeks, saved at least \$50.00 and the cure would have been practically painless.

In 1891 I spent about \$160.00 with a doctor who tried to cure me with the "Injection Method." I was shortly as bad as before.

I can honestly recommend Dr. Burleson to any sufferer from rectal troubles. He will cure you speedily and painlessly and will not want all you are worth to do it.

Dear Sufferer: DON'T let anyone torture you to effect a cure when it can be done in a painless way.

Yours in sympathy,

Elvi D. Cribbs,  
206 W. Loomis St.

**Suffered Nine Years—Easily Cured.**  
WIGTON HOUSE.

Rounds & Foote, Proprietors.  
A Fine Brick Building Lighted by Electricity.

All Modern Improvements.  
Hart, Mich., April 14, 1903.

After suffering with piles for the last nine years, I have been cured by Dr. Burleson's Painless Dissolvent Treatment.

W. A. ROUNDS.

**Dr. Willard M. Burleson**

**Rectal Specialist**

**103 Monroe Street, Grand Rapids, Mich.**

## Butter and Eggs

### Observations of a Gotham Egg Man.

I have looked back over files of the various trade journals catering to the egg industry for fifteen years and find no record for November egg prices as high as have been established here during the past week; I doubt whether there has ever been as high a November record, at least since the time when cold storage holdings began to be of importance. The nearest approach to present conditions in the egg market was only two years ago—in 1901—when the best Western eggs reached a loss off valuation of 30c late in November. At that time our storage resources had been reduced to a comparatively light quantity, so that the year closed with only about 32,000 cases to carry over in New York and Jersey City. Recent reports of storage holdings here and of the rate of reduction would indicate that we shall scarcely have more than that left by December 31 this year unless the extreme prices prevailing reduce consumption more seriously than has yet been indicated.

The high prices established in November, 1901, were not fully sustained; the market fell back to 26c, but boomed up again during December, reaching 33c shortly before Christmas. Then followed frequent fluctuations, prices falling back to 28c during the holidays, and varying between 26c and 32c during January. All the reserve stock carried over into January, 1902, was cleaned up during that month and in February under the influence of cold weather and very light receipts (only 114,819 cases for the month) prices ruled very high, ranging between 27c and 37c.

It is interesting to notice that, although the difference between wholesale prices of fine fresh and best refrigerator eggs is now greater than usual at this season, it is not so great as it was when prices for fresh reached the high point late in 1901; then, although fancy fresh eggs sold up to 33c at mark and 35c loss off for a short time, the best early packed held stock did not advance above 21c, until January, when the stock was nearly exhausted; then the prices drew nearer and nearer together until there was a difference of only 2 or 3 cents a dozen.

We are now reaching a point where frequent and rapid fluctuations in value are to be expected. There is little reason to expect any material increase in egg production for four or five weeks yet, but present high prices are almost certain to curtail consumption in all sections; and while the remaining stock of refrigerator eggs is comparatively light it is likely to last some time on the present basis of value. There would seem to be no probability of an actual egg famine until the time when favorable weather might be expected to give us larger production of fresh; after that the course of the market is of course only to be guessed at—we might have weather that would cause great scarcity all winter or we might have such as would give

us fresh eggs enough to force prices comparatively low even with a practical exhaustion of reserve eggs.—N. Y. Produce Review.

### Suggests Guillotine for Killing Sheep.

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

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

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

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

### Ducks Plentiful in Wisconsin.

Reports from Wisconsin state that wild ducks are unusually plentiful and have been so all the season, especially around Lake Winnebago. Local hunters there are elated over the conditions this year, and they believe the prohibition of spring shooting and the protection of the ducks from the market hunters have been largely responsible for the excellent shooting afforded the sportsmen, who declare there never were so many aquatic birds in the Wisconsin lakes as now. This is especially true around Oshkosh, although all over the State the duck crop has been very large.

### Favor Cheerful Women.

Men like the cheerful woman. They are not patient when it comes to tears, probably because they know what real worry and care mean; but

they are quick to appreciate trials bravely borne. "I never call around the second time," said a young man, "when a girl begins to tell me her troubles." Although it sounds like masculine selfishness, one really can not blame him. What is needed in this world is more sunshine and less whine.

Life is a farce or at best a comedy; and all mankind are in the cast, and he plays well enough who fills his part.

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

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.

## 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.



## The Meat Market

### Bacon and Ham Curing in England.

The whole work of the curing factory depends upon the proper chilling and cooling of the meat, and the maintaining of a constant temperature of 40 to 42 deg. Fahrenheit in the cellar. It is, therefore, altogether desirable that much attention should be given to the selection of a refrigerating machine, and when selected it should be in duplicate, if possible; also in chill rooms and cellars there should always be a duplicate system of cold air circulation and cold brine storage. The old style was to put a large store of ice—say several hundred tons—over the cellar, and from the cold produced as the ice melted the temperatures were kept low. But that system with all its difficulties has passed away, and given place to the modern system of refrigerating machinery. When the sides have been cooled down to 38 deg. Fahrenheit they are run along the bars into the cellar through from the chill room and then it may be said the process of curing really begins.

The process of curing or salting bacon is a very simple one, but it is also a very scientific one. The following is a description of the process in somewhat technical language, but it conveys actually what takes place: "Salting, as commercially practiced, is a process of osmosis or diffusion; a crystalloid applied externally, either as a solid or in strong solution, diffuses into the interior, while the soluble albuminous matters pass out into the brine. Soluble mineral salts, and sugars also, act as partial desiccators by their affinity for water. The flesh is deprived of a great part of its putrescent constituents, but at the same time loses a corresponding nutritive value (Liebig estimated the loss at one-third to one-half), and leaves nearly insoluble fibrinoids, partially hardened and less digestible."

Deprived of technicalities, this simply means that we destroy a certain proportion of the meat in order to preserve the remainder, and in the process we render the remainder more difficult of assimilation than when fresh. Cured meats therefore are less valuable as food than fresh meats. But as it is impossible to conduct the human economy on fresh meats it is not likely that a general knowledge of this fact would alter the consumption.

The displacement of the albuminous compounds is termed "curing," and is carried out thus: The sides are laid on benches and pumped in about seventeen places with a pickle testing 100 degrees on the salinometer at 60 deg. Fahrenheit. The pumping pressure should be 40 pounds per square inch, as indicated on an ordinary pressure gauge. The sticks of the pump needles are all into the flesh parts, the thin flank not being pumped at all. The pickle used consists of 55 pounds salt, 5 pounds saltpetre, 5 pounds of antiseptic, and (in winter only) 5 pounds of pure cane sugar. These ingredients are made up to 20 gallons with fresh water and stirred until the

whole are dissolved. The pickle is then allowed to settle until clear, and is better if it is boiled and skimmed. In any case the clear pickle is run into the cellar, and is not used until it is of exactly the same temperature as the cellar. Immediately after the sides are pumped they are laid down rind downwards and covered lightly with an equal mixture of dry antiseptic and fine saltpetre. On top of this is laid a heavy layer of salt. The sides are "stacked" one on top of the other, and the thin flank, or belly portion, is kept up by means of oak staves. The pickle, therefore, which naturally forms, collects in sort of a saucer formed by the ribs. The stacks are not meddled with until their cure is complete, which is ten days for nine score, and twelve days for ten score pigs. After that time in salt the bacon is "struck," and according to the market to be supplied is drained, washed, trimmed and sent off. Cured bacon is drained from seven to ten days and is then washed, wiped and trimmed. It is next dusted over with pea meal, and hung in the smoke stove for three days at a temperature of 85 deg. Fahrenheit. The smoking material used is oak sawdust. After the bacon is smoked it is packed up in bales with clean barley or wheaten straw between each side and is sent out. When the bacon reaches the provision shops it is cut up into recognized sections; there, so far as we are concerned, its history ends.

An equally important industry to bacon curing is ham curing. This industry is limited in England, because of the difficulty of getting rid of the remainder of the carcasses, the two legs forming the hams bringing a very high price by themselves, more especially in Paris. It therefore pays to dismember the pig and convert it into hams, Cumberland cut bacon, rolls, etc. Hams require very careful treatment. The cure is precisely on the same principle as bacon curing, and the same curing materials are used. But if taint is to be avoided "purging" has to be done, so as to get rid of the blood in the blood veins. The general rule so far as time for curing is concerned is to allow one day to every pound weight, adding on three clear days for purging. In most bacon factories where hams are cured they are dried also, another operation which is conducted very slowly at a temperature of 80 deg. Fahrenheit. If pale dried hams are wanted quickly they are dried in the smoke stoves at a temperature of 95 deg. Fahrenheit for three days.

### "Spring" Chickens in Fall.

The large increase in "spring" chickens received during the fall and winter months gives evidence that farmers find the incubator profitable at this season of the year as well as in the spring. Small broiling chickens weighing all the way from one and a half to three pounds to the pair are coming in quite freely now, especially alive, and selling at very satisfactory prices.

Each day brings its separate and distinct opportunities for doing good.

## POTATOES CAR LOTS ONLY

Quote prices and state how many carloads.

L. STARKS CO., Grand Rapids, Mich.

WHOLESALE

## OYSTERS

CAN OR BULK

DETMENTHALER MARKET, Grand Rapids, Mich.

## RYE STRAW

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

Smith Young & Co.

1019 Michigan Avenue, Lansing, Mich.

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

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

DID YOU EVER USE

## RENOVATED BUTTER ?

ASK

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300

## FOOTE & JENKS'

Pure VANILLA Extracts and highest quality

EXTRACTS LEMON the only genuine, original Soluble

FOOTE & JENKS'  
**JAXON**  
Highest Grade Extracts.

TERPENELESS LEMON PRODUCTS

"JAXON" and "COLEMAN" brands

FOOTE & JENKS, Jackson, Mich.

Grand Rapids Trade Supplied by C. D. Crittenden



## HERE'S THE D-AH

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

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

SHIP YOUR

Apples, Peaches, Pears and Plums

—TO—

R. HIRT, JR., DETROIT, MICH.

Also in the market for Butter and Eggs.

## Woman's World

### Resents the Imputations of a Foreign Critic.

Mr. Marriott Watson, an English writer, has been expressing himself about the American Woman in terms that are calculated to raise a blister from one end of the States to the other. Mr. Watson does not admire the American woman. In fact, he calls her a degenerate, anarchist, a dangerously abnormal type, a devotee of pleasure and other hard names, and says:

"The American woman is claimed by her admirers as being independent, but she is more than that; she is anarchical. The state has been built upon certain sociological facts as a foundation. The American woman is destroying these, and with them, therefore, the structures of the State as it exists now. Evidence's that the American women are deliberately turning their backs on natural laws have accumulated of recent years."

The American woman has so many bouquets flung at her by her countrymen that she is not likely to lose much sleep over the vitriolic abuse of a disgruntled foreigner; but at the same time the criticism is worth noticing, because it shows the false and mistaken idea that prevails abroad regarding the American woman. Foreigners hear of the mad and brainless diversion of our so-called smart set with their monkey dinners and vulgar display of wealth; they see our Miss Vander-

bilts and Zimmermans and Goelets expending their millions for impoverished coronets, and our Miss Thaws buying titled husbands, who haggle with them over the price at the very foot of the altar, and they cry out that all American women are cold, bloodless, conscienceless creatures who care for nothing but pleasure and social position. These women are no more a type of the true American woman than the degenerate men who deliberately sell themselves, and who make merchandise of their noble and aristocratic names, are types of the real manhood of the country to which they belong.

Beyond both of these lie the great mass of the people—the men and women who do the work of the world, who make the homes and rear the children, and lift communities into civilization and light. It is with this class of women the world over that the American woman challenges comparison.

The first charge that foreigners invariably bring against the American woman is that she is not domestic. They point with pride to the German haus-frau who toils from morning until night among her pots and pans, and whose work is never done. They hold up as an example the British matron of the middle class who, from the time she is married until the day she dies, never has a thought beyond bread and butter; and even to the French woman, whose whole horizon is bounded by her home. "Now, this," they cry, "is the real thing! Here you see the domestic

virtues in their most splendid effulgence, not among American women, who are forever gadding around to clubs and traveling about from place to place."

No one would for a moment disparage the women of other nations. They are, indeed, admirable housekeepers, but an honest investigation will show that they possess no good qualities that are not possessed by American women. The proof of the pudding, according to the old adage, is in the eating, and certainly the test of good housekeeping is in the skill with which a woman administers the affairs of the home so as to make it a comfortable place in which to eat and sleep and rest. Judged by this standard, in what country do you find homes so universally attractive, bearing such evidences of taste and thought and culture, as in America? In what other country do you find the tables of people in moderate circumstances so well spread? More than that, where else do you find homes in which so much intelligent consideration has been given to sanitary conditions?

All of this is the work of the American woman. Her house is just as clean as the British matron's; her family is just as well looked after as the German haus-frau's; her food is just as well cooked as the French housekeeper's, and if she can do all that they can do, and still have time to spare to belong to clubs and travel, and take an intelligent interest in affairs outside of her home, it does not prove her a less good manager,

but a better one. No one will contend that there is any merit in spending six hours in doing a job if it can be equally well done in one hour, and it is precisely here that the American woman's ability asserts itself.

She is as good a housekeeper as the women of any other nation, but, unlike most of the women of other nations, she has not permitted herself to become a household drudge. To this end she has been quick to adopt every labor-saving device, and no other woman has so many house conveniences. Compare, if you please, her gas range with the archaic cooking devices that still prevail in most English homes and you have no difficulty in seeing why the English woman has to be domestic twelve hours a day, while the American woman need only give a couple of hours to preparing the food for her family, and is free to devote the balance of her time to literature or art, or anything she pleases. Nor is this all. The American woman not only gets through her work quickly, but she actually does more than the foreign woman of the same social grade. In middle class homes abroad bread is seldom or never made, and even the roasting of chickens or mutton and beef is done at the nearest bakeshop. Cakes and tarts come from the same source. The German haus-frau sends out for the sausage and sliced ham for her lunch or supper, and dozens of things that are bought already prepared that the American housekeeper invariably cooks herself.



## 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



As to her children, the American mother's only fault is that she is too tender a mother. No other children in the world are so guarded, so carefully nurtured, and so considered in body and in mind. Nowhere else will you find great masses of women who are making a thorough study of hygiene in order that they may know how to safeguard their children's health, and who assemble together in great conventions to discuss the best methods of developing the little hearts and souls that are in their care. Intelligent motherhood has reached its highest plane among American women, and if any foreigner doubts this, he is referred to the fact that this is the land of the sterilizer and the patent baby food, and that nowhere else is science called in so frequently to remedy the misfortunes and defects of nature.

Millions of sickly babies that would be permitted to die elsewhere are saved every year by the intelligent devotion of their American mothers; millions of little club-footed children that in other countries would be allowed to grow up deformed have their limbs straightened and made whole; thousands of feeble-minded children are sent to special schools where their one glimmer of intellect is fanned into life; millions of children who have ugly teeth or floppy ears or some other little personal blemish that would make them ugly, have their defects cured because heaven has blessed them with an American mother who had enterprise enough to remedy her children's defects, instead of having a French, or German or English mother who would sit down and lament the mysterious dispensation of Providence in sending such an affliction upon her offspring.

One concedes that as a wife the American woman is not so subservient as her European sister. As a clinging vine, it is probable that the women of every other nation could give her points. Indeed, as a matter of fact, the American woman's ideal of a perfect wife is not so much a vine as a prop. She feels that she can help the man she loves more by bracing him up than she can by hanging like a millstone about his neck. She is his companion, interested in his schemes, sympathetic with his ambition, and equally ready to help him make his fortune or to spend it. In the days of prosperity she knows how to dress like a queen, and to entertain and to do her husband credit wherever she goes. It is when misfortune comes to him, however, that she exhibits her greatest qualities. Suddenly deprived of her fortune, the European woman is the most helpless and forlorn creature on earth, and her despair is enough to drive her husband or father or brother to suicide. Not so with the shifty American woman. There are a thousand things that she can do, and she does them. She does not retire in tears to a stuffy lodging on a back street. Instead, she develops a knack for taking boarders, or writing for the papers, or buying old furniture, or something that will bring in

money. She puts her shoulder to the wheel, and by her courage and grit helps the men of the family pull the wagon out of the rut and set it once more on the high road to prosperity.

Just what our English critic meant by American women being anarchistic it is not easy to see. Everywhere she is doing her duty as wife and mother; she is interested in building better and more hygienic homes; she is trying to save little children and give them better conditions under which to live; she is interested in civic and municipal reforms, and is seeking to beautify the towns and villages in which they live and, if this is anarchy, pray God she may never reform. No one will deny that, being a human, the American woman has plenty of faults, but it is also indisputable that she possesses the virtues of all the women of foreign countries, with a few especial and peculiar ones of her own thrown in for lagniappe. Dorothy Dix.

#### Husband Has a Place.

"Indict me for heresy if you will," remarked one of the cleverest and kindest of society's elder matrons, "but I must say the trouble with most young wives these days is that their husbands make entirely too much of them. Why, when I was a young—that is, a younger—woman women would have been overjoyed to receive half the attention and affection the average man now showers on his wife. It was not that the men of former generations were less kind of heart, but they realized it wasn't safe to let any woman think the universe revolved around her—at any rate, after marriage. Women then were made to feel their husbands were of some importance. They were grateful for good homes, reasonable allow-

ances and a moderate display of devotion.

"Now, nothing short of utter self-effacement on the man's part satisfies a wife—a young one, I mean. Once a woman arrives at years of discretion—say after she's 35 or 40 or more—she understands, even today, her husband has some rights. In the meantime, though, she probably has schooled her lord to such undervaluing of himself as makes thorough self-respect beyond his power in later years. The result is the unnatural reversal of relative importance that makes the American menage the laughing stock of Europe. May our men always love, cherish and honor their wives, say I, but as they value the peace of mind of both let them not pamper their princesses beyond the feminine mind's capacity. Now, girls, sharpen your tongues and tell me what you think of me."

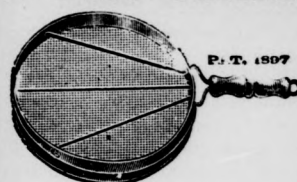
#### Small Demand For Hare Meat.

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

The average man thinks he has done his duty by his wife when he puts her name in big letters on a monument.

A sprinkle of lime over the potatoes that are disposed to rot is a help.

## A GOOD SELLER



### Gas Toaster Retails 25c

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

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

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

**ASK YOUR JOBBER**  
**Fairgrieve Toaster Mfg. Co.**  
A. C. Sisman, Gen'l Mgr.  
287 Jefferson Avenue. DETROIT, MICH.

## The Banking Business

of Merchants, Salesmen and Individuals solicited.

**3½ Per Cent. Interest**

Paid on Savings Certificates of Deposit.

