

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 16, 1903

Number 1056

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.
O. R. McCRACKEN Manager

IF YOU HAVE MONEY

and would like to have it
EARN MORE MONEY,
write me for an investment
that will be guaranteed to
earn a certain dividend.
Will pay your money back
at end of year 1 you 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
CREDIT ADVISERS
COLLECTIONS AND LITIGATION
WIDDICOMB 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withdrawn from sale with the exception of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.

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Gripsack Brigade.

Bert Bodwell (Putnam Candy Co.)
is happy over the advent of a new
daughter at his house. Weight, 8
pounds.

W. G. McElwain, formerly Grand
Rapids and Indianapolis representa-
tive for the Hammond Food Co., has
taken a position with the Javril Co.

Jonesville Independent: Grant
Rickerd, who has been traveling sales-
man for the Black Hawk Planter Co.
for several years, has resigned that
position to accept one with the Mo-
line Plow Co., of Moline, Ill., with
territory in Eastern Michigan.

Cornelius Crawford (Hazeltime &
Perkins Drug Co.) is carrying a side
line this month in the shape of over-
alls of a peculiar kind and claims that
nearly every customer on his route
is booking his order for a carload.

Richard Jackson, Jr., formerly with
the Frank B. Taylor Co., of Detroit,
has accepted the position of Michigan
representative for A. G. Spalding &
Bros., of Chicago, taking part of the
territory covered by Otto Merpall,
who will hereafter cover the State
of Ohio only.

Lansing Republican: Fred S. Fos-
ter, representative of the Winchester
Repeating Arms Co., and well known

in this city, has just returned from a
week's visit at the factory. While
there Mr. Foster received a promo-
tion and will hereafter represent
the company in both Indiana and
Michigan, making his headquarters
in this city.

Billy Williams, the versatile varn-
ish salesman, is arranging to take a
pleasure trip to California in Janu-
ary. Mr. Williams has had but one
vacation in twelve years, when he
spent a couple of weeks in New Or-
leans, and his friends are insisting
that he owes it to himself to take a
brief respite from the arduous duties
of his position.

Kalkaska Kalkaskian: Hobart P.
Lewis, representing the flour depart-
ment of the Elk Rapids Iron Co.,
was in town Saturday calling on his
customers. Mr. Lewis informed the
writer that this would probably be
his last trip here. His brother, H.
B. Lewis, is now interested in a large
lumbering firm in Cuba and has sent
for him. Should Hobart decide to
leave for the land of sunshine and
flowers, the best wishes of his friends
here will go with him.

William Henry Brown, who covered
Western Michigan eleven years
for the Fletcher Hardware Co., and
for the past two and a half years
has acted as salesman for the same
house, has signed with the George
Worthington Co., of Cleveland, and
will undertake to cover the entire
State of Michigan for that house, see-
ing his trade every five or six weeks.
Mr. Brown has resided in Detroit for
the past two years, but will return
to Grand Rapids, because this is a
more central location for him. Mr.
Brown is an excellent salesman and
has many friends among the trade,
who will welcome an opportunity to
do business with him again.

Warren Maynard Howe, Michigan
and Wisconsin representative for
Winch Bros., shoe jobbers of Boston,
died at Oshkosh recently. A corre-
spondent describes the circumstances
attending the demise as follows:
"Warren Maynard Howe, salesman
for a Boston boot and shoe house,
who was critically ill with pneumo-
nia for the past two weeks at the
Athearn hotel, died yesterday morn-
ing. His passing away was particu-
larly sad, as he was a man of estima-
ble qualities and was far from his
home. Every effort was made to
give him the best of medical attend-
ance and nursing, but to no avail. At
his bedside at the time of his death
were Mrs. H. W. Moore, of Lafay-
ette, Ind., and George E. Howe, of
Cambridge, Mass., both cousins of
the deceased. His mother, Mrs. Ce-
lia M. Howe, living at Greenfield,
Mass., was unable to come here be-
cause of feebleness due to old age.
Mr. Howe was forty years of age

and was born in Vernon, Vt. The
family home has been at Greenfield,
Mass., for many years. Deceased
was a salesman for Winch Brothers,
of Boston, and had represented the
firm for six or seven years. He vis-
ited this city about twice a year and
was well known and highly esteem-
ed by all who came in contact with
him in business and at the Athearn
Hotel. Arriving here on Nov. 21, he
stated that he had contracted a very
severe cold at Janesville and would
remain in the hotel for a few days
and overcome it. About two weeks
ago pneumonia developed and his
condition became critical. Deceased
was a member of the Masonic lodge
and a member of the Mystic Shrine
of Brattleboro, Vt., and this lodge tel-
egraphed the Masons of Oshkosh to
see to it that Mr. Howe had the best
of attendance and care and to spare
no expense in so doing."

The Boys Behind the Counter.

Thompsonville—D. L. Weaver, of
Fremont, who worked here ten years
ago as a book-keeper for the mercan-
tile firm of Anderson & Pierson, re-
cently recovered a judgment against
the Anderson estate of \$364, which
sum Mr. Anderson is said to have
owed him when Weaver quit the em-
ploy of the firm. Mr. Weaver was
quite badly crippled by an accident
while at this place.