## Kent County Savings Bank

Grand Rapids, Mich.  
Deposits Exceed 2½ Million Dollars

# IF A CUSTOMER asks for HAND SAPOLIO

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

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

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

**BENTONVILLE BUMMERS.****Personal Recollections of a Most Famous Battle.**

It is not my purpose to write the strategic details of a battle. So far as I know, the battle of Bentonville has not been written by others than one who commanded a corps in the Confederate army. I intend to give you my recollections of the battle, which to Sherman's army was the most important of the many events of the campaign in the Carolinas.

Brigade, division, corps and army commanders write up, from official documents, campaigns and battles and make what may be termed official history. Want of space between the covers of the book prevents personal mention of the men who fired the muskets. But the men who fired the muskets and swung the sabres have their own stories to tell. The graduate from the college, the farm, shop, and lumber camp fought side by side in the ranks, each a student of war, no two seeing with the same eyes.

I give you the recollections of a captain, pleading guilty to the charge of being a Bummer and explaining how I became one.

Sherman's army left Atlanta in the fall of 1864, with but twelve days' rations of hard bread, coffee, salt and sugar in the trains. This, with what the men carried in their haversacks, was the visible supply. Meat in all its various forms, fodder for the animals, and breadstuffs to piece out the hard tack must be gathered from the country through which we passed. To do that systematically men were detailed from each regiment, placed under command of a commissioned officer, and sent out each day to the front and along the flanks. The competition of so many different details, especially in a country where peanuts and cotton were the staple farm products, coupled with the opposition of the enemy's cavalry and Georgia Home Guards, soon forced the consolidation of the foragers, as they were then called, into brigade and division details, for mutual protection, and I have known a brigade detail to scatter for the same reason.

I found myself commanding a brigade detail consisting of ninety men and three commissioned officers, mounted upon the best stock to be found in the country. Our duties consisted in foraging and fighting anything and everything that came in our way, picking up rebel stragglers and deserters, hunting out the roads, and acting as scouts and guides. Letters from the few postoffices in the country, maps hanging on the walls of village and country homes, newspapers old or new, all were taken and sent to headquarters.

The term "Forager" was not large enough to designate this new addition to the army, and the word "Bummer" was born. I know some people at this distance from the war who look upon the bummer as "a trick of sins." The term has fallen into disgrace. To-day the walking delegate of the saloon-keepers' union is known upon the streets as a bummer. One

step down in the social scale and we have tramp, tramp, tramp.

Bummer was a title born to Sherman's army on the march to the sea. In the scramble for corn and bacon its pedigree was lost, and he who seeks to claim it now is liable to receive a bad title.

However, the Bummer is his degree of rank commanded all the corncribs and fodder-stacks in Georgia and the Carolinas. He made of his profession high art, and high art is always morality.

The variety of work and duties called the best men from the ranks—men of known endurance and courage. Strict discipline was maintained, and there were no stragglers. Men were not safe out of sight of the columns. There was not a single day during the month of March, 1865, that my detail was not fighting or skirmishing with some part of the enemy's forces.

Nearly the entire distance between Savannah and Goldsboro the cavalry of our army was to the left of our marching infantry columns, the fronts of different army corps being covered by the mounted Bumpers. They often knew the location of the different Confederate commands better than their own. Many a gallant fight was made for hogs and hominy that was never reported at headquarters.

The battle of Averysboro was fought on the 16th of March, a victory for our men. During the night the enemy retreated. It was a cold, wet, miserable night, the rain falling in torrents. The country was acres of mud and ponds of water. The enemy had a few wagons. These they filled with their wounded men and left them stalled in the mire along the road. Having but a few pieces of artillery, they outmarched us and were soon lost in the forests of the country.

The 17th and 18th were fine spring days, the country very poor in supplies and the enemy having the first pick. On the 18th my detail fought Dobbrell's brigade of cavalry, driving them back mile after mile, keeping the road clear for the division that was following—"Carlin's." It was a series of running fights from one piece of woods to another. There were many turpentine stills, and they were invariably fired, sending up dense black columns of smoke, good as signal flags to indicate our course and location to those who followed. At one of these stills we found four dead and one mortally wounded man, lying where they fell, their comrades leaving too hurriedly to give them attention.

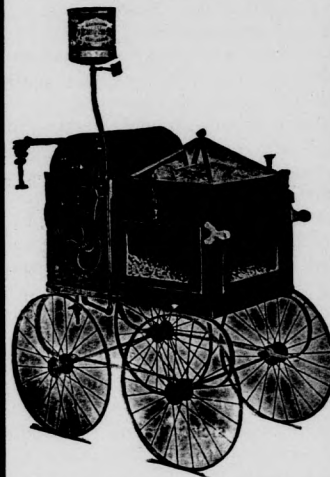
Dobbrell's brigade at this time was very badly demoralized; not more than six hundred strong, poorly supplied with ammunition, driven all the way from Tennessee, they were but mere fragments left of companies, or regiments, while their commander, to use a Georgia saying, "cavorted magnanimously." One-half of his men were always a little too fast, and the other half a little too slow.

A few of my men were armed with Springfield rifles, the balance with

Colt's revolving rifles and Spencer carbines.

Late in the afternoon I halted my command to await the advance of the division. It not coming up, we fell back two miles, going into camp at headquarters of the division. The stubborn resistance of the enemy during the latter part of the day convinced me that they were planning a repetition of the action of the 16th. I also gained some information from citizens and the wounded man captured at the turpentine still. I reported in person to Gen. Carlin, who sent the information to Gen. Sherman, who did not credit it. My command had made and drank their coffee—they had little else—and were rolled in their blankets, sleeping, when I returned, after midnight, from headquarters, having received the countersign for the next five days, and orders to move out at three o'clock next morning and join the division next night at Cox's bridge, twenty-five miles north. We did camp there, but it was four days later. Gen. Carlin's last words to me were, "If you can not drive the enemy, flank them."

At three o'clock the men were aroused, horses fed, coffee made, and before four o'clock the command filed out of the woods into the main road, the men tired, sore, cross, and ugly, but every one in his place. The road led through forests of pine with but little cleared land. A few men were sent out as an advance-guard. When about two miles out, and just as it began to grow light, the ad-

**Little Gem Peanut Roaster**

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

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$3.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

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

A Satisfied Customer is the  
best advertisement a  
dealer can have.

**The Welsbach Brands**

make satisfied customers—more  
and more of them every year.

*Priced Catalogue on application.*

**A. T. Knowlson**

*Sales Agent, The Welsbach Company*

233-35 Griswold Street  
Detroit, Mich.



vance surprised a sleeping picket-post of a few men huddled about a small fire at the side of the road, their ragged gray blankets wrapped about their shoulders. They dropped everything that was not tied to them, and ran into the woods, escaping us in the darkness. Their guns were bent out of shape, and, with their other effects, thrown into the fire. Supposing that these men belonged to Dibrell and that we were near his camp, we pushed on, hoping to surprise them. The road ran down a hill, across a swamp with deep water and tangled brush on each side. I led the advance-guard, and passing out of the swamp found the picket-line along the edge of the swamp. It then had become quite light. The pickets on the road discharged their guns as they started on the run for the reserves. My men fired a few shots at these pickets as we spurred our horses forward and up the hill, when, to our surprise, we came in full sight of a line of earthworks, not more than forty rods away. As far as I could see to the right and the left the dirt from thousands of shovels was flying in the air. The alarm caused by the picket-firing had created confusion in the enemy's camp—officers shouting to their men to fall in line, and the men throwing away their shovels and securing their guns. Realizing at once that we were unexpected and unwelcome callers, I retired my command to the opposite side of the swamp, dispatching one of my best men with information of my discovery at once to Gen. Carlin, but he never reached his destination. He must have been killed by a bush-whacker, for he is still one of the missing.

Leaving a lieutenant with thirty men as a skirmish-line at this crossing of the swamp, I moved to the left with the balance, and about a mile from there found a small corn-cracker grist mill with a good supply of corn. The mill was in charge of a young woman, who dipped the corn into the hopper with a gourd, and carried away the meal in a bag to her home, a few rods distant. One man was left at the mill to keep it grinding, and with the balance we crossed the dam, that also served as a highway, turned to the right a half mile or so, and again struck the rebel picket line, and had the good fortune to capture two of them, who gave us the information that Gen. Joe Johnson's army were all there. They had marched all night to get into position, and there were ten thousand infantry then in the front line building breastworks.

In driving this picket line we had come near two pieces of light artillery. They opened fire on us, throwing shells higher than the tops of the pine trees through which we passed. This artillery was the first alarm to Carlin's division. The two prisoners were mounted and sent under guard to Carlin, but became lost on one of the many blind roads and did not reach Carlin until he had come up with his division and attacked the enemy.

I only digress to say that Buell's brigade, from which my command

was recruited, charged the works when I first discovered them in the early morning, losing a full one-third of their numbers, many of the men falling inside the earthworks.

I withdrew my command from this advanced position, without loss, to the grist mill, crossing to the south side of the stream and placing my men behind a rail fence that skirted the stream and mill-pond. The animals were taken into a dense swamp to our left, in water 'knee-deep. Every man was free to become a fighter.

The disposition of men and animals was but fairly made, when there came down through the pines on the opposite side of the pond, at a sharp trot, a battalion of troopers in gray. They were led along the edge of the mill-pond by an officer mounted on a fine gray horse. The head of the column turned to cross to our side of the pond, when the order to fire was given. The crash of fifty rifles from the men in ambuscade seemed to have emptied fifty saddles, as if every man had picked his game. An instant, and then came the second volley, every man firing at will, the shots falling like raindrops on the roofs of our canvas tents in the night.

The surprise was complete, the confusion beyond description. Horses plunged through the woods in flight, men and horses mingled stretched upon the green slope. There seemed no escape from the repeating-rifles. The gallant commander clinging to his saddle with the last moment of life, the frantic animal sprang from the road into the pond, and both disappeared beneath the water. His disappearance from sight of man was one of war's mysteries. It seemed but a moment, when all was over—the dead, the dying, the wounded strewn the ground, the few escaping into the friendly woods hurried along by the cheers of the victorious Bummers. It was war, but war is an unknown quantity. A troop of cavalry, probably belonging to the same command just defeated, found a crossing through the swamp to our right and rear. Guided by the firing and the cheers of our men, they fell upon our flank, the first warning coming in the shape of leaden messengers. It needed but a glance; coming straight for us was a long line of "Johnnies," using their carbines as they came across the field. Nobody waited for orders. The best time made by professional sprinters was slow compared with that made by the Bummers as they ran for the swamp to the left where we had placed our horses. It was every man for himself, and the "Johnnies" for the hindmost. The swamp gave shelter and safety to all but four of the men, they could not outrun rebel lead. My own horse was picketed at the edge of the swamp, an animal I had ridden many hundreds of miles and to whom I was warmly attached. I thought I saw a chance to save him. Mounting, I gave him spurs. He fairly flew along the edge of the swamp towards our main lines. I used my revolver as I never had a chance to use it before. My horse was giving his life to save

mine. I could feel his body quiver as the deadly bullets struck him. The noble animal carried me safely out of danger, into the friendly shelter of a regiment going into position to protect the flank of the army; with a jet of hot blood spurting from a wound in his neck, he dropped on his knees and fell over dead before I could remove saddle and bridle. In a few hours' time I had changed places and found myself with nothing at my command except personal equipments. With the saddle on my own back I set out, mentally offering many kingdoms for a horse.

This ended the Bummers' fight at Bentonville, but those who fought and got away did heaps of duty on following days. Chas. E. Belknap.

#### Proper Word.

"There goes a woman who is traveling under a resumed name," remarked the man with the sleepless eye.

"Oh, you mean assumed," suggested the ordinary policeman.

"That's just exactly what I don't mean," replied the fly cop. "With her decree of divorce she was given the right to resume her maiden name. See?"

#### Then and Now.

"One year ago," said the sad-faced passenger, "my purse was heavy and my heart was light."

"Well?" interrupted the cigar drummer in a tone of enquiry.

"Then I got married," continued he of the woeful countenance, "and now my purse is light and my heart is heavy."



Get our prices and try our work when you need

## Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**

19 Griswold St.

Detroit, Mich.

We carry the most complete line of

## Blankets Fur and Plush Robes Fur Coats, Etc.

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

**Sherwood Hall Co.,**

(Limited)

Grand Rapids, Mich.

# 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

### Study of Human Nature Essential.

Written for the Tradesman.

Years ago people seldom gave human nature a thought, while to-day it is a study we must master.

Always try to please the other fellow—remember you are a servant to the public. Let kindness rule. A good collector is the man that can face his debtor with a smile, should he become excited and show his teeth. Be brave. Keep yourself cool and you will accomplish a great deal more.

Don't be like the preacher I once heard about: It happened on the Sabbath. The church bells were ringing. The good preacher was dressed in his best. The wife informed the good man that the little calf had not been fed yet. "Just so," replied the preacher. So he rushed out with a pail of milk to feed the poor little calf. But the poor little calf was stubborn. After some coaxing it jammed its head down into the pail. The preacher thought the Johnstown flood had struck him! His new frock coat was covered with milk. The last bell was tolling. The good wife called out, "Dear, it's almost time for church." A cloud of anger o'erspread his face and he grabbed the calf by the head. "I'd give my life if I wasn't a preacher for just one minute." The good wife became excited. "Why, John, what do you mean?" "I'd kill this damn calf!" was the shocking exclamation.

Then, again, one can lose time by being too careful. An elderly lady and child entered a little station down East and enquired if the passenger train had gone through. "Yes," replied the good-natured agent. "Are you sure? Are you certain?" The agent nodded his head. "By the way, has the freight train gone through?" "Three hours ago, madam." "Thank you. I'm so glad," and, taking the little girl by the hand, "Come, Mary, now we can cross the track!"

The writer recalls a pleasant interview with a merchant in Northern Michigan who has a store that is a pride to the town. During the interview I remarked, "You certainly have a fine store," whereupon he replied, "I place the credit at the door of my clerks. We work hand in hand. We have no timepiece. Our hearts and souls are wrapped up in our duties. We try to be original and, above all, we have a system from the basement to the top floor, a place for everything and everything in its place."

A glance about the store proved the assertion. System was everywhere apparent. The more I looked into the situation the more I was convinced of the truth of the merchant's statement. The clerks were all busy arranging and displaying goods, so that the keen eye of the housewife could see at a glance the good things to eat. The success of the store was largely due to the fact that things were displayed that would affect the appetite.

The head clerk, a bright young man, spoke at length: "Not a day goes by but what we experiment. We are after new ideas. We find the Michigan Tradesman a great help

and we always make time to read it. Besides, we have educated our commercial friends to keep us well posted.

"During the hot summer months we take our vacation. Each year takes us a different direction—East or West, North or South matters not. We make it a point to visit the leading stores in our line and take notes and on our return we compare notes and put them in operation.

"Regarding window dressing: A neat window is certainly a business bringer. Our experience has taught us not to display staple articles in the window. True, they can be arranged to have a good effect. Still, on the other hand, by displaying something good to eat, something with a relish, you create a demand. Our sales have proved this. For instance, I recall some two years ago we displayed on the counter a small line of baked goods. The demand was not overly great, so we decided to make a window display of this line. Everything was arranged in the way of placards and trimming to attract attention. Each day the goods were neatly displayed. What was the result? We were forced to make that a department by itself and employ an extra clerk to take care of the demand.

"Meeting with such good success with our baked stuff we decided to arrange a display of green goods, fruits, potted chicken, boiled ham, etc., in the opposite window, and we have prospered greatly by the change. Like the good housewife, we have followed her judgment in arranging her home and making it attractive. If it can be done successfully in a home why not in a store? The majority of our customers are women. They do their own shopping and they like to see everything neat and tasty.

"We have educated our trade and have gained their confidence. We do not find it hard to place a new article before our customers. We do not cut prices. The little child can do the shopping and satisfaction is given. We are prompt with our deliveries and aim never to disappoint. Mondays we display laundry soaps, clothespins, mops, brushes, etc.—everything for washday. Fridays we display canned salmon, boneless cod, mackerel, etc., to help out our Catholic contingent. We have great faith in placards. Human nature is one of our great studies. We find kindness and politeness always win. We believe in a liberal use of printers' ink. We never try to outsell our competitors. But we do try to buy the best the market affords. It is true we have a prosperous business. System, enterprise, good management and hard work have brought it about; and we also must thank our many friends and patrons who have stood by us."

John J. Hardy.

Those who disbelieve in virtue, because man has never been found perfect, might as reasonably deny the sun because it is not always noon.

Good clothes may not affect your exit from a busy man's office, but they do affect your entrance.



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

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

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

It will *Save three Pennies*

A postal card brings our 1903 catalogue. Ask Department K for catalogue.

**The Computing Scale Co.,**  
Dayton, Ohio  
Makers

**The Moneyweight Scale Co.,**  
Chicago, Illinois  
Distributors





### Enterprising Merchants Should Study Their Trade.

Written for the Tradesman.

I have often wondered why merchants do not study their trade more, so as to get a more correct idea of what sort of goods to keep in stock. A merchant should, upon opening up in a new locality, make a study of his customers' wants. He will, if he follows this course, hold his trade better and have less dead stock on his hands at the end of the year.

An incident illustrating this came under my notice some time ago:

A merchant who had been in a country town decided to sell out and locate in the city. He hit upon a good location in the heart of a district where the trade was all of the better class. This man did not see his opportunity; he did not study his trade.

What was the result? It took him just a year to find out that as a hustling city merchant he was not a success. He laid in a common stock of goods and opened up. The people did not want that kind and as he did not keep what they wanted they went elsewhere for their groceries.

This, of course, was not a condition calculated to inspire a hopeful feeling in the breast of the merchant, so he sold out to another man who was desirous of becoming a store-keeper.

Then the exodus of the coarser brands of goods began. The broom rack was retired to the rear of the store; also the tubs and washboards. Everything that was not conducive to a good appearance was relegated to another room or disposed of.

The grocer figured in this wise:

"Here I am in a community of people who are blessed with a fair share of this world's goods. They know that people in their circumstances in life eat lobsters. There are no live lobsters to be obtained in this town (at least none that can be eaten—we are not cannibals!) so what are we going to do? Why, the canned article, of course; and the best grade, too. Therefore, the cheap sardine and the 'blind robin' go out and the lobster comes in.

"Those poor little oysters with bits of shell still clinging to them are not half good enough for my would-be epicures. Something more approaching the size of the robust blue point is what they want.

"Common everyday cheese is rather tame eating for people who have as much money as my customers have. I must get something where the process of decomposition is of a more advanced stage—like Roquefort, for instance."

And so on down the list. Package sugar and all were put in and the man who studied his trade did business. He knew what he was about. These people had money enough to pay for expensive goods and they only needed to be told that this or that was a very choice article—"something handled expressly for their class of trade"—to take it immediately.

This man is still doing an excellent business at that location. His predecessor

did not size up his trade. He did not stop to think that a man's taste changes as his pocketbook does. Take, for instance, the man who likes to smoke. When he is getting a small salary he smokes a pipe. When he gets a raise he cultivates "three fers." Another raise comes his way and the nickel brand is none too good for him. If he has good luck he will be smoking the twenty-five centers and wondering how he could ever have found content in a filthy old cob pipe.