Middleville—L. S. Gale has taken
the position in M. C. Hayward &
Son's store made vacant by W. B.
Brown's removal to California. Geo.
W. Matteson, of Grand Rapids, will
resume his former position in A. M.
Gardner's grocery.

Homer—Clyde Bacon has severed
his connection with the Feighner
shoe store, and has gone to Cleveland.
Bruce Culver takes his place.

Copemish—Geo. Hall has taken a
clerkship in Cornell's drug store.

Adrian—Will Conselyea has taken
a position as salesman with Wood,
Crane & Wood, of Adrian. He will
have charge of the boot and shoe de-
partment.

Lansing—C. J. Rouser has a new
drug clerk in the person of Edward
Patter.

Grand Rapids — Frank Gillespie,
formerly with J. H. Nicholson & Co.,
at Hart, has taken a clerkship in the
drug store of John D. Muir & Co.

Geo. Campbell, senior member of
the firm of Geo. Campbell & Sons,
dealers in drugs and groceries at
Grand Ledge, is very ill and fears are
entertained for his recovery.

Algernon E. White, for the past
year specialty buyer for the Stone-
Ordean Co., of Duluth, is spending
the holidays in the city with his wife
and family.

GAS
ELECTRIC LIGHT & TRACTION
BONDS
EDWARD M. DEANE & CO.
BANKERS
SECOND FLOOR, MICHIGAN TRUST BUILDING
GRAND RAPIDS, MICHIGAN

Show Windows

Novel Display in a Local Seed Store.

The show windows of the Second City are beginning to take unto themselves a festive air in keeping with the joyous Xmas feeling which is, in more ways than one, coming to be manifest. There is more hurrying of shoppers, who are increasing in numbers every day, so that one must wait his turn to be served behind the "store's eyes," as one aptly terms the mammoth display windows.

Many of these are remarkable for their exhibits, both as to arrangement of same and attention to harmonious combinations of color, or the carrying out of an idea in a single color or tint. Often several colors are used together, apparently at utter variance with each other, and yet the result may be exceedingly pleasing.

An illustration of this last idea was recently seen in the immense single window of the Alfred J. Brown Seed Co., Ltd., on Division street at the head of Monroe—only the newcomer need be told its location.

One naturally thinks of a seed store as rather a littered-up place given over wholly to an extremely uninteresting collection of seeds in open-mouthed stacked-up sacks. Yet there is no earthly reason why these may not be so distributed as to excite only favorable comment, even from the layman, who can not but be attracted to a display of dull or shining seeds if the arrangement be neat and symmetrical. "Order is Heaven's first law," and if this first law be observed, "no matter when or where," the effect is always pleasing. And since the Brown Seed Co. added Xmas decorations to its stock in trade, an added scope has been given to the drawing qualities of its window displays.

A recent window was made to attract considerable attention by its broad treatment of inharmonious, crude colors, and yet the window as a whole was in no way an offense to good taste.

In the very first place, the so-called floor of the window could "give cards and spades" to many a more pretentious Grand Rapids window; in this regard: It was absolutely clean! I have so often seen local windows, otherwise worked out with the utmost fidelity to detail, but the floor of which would be actually bristling with dirt—or, if not really dirt, at least a mussiness extremely disagreeable of contemplation by the scrupulously neat person.

As I say, the window under discussion could furnish a pointed lesson for Spotless Town. It was entirely covered with large sheets of clean cream-colored thick wrapping paper, the edges of which were carefully tacked to the wood beneath.

At each of the four glass sections of this window (two in front and one "on the bias" at each end, together forming the three sides of an elong-

ated hexagon) were mammoth "drapery curtains" formed entirely of ropes composed of tissue paper of different colors and shades, and also of white. The paper was made of tiny strips so put together that it was impossible to discover the joining thereof without minute examination. A child will say of a wished-for object, "Let me see it with my hands." And if we saw these tissue ropes "with our hands" we might possibly be able to detect the way in which the snips were put together.

In the north window the colors used were pink and green. Next to these were purple and white. Then came green and red, and last the duplication of purple and white was resorted to.

All of these four long double curtains hung way from the ceiling to the floor of the window, and each side was looped back with the color composing the half.

On the floor of the window were pretty pink stars made of these same snipped tissue ropes. These were entwined with white. Then there were red stars with green festooning and purple with white. These were tilted against the glass between the curtains of the corresponding colors. In the background was an immense pile of the green and red, the same as the draperies, wound in and out in a kaleidoscope of brilliant coloring, in pleasant contrast with the floor covering under it.

The ropes of the curtains were very evenly hung, all being exactly the

same distance apart—about four inches.

The striking beauty of the whole arrangement of this seed store window would have had to be seen to be appreciated. To read about it, the colors employed in combination would seem incongruous in the extreme, but really the tout ensemble was one long to remain in the memory as having been a delight to the eye, and showed the possibilities that lie in simple objects judiciously arranged.

Antiseptics Used With Food.

A matter of practical science to which legislation must be directed much more seriously than has yet been done was brought before the Congress