And thus it is in all of man's wants. Study your trade. The man who furnishes the motive power for a wheelbarrow can not subsist on veal loaf and lady-fingers—his pocketbook could not stand the strain.

We have read stories of country life in which a description of some gathering was given. Someone of the party was sure to have on some article of dress that was out of keeping with the rest of his attire. The writer perhaps explains this in the following way:

"A smart drummer came along one day and sold Silas Perkins, who kept the country store, a lot of goods that were out of style in the city. The young men immediately decked themselves in the new finery, producing the result above mentioned, etc., etc."

Now this may be all right in a story, but in real life it does not work. The storekeeper is there to sell goods and he gets the kind of goods the farmers want. He can't buy a lot of goods that would be in place on Broadway and dress the farmer boy in patent leather shoes, Canada grey pants, Tuxedo coat and a "hickory shirt," just to satisfy the demands of a hungry public who believe everything they read. The farmer has better taste than many city people. He dresses for his work, while some other people who poke fun at him are wearing a certain garment because someone else is wearing the same kind.

The country merchant should study his trade as well as his city brother. I have seen the finer grades of canned goods standing on the shelves in the country store with wrappers discolored by age. Now it would seem that a man of average sense would know better than to get a lot of canned goods to sell in a farming community. A farmer cans his own fruit and produce—or rather his wife does—and it is better than that canned by a factory. A country merchant rarely needs anything in the grocery line other than the staple goods.

I know a man who has a small clothing and shoe store in a comparatively poor location and yet he is doing an excellent business. Why? Because he studies the wants of his customers, who are chiefly railroaders. He knows just what class of goods they want and he keeps them in stock.

And so it is in every line. If a merchant gets what his trade wants he sells goods. If he tries to sell them what they don't want they go elsewhere. Once the merchant gets a reputation for having "just what I

wanted" he will do a good business; and not before. Benton Allen.

The most of men are truly brave either the day before or the day after.

### THE "OLDSMOBILE"

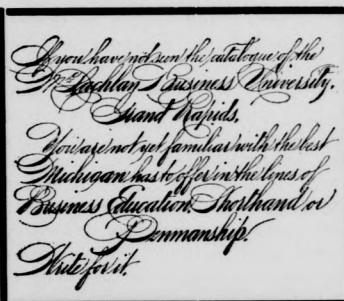


#### Delivery Wagon, \$850.00

It delivers the goods cheaper, quicker and better than any horse-drawn vehicle. Will do the work of 3 horses, 3 men, 3 wagons. If interested, write for special circular.

#### ADAMS & HART

12 and 14 W. Bridge St., Grand Rapids



### Gas or Gasoline Mantles at 50c on the Dollar

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

## Make Tidy Packages

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

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

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

## 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.

## 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.

## Hardware

### The Burden Which Rests on the Jobber.

At the recent annual convention of the National Hardware Association the following paper was read by M. L. Corey, Secretary of the National Retail Hardware Association:

We recognize in speaking to you to-day that we occupy a position entirely new in the annals of hardware; that it may open opportunities and questions not visible, nor even thought of at this time. There is one question that is considered paramount in this meeting, but the sentiment as expressed to us by members of the two associations represented seems so nearly a unit in our favor I ask your indulgence while I briefly touch another topic that we firmly believe is responsible for the new question that really accounts for our presence to-day.

Hardware jobbers have settled the question, at least to their own satisfaction, that they are an absolute necessity in the distributing of hardware products. This being the case, they must naturally be vitally interested in another class, and that is their retail customers, for they are the foundation upon which the jobbers' trade is built. The retailers' success depends upon the prosperity of the towns and villages in which they live, the good will, confidence and patronage of their community. Anything that threatens the stability and permanence of this arrangement becomes a mutual menace, and should be so recognized and dealt with.

I wish to call your attention to the catalogue house and its effect upon 90 per cent. of your customers. I refer to the country merchants. Understand, these houses, while affecting our city brothers to some extent, especially aim to capture the farmers' trade—to prejudice him against his local dealer. Their alluring and misleading advertisements and low-priced leaders are having their effect, and energetic, intelligent, combined effort is necessary to maintain the jobbers' and retailers' supremacy. The success of the catalogue house depends entirely upon under-selling the retailer on staple articles and brands of goods already introduced and well known, through the man who stands face to face with the consumer. Give them price advantage and they can sell a necessity, but the personality of the salesman is necessary to create desire and introduce a new line. If this is true, then the catalogue houses are simply lawful pirates, and in view of some of their unscrupulous methods, most dangerous and demoralizing competitors. A single instance will illustrate: Sears, Roebuck & Co., of Chicago, sent out over the country a letter to postmasters, offering to pay a cash commission on every money order written in their favor. This was an unlawful proceeding, but as the postmaster himself became a party, and the transactions were concluded between the two, convictions were almost impossible.

We will not attempt a comparison

of prices. We appreciate the fact that each of you have at some time or other been up against them. Careful examinations prove that about 90 per cent. of the catalogue house leaders are selected from hardware and kindred lines; that especially well-known and meritorious brands are very desirable for cut-price attractions; the danger from this does not appear at first glance. It comes from the gradual alienation of the consumer's confidence and patronage of his home dealer, and injures the jobber as well. To meet this condition the retailer must adjust his prices to compete. Upon you, Mr. Jobber, rests the burden as well.

It is common experience among our members to ask you for a certain article and be quoted higher than the listed catalogue price. This should not be. It is imperative that both the jobber and the retailer meet the issue, even if it mean for a time a mutual loss. A revision of your prices should be made, and your traveling salesman instructed why it is done. He in turn could explain to the retail customer the necessity and advantage of retailing the article at the catalogue house price. We are continually preaching to our members this doctrine: Meet the price. We need and should have your intelligent active co-operation. Here is where our Association can benefit. Suppose your efficient Secretary Fernley should send each of you a letter naming such articles as are used as leaders by this competition, and the price they quote. Suppose he or you would post your traveling salesman to assist the retailer in protecting our mutual trade? Would it not act as a muffer on the thunder?

We cannot see how any jobber can consistently sell or encourage catalogue houses; their success means your failure as sure as the retail system is crippled. They only buy of you when the manufacturer will not sell them, or to fill short items in their daily business.

A mail order house moved from one city to another; the principal reason given for the change was that the wholesalers refused to furnish them goods to fill their short items. Mail order houses claim an advantage in their making the manufacturer and jobber carry their stock. Many of them would not exist without such assistance.

Some manufacturers, when approached concerning low prices quoted on their goods by this competition, have sent us circulars and newspaper clippings proving some of our members are selling in given localities even lower. Catalogue houses have justified their cut prices on these grounds, and a few jobbers have agreed with them. We emphatically protest against the injustice of such comparison. A retail price of 50 cents on an eight-quart Enterprise stuffer would scarcely be noticed 25 miles away, let alone 100, 200 or 1,000 miles distant. Even in the same town considerable differences in prices remain unnoticed. But let a catalogue house name 50 cents on an eight-quart Enterprise stuffer and

## 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.



### White Seal Lead and Warren Mixed Paints

Full Line at Factory Prices

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

Agency Columbus Varnish Co.

## Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

## PAPER BOXES

We manufacture a complete line of  
MADE UP and FOLDING BOXES for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples.

Prices reasonable. Prompt service.

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

## Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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



every customer from Maine to California is told that this article is worth only 50 cents and anyone who charges more for it is either unable to buy right or will not sell right, and in either case not entitled to the patronage of his community. When an unprofitable cut price is named every dealer in the United States faces exactly the same condition and must adjust himself to meet it.

Jobbers and retailers alike are in business for profit. Manufacturers must realize that whenever their lines become unprofitable something else is substituted. Therefore we claim that whenever a manufacturer sells mail order people he should do so under a limited selling price agreement. This position is taken by the retail associations and should be as firmly insisted upon by the jobbers. Such contract is a lawful one and can be enforced.

It has been frequently charged that jobbers (not members of your association, I am glad to say), have bought certain goods in large quantities, thus securing a price advantage, and turned the surplus over to the catalogue houses at a very slight advance; conclusive proof of such work would justify our members in withdrawing their patronage from such firm or firms.

Entirely too much preference has been shown to the quantity buyer. It encourages over-loading and under-selling; it builds up a catalogue house; breaks down the distinction between the jobber and the retailer and demoralizes trade generally. The merchant who buys his supplies through the wholesaler buys often and as his trade demands. If this is good business he should not be handicapped by higher cost on his stock. Special prices on a quantity basis have built up this new competition for us until it does not hesitate to dictate terms to the largest manufacturer, and if their demands are refused the catalogue houses proceed to advertise the manufacturer's products at cost or less, even though they cannot fill a single order. Their plain object is to injure the manufacturer by making the sale of his products unprofitable to the general trade. In this way they expect to hold and gain further special privileges. It is blackmail; it is dirty business; it is dishonesty; but it has been done time and again, and is being done this very moment.

We have always claimed that catalogue houses were only large retailers and not entitled to jobbers' advantages. Recently these houses are asserting that they are doing a big jobbing business with regular merchants. Whether this claim is made to secure recognition from manufacturers or to further influence the consumer to patronize them we do not know. It does not need very much calculation to figure out the calibre of their merchant customers. It is safe to say that Dun or Bradstreet never gave them a rating.

As to the economy of the mail order system as compared to retail dealers we have a decided advantage. The cost of printing and mailing their

books alone is stated as nearly 10 per cent. of their sales. The increase in the number of these supply houses will result in fierce competition between themselves, and a constant and continual hammering for lower and special prices, and cheaper made goods.

If our friendly jobbers are alive to the situation; if you can sell us our stock as low as this competition can buy; if you will aid us in defeating injurious measures, the future should not only strengthen the position of the jobber and retailer, but result in more harmonious and closer relations between our individual members.

There is a growing tendency among retailers toward better business methods, neater and more attractive stores, discrimination favoring a higher grade of goods, more prompt collections and payment of bills, more intelligent and effective advertising; the standard of gentlemanly traits of both retailers and their clerks has been raised until the hardware dealer in almost every town and village in our country is regarded as one of the representative men in his locality. How much credit for these conditions is due to our Retail Hardware Associations and our loyal trade press that has continually co-operated with us I will not venture to say. Certain it is that every State Association has worked hard and earnestly to establish these results. This education has also taught us there is such a thing as common interest between the jobber and retailer; that an injury to one means a corresponding loss to the other. Individually we never would have ventured to suggest an alliance—a sincere co-operation for a mutual advantage. Our associations open the way.

I think all present will also admit that there is to-day a greater amount of business fellowship between the two great bodies of distributors of hardware products than ever existed before. There is more charitable and broader interpretation of individual differences that will always happen between buyer and seller. There is more confidence in the honesty and good intentions that regulate the average daily trade transactions. We speak of the trade in general. Some of your members as well as ours have not become converted and in touch with the changes. During the year 1903 less than one-fourth as many complaints have been made against your members as in 1902. Prior to 1902 the retailers regarded your association with suspicion, and as an organization formed for your individual advantage. I speak as the representative of thousands of retail hardware dealers when I say that our members to-day regard the jobber who belongs to this association in a more favorable light than the one who persists in going it alone. I know this from personal contact and letters received. The man who should be held mostly responsible for this change of sentiment is none other than your Secretary, T. James Fernley.

## Read This Advertisement Slowly

We are **JOBBERS** of hardware, cutlery and sporting goods.

We have complete, up-to-the-minute lines.

Our **PRICES** are **RIGHT**.

We fill mail orders with **ESPECIAL PROMPTNESS**.

We have now a complete line of **HOLIDAY GOODS** and solicit your business.

**Fletcher Hardware Co.**

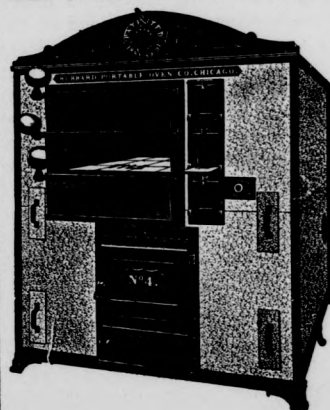
**Detroit, Michigan**



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

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

## BAKERS' OVENS



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

**HUBBARD PORTABLE OVEN CO.**

**182 BELDEN AVE., CHICAGO, ILL.**

### What is the Cost of Advertising a Business?

"What percentage of the cost of doing business is spent for advertising?"

With a view to learning the cost of advertising in business we have put the question in the above form to various retail clothing and furnishing merchants and heads of departments in the dry goods stores, believing that merchants themselves, in New York and elsewhere, would be much interested in the matter.

Large and small merchants, those doing the largest business in the metropolis as well as the ones doing a neighborhood trade, were seen. All figured alike, that whatever came under the head of publicity was reckoned as advertising, including cost of dressing windows, show cards, circular letters, booklets, newspaper, program and all other forms of publicity.

The neighborhood stores, doing a business of from \$50,000 to \$100,000, informed us that they do so little advertising, outside of window dressing and sending out circular letters to their customers once each season, that they never reckon this expense as coming under the head of advertising but include it under the head of general expense.

Some of these merchants said that they were so situated that they did not have to advertise, that their trade came to them because they were located on a popular thoroughfare with a constant traffic, and that the only advertising done was through their windows. The window dresser in such cases was utilized as a salesman and his salary was included in the regular salary list.

A number of merchants said that they were paying very high rents, ranging from \$8,000 to \$12,000 a year, and could not afford to advertise. They argue that in a locality where rents are high they naturally get the business without other advertising mediums than their window displays. They figure that if they were in a locality where they were doing the same volume of business on a rental of \$5,000 a year they might easily spend \$5,000 for advertising, as in such a locality advertising would undoubtedly be necessary to pull trade their way.

There was another class of merchants, sufficient in number to be included under the head of the former advertisers, who are not spending money for newspaper publicity at present. They said that during the first several years of building business from three to five per cent. of the cost of doing business was put into printer's ink. This was kept up until they became well established, and being upon streets that have become centers of trade, with considerable traffic, they no longer advertise, but depend upon old customers and transient trade, which is increasing every year.

Merchants coming under the foregoing classifications are located in the downtown and uptown retail districts on such thoroughfares as Cortlandt, Fulton, Nassau streets and

lower Broadway. Uptown they are to be found on Broadway, Sixth, Seventh, Eighth, Second and Third avenues. The most successful neighborhood stores coming under this head of non-advertisers were found in the Harlem section of Manhattan and in the Williamsburg district of Brooklyn.

A gentleman whose business is located in the downtown district, and who does an annual business of about \$250,000 in furnishings, including hats and shoes, says he reckoned upon spending a thousand dollars a month this year for advertising. He appears in several of the morning papers daily, not all at the same time, but a number to-day and others again tomorrow, in a six-inch, single-column space, writing his own advertisements. He says he has never estimated the cost of advertising on a percentage of the cost of doing business. He has never attempted to limit himself to a specific sum, but keeps constantly before the public. He says:

"I have really been too busy to get down to splitting hairs on the percentage system. Years ago I did this, but found it practically impossible to hold myself down to any particular amount. When voluble newspaper men come along with a particularly good thing I have to go into it, and in this and other ways I exceed the amount I fix for advertising."

A merchant on the east side of town, doing a business in furnishings, hats and shoes of about \$250,000, who appears in one or more of the daily papers six times a week during dull business and about half as often when business is brisk, occupying six inches single-column, estimates that about 5 per cent. of the cost of doing business goes for advertising. He also uses the billboards in the outlying sections of Greater New York and does quite an extensive circular advertising with customers. He is particularly strong on advertising hats by posters.

Both of these stores are located on popular business thoroughfares, but in widely separated districts, one being in a purely business section and the other in a partly residential and partly business neighborhood. They do a popular trade, and their methods and amount of advertising are nearly the same.

A clothing and furnishing house, doing one of the largest businesses on the East Side, but which draws its trade from other sections of the city as well, says they do a business of about \$750,000 a year, and that their advertising is costing them at present about 7 per cent. of the cost of doing business, which they figure at 25 per cent. They have a very low rental, and it costs them about 4 per cent. to sell. They advertise in the daily papers only at certain seasons in the year, when they go in with a quarter of a page display advertisement. They also issue an elaborate style book. But they have been spending considerable money this year for display signs painted on the sides of buildings throughout Greater New

York wherever they can lease the space. They report that they have had excellent results from this character of advertising.

Another large firm, located on a prominent corner in the uptown retail district, and doing one of the largest businesses on the West Side, running close to three-quarters of a million a year in clothing and furnishings, like the preceding firm, has a large neighborhood and transient business. They use the daily papers several times a week, usually in a five-inch, double-column display advertisement, varying in size at times. A member of the firm said they spent 5 per cent. of their expenses for advertising, which outlay was not represented altogether by their daily paper announcements. They also used programs for social events in the neighborhood, picnics, and outings of various sorts.

Although the advertising expense of the greater number of merchants who spend quite liberally for printer's ink seems to hinge on about 5 per cent. of the total cost of doing business, an astonishingly low ratio has been reached by the clothing department of a large department store doing a popular line trade. The business of this department is about \$750,000 annually, and the advertising of the department, for one of its busiest months, was 3 2-10 per cent. of the department's expense for that month, during which the advertising was not curtailed in space. The department uses several of the daily morning and afternoon papers, both English and foreign.

At another department store where the clothing business about equals that of the foregoing, the cost of advertising is within 5 per cent. of the expenses. The amount of space used is not as large as that taken by the former store, nor does the department appear in print more than two or three times a week. In this estimate, also, are included the circulars, mail orders and special advertising done by the department in periodicals.

The clothing department of an uptown department store, doing a business of about \$300,000 a year, averages for publicity about 3 per cent. of the department's expense, which averages low on account of low wages to salesmen, the rent of the department being charged up as general, and the incidental being light for the volume of business done. The department advertises clothing about twice a week. Very little advertising is done outside of the store's regular newspaper advertisements. This total of business is given at last year's figures, which was a poor year for the house, owing to some changes made. It is said that the figures will run considerably higher this year. This is one of the successful clothing departments in the metropolis.

Another clothing department in a popular-price store, where the business has been done on the cheapest lines of clothing, is reported as doing a business of about \$300,000. It is only of late that the figures have been so high. The store has its de-

partment on an upper floor and considerable money had to be spent in advertising to draw custom to the department. In fact, it is known that the only time the store sells clothing in quantities is when a sale is advertised. The head of the department says he has allowed himself 10 per cent. of the cost of doing business, but had kept his advertising down to between 7 and 9 per cent. He is one of the heaviest clothing advertisers of all the department stores. From another source we learn that this department has spent as high as 15 per cent. for advertising. Yet the department manager has considered that so large a percentage was permissible for advertising, since it has only cost him 3 per cent. to sell clothing, and his rental has been proportionately low.

A clothier, located in the uptown retail district, doing a clothing business of about \$150,000 a year, previously spent 3 per cent. of the cost of doing business, and this year increased his advertising appropriation to 5 per cent., having had good returns from his publicity. His advertising consists of newspaper space, circulars and posters. This year he has covered a wider territory in his advertising and has had excellent results from the extra amount expended. This merchant is careful in the conduct of his business, and has it reduced to a percentage system which enables him to calculate his expenses to a fraction.

Another merchant, located upon one of the most populous downtown streets, and who is doing a business of between \$150,000 and \$200,000 in clothing and furnishings, estimates that it is costing him 20 per cent. to do business, and 5 per cent. of this goes for advertising, which is consumed by the daily papers, circulars and booklets, as well as very liberal window card publicity. Yet this merchant does not take near the space in the dailies, nor appear in print as often as another firm in the heart of the downtown business part of the city. This latter firm goes into print two and three times a week, using English and German papers in spaces from an eighth to a quarter of a page, and figures that out of a cost of 22 per cent. for doing business the percentage for advertising is kept within 5 per cent.

One of the most liberal users of printer's ink in the metropolis is a firm doing a clothing and furnishing business close on to a million a year, and yet they figure not more than 5 per cent. of their expenses goes for publicity, and that it can not possibly exceed that amount, according to the annual appropriation made. They are also extensive advertisers in other ways, distributing circulars, booklets, attractive cards and posters throughout Greater New York and nearby towns. There is hardly an effort made in advertising by this firm that is non-productive.

The figures given here as to the volume of business done annually are as approximately correct as such totals can be obtained.—Apparel Gazette.



## Cause and Effect in Charity.

There were some very interesting discussions at the conference of charities and correction last week in Buffalo. The papers read and the discussions indulged in were by people who have made a special study of the several subjects, and hence their suggestions are the more valuable and important. A very thoughtful contribution was that of J. G. Phelps Stokes on "Preventive Social Work." Ever since it was written, "and the greatest of these is charity," that statement has stood undisputed. Certainly there is nothing nobler, but even charity may be made the subject of abuse. Certainly that is the best charity which is most intelligently directed and which is most likely substantially and completely to accomplish its object. There is giving which leads the recipient to habits of idleness and loss of self-respect incident to the desire for further donations. The tendency of modern times is toward systematic charity and that is wise. There are now societies and associations and institutions which make a study of the subject and which investigate the individual cases and so are able to select the worthiest. These organizations do an untold amount of good, and that as a rule they are so well supported speaks volumes for the generosity and the real charitableness of the average American citizen.

The point which Mr. Stokes emphasized in his paper is the desirability of preventive work dealing with causes rather than results. Scientific medicine appreciates that its greatest field is that research which shall get at the origin or the cause. It is ever better to take such steps that will prevent an epidemic than to cure the scores and hundreds who may be afflicted by it when it comes. The same principle can be applied to social evils, habitual idleness with its incident poverty and as well to vice and crime. Very often antecedent to disease is some inherited tendency, and just as often there is an inheritance which leads to the social diseases whose results appeal to charity. If the cause can be reached and remedied, the result will take care of itself. Proper environment and education for children prevents vice, viciousness and poverty in the adult. Mr. Stokes very properly urges that if the people of our land would devote more time and thought and money to eliminating obvious causes of evil and to introducing well proven causes for good, not only would the social burdens involved in the maintenance of police forces, criminal courts, prisons and public charities be enormously reduced, but the suffering consequent upon crime and evil would gradually disappear. Great gains can and will come from giving more heed to this phase of the social problem, whose importance is not likely to be overestimated.

Always do the best you can and always strive to make that best a little better than anyone else's best.

The weakness of strength is the strength of weakness.

## Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.....				40
Hicks' Waterproof, per m.....				50
Musket, per m.....				75
Ely's Waterproof, per m.....				60
Cartridges				
No. 22 short, per m.....			2 50	
No. 22 long, per m.....			3 00	
No. 32 short, per m.....			5 00	
No. 32 long, per m.....			5 75	
Primers				
No. 2 U. M. C., boxes 250, per m.....			1 40	
No. 2 Winchester, boxes 250, per m.....			1 40	
Gun Wads				
Black edge, Nos. 11 & 12 U. M. C.....				60
Black edge, Nos. 9 & 10, per m.....				70
Black edge, No. 7, per m.....				80
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge Per 100
120	4	1 1/2	10	10 \$2 90
129	4	1 1/4	9	10 2 90
128	4	1 1/4	8	10 2 90
126	4	1 1/4	6	10 2 90
135	4 1/4	1 1/4	5	10 2 95
154	4 1/4	1 1/4	4	10 3 00
200	3	1	10	12 2 50
208	3	1	8	12 2 50
236	3 1/4	1 1/4	6	12 2 65
265	3 1/4	1 1/4	5	12 2 70
264	3 1/4	1 1/4	4	12 2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100..				72
No. 12, pasteboard boxes 100, per 100..				64
Gunpowder				
Kegs, 25 lbs., per keg.....				4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.....				2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.....				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.....	1/4 in.	5-16 in.	3/8 in.	1/2 in.
BB.....	7 c.	6 c.	5 c.	4 c.
BBB.....	8 1/2 c.	7 1/2 c.	6 1/2 c.	5 1/2 c.
BBB.....	8 c.	7 c.	6 c.	5 c.
Crowbars				
Cast Steel, per lb.....				5
Chisels				
Socket Firmer.....				65
Socket Framing.....				65
Socket Corner.....				65
Socket Slicks.....				65
Elbows				
Com. 4 piece, 6 in., per doz.....			net	75
Corrugated, per doz.....				1 25
Adjustable.....			dis.	40 & 10
Expansive Bits				
Clark's small, \$18; large, \$26.....				40
Ives' 1, \$18; 2, \$24; 3, \$30.....				25
Files—New List				
New American.....				70 & 10
Nicholson's.....				70
Heller's Horse Rasps.....				70
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s.....				60 & 10
Glass				
Single Strength, by box.....			dis.	90
Double Strength, by box.....			dis.	90
By the Light.....			dis.	90
Hammers				
Maydole & Co.'s, new list.....			dis.	33 1/2
Yerkes & Plumb's.....			dis.	40 & 10
Mason's Solid Cast Steel.....			30c list	70
Hinges				
Gate, Clark's 1, 2, 3.....			dis.	60 & 10
Hollow Ware				
Pots.....				50 & 10
Kettles.....				50 & 10
Spiders.....				50 & 10
Horse Nails				
Au Sable.....			dis.	40 & 10
House Furnishing Goods				
Stamped Tinware, new list.....				70
Japanese Tinware.....				30 & 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
8 advance	10
6 advance	20
4 advance	30
3 advance	40
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x28 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
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
Soldier	
1/4 @ 1/2	19
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40 & 10
Onelda Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nicked	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, bail, per doz.	85
1 gal. fireproof, bail per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	48
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
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 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 60
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, slide 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, slide 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. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 1/4 in. wide, per gross or roll.	24
No. 1, 1/2 in. wide, per gross or roll.	33
No. 2, 1 in. wide, per gross or roll.	46
No. 3, 1 1/2 in. wide, per gross or roll.	75
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

## The New York Market

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

Special Correspondence.

New York, Nov. 28—The week is rather an upset one, owing to the holiday, and now that it is over it is quite likely some decline will set in in certain lines, especially poultry and eggs, if not butter. The price of desirable turkeys was so high as to be prohibitory to any but pretty well-to-do classes. At retail in the smaller shops the rate was from 24@28c, while some concerns charged 35c—all owing, it is said, to short "crops" of the fowl and to the cornering of the bird.

The streets by the waterside are receiving the first consignments of Christmas trees and during the next two weeks these piles will grow until the "whole outdoors" will be as odoriferous as certain sections of Maine or Michigan—the nearest approach to the pine woods many New Yorkers ever get.

The coffee market, so far as jobbing business in the actual article is concerned, is, of course, mighty quiet. Neither roasters nor jobbers seem to be interested particularly and the only activity is that shown by some speculators; and even these are not so very enthusiastic. Rio No. 7 shows some advance in price and is now quoted at 6½c. The amount in store and afloat is a little larger than a year ago, being 2,927,606 bags, against 2,710,519 bags at the same time last season. Taking the situation together, it is seemingly favorable to the seller. West India coffees are rather quiet, but quotations are well sustained, Good Cucuta being worth 8½c. No change is noted in East India sorts and trade is quiet.

The sugar market is rather demoralized, owing to the fact that no one seems to know when he is getting bottom rates. Orders are for small lots and neither side seems to take much interest in the situation. Raws are steady and about unchanged.

Not an item of interest can be picked up the whole length of the tea market. Supplies are not excessive and for this reason rather than for any activity in demand quotations are pretty firmly sustained. The trade generally appears to be pretty well stocked up and buying is apt to be light for the remainder of the year.

The rice market is dull and uninteresting. The call for holiday goods is so overshadowing that "poor old rice" is for the time being sitting down way back. Stocks are moderate and quotations are fairly well held and this is about the best, and about all, that can be said of the market.

Importers of spices view the future with complacency. The whole drift of affairs is in their favor and they are not anxious to part with holdings on the present basis when they feel almost sure they will do better later. Quotations are firm and practically without change, cloves and pepper attracting most attention.

There is a good demand for molasses and quotations are very firmly

maintained. Supplies are moderate and the whole outlook is in favor of the seller. Foreign sorts are steady and a fairly good trade has been done during the week. Offerings of syrups are light and only a moderate demand has existed during the week. Holders insist on obtaining full value.

Western corn packers are taking orders for future delivery at rates which began at about 67½c f. o. b. factory and which have advanced until about 75c seems to be the proper figure. The demand for spot is active and the market is comparatively well cleaned up. There is a better tone to the tomato market and desirable New Jersey brands are worth 85@90c at the factory. A little more activity exists for salmon, but there is still room for improvement. Quotations are about unchanged. News of many new canneries to be erected next year are coming to hand and 1904 will probably see a big pack of almost everything.

There is considerable activity in the butter market for lines that are strictly desirable and there seems to be a scarcity of such goods here. A large part of the arrivals leave "something to be desired" and for such the market is dull and heavy. Fancy Western creamery, 24½@25c, although the latter is, perhaps, the extreme; seconds to firsts, 18@24c; held goods, 18@23c; imitation creamery, 15@18c; factory, 14½@15½c, the latter for held goods; renovated, 15@17½c.

The cheese market is quiet, but quotations have shown some improvement and holders seem to be quite confident as to the future. Full cream small size, fancy N. Y. State is worth 12c and large sizes 11¾c. Arrivals of late-made stock show very inferior quality and are working off for what it will bring.

The very high prices paid for eggs seem to have curtailed consumption and it will occasion no surprise whatever to see a decided decline within a few days. Receivers are not at all anxious to load up on the present basis and there is only one thing that will relieve the strain—lower prices. Western fresh-gathered are worth 32@33c for extras and for firsts the range is 30@31c; refrigerator stock, 22@26c; fancy limed, 23@24c.

### Almost Lived There.

During a recent burglary epidemic a police superintendent one night made a tour of inspection through the burglarized district.

Considerably after midnight he saw a young man emerge noiselessly from a substantial homestead, and went after him.

"Did you just come out of that corner house?" the superintendent asked, overhauling him.

The young man, while of respectable appearance, was plainly ill at ease and confused.

"I did," he said.

"Do you live there?" demanded the superintendent.

"Well, almost," was the embarrassed answer. "But I can't see that it's any of your business—anyway, as long as her father doesn't object."

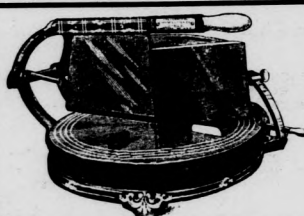
## THE VINKEMULDER COMPANY

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.



## COMPUTING CHEESE CUTTER

This cutter will cut any amount desired off any weight cheese at any price per pound. Will save from seventy-five cents to one dollar on every cheese cut, and increase your cheese trade.

Price \$20.00. Agents wanted.

Computing Cheese Cutter Co.  
Anderson, Ind.

## GOOD, STRONG BAGS, 5¾c

We have on hand ready for immediate shipment, 50 thousand INSIDE COFFEE BAGS, size 25x39 in. which have been used once for coffee, uniform in size, whole and clean. Made from closely woven jute, suitable for Potatoes, Grain, Oats, Meal, etc., at 5¾c each f. o. b. Chicago.

THE F. J. DAVENPORT CO.  
GRAND RAPIDS, MICH.

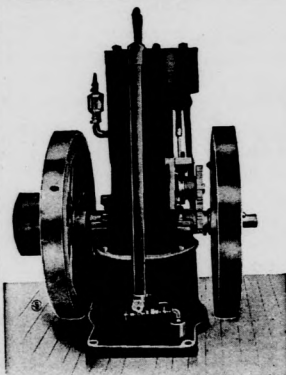
SEND US YOUR ENQUIRIES FOR ANYTHING DESIRED IN THE BAG LINE

## "PURITY AND GOODNESS"

## SELECT FLOUR

For The Family

ST. LOUIS MILLING CO., St. Louis, Michigan



## The "Ayres" Gas and Gasoline ENGINES

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

Agents Wanted

Ayres Gasoline Engine and Automobile Works  
Saginaw, W. S., Mich.

## JOHN T. BEADLE WHOLESALE MANUFACTURER



## HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

JOHN G. DOAN COMPANY  
WHOLESALE OYSTERS

IN CAN OR BULK

All mail orders given prompt attention.

Main office 127 Louis Street, GRAND RAPIDS  
Citizens' Phone 1881

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

# Printing for Produce Dealers



### Our Sales of Apples Abroad.

The apples exported are only from 1 to 5 per cent. of the crop. In the fiscal year ended June 30, 1903, there were exported from this country 1,655,247 barrels, valued at \$4,378,967, a larger quantity of apples, with one or two possible exceptions, than has ever been exported in a single year by any country in the history of the world. It should be noted, however, that the annual exports are extremely variable in volume, apparently depending not so much upon the size of the domestic crops as upon prices and other factors in foreign supply and demand. In the year immediately preceding the record shipments mentioned above exports of this fruit amounted to 459,719 barrels; in 1900-1 they were 883,673 barrels, and the previous record year was 1896-97, when exports of apples amounted to 1,503,891 barrels, valued at \$2,371,143.

The United Kingdom and Germany are the great apple-importing countries of Europe. Their combined imports from all sources amount to about 10,000,000 bushels a year, each country sharing somewhat equally in the trade. The United Kingdom derives its chief supplies from the United States and Canada, supplements them with apples from Belgium, France, Holland, Portugal, Spain, Australasia and other countries. Germany's principal sources of supply are usually Austria-Hungary and Switzerland, with supplementary supplies chiefly from some of the neighboring countries of Europe, and small quantities from North America.

The imports of apples into the United Kingdom in 1902 were the heaviest on record and amounted to 6,302,784 bushels. Of this quantity the United States furnished 3,312,490 bushels, or almost 53 per cent.; Canada 2,057,812 bushels, or almost 33 per cent., while less than 15 per cent. was supplied by all other countries combined.

### Hatching Chickens From Preserved Eggs.

The London Lancet recently published an article describing some experiments which had been made for the purpose of determining whether eggs could be hatched which had been preserved for twelve months by immersion in a 10 per cent. solution of sodium. It was said in the article that chickens had been hatched from these eggs. A correspondent of the Lancet now writes to that Journal narrating some experiments which friends of his undertook for the purpose of verifying the statements made. Twelve eggs were collected in June, and immediately placed in a 10 per cent. solution of sodium silicate and completely covered by the solution. On September 5 four eggs were taken from the solution and marked and with nine other newly-laid eggs were placed under a hen. All the newly-laid eggs hatched out within three weeks, but the four preserved eggs did not hatch. One of these eggs was boiled and was quite fresh; the other three were broken and the yolk fell out separately from the white. The whites were whipped

up and became quite stiff. This is stated to be the best test of a fresh egg. It is of interest to note that these preserved eggs, even when they had been incubated for three weeks, remained perfectly fresh, seeming to indicate that the shells were still impermeable to external influences.

Assuming that the remarkable preserving effect of the sodium silicate is due to the formation of an insoluble glass with the lime salts of the substance of the shell it is curious that it has been possible to hatch out a chicken without first making the shell again permeable to air. The experiment is one which should be repeated after the shell has by some method again been rendered permeable, for it seems improbable that the hatching of such preserved eggs can take place if the shell remains impermeable to air.

### Tip to Western Apple Buyers.

Talking of a paragraph in some trade publication to the effect that the West was confident that it could get all the apples it wanted from New York State without any difficulty, on account of there being an almost unparalleled crop in that section, a New York operator, whose name is well known all over the country, tells the Fruitman's Guide this:

"Those Westerners are liable to change their tune very materially within the next thirty days. There may be some few holders in the West who have New York State apples for storage, and perhaps these few have plenty of apples, but the rank and file have none, and before long they will have to go right to New York State for them, and when they get there they will find it no easy job to get all they want. It is true that Western New York has had a record-breaking crop, but the apples have been moving out in bulk, in boxes and in barrels as fast as possible. In fact, the crop has been so large that the farmers have had the sense to take no chances on being left with a surplus of stock on their hands that they could not dispose of at any price at all. Moreover, the movement to Europe has been unprecedentedly heavier, and the man who goes seeking apples in New York State, say a month from now on, will not find as 'easy pickings' as he imagines he will."

### A Wayside Smile.

Just outside what used to be the boundary line of the city a dilapidated church stands on a picturesque road. Up its weather-beaten sides green ivy clings tenaciously. There is a little belfry on the edifice, in which hangs the bell which summons the good people to worship. The door of the church is one of the old-fashioned style—heavy black wood, with metallic bands.

Over the door is a Scriptural sign: "This is the door to heaven."

Not long ago there was a sign tacked right under this, on the broad face of the big door, in big, black words on a white cardboard background. Many parishioners smiled when they read:

"Closed for repairs."

## Michigan Lands For Sale

500,000 Acres in one of the greatest states in the Union in quantities to suit

Lands are located in nearly every county in the northern portion of the Lower peninsula. For further information address

EDWIN A. WILDEY

State Land Commissioner, Lansing, Michigan

## 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.



## "Candy Time."

Place your order with us for fresh, up-to-date Candies and be pleased all through the holiday season.



**STRAUB BROS. & AMIOTTE**  
TRAVERSE CITY, MICH.

Broken Mix, Butter Cups, Everton Taffies, Etc.

## CELERY NERVE GUM



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

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

## 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**



"YOU SAVE THE JAR FOR FRUIT."

## Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids, Mich.**

## Commercial Travelers

**Michigan Knights of the Grip**  
President, B. D. Palmer, Detroit; Secretary, M. S. Brown, Saginaw; Treasurer, H. E. Bradner, Lansing.

**United Commercial Travelers of Michigan**  
Grand Counselor, J. C. Emery, Grand Rapids; Grand Secretary, W. F. Tracy, Flint.

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, W. B. Holden; Secretary-Treasurer, Oscar F. Jackson.

### Practical Rules for the Government of Salesmen.

C. A. Eckert, of the Eckert Casket Company, of Toronto, Canada, himself a man with a wide and successful experience as a traveling salesman, has conspicuously posted in the room set aside for his salesmen these hints, which will be found applicable to salesmen of any class. The rules are good enough to merit being preserved:

A good recollection of names and faces makes an excellent impression and holds friends. Common sense has more to do with selling ability than it is usually given credit for.

In speaking, remember that quality of words counts far more than quantity, and that a successful salesman knows what to talk about, when to talk, but, above all, when to stop talking.

To say nothing at the right time is much more of an art than to say the right thing at the right time.

Talk only just enough to keep your buyer talking.

One of the rarest and most valuable qualifications in a salesman is the faculty of holding trade, or making sales to the same party repeatedly.

You can generally inspire confidence in a buyer if you show him you understand the goods you are selling and believe in them yourself.

A salesman who has not complete faith in himself, his firm, and the goods he offers, has either mistaken his vocation or else has made a very poor connection.

He who is modest and natural in his manner attracts and makes friends, whilst conceit, pretensions and affectations disgust and repel.

One of the most delicate compliments, and one generally appreciated, is to put the buyer into the attitude of being a teacher.

A good salesman rarely approaches a buyer with an enquiry as to whether he wants to buy goods. Beware of the man who agrees with you on all points. He is not in the market, and is framing an excuse.

A man can make use of personal magnetism, if he has any, by means of his eyes.

A person who is pleasantly disposed can often convey the same feeling to another by a kindly and pleasant glance.

When selling goods, keep both eyes on the buyer.

The star selling agent of the future will not be illiterate, for the mind is stored with facts by education, the thinking powers are trained, and the face stamped with brightness and intelligence.

A man may be active without being energetic or industrious.

Westerners say that "as long as

you get there, the route you follow is immaterial." This is not correct as applied to salesmen. Some people can only be reached by the route of self-interest, and politeness has no effect on them. These are the cold, bilious, disgruntled people.

Good clothes count for much, as the man who is well dressed has more self-respect and commands more attention than the one with seedy attire.

You can sell a larger bill of goods in five minutes on a bright day, when the world looks pleasant and the store is full of customers than in an hour on a gloomy day when business is slow and the buyer has the blues.

Faithfulness and trustworthiness are more valuable than intelligence because much rarer.

Common sense refuses to be scared into anyone, nor can you bulldoze trustworthiness out of anyone.

Let your surroundings and associations be pure and good, and your private life correct.

Be governed by sound morality and practical religion, for there will be no material results in their absence.

Bear in mind that your goods are the very highest in quality on the market; hence do not sell below price nor give away goods to help a sale. A good salesman loses his reputation by offering goods of poor quality, therefore transmit carefully any complaint as to quality or otherwise.

You must protect the interests of your customers, as well as those of the firm, and should report shortcomings promptly. A man of questionable business methods or poor financial standing can buy no goods of a good salesman, who also keeps a sharp eye on payments being made when due, for otherwise he loses customers. Rather quit selling for a house if you have lost faith in the quality of the goods. This is better for both salesman and house. Be truthful and honest with your customers and you will gain their confidence. Never abuse their friendship, disclose private communications, nor gossip about one customer to the other. A good salesman is a good business man and looks for making profit on each side. A poor salesman is one who only succeeds when prices are below those of competing goods, or who cuts prices to force a sale. Above all, be honest with both your house and customer, and let your word be always as good as your bond. Remember, "there is no excellence without labor," therefore he who works for permanent success must put in six solid days' work a week, and not less. Be cheerful, even if success is temporarily absent, for a man with a sour look will never sell goods. Have a good system, plan your work according to it, and keep your engagements.

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

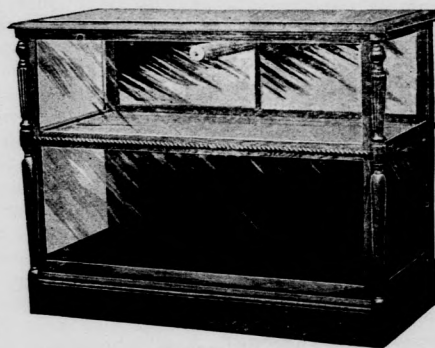
**J. A. ZAHN**

1318 MAJESTIC BUILDING  
DETROIT, MICH.

## Grand Rapids Fixtures Co.

One of our  
Leaders  
in  
Cigar  
Cases

Write us  
for  
Catalogue  
and  
Prices



No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Shipped  
Knocked  
Down

Takes  
First Class  
Freight  
Rate

## JULIUS A. J. FRIEDRICH



30 and 32 Canal Street

### Pianos and Organs

Angelus Piano Players

Victor Talking Machines

Sheet Music

and all kinds of

Our Motto:  
Right Goods  
Right Prices  
Right Treatment

Small  
Musical  
Instruments

GRAND RAPIDS, MICHIGAN



### THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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





# Citizens Telephone Company

## Testing Out Lines on New Automatic System

The preliminary work of testing out the New Automatic Exchange has started, and for the information of those subscribers that may be called up and asked to make a test, the following instructions are given:

### Important Directions

1. ALWAYS REMOVE RECEIVER from hook before operating dial.
2. DO NOT force the dial back; REMOVE your finger and let it run back itself.
3. ALWAYS HANG UP RECEIVER before making another call.
4. HANG RECEIVER ON HOOK when through talking; otherwise no one can call you.
5. BUSY BUZZ sound in your ear means the line you called for is busy.
6. ANSWER telephone promptly.

### How to Operate

To call 1100. First remove receiver from the hook, place finger in hole 1, pull the dial down until your finger touches the finger stop; remove your finger, allowing the dial to rotate back until it stops; in the same manner pull 1 again, then 0, then 0.

You are now connected with 1100.

Now press the button which rings the bell of 1100. Wait and talk with the man that is testing the line with you, as he may want you to make another test.



## Drugs and 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.

### Legitimate Competition or Illegitimate Substitution?

An animated discussion arose at this year's meeting of the Michigan Pharmaceutical Association over one phase of the perennial substitution question. In a paper abounding in debatable propositions Mr. Chas. F. Mann, of Detroit, expressed the opinion that the manufacturing pharmacist who made a preparation similar to some widely known specialty of the market, and then urged this upon the retailer, was himself practicing arts of the substitutor and was indulging in a reprehensible practice.

It was pointed out in the warm discussion which followed Mr. Mann's paper, however, that this is perfectly legitimate competition and not illegitimate substitution. If the druggist secretly dispenses one thing in a prescription when another has been prescribed, he is a criminal and should be punished as such. If, on the other hand, he puts out in open competition with any specialty an article which he makes or buys; if there is no attempt at deception; if the article is different in name, in appearance, in label, and in package; and if he sells it strictly upon its own merits, then he is following the dictates of good business policy only, and is practicing that competition which is the very life and essence of all trade and commerce. And if he is thus using the article for a perfectly legitimate purpose, is not the manufacturer who per chance makes it for him doing that which is also perfectly legitimate?

The Michigan convention was held at Battle Creek, the famous breakfast town; and the argument was given a pertinent application to the place of meeting. "A few years ago," declared one of the speakers, "a Battle Creek man devised a breakfast cereal. The idea proved a good one. The stuff sold. The man made money. As always happens, other men saw their chance, and they brought out breakfast foods. Others followed these in turn; still others appeared; and now, only seven or eight years later, Battle Creek has perhaps fifty food manufacturers. Many of the products are similar; all of them are more or less alike. But is every man a substitutor except the first one on the scene? Have the forty and nine who followed him sinned against the laws of trade and the

dictates of conscience? Or have they simply practiced that competition which has always ruled the economic world, and which will continue to do so until the end?"

Secret substitution is contemptible; open competition is approved by the laws of trade and the force of personal necessity. The pharmacist who practices the former should be sent to jail; the pharmacist who yields his chance to practice the latter is renouncing his very birthright—for what is this but to make or dispense whatever physicians use in the treatment of disease?—Bulletin of Pharmacy.

### Coloring Agents in Soda Syrups.

Prof. E. H. Jenkins, of the Connecticut Agricultural Experiment Station, has been making a thorough examination of the soda-water syrups sold in the State, and in his report he has this to say: "In Connecticut nearly all of the 500 apothecaries have soda fountains, and in some cases soda water is a more important source of revenue than drugs. Of 113 syrups examined, 16 contained artificial flavors, 44 coal-tar dyes, 6 cochineal, 1 an unidentified color, 31 salicylic acid, and 11 benzoic acid. Out of a total of 211 samples examined 83 contained coal-tar dyes. The quantity in a glass of soda or in the syrup sufficient for a glass of soda was in many cases sufficient to dye a six-inch piece of nun's veiling a most brilliant color—scarlet, magenta, crimson, orange, or green, according to the dye."

### Wood Alcohol.

Some people are very susceptible to its toxic effects, even inhaling the vapor while working with it in the trades being sufficient in some instances to cause alarming symptoms. It has a profound effect upon the intestinal canal, and upon the sensorium, as shown by the headache, vertigo, delirium and dilation of the pupils. Its diagnosis is not difficult. The ophthalmoscope appearance is that of optic neuritis, with exudations into the retina and subsequent atrophy. The caliber of the retinal vessels is much diminished, and the veins are tortuous, containing dark blood. In the early stages color blindness is often found. No treatment has been found of any service.

### Black Brimstone.

"Sulfur Vivum," "Black Sulfur," or "Horse Sulfur" are obtained, as described in the dispensatory, in the following manner: In order to obtain purified sulfur the native sulfur earths are heated in closed vessels and the vapors again condensed. This constitutes crude sulfur. The latter is liquefied and allowed to settle, when the clear liquid is ladled off and moulded into the so-called roll sulfur. The lower stratum, containing most of the impurities, when cold, when ground constitutes the "sulfur vivum" of the market. In all probability "black brimstone" is merely another popular synonym for the above article. Ground brimstone ought to supplant it for all practical purposes. P. W. Lendower.

### Toilet Sets Still in Favor.

The demand for toilet sets increases steadily from year to year. This is always a particularly good line for the holiday trade, and its popularity is not confined to any section of the country, but extends to every city and town. This year the sale has been larger than ever before, and owing to conditions prevailing in the mirror trade manufacturers who did not buy their mirrors well in advance of the season have been unable to fill orders. China backs are the favorites taking the line from end to end, although certain styles of metal backs which have been brought out this year have sold in very large quantities. No fancy goods line is complete without a full assortment of these goods, which can be had in various styles and numbers of prices. Children's sets are exceedingly popular, and there is a new set for men for which the demand has been particularly good.

### Saccharin Barred From North Dakota.

Saccharin, the famous coal-tar product, "sweeter than sugar," has been barred from the State of North Dakota. E. F. Ladd, the Dairy and Food Commissioner of that state, has issued a circular declaring the use of saccharin a violation of the pure food law. Dr. H. W. Wiley, chief of the Bureau of Chemistry of the United States Department of Agriculture, declares that saccharin is injurious to health, and its use should be prohibited. The Federal law prohibits its importation, but it is made extensively in this country and used in a variety of ways without restriction. North Dakota is the first state to put up the bars against it. The most common use of saccharin is in canned corn. It gives the corn an artificial sweetness and also acts as a preservative. The big canners claim they cannot get along without it.

### The Drug Market.

Opium—Is weak, although prices are higher in primary market.  
Morphine—Is unchanged.  
Quinine—Is steady.  
Cocaine—Is steady at the decline, although crude material is very firm and higher.  
Menthol—Is weak and lower.  
Glycerine—Crude is firm abroad but prices are unchanged in this market.

Oil Sassafras—Is very firm at the advance.

Natural Oil Wintergreen—Has advanced.

Oil Spearmint—Is very scarce and high.

Oil Tanzy—Crop was small and prices are extremely high.

Continued high prices rule for blood, mandrake and elecampane roots.

### Bacteria With Strawberry Flavor.

Prof. M. Eichholtz has given the name *Bacterium pagi* to an organism which he isolated from milk, which spontaneously developed the flavor of strawberries. It is one five-hundredth millimeter in diameter, has the power of movement, and in a

number of different culture media it produces the taste of strawberries. It is propagated most readily on sugar of milk and gelatin, and peptonizes the albumenoids of milk. The aroma produced is most marked between the temperature of 14 and 18 degrees C., higher and lower temperatures retarding the action and higher than 75 degrees destroying the bacterium.

### Coloring Extract of Hydrastis.

Most of the colorless preparations of hydrastis on the market are said to be solutions of hydrastine (alkaloid) hydrochlorate or sulphate, with or without the addition of the chlorides or sulphates of aluminium, calcium, magnesium, and potassium, in a mixture of glycerin and water. By dissolving 20 grs. of hydrastine sulphate or hydrochlorate in a pint of a mixture of glycerin and water of 1.15 specific gravity, as recommended in the United States Dispensatory, a therapeutically active and quite permanent colorless solution may be obtained. P. W. Lendower.

### Drugs by Mail to Sweden.

Attention has been called to the fact that pharmaceutical preparations can be forwarded in the mails to Sweden only when sent to drug stores and certain scientists and manufacturers who have been granted official permission to receive them. All drugs which reach that country bearing other addresses are returned by the Swedish authorities.

## 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.



## WHOLESALE DRUG PRICE CURRENT

Advanc d—  
Declined—

Acidum		Exechthitos		Tinctures	
Aceticum	60 8	Erigeron	3 75@4 00	Aconitum Nap's R	50 60
Benzolcum, Ger.	70 7 5	Gaultheria	2 40@2 50	Aconitum Nap's R	50 60
Boracic	22 27	Geranium	1 40@1 50	Aloes	50 60
Carbolicum	22 27	Gossypil, Sem gal	50 60	Aloes & Myrrh	50 60
Citricum	38 40	Hedeoma	1 40@1 50	Arnica	50 60
Hydrochlor	30 5	Junipera	1 50@2 00	Assafoetida	50 60
Nitrosum	8 10	Lavendula	90 2 75	Atrope Belladonna	50 60
Oxalicum	12 14	Limonia	15 2 25	Aurant Cortex	50 60
Phosphoricum, dil.	12 14	Mentha Piper	3 35@3 40	Benzoin	50 60
Salicylicum	42 45	Mentha Verid.	5 00@5 50	Benzoin Co	50 60
Sulphuricum	1 10@1 20	Morruhae, gal.	5 00@5 25	Benzoin Co	50 60
Tannicum	38 40	Myrcia	4 00@4 50	Cantharides	50 60
Tartaricum	38 40	Olive	75 2 00	Cardamom	50 60
Ammonia		Picis Liquidum	10 12	Cardamom Co	50 60
Aqua, 18 deg.	40 6	Picis Liquidum gal.	90 2 94	Castor	1 00
Aqua, 20 deg.	60 8	Ricina	90 2 94	Catechu	50 60
Carbonas	13 15	Rosmarin	5 00@6 00	Cinchona	50 60
Chloridum	12 14	Succini	40 45	Cinchona Co	50 60
Aniline		Sabina	90 2 100	Columba	50 60
Black	2 00@2 25	Santal	2 75@7 00	Cubebae	50 60
Brown	30 1 00	Sassafras	65 70	Cassia Acutifol	50 60
Red	45 50	Sinapis, ess. oz.	65 65	Cassia Acutifol Co	50 60
Yellow	2 50@3 00	Thyme	1 50@1 60	Digitalis	50 60
Baccae		Thyma, opt	40 50	Ergot	50 60
Cubebae	22 24	Theobromas	15 20	Ferri Chloridum	35 35
Juniperus	22 24	Potassium		Gentian	50 60
Xanthoxylum	30 35	Bi-Carb	15 18	Gentian Co	50 60
Balsamum		Bichromate	13 15	Gulaca	50 60
Cubebae	12 15	Bromide	40 45	Hyoscymus	50 60
Peru	1 50	Carb	12 15	Iodine	75 75
Terabin, Canada	60 65	Chlorate po 17@19	16 18	Iodine, colorless	50 60
Tolutan	45 50	Cyanide	34 38	Kino	50 60
Cortex		Iodide	2 30@2 40	Lobelia	50 60
Abies, Canadian	12 18	Potassa, Bitart pr	25 30	Myrrh	50 60
Cassiae	12 18	Potassa Nitras opt	60 8	Nux Vomica	50 60
Cinchona Flava	30 30	Potassa Nitras	60 8	Opil	50 60
Eunymus atro	30 30	Prussiate	23 26	Opil, comphorized	50 60
Myrica Cerifera	12 12	Sulphate po	15 18	Opil, deodorized	1 50
Prunus Virgin	12 12	Radix		Quassia	50 60
Quillaja, gr'd	14 14	Aconitum	20 25	Rhatany	50 60
Sassafras	14 14	Althae	30 33	Rhei	50 60
Ulmus	25 25	Anchusa	10 12	Sanguinaria	50 60
Extractum		Arum po	20 25	Serpentaria	50 60
Glycyrrhiza Gla.	24 30	Calamus	20 20	Stromonium	50 60
Glycyrrhiza, po	24 30	Gentiana	12 15	Tolutan	50 60
Haematox, is	11 12	Glycyrrhiza, po 15	12 15	Valerian	50 60
Haematox, 1s	13 14	Hydrastis Cana	16 19	Veratrum Veride	50 60
Haematox, 1/4s	14 15	Hydrastis Can po	90 90	Zingiber	20 20
Haematox, 1/2s	16 17	Hellebore, Alba	12 15	Miscellaneous	
Ferra		Inula, po	18 22	Aether, Spts Nit 3	30 35
Carbonate Precip	15 15	Ipecac, po	2 75@2 80	Aether, Spts Nit 4	34 38
Citrate and Quinia	2 25	Iris plox	35 40	Alumen, gr'd po 7	30 4
Citrate Soluble	75 75	Jalapa, pr	25 30	Annatto	40 50
Ferrocyanidum S.	15 15	Maranta, 1/4s	65 65	Antimoni, po	40 50
Solut. Chloride	2 2	Podophyllum po.	22 25	Antimoni et Po T	40 50
Sulphate, com'l	80 80	Rhei, cut	75 100	Antipyrin	40 50
Sulphate, com'l, by	80 80	Rhei, put	75 100	Antifibrin	20 20
bbl per cwt.	7 7	Rhei, cv	75 100	Argent Nitras oz	40 46
Sulphate, pure	7 7	Spigelia	35 38	Arsenicum	10 12
Flora		Sanguinari, po 24	65 70	Balm Gilead buds	45 50
Arnica	15 18	Serpentaria	65 70	Bismuth S N	2 20@2 30
Anthemis	22 25	Senega	75 85	Calcium Chlor, 1s	9 9
Matricaria	30 35	Smilax, off's H	40 40	Calcium Chlor, 1/4s	10 10
Folia		Smilax, M	40 40	Calcium Chlor, 1/2s	10 10
Barosma	30 33	Sellae	10 12	Cantharides, Rus.	12 12
Cassia Acutifol	20 25	Symplocarpus	25 25	Capsici Fruc's af.	20 20
Cassia, Acutifol	25 30	Valeriana Eng	60 60	Capsici Fruc's po.	22 22
Salvia officinalis	12 12	Valeriana, Ger	15 20	Cap'l Fruc's B po.	15 15
1/4s and 1/2s	12 12	Zingiber a	14 16	Caryophyllus	22 25
Uva Ursi	8 10	Zingiber j	16 20	Carmine, No 40	20 20
Gummi		Semen		Cera Alba	50 55
Acacia, 1st pkd.	45 65	Anisum	10 16	Cera Flava	40 42
Acacia, 2d pkd.	45 65	Apium (gravel's)	13 15	Coccus	40 40
Acacia, 3d pkd.	45 65	Bird, 1s	40 6	Cassia Fructus	35 35
Acacia, sifted sts	45 65	Carui	10 11	Centraria	10 10
Acacia, po.	45 65	Cardamom	70 90	Cetaceum	45 45
Aloe, Barb.	12 14	Cordarum	8 10	Chloroform	55 60
Aloe, Cape	12 14	Cannabis Sativa	6 7	Chloro'm, Squibbs	11 10
Aloe, Socotri	25 25	Cydonium	75 100	Chloral Hyd Crst.	35 60
Ammoniac	55 60	Cheopodium	25 30	Chondrus	20 25
Assafoetida	35 40	Dipterix Odorate	80 100	Cinchonidine P-W	38 48
Benzoinum	50 55	Foeniculum	18 18	Cinchonide Germ	38 48
Catechu, 1s	13 14	Foenugreek, po	70 9	Cocaine	4 30@4 5
Catechu, 1/4s	13 14	Lini	40 6	Corks list d p ct.	7 5
Catechu, 1/2s	13 14	Lini, gr'd	75 80	Creosotum	45 45
Camphorae	64 69	Lobelia	75 80	Creta	75 75
Euphorbium	40 40	Pharlaris Cana'n	6 8	Creta, prep	9 11
Galbanum	100 100	Rapa	50 6	Creta, precip	9 11
Gamboge	1 25@1 35	Sinapis Alba	70 9	Creta, Rubra	45 50
Guaiacum	35 35	Sinapis Nigra	90 10	Crocus	45 50
Kino	75 75	Spiritus		Cudbear	24 24
Mastic	60 60	Frumentum W D.	2 00@2 50	Cupri Sulph	6 8
Myrrh	40 40	Frumentum	1 25@1 50	Dextrine	10 10
Opil	3 30@3 40	Juniperis Co O T	1 65@2 00	Ether Sulph	78 92
Shellac	55 65	Juniperis Co	1 75@2 50	Emery, all Nos.	8 8
Shellac, bleached	65 70	Saccharum N E	1 90@2 10	Emery, po	8 8
Tragacanth	70 100	Spt Vini Galli	1 25@2 00	Ergota	85 90
Herba		Vini Alba	1 25@2 00	Galla	12 15
Absinthium, oz pk	25 25	Sponges		Gambler	8 9
Eupatorium, oz pk	20 20	Florida sheeps wi	2 50@2 75	Gelatine, Cooper	60 60
Lobelia	25 25	Nassau sheeps wi	2 50@2 75	Gelatine, French	35 60
Majorum	25 25	Velvet extra shps'	1 50	Glassware, ft box	75 5
Mentha Pip oz pk	23 23	wool, carriage	1 25	Less than box	70 70
Mentha Vir oz pk	23 23	Extra yellow shps'	1 25	Glue, brown	11 13
Rue	25 25	wool, carriage	1 25	Glue, white	15 25
Tanacetum V.	22 22	Grass sheeps' wi	1 00	Glycerina	17 25
Thymus V.	25 25	Hard slate use	1 00	Grana Paradisi	25 25
Magnesia		Yellow Reef, for	1 40	Humulus	25 55
Calcined, Pat.	55 60	Syrups		Hydrarg Ch Mt.	95 95
Carbonate, Pat.	18 20	Acacia	50 50	Hydrarg Ch Cor	90 90
Carbonate K-M.	18 20	Auranti Cortex	50 50	Hydrarg Ox Ru'm	10 15
Carbonate	18 20	Zingiber	50 50	Hydrarg Ammo'l.	10 15
Oleum		Ipecac	50 50	Hydrarg Ungue'm	50 60
Absinthium	3 00@3 25	Ferri Iod	50 50	Ichthyobolla, Am.	65 70
Amygdalae, Dulc.	50 60	Rhei Arom	50 50	Indigo	75 100
Amygdalae Ama.	8 00@8 25	Smilax Off's	50 60	Iodine, Resubi	40 30
Anisi	1 60@1 85	Senega	50 50	Iodoform	3 60@3 85
Aurant Cortex	2 10@2 20	Sellae	50 50	Lupulin	50 50
Bergamit	2 10@2 15	Sillae Co	50 50	Lycopodium	65 70
Cajuputi	1 10@1 15	Tolutan	50 50	Macis	65 75
Caryophylli	1 35@1 40	Prunus virg	50 50	Liquor Arsen et	25 25
Cedar	35 70	Syrups		Hydrarg Iod	10 12
Chenopadi	2 00	Acacia	50 50	Liq Potass Arsenit	10 12
Cinnamoni	1 00@1 10	Auranti Cortex	50 50	Magnesia, Sulph.	20 3
Citronella	35 40	Zingiber	50 50	Magnesia, Sulh bbl	1 14
Conium Mac.	35 40	Ipecac	50 50		
Copaiba	1 15@1 25	Ferri Iod	50 50		
Cubebae	1 30@1 35	Rhei Arom	50 50		

## Drugs

We are Importers and Jobbers of Drugs,  
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

We are the sole proprietors of Weatherly's  
Michigan Catarrh Remedy.

We always have in stock a full line of  
Whiskies, Brandies, Gins, Wines and  
Rums for medical purposes only.

We give our personal attention to mail  
orders and guarantee satisfaction.

All orders shipped and invoiced the same  
day received. Send a trial order.

Hazeltine & Perkins  
Drug Co.

Grand Rapids, Mich.

## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED
Sauerkraut	Compound Lard
Limberger Cheese	Corned Beef
	Side Meats
	Pearl Barley

Index to Markets  
By Columns

	1	2
<b>AXLE GREASE</b>		<b>Plums</b>
Aurora	55 600	Pineapple
Castor Oil	55 700	Grated
Diamond	50 425	Sliced
Frazer's	75 900	Pumpkin
IXL Golden	75 900	Fair
		Good
<b>BAKING POWDER</b>		Fancy
Jaxon Brand	45 85	Gallon
1 lb. cans, 4 doz. case	45	Raspberries
1 lb. cans, 4 doz. case	45	Standard
1 lb. cans, 2 doz. case	60	Russian Caviar
<b>BATH BRICK</b>		1 lb. cans
American	75	1 lb. can
English	85	Salmon
<b>BROOMS</b>		Col'a River, flats
No. 1 Carpet	2 75	Red Alaska
No. 2 Carpet	2 35	Pink Alaska
No. 3 Carpet	2 15	Sardines
No. 4 Carpet	1 75	Domestic
Parlor Gem	2 40	Domestic, Must'd
Common Whisk	85	California
Fancy Whisk	1 20	French
Warehouse	3 00	French, 1/2
<b>BRUSHES</b>		French, 1/2
Solid Back, 8 in.	75	Standard
Solid Back, 11 in.	95	Succotash
Pointed Ends	85	Fair
<b>Stove</b>		Good
No. 3	75	Fancy
No. 2	1 10	Gallons
No. 1	1 75	<b>CARBON OILS</b>
<b>Shoe</b>		Perfection
No. 8	1 00	Water White
No. 7	1 30	D. S. Gasoline
No. 4	1 70	Deodor'd Nap'a
No. 3	1 90	Cylinder
<b>BUTTER COLOR</b>		Engine
W. R. & Co.'s, 15c size	1 25	Black, winter
W. R. & Co.'s, 25c size	2 00	<b>CATSUP</b>
<b>CANDLES</b>		Columbia, 25 pts.
Electric Light, 85	9 1/2	Columbia, 25 1/2 pts.
Electric Light, 16s	10	Snider's quarts
Paraffine, 6s	9 1/2	Snider's pints
Paraffine, 12s	10	Snider's 1/2 pints
Wicking	19	<b>CHEESE</b>
<b>CANNED GOODS</b>		Acme
Apples	80	Amboy
Gals, Standards	2 00 @ 2 25	Carson City
<b>Blackberries</b>		Elsie
Standards	85	Emblem
<b>Beans</b>		Gem
Baked	80 @ 1 30	Gold Medal
Red Kidney	85 @ 90	Ideal
String	70 @ 1 15	Jersey
Wax	75 @ 1 25	Riverside
<b>Blueberries</b>		Brick
Standard	1 40	Edam
<b>Brook Trout</b>		Leiden
2 lb. cans, Spiced	1 90	Limburger
<b>Clams</b>		Pineapple
Little Neck, 1 lb. 100 @ 1 25	1 50	Sap Sago
Little Neck, 2 lb.	1 50	<b>CHEWING GUM</b>
<b>Clam Bouillon</b>		American Spruce
Burnham's, 1/2 pt.	1 92	Beeman's Pepsin
Burnham's, pints	3 60	Black Jack
Burnham's, qts	7 20	Largest Gum Made
<b>Cherries</b>		Sen Sen
Red Standards	1 30 @ 1 50	Sen Sen Breath Per'e
White	1 50	Sugar Loaf
<b>Corn</b>		Yucatan
Fair	1 20	<b>CHICORY</b>
Good	1 25	Bulk
Fancy	1 50	Red
<b>French Peas</b>		Eagle
Sur Extra Fine	22	Frank's
Extra Fine	19	Schener's
Fine	15	<b>CHOCOLATE</b>
Moyen	11	Walter Baker & Co.'s
<b>Gooseberries</b>		German Sweet
Standard	90	Premium Vanille
<b>Hominy</b>		Vanilla
Standard	85	Caracas
<b>Lobster</b>		Eagle
Star, 1/2 lb.	2 00	<b>CLOTHES LINES</b>
Star, 1 lb.	3 75	Sisal
Picini Tails	2 40	60 ft. 3 thread, extra
<b>Mackerel</b>		72 ft. 3 thread, extra
Mustard, 1 lb.	1 80	90 ft. 3 thread, extra
Mustard, 2 lb.	2 80	60 ft. 6 thread, extra
Soused, 1 lb.	1 80	72 ft. 6 thread, extra
Soused, 2 lb.	2 80	<b>Jute</b>
Tomato, 1 lb.	1 80	60 ft.
Tomato, 2 lb.	2 80	72 ft.
<b>Mushrooms</b>		90 ft.
Hotels	18 @ 20	120 ft.
Buttons	22 @ 25	<b>Cotton Victor</b>
<b>Oysters</b>		50 ft.
Cove, 1 lb.	85 @ 90	60 ft.
Cove, 2 lb.	1 65	70 ft.
Cove, 1 lb. Oval	1 00	
<b>Peaches</b>		
Pie	1 00 @ 1 10	
Yellow	1 45 @ 1 85	
<b>Pears</b>		
Standard	1 00	
Fancy	1 25	
<b>Peas</b>		
Marrowfat	90 @ 1 00	
Early June	90 @ 1 60	
Early June Sifted	1 65	

3	4	5
<b>Cotton Windsor</b>	Lady Fingers, hand md	No. 4, 15 feet
50 ft.	25	No. 5, 15 feet
60 ft.	120	No. 6, 15 feet
70 ft.	140	No. 7, 15 feet
80 ft.	165	No. 8, 15 feet
	185	No. 9, 15 feet
<b>Cotton Braided</b>	Maple Cake	<b>Linen Lines</b>
40 ft.	85	Small
50 ft.	95	Medium
60 ft.	110	Large
<b>Galvanized Wire</b>	Marshmallow Cream	<b>Poles</b>
No. 20, each 100 ft long	190	Bamboo, 14 ft. pr dz.
No. 19, each 100 ft long	210	Bamboo, 16 ft. pr dz.
<b>COCOA</b>	Marshmallow wanut	Bamboo, 18 ft. pr dz.
Baker's	10	<b>FLAVORING EXTRACTS</b>
Cleveland	12 1/2	<b>Foot &amp; Jenks</b>
Colonial, 1/2 s	35	Coleman's Van. Lem.
Colonial, 1/2 s	35	2oz. Panel
Epps	42	3oz. Taper
Van Houten, 1/2 s	12	No. 4 Rich. Blake
Van Houten, 1/2 s	20	<b>Jennings</b>
Van Houten, 1/2 s	20	Terpeness Lemon
Van Houten, 1s	72	No. 2 D. C. pr dz.
Webb	31	No. 4 D. C. pr dz.
Wilbur, 1/2 s	41	No. 6 D. C. pr dz.
Wilbur, 1/2 s	42	Taper D. C. pr dz.
<b>COCOANUT</b>	Penny Assorted Cakes	<b>Mexican Vanilla</b>
Dunham's 1/2 s	26	No. 2 D. C. pr dz.
Dunham's 1/2 s	26 1/2	No. 4 D. C. pr dz.
Dunham's 1/2 s	27	No. 6 D. C. pr dz.
Bulk	13	Taper D. C. pr dz.
<b>COCOA SHELLS</b>	Pilot Bread	<b>FRESH MEATS</b>
20 lb. bags	2 1/2	<b>Beef</b>
Less quantity	3	Carcase
Pound packages	4	Forequarters
<b>COFFEE</b>	<b>Rio</b>	Hindquarters
Common	9	Loins
Fair	10	Ribs
Choice	11	Rounds
Fancy	15	Chucks
<b>Santos</b>		Plates
Common	8	<b>Pork</b>
Fair	9	Dressed
Choice	10	Loins
Fancy	13	Boston Butts
<b>Maracalbo</b>		Shoulders
Fair	13	Leaf Lard
Choice	16	<b>Mutton</b>
<b>Mexican</b>		Carcase
Choice	13	Lams
Fancy	17	<b>Veal</b>
<b>Guatemala</b>		Carcase
Choice	13	<b>GELATINE</b>
<b>Java</b>		Knox's Sparkling, dz.
African	12	Knox's Sparkling, gro. 14
Fancy African	17	Knox's Acidu'd, doz.
O. G.	25	Knox's Acidu'd, gro. 14
P. G.	31	Oxford
<b>Mocha</b>		Plymouth Rock
Arabian	21	Nelson's
<b>Package</b>		Cox's, 2 qt. size
New York Basis		Cox's, 1 qt. size
Arbuckle	10 1/2	<b>GRAIN BAGS</b>
Dilworth	10 1/2	Amoskeag, 100 in b'e
Jersey	10 1/2	Amoskeag, less than b'e
McLaughlin's XXXX	10 1/2	<b>GRAINS AND FLOUR</b>
McLaughlin's XXXX sold		<b>Wheat</b>
to retailers only. Mail all		Winter Wheat Flour
orders direct to W. F.		Local Brands
McLaughlin & Co., Chi-		Patents
cago.		Second Patent
<b>Extract</b>		Straight
Holland, 1/2 gro boxes	95	Second Straight
Felix, 1/2 gross	1 15	Clear
Hummel's foil, 1/2 gro.	85	Graham
Hummel's tin, 1/2 gro.	143	Buckwheat
<b>CRACKERS</b>		Rye
National Biscuit Company's		Subject to usual cash
Brands		discount.
<b>Butter</b>		Flour in bbls., 25c per
Seymour	6 1/2	bbl. additional.
New York	6 1/2	Worden Grocer Co.'s Brand
Family	6 1/2	Quaker 1/2 s
Salted	7	Quaker 1/2 s
Wolverine	7	Quaker 1/2 s
<b>Soda</b>		<b>Spring Wheat Flour</b>
N. B. C.	6 1/2	Clark-Jewell-Wells Co.'s
Select	8	Brand
Saratoga Flakes	13	Pillsbury's Best 1/2 s
Zephyrette	13	Pillsbury's Best 1/2 s
<b>Oyster</b>		Lemon & Wheeler Co.'s
Round	6	Brand
Square	6	Wingold 1/2 s
Faust	7 1/2	Wingold 1/2 s
Argo	7	Wingold 1/2 s
Extra Farina	7 1/2	Judson Grocer Co.'s Brand
<b>Sweet Goods</b>		Ceresota 1/2 s
Animals	10	Ceresota 1/2 s
Assorted Cake	10	Ceresota 1/2 s
Bagley Gems	8	Warden Grocer Co.'s Brand
Belle Rose	8	Laurel 1/2 s
Bent's Water	16	Laurel 1/2 s
Butter Thin	13	Laurel 1/2 s
Coco Bar	10	Laurel 1/2 s
Cococanut Taffy	12	Laurel 1/2 s
Cinnamon Bar	9	Laurel 1/2 s
Coffee Cake, Iced	10	<b>Meal</b>
Coffee Cake, Java	10	Bolton
Cococanut Macaroons	18	Granulated
Cracknels	16	<b>Feed and Millstuffs</b>
Current Fruit	9	St. Car Feed screened
Chocolate Dainty	16	No. 1 Corn and Oats
Cartwheels	9	Corn Meal, coarse
Frosted Creams	8	Wheat Bran
Ginger Gems	8	Wheat Middlings
Ginger Snaps, N.B.C.	6 1/2	Cow Feed
Grandma Sandwich	10	Screenings
Graham Cracker	8	<b>Oats</b>
Hazelnut	12	Car lots
Honey Fingers, Iced	12	<b>Corn</b>
Honey Jumbles	12	Corn, old
Iced Honey Crumpe	10	Corn, new
Iced Spiced Gingers	9	<b>Hay</b>
Imperial	8	No. 1 timothy car lots
Jerico	8	No. 1 timothy ton lots
Jersey Lunch	7 1/2	<b>HERBS</b>
Lady Fingers	12	Sage



6	7	8	9	10	11
<b>JELLY</b> 5lb. pails, per doz. 1 70 15lb. pails, per doz. 36 30lb. pails, per doz. 65 <b>LICORICE</b> Pure 30 23 Calabria 20 30 Sicily 14 14 Root 11 11 <b>LYE</b> Condensed, 2 dz. 1 60 Condensed, 4 dz. 3 00 <b>MEAT EXTRACTS</b> Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's, imported, 2 oz. 4 55 Liebig's, imported, 4 oz. 8 50 <b>MOLASSES</b> New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra <b>MUSTARD</b> Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 Bayle's Celery, 1 dz. 1 75 <b>OLIVES</b> Bulk, 1 gal. kegs 1 00 Bulk, 3 gal. kegs 85 Bulk, 5 gal. kegs 85 Manzanilla, 7 oz. 80 Queen, pints 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 <b>PIPES</b> Clay, No. 216 1 70 Clay, T. D., full count 85 Cob, No. 3 85 <b>PICKLES</b> Medium Barrels, 1,200 count 7 75 Half bbls, 600 count 4 50 Small Half bbls, 1,200 count 5 50 Barrels, 2,400 count 9 50 <b>PLAYING CARDS</b> No. 90, Steamboat 90 No. 15, Rival, assorted 20 No. 20, Rover, enameled 10 No. 572, Special 1 75 No. 98, Golf, satin finish 2 00 No. 808, Bicycle 2 00 No. 632, Tourment whist 25 <b>POTASH</b> 48 cans in case 4 00 Penna Salt Co.'s 3 00 <b>PROVISIONS</b> Barreled Pork Mess 13 00 Back, fat 15 00 Clear back 13 75 Short cut 12 75 Pig 20 00 Bean 12 50 Family Mess Loin 17 50 Clear Family 13 00 <b>Dry Salt Meats</b> Bellies 9 1/2 S P Bellies 11 1/2 Extra shorts 9 1/2 <b>Smoked Meats</b> Hams, 12 lb. average 13 Hams, 14 lb. average 12 1/2 Hams, 16 lb. average 12 1/2 Hams, 20 lb. average 12 Skinned hams 11 1/2 Ham, dried beef 12 1/2 Shoulders, (N. Y. cut) 14 Bacon, clear 14 California hams 7 1/2 Boiled Hams 18 Picnic Boiled Hams 12 1/2 Berlin Ham pr's'd 9 1/2 Mince Hams 9 1/2 <b>Lard</b> Compound 6 1/2 Pure 8 1/2 60 lb. tubs, advance 1 1/2 80 lb. tubs, advance 1 1/2 50 lb. tubs, advance 1 1/2 20 lb. pails, advance 1 1/2 10 lb. pails, advance 1 1/2 5 lb. pails, advance 1 1/2 3 lb. pails, advance 1 1/2 <b>Sausages</b> Bologna 5 1/2 Liver 6 1/2 Frankfort 7 1/2 Pork 8 Veal 7 1/2 Tongue 9 Headcheese 6 1/2 <b>Beef</b> Extra Mess 11 00 Boneless 11 00 Rump, New 11 00 <b>Pig's Feet</b> 1/4 bbls, 40 lbs. 1 20 1/2 bbls, 40 lbs. 1 20 1 bbls, 40 lbs. 8 00 <b>Tripe</b> Kits, 15 lbs 70 1/4 bbls, 40 lbs 1 25 1/2 bbls, 80 lbs 2 60 <b>Casings</b> Hogs, per lb. 26 Beef rounds, set 15 Beef middles, set 45 Sheep, per bundle 70 <b>Uncolored Butterine</b> Solid, dairy 10 @ 10 1/2 Rolls, dairy 10 @ 10 1/2 Rolls, purity 14 Solid, purity 12 1/2	<b>Canned Meats</b> Corned beef, 2 40 Corned beef, 14 50 Roast beef, 2 @ 40 Potted ham, 1/4 s 45 Potted ham, 1/2 s 85 Deviled ham, 1/4 s 45 Deviled ham, 1/2 s 85 Potted tongue, 1/4 s 45 Potted tongue, 1/2 s 85 <b>RICE</b> Domestic Carolina head 6 @ 6 1/2 Carolina No. 1 6 1/2 Carolina No. 2 6 Broken 6 Japan, No. 1 5 @ 5 1/2 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 1/2 Java, No. 1 5 1/2 <b>SALAD DRESSING</b> Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer 3 15 Deland 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4 s 3 00 <b>SAL SODA</b> Granulated, bbls 95 Granulated, 100lb cases 1 05 Lump, bbls 85 Lump, 145lb. kegs 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3lb. boxes 1 40 Barrels, 100 3lb. bags 3 00 Barrels, 50 6lb. bags 3 00 Barrels, 40 7lb. bags 2 75 Butter Barrels, 320 lb. bulk 2 65 Barrels, 20 14lb. bags 2 35 Sacks, 28 lbs 27 Sacks, 56 lbs 67 Shaker Boxes, 24 2lb. 1 50 Jar-Salt One dz. Ball's qt. Mason Jar, (3lb. each) 85 <b>Common Grades</b> 100 3lb. sacks 1 90 60 5lb. sacks 1 80 28 10lb. sacks 1 70 56 lb. sacks 30 28 lb. sacks 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks 22 <b>Common</b> Granulated Fine 75 Medium Fine 80 <b>SALT FISH</b> Cod Large whole @ 6 Small whole @ 5 1/2 Strips or bricks 7 @ 9 Pollock @ 3 1/2 <b>Hallbut</b> Strips 14 Chunks 15 <b>Herring</b> Holland White hoops, bbl. 8 50 White hoops, 1/2 bbl. 4 50 White hoops keg 60 @ 65 White hoops mchs 75 <b>Norwegian</b> Round, 100 lbs 3 60 Round, 50 lbs 2 10 Scaled 17 Bloaters 17 <b>Trout</b> No. 1, 100 lbs 5 50 No. 1, 40 lbs 2 50 No. 1, 10 lbs 70 No. 1, 8 lbs 59 <b>Mackerel</b> Mess 100 lbs. 14 50 Mess 50 lbs. 7 75 Mess 10 lbs. 1 75 Mess 8 lbs. 1 45 No. 1, 100 lbs. 13 00 No. 1, 50 lbs. 7 00 No. 1, 10 lbs. 1 60 No. 1, 8 lbs. 1 35 <b>Whitefish</b> No. 1 No. 2 Fam 100 lbs 7 75 3 75 50 lbs 3 68 2 20 10 lbs 92 53 8 lbs 77 46 <b>SEEDS</b> Anise 15 Canary, Smyrna 5 Caraway 5 Cardamom, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 8 Poppy 6 Rape 4 1/2 Cattle Bone 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 <b>SNUFF</b> Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple, in jars 45	<b>SOAP</b> Jaxon brand Single box 3 10 5 box lots, delivered 3 05 10 box lots, delivered 3 00 Johnson Soap Co. brands Silver King 3 60 Calumet Family 2 75 Pay Car 31 Scotch Family 2 85 Cuba 2 35 J. S. Kirk & Co. brands American Family 4 05 Dusky Diamond, 50 box 2 80 Dusky L'nd., 100 box 3 80 Jap. Rose 3 75 Savon Imperial 3 10 White Russian 3 10 Dome, oval bars 3 10 Satinet, oval 2 15 White Cloud 4 00 Lautz Bros. & Co. brands Big Acme 4 00 Acme, 100 1/2 lb. bars 3 10 Bug Master 4 00 Snow Boy P'dr. 100 pk. 4 00 Marselles 4 00 Proctor & Gamble brands Lenox 3 10 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 A. B. Whisley brands Good Cheer 4 00 Old Country 3 40 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 <b>SODA</b> Boxes, English 5 1/2 Kegs, English 4 1/2 <b>SPICES</b> <b>Whole Spices</b> Allspice 12 Cassia, China in mats. 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 20 Cloves, Zanzibar 17 Mace 55 Nutmegs, 75-80 50 Nutmegs, 105-10 40 Nutmegs, 115-20 35 Pepper, Singapore, blk. 15 Pepper, Singap. white 18 Pepper, shot 23 <b>Pure Ground in Bulk</b> Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white 20 Pepper, Cayenne 20 Sage 20 <b>STARCH</b> Common Gloss 1lb. packages 5 3lb. packages 5 1/2 6lb. packages 5 1/2 40 and 50 lb. boxes 3 @ 3 1/2 Barrels 3 @ 3 1/2 <b>Common Corn</b> 20 lb. packages 5 40 lb. packages 4 1/2 @ 7 <b>SYRUPS</b> Corn Barrels 22 Half barrels 24 10lb. cans, 1/2 dz. in case 65 10lb. cans, 1/2 dz. in case 60 5lb. cans, 1/2 dz. in case 1 80 2 1/2 lb. cans, 2 dz. case 1 80 <b>Pure Cane</b> Fair 16 Good 20 Choice 25 <b>TEA</b> Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 <b>Gunpowder</b> Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 <b>Young Hyson</b> Choice 30 Fancy 36 <b>Oolong</b> Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 <b>English Breakfast</b> Medium 20 Choice 30 Fancy 40 <b>India</b> Ceylon, choice 32 Fancy 45	<b>TOBACCO</b> <b>Fine Cut</b> Cadillac 54 Sweet Loma 33 Hiawatha, 5lb. pails 55 Hiawatha, 10lb. pails 53 Telegram 22 Pay Car 31 Prairie Rose 49 Protection 37 Sweet Burley 42 Tiger 38 <b>Plug</b> Red Cross 32 Palo 34 Kyo 34 Hiawatha 41 Battle Axe 33 American Eagle 32 Standard Navy 36 Spear Head, 16 oz. 42 Spear Head, 8 oz. 44 Nobby Twist 48 Jolly Tar 36 Old Honesty 33 Toddy 33 J. T. 36 Pipeer Heidsick 63 Boot Jack 78 Honey Dip Twist 39 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 <b>Smoking</b> Sweet Core 34 Flat Car 32 Great Navy 34 Warpath 26 Bamboo, 16 oz. 25 1 X 1, 5 lb. 27 1 X 1, 16 oz. pails 31 Honey Dew 37 Gold Block 37 Flagman 40 Chips 31 Kiln Dried 21 Duke's Mixture 39 Duke's Cameo 43 Myrtle Navy 40 Yum Yum, 1 2-3 oz. 39 Yum Yum, 1lb. pails 37 Cream 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1lb. 22 Plow Boy, 1 2-3 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 2-3 oz. 36 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 <b>TWINE</b> Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 12 Hemp, 6 ply 12 Flax, medium 20 Wool, 1lb. balls 6 <b>VINEGAR</b> Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 11 Pure Cider, Silver 11 <b>WASHING POWDER</b> Diamond Flake 2 75 Gold Brick 3 25 Gold Dust, regular 4 50 Gold Dust, 5c 4 00 Kirkline, 24 4lb. 3 90 Pearlina 3 75 Soapine 4 00 Rabbitt's 1776 3 75 Roseline 3 50 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Scouring 3 50 Rub-No-More 3 75 <b>WICKING</b> No. 0, per gross 25 No. 1, per gross 30 No. 2, per gross 40 No. 3, per gross 55 <b>WOODENWARE</b> <b>Baskets</b> Bushels 1 00 Bushels, wide band 1 25 Market 35 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow Clothes, large 6 00 Willow Clothes, med'm 5 00 Willow Clothes, small 5 00 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 40 No. 1, 250 in crate 60 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal. each 2 40 Barrel, 10 gal. each 2 55 Barrel, 15 gal. each 2 70 <b>Clothes Pins</b> Round head, 5 gross bx. 55 Round head, cartons 75	<b>Egg Crates</b> Humpty Dumpty 2 25 No. 1, complete 28 No. 2, complete 19 <b>Faucets</b> Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 55 <b>Mop Sticks</b> Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 75 12lb. cotton mop heads 1 25 Ideal No. 7 90 <b>Pails</b> 2-hoop Standard 1 50 3-hoop Standard 1 65 2-wire, Cable 1 60 3-wire, Cable 1 60 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 <b>Toothpicks</b> Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 <b>Traps</b> Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 <b>Tubs</b> 20-in., Standard, No. 1 7 00 18-in., Standard, No. 2 6 00 16-in., Standard, No. 3 5 00 20-in., Cable, No. 1 7 50 18-in., Cable, No. 2 6 50 16-in., Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 <b>Wash Boards</b> Bronze Globe 2 50 Dewey 2 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 11 in. Butter 75 13 in. Butter 1 10 15 in. Butter 1 75 17 in. Butter 2 75 19 in. Butter 4 25 Assorted 13-15-17 1 25 Assorted 15-17-19 3 00 <b>WRAPPING PAPER</b> Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 15 <b>YEAST CAKE</b> Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> White fish 10 @ 11 Trout 8 Black Bass 11 @ 12 Halibut 10 @ 11 Ciscos or Herring 5 Bluefish 11 @ 12 Live Lobster 25 Boiled Lobster 27 Cod 12 Haddock 8 No. 1 Pickerel 8 @ 8 1/2 Pike 7 Perch, dressed 7 Smoked White 12 @ 12 1/2 Red Snapper 12 Col. River Salmon 12 1/2 @ 13 Mackerel 19 @ 20 <b>OYSTERS</b> <b>Cans</b> F. H. Counts 23 Extra Selects 23 Selects 23 Perfection Standards 22 Anchors 22 Standards 18 Favorites 16 <b>Bulk</b> Standard, gal. 1 15 Selects, gal. 1 40 Extra Selects, gal. 1 60 Fairhaven Counts, gal. 1 75 Shell Oysters, per 100 lb. 1 00 Shell Clams, per 100 lb. 1 25 <b>Clams</b> F. H. Counts 23 Extra Selects 23 Selects 23 Perfection Standards 22 Anchors 22 Standards 18 Favorites 16	<b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 6 1/2 Green No. 2 5 1/2 Cured No. 1 8 Cured No. 2 7 Calfskins, green No. 1 9 Calfskins, green No. 2 7 1/2 Calfskins, cured No. 1 10 1/2 Calfskins, cured No. 2 9 Steer hides 60lbs. over 8 1/2 Cow hides 60lbs. over 8 <b>Pelts</b> Old Wool 50 @ 1 00 Lamb 25 @ 60 Shearings 25 @ 60 <b>Tallow</b> No. 1 4 No. 2 4 <b>Wool</b> Washed, fine 20 Washed, medium 23 Unwashed, fine 17 @ 18 Unwashed, medium 20 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard 7 Standard H. H. 7 Standard Twist 8 Cut Loaf 9 <b>Pails</b> Jumbo, 32lb. 7 1/2 Extra H. H. 10 Boston Cream 10 <b>Mixed Candy</b> Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 9 Broken 8 Cut Loaf 8 English Rock 9 Kindergarten 8 1/2 Bon Ton Cream 8 1/2 French Cream 9 Star 10 Hand made Cream 14 1/2 Premo Cream mixed 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop 10 Pony Hearts 15 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 10 Starlight Kisses 10 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 1/2 Quintette Chocolates 12 Champion Gum Drops 8 Moss Drops 9 Lemon Sours 9 Imperials 9 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 20 lb. pails 12 Molasses Chews, 15lb. cases 12 Golden Waffles 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours 50 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Gum Drops 35 O. F. Licorice Drops 30 Lozenges, plain 55 Lozenges, printed 55 Imperials 55 Mottos 60 Cream Bar 55 Molasses Bar 55 Hand Made Crms. 80 @ 90 Creams, Buttons, Pep. and Wintergreen 65 String Rock 65 Wintergreen Berries 60 <b>Pop Corn</b> Maple Jake, per case 3 00 Cracker Jack 3 00 Pop Corn Balls 1 30 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona 16 Almonds, Ivica 16 Almonds, California sft. 16 shelled, new 14 @ 16 Brazils 11 Filberts 11 Walnuts, Grenobles 14 Walnuts, soft shelled, Cal. No. 1 16 Table Nuts, fancy 13 Pecans, Med. 10 Pecans, Ex. Large 11 Pecans, Jumbos 12 Hickory Nuts per bu. 12 Ohio new 12 Cocoanuts 4 Chestnuts, per bu. 12 <b>Shelled</b> Spanish Peanuts, 6 1/2 @ 7 ecan Halves 42 Walnut Halves 40 Filbert Meats 30 Alcantia Almonds 35 Jordan Almonds 50 <b>Peanuts</b> Fancy, H. P., Sun 5 1/2 @ 5 1/2 Fancy, H. P., Suns, Roasted 6 1/2 @ 7 Choice, H. P., J'bo. 7 1/2 @ 7 1/2 Choice, H. P., J'bo. Roasted 8 @ 8 1/2

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes.....75 9 00  
Paragon.....55 6 00

## BAKING POWDER

## Royal



10 oz. 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-Crisp**  
The Ready Cooked  
Granular Wheat Food  
A Delightful Cereal Surprise

Cases, 24 1 lb. packages.....2 70

## Oxford Flakes.

No. 1 A, per case..... 3 50  
No. 2 B, per case..... 2 00  
No. 3 C, per case..... 3 50  
No. 1 D, per case..... 3 50  
No. 2 D, per case..... 3 50  
No. 3 D, per case..... 3 50  
No. 1 E, per case..... 3 50  
No. 2 E, per case..... 3 50  
No. 1 F, per case..... 3 50  
No. 3 F, per case..... 3 50

## Grits

## Walsh-DeRoo Co.'s Brand



Cases, 24 2 lb. packages..... 2 00

## CIGARS

## G. J. Johnson Cigar Co.'s brand.



Less than 500..... 23 00  
500 or more..... 22 50  
1000 or more..... 21 50

## COCONUT

## Baker's Brazil Shredded



70 1/2 lb packages, per case 22 00  
35 1/2 lb packages, per case 2 00  
35 1/2 lb packages, per case 2 00  
15 1/2 lb packages, per case 2 00

## 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....  
Excelstor, M. & J. 1 lb. cans  
Excelstor, M. & J. 2 lb. cans  
Tip Top, M. & J., 1 lb. cans.  
Royal Java.....  
Royal Java and Mocha.....  
Java and Mocha Blend.....  
Boston Combination.....  
Distributed by Judson Grocer  
Co., Grand Rapids; National  
Grocer Co., Detroit and Jack-  
son; B. Desenberg & Co., Kal-  
amazoo, Symons Bros. & Co.,  
Saginaw; Meisel & Goeschel,  
Bay City; Fleibach Co., Toledo.

## CONDENSED MILK

## 4 doz in case.



Gall Borden Eagle..... 6 40  
Crown..... 5 00  
Daisy..... 4 70  
Champion..... 4 25  
Magnolia..... 4 00  
Challenge..... 4 00  
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 &amp; PERRINS' SAUCE



The Original and  
Genuine  
Worcestershire.

Lea & Perrins, pints..... 5 00  
Lea & Perrins, 1/2 pints... 2 75  
Halford, large..... 3 75  
Halford, small..... 2 50

## 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

Goods That Sell  
Other Goods

It is the supreme advantage of Home goods that they quicken the sale of all other goods in the store.

They are INTERESTING goods. They draw people in. They focus public attention. They coax people along from one department to another. They make buyers out of shoppers.

On top of all that, they turn themselves so fast that the profit on actual investment usually exceeds that on any similar amount anywhere else in the store.

Worth looking into, Friend Retailer—a department that pulls like a page in the newspaper yet pays fat dividends on itself—at once an advertisement and a profit payer.

There are still some readers of the Tradesman who have not given us a chance to tell them what we know about Bargain Departments and Home goods.

Ask for Catalogue J and Booklet J2711.

## BUTLER BROTHERS

WHOLESALE of EVERYTHING—By Catalogue Only  
New York Chicago St. Louis

## MOORE &amp; Wykes

## 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.

## Profit

You're not making all the money you should if you stay in the "old rut" of handling "just groceries."

## Put in Paint

and bring more trade to your store—selling paint you're sure to sell something else—here's where you'll get a

## Double Profit

But recollect! it's a mighty important point to sell the right paint—you want the paint that paints right—that paint is the FOREST CITY brand known by painters as "America's Best."

Our  
Paint Proposition

will tell you all about it. Write for it, you'll get information worth having.

The  
Forest City Paint  
& Varnish Co.

Hamilton Street  
Cleveland, O.



# 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.

Proposals will be received at the Bureau of Supplies and Accounts, Navy Department, Washington, D. C., until 12 o'clock, noon, December 15, 1903, and publicly opened immediately thereafter, to furnish at the navy yards, Norfolk, Va., and Charleston, S. C., a quantity of exhaust fans, electric motors, generating sets, projectors, insulating tape, corn brooms, deck scrubbing brushes, paint brushes, bunting, cotton sheeting, linen thread, jack chain, nails, screws, files, drills, miscellaneous hardware and hand tools, deck winches, pattern maker's lathe, mortiser, saw table, white and yellow pine, ash, cherry, mahogany, hickory, ingot copper, solder, slab zinc, roofing tin, corrugated iron, rails and frogs, aluminum paint, white lead, raw linseed oil, asphaltum varnish, gold leaf, bronze powder, beeswax, oxide of iron, copper tubing, gate valves, sheathing paper, charcoal, ribbed glass, cocoa and rubber mats, stateroom crockery and rings, deck lanterns, packing, sandpaper, toilet soap, and cotton waste. Blank proposals will be furnished upon application to the navy pay offices, Norfolk, Va., and Charleston, S. C. H. T. B. Harris, Paymaster General U. S. N. 11-20-03 973

For Sale—\$15,000 stock of general merchandise, located in city of 2,000; good schools, paper mill, pulp mill, plow factory, four sawmills, city water works and electric lights; city only four years old; county seat Gates county; modern store buildings. Will rent or sell. Business good. Poor health prevails. Address E. M. Worden, Ladysmith, Wis. 955

For Sale—Up-to-date clothing and furnishing business. Modern equipped store-room. Best location in city of 50,000. Rich & Rich, South Bend, Ind. 961

To Exchange—Clear Western land for stock of general merchandise. Address E. L. Gandy, Hayes Center, Neb. 960

For Sale at a Bargain—A 25,000-foot sawmill (up-to-date), 20 years' supply of choice timber available. H. G. Cady, Pine Bluff, Ark. 959

For Sale—A whole or one-half interest in good implement business. Some stock on hand and have agency for some of the best goods. Reason for selling, have too much other business. Address Box 367, Kalkaska, Mich. 958

For Sale—A small shoe factory complete, capable of turning out 200 to 300 pairs per day. A good chance for young man with small amount of capital who understands the business. Write B. F. Graves, Adrian, Mich. 957

To Rent for Millinery—Modern new store, 15x58 feet inside, plate glass front, with prism lights, steel ceilings, hardwood floors, curtains, screen doors, electric light and awning, fixtures, counter, basement with toilet and water in store in city of 2,500, \$150 per year. Al. C. Huebner, 307 Genesee ave., Saginaw, Mich. 969

To Rent for Shoes—Modern new store, 17x58 feet inside, plate glass front, with light and awning fixtures. Will build latest style oak shoe shelving. Basement has toilet and water in store. In city of 2,500, \$240 per year. Al. C. Huebner, 367 Genesee ave., Saginaw, Mich. 970

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

For Sale or Trade—A medium-sized coffee mill. Hyames & Harmon, Gobleville, Mich. 968

Wanted—A good location in the mercantile business, either an exclusive shoe store or general store, in a town not to exceed 6,000 population. Address No. 965, care Michigan Tradesman. 965

For Sale—House furnishing business in a manufacturing town of twelve to fourteen hundred people, clearing above all expenses \$175 per month. Books open for inspection. Stock will invoice from \$2,000 to \$2,300. Cash only will be considered and real estate agents need not answer. Reason for selling, other business demands all of personal attention after first of the year. Address No. 964, care Michigan Tradesman. 964

For Sale—Timber lands in Oregon, Washington and California, in tracts to suit buyer. Also mill sites. Estimating timber lands a specialty. Cruising done accurately and with dispatch. Lewis & Mead Timber Co., 204 McKay Bldg., Portland, Ore. 963

We can rent your vacant stores in good towns. Clark's Business Exchange, Grand Rapids. 914

For Sale—New stock of dry goods. Will invoice five to six thousand dollars. Can reduce to suit purchaser. Population three thousand. Four railroads. Guaranteed best opening in Michigan. Box 716, Durand, Mich. 972

For Sale—\$2,500 buys commodious store building, eight dwelling houses, barn, large new warehouse with track alongside and 35 acres of land at Homestead, Mich. Easy terms: rent pays for property; only store; present occupant is moving stock elsewhere; large lumbering and farm trade; best location in county for general store; splendid site for small mill or factory. Martin Trap, Thompsonville, Mich. 948

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

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 M. W. Moulton, Bellevue, Iowa. 910

For Rent—A shoe space in a department store; \$3,000 capital required to stock it. Address Shera & McInish, Connersville, Ind. 933

A Drug Stock for Sale—Invoices \$450 to \$500; good town; only drug stock in town; good reason for selling. A. S. Larabee, Twinning, 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

For Sale or Exchange—General stock merchandise, \$6,000; 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

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fireproof 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—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 1215, Pittsburg, Pa. 906

For Sale or Exchange—One 75 barrel roller process flouring mill, one bean elevator, one portable sawmill, 160 acre Nebraska farm and other property to exchange for merchandise. J. A. Hawley, Leslie, Mich. 887

For Sale—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. 933

Wanted—Partner in clothing and furnishing business. Best location in city of 50,000. Rich & Rich, Attorneys, South Bend, Ind. 892

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—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

Exchange for Stock of Merchandise—Three story brick store; price, \$7,500; income, \$600; always rented; on Saginaw street, Pontiac, Mich. Woodward Bros., Pontiac, Michigan. 950

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

Good opening for dry goods; first-class store to rent in good location. H. M. Williams, Mason, Mich. 858

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, 25x133, furnace heat, acetone gas, plate glass front. Will sell or rent. Good opening for general store. Located at Elmira, Mich. Address M. Fordham & Co., Spokane, Wash. 870

Administrator's Sale—Saw mill complete, consisting of two boilers, 34 and 36 feet, 36 inch shell, engine 12x20, cable gear saw rig, patent edger, lath machine, cutoff saw and Perkins gummer, and small tools which go with plant. Address Hiram Barker, Administrator, Pierston, Mich. 755

For Sale—420 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—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

One trial will prove how quick and well we fill orders and how much money we can save you. Tradesman Company, Printers, Grand Rapids.

For Sale—Two-story frame store building and stock of general merchandise for sale cheap, or will exchange for real estate. Stock and fixtures will inventory about \$2,500. Address No. 775, care Michigan Tradesman. 775

For Sale—\$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

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

Wanted—A drug stock in a good town. Would prefer North of Grand Rapids. Address No. 949, care Michigan Tradesman. 949

For Sale—A clean stock of groceries in best location in the city; cash trade last year \$19,257; very low rent; stock and fixtures will invoice about \$2,400; this is a great opportunity; cause for selling, sickness; no trade. Address O. E. Bossman, LaPorte, Ind. 942

For Sale—New complete line of fancy groceries, fixtures, horse, delivery wagon, roomy store and dwelling combined, with modern improvements, good cement cellar, barn and large lot south side Kalamazoo, \$4,500 cash. Doing cash business of about \$550 monthly. Good reason for selling. Address No. 941, care Michigan Tradesman. 941

For Sale—Grocery, in town of 2,000, invoicing \$4,000. Sales annually, \$20,000, 65 per cent. cash. No trades. Owner going to city. J. C. Saltzman, Mt. Airy, Iowa. 938

For Sale—Receipts for all kinds of flavoring extracts, candies and Goodie Goodie chewing candy. Address No. 953, care Michigan Tradesman. 953

\$2,000 will buy an interest worth nearly \$3,000 in a profitable shoe and dry goods business; company incorporated; does cash business; town of 25,000 in Michigan; only sold to man of character and ability who will take position at \$60 to \$80 per month. Address No. 952, care Michigan Tradesman. 952

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

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—Drug business in North Dakota, town located in best section of the State. Invoicing \$5,000; net profit over running and living expenses, \$3,000 per year for last thirteen years. Address E. C. Krueger, Forest River, North Dakota. 937

Will dispose of a part interest in copper property, near railroad and smelters, five large veins shipping ore in sight. Correspondence solicited. Address Albert Swingewood, Owner, Ogden, Utah. 943

## POSITIONS WANTED.

Wanted—After Jan. 1, position as clerk in a grocery store. Have had three years' experience. Can furnish best of references. Address Box 182, Grand Ledge, Mich. 912

Pharmacist, registered, wants position at once; experienced; good references. Address Frank Hamilton, Manton, Mich. 947

Wanted—After Dec. 1 permanent position as clerk in a general or grocery store; five years' experience; best of references. Address W. S. Hamilton, Colonville, Mich. 935

Wanted—Position as manager of produce company; 21 years' experience as buyer of butter, eggs and poultry; also large experience with establishing creameries under the hand separator system. Address Lock Box 74, Alma, Mich. 939

Wanted—Position as clothing or shoe salesman; five years' experience; best references. Address Box 239, Coleman, Mich. 918

## SALESMEN WANTED.

Coffee Salesman Wanted—With an established trade and a good record, to sell Boston Coffees in the West and Northwest. Reply with references, naming territory and salary. P. O. Box 1919, Boston, Mass. 967

Wanted—Reliable salesman to sell stock food. Liberal commission. Good territory open. Blue Grass Stock Food Co., Flint, Mich. 951

Specialty Salesmen—To sell patent 5-gallon can for oil or gasoline, as a leader or as a side line; one salesman is making \$10 to \$15 a day; must sell retail trade and cover territory closely. Write for particulars. J. A. Harps Mfg. Company, Greenfield, Ohio. 954

Salesmen—Jobber's salesman, any territory, can make a neat profit on a line which is a pleasure to handle and recommend. Offer made only to regular salesmen for good jobbing houses. Not a side line, goods must go through regular channels. D. M. Stewart Mfg. Co., Chattanooga, Tenn. 940

Wanted—Salesmen to sell as side line or on commission Dille Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

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

If you wish to buy or sell a business, write to Warner, 171 Washington St., Chicago. 944

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, Dyer's Mercantile Agency.) 872

## MISCELLANEOUS.

Wanted—Clerks of all kinds apply at once. Enclose self-addressed envelope and \$1 covering necessary expense. The Globe Employment & Agency Co., Cadillac, Mich. 946



**Gripsack Brigade.**

Hudson Gazette: George Perkins has accepted a position as traveling salesman with the Hook-Hardie Co.

H. W. Modlin, who has represented the Beacon Falls Rubber Shoe Co. in Northern Michigan for the past five years, will also cover Southern Michigan as well, having been assigned the territory of Mr. Tyler, formerly in the employ of the company.

D. E. Bracket has taken the position of traveling representative for the Wm. Connor Co. and will cover the railroad towns of the State. E. B. Bell will continue to represent the same house, covering the city trade and the towns on the interurban roads running into the city.

W. R. MacGregor is in the city for a few weeks superintending the introduction of Javril, the breakfast beverage manufactured by the Javril Co., Ltd., of Battle Creek. Mr. MacGregor is meeting with such exceptional success that he will probably prolong his stay here until Feb. 1.

The sympathy of the fraternity goes out to Joseph Dean in the death of his wife, Fannie Seward Dean, which occurred at the U. B. A. hospital last Thursday morning as the result of an overdose of morphine administered by a physician to allay a sudden attack of a painful nature. The funeral was held at the residence of Charles W. Jennings, 88 Madison avenue, Friday afternoon, the remains being taken to Toledo the following day for interment. Mr. and Mrs. Dean were married in Lansing about eight years ago, removing to this city three years ago to take positions with Mr. Jennings, Mr. Dean as city salesman and Mrs. Dean as bookkeeper. The deceased was a woman of rare parts and was universally esteemed and respected by all who enjoyed the pleasure of her acquaintance.

Reed City Clarion: The average traveling man, who is constantly on the alert for jokes and stories, thinks there is no one quite "up to snuff" with himself on occasions of that kind, and especially in dining-rooms of hotels, where he takes special delight in joking and jollying the "innocent" dining-room girl. But one of these knowing c. t. m. met a waitress worthy of his steel in the dining-room of Hotel King Monday, Nov. 23, at dinner, when a bunch of these c. t. m. were seated at a table by the proprietor, Mr. Curtis, after which they were approached by the waitress for their orders, and all given in due form, excepting the last one, who said he would take a "bundle of baled hay and a sack of oats." Suffice it to say, they were all duly served, including the gentleman with his "bundle of baled hay and a sack of oats." It was a hot one on the "cunning aleck," and cost him between \$8 and \$10 for refreshments on the side before he could square himself with his chums. Moral—Don't fool with Hotel King dining-room girls.

An Ishpeming correspondent writes: It is seldom that knights of the grip are accorded the distinguished privilege of traveling by special

train. Several Ishpeming drummers and a Marquette man were thus honored Wednesday night, however, arriving here from Champion on a special consisting of an engine and coach. The party consisted of J. E. Gannon, Miles Butler, F. Raiskey and H. A. Tennis, and Lou Dingle, of Marquette. They were all bound from the copper country and expected to make connections with the Marquette train at Keweenaw Bay. The Mineral Range train was an hour late, however, and the South Shore did not wait for it. The prospects of eating Thanksgiving turkey at home seemed very small, but the belated bunch did not despair. They boarded the St. Paul train, which passed through Keweenaw Bay soon after their arrival there, taking them as far as Champion. There would be no way of leaving the latter place by regular train, however, until early yesterday morning, so in order to save the traveling men the painful necessity of waiting all night to catch their train, the railroad courteously provided the special, which arrived here at 9 o'clock.

**Evidently Not Treating the Trade Squarely.**

Kalamazoo, Nov. 28—Do you know anything of the Hammond Food Co., of Bay City, Mich.? Some time ago their agent was in our city and distributed coupons good for one package of Hammond Pure Food and one can of Vegetable Butter, same to be redeemed by above firm at 15 cents each. Of course, the grocers of this city accepted the coupons and gave in return the goods they called for, expecting the manufacturer to redeem the coupons at 15 cents each in cash. Now, in sending the coupons in, we, as well as all the grocers of the city, expected a check in payment, but instead received an order on B. Desenberg Co. for the amount of coupons in so much Hammond's Health Flour, which the manufacturer is trying to introduce. We wrote them that we expected the cash and no Health Flour, but can not get as much as an answer from them; and while we don't like to call a company dishonest unless it really is, we don't think this house has done the square thing by us or any of the grocers of this city. I thought, perhaps, a letter from you to them in regard to this might hasten matters very much, as I wrote them in my last letter that, unless I heard from them soon, I would report the matter to the Michigan Tradesman. Do as you see fit, Mr. Stowe. All we want from them is as they agree. Sam Hoekstra.

On receipt of this letter the Tradesman wrote the Hammond Food Co. as follows:

"We are this day in receipt of a letter from one of the leading grocers of Kalamazoo, complaining that your representative recently distributed coupons in that city, good for a package of Hammond Food or a can of Hammond Butter; that the grocers accepted the coupons in exchange for the goods; that on presentation of the coupons for redemption, the holders were offered Health Flour instead of cash; that, as this was not in ac-

cordance with the promises and agreements of your representative, you were written to in regard to the matter, but have made no reply to the enquiries, although they were couched in respectful language.

"Appeal is therefore made to us in the premises and we herewith request an explanation."

Instead of treating the matter seriously and writing at some length in explanation of the circumstance, the Hammond Food Co. made a little notation on the corner of the letter, as follows:

"Simply a case of temporary financial embarrassment—plenty of goods on hand, but no money, account poor collections. Can give goods even. Desenberg & Co., of Kalamazoo, owe us one-half enough to settle all due bills. All only about \$45."

Retail grocers may draw their own inference from this circumstance and govern themselves accordingly in dealing, or declining to deal, with a house which lacks \$45 with which to keep its agreements.

**Final Appeal From President Palmer.**

St. Johns, Dec. 2—We come to you with our last call for 1903. Only three assessments for the year. All claims and bills will be paid and we will have a nice balance in our treasury at the close of the year. Let me request you to pay this assessment promptly, so that our Secretary and Treasurer can have their books balanced in good shape for our annual convention. And now just a word about our fifteenth annual convention which will be held in the city of Flint on Tuesday and Wednesday, December 29 and 30. It will be needless for me to say anything in regard to the reception that will be accorded to us by the traveling men and citizens of the city of Flint, as their reputation for hospitality is well known through the State. We are assured of ample hotel accommodation and a royal good time.

We want you to attend this convention, as there are matters of importance to be considered at this meeting and we will need your co-operation and advice. If you have never attended one of our annual conventions, come to this one and you will never want to miss another one. Bring your wife, your daughter or your best girl. B. D. Palmer.

**The Sacrifice.**

A butcher's lad went to deliver some meat at a house where a fierce dog was kept. The lad entered the backyard when the dog at once pinned him against the wall. In a minute or two the mistress of the house ran out and drove the animal off.

"Has he bitten you?" she asked. "Noa," said the lad. "Aa kept him off by giving him your suet; an' ye just cam' in time to save the beef."

**FUOVERCOAT'S**  
**DETROIT FUR Co.**  
\$10 up Mail orders; write for price list.  
253 Woodward ave., Detroit

**BUSINESS CHANCES.**

For Sale—Old-established meat market located on best business street in Grand Rapids. Steady and good paying patronage. Rent reasonable. Will sell cheap for cash or will exchange for real estate or other desirable property. Address No. 974, care Michigan Tradesman. 974

**POSITIONS WANTED.**

Wanted—Position in shoe store or general store. Experienced. References furnished. Address No. 975, care Michigan Tradesman. 975

**MISCELLANEOUS.**

Wanted—An all-round tinner and furnace man who understands stove repairing, able to figure on jobs, can do some plumbing and not afraid to do work of all kinds and can take full charge of shop. Good pay and steady position the year around to right man. German or Scandinavian preferred. Address Lock Box 624, Hillsboro, N. D. 966

**SALES! SALES! SALES!**

MONEY in place of your goods by the

**O'Neill New Idea Clearing Sales**

We give the sale our personal attention in our store, either by our special sale plan or by the auction plan, whichever you ask for. Sales on a commission or salary. Write today for full particulars, terms, etc. We are the oldest in the

business. Hundreds of names of merchants furnished.

**C. C. O'NEILL & CO.**

1103-4 Star Bldg., 356 Dearborn St., CHICAGO

**OPPORTUNITY OF A LIFETIME**

J. A. Richardson, the veteran general store-keeper of Vicksburg, formerly of Scotts, has purchased a controlling interest in the Vicksburg Clothing Manufacturing Co., and expects in the future to make manufacturing his business. For this reason he offers his entire stock of goods for sale, including Dry Goods, Shoes, Carpets, Cloaks, Groceries in one room, and Clothing and Men's Furnishings in the other. It is a double store and can be handled as it is now or can be made into three stores. It will be sold either way. Write or call on J. A. Richardson, Vicksburg, Mich.

From our knowledge of the stores, we can say that anyone wishing to engage in business of this kind will do well to look it up.

MICHIGAN TRADESMAN

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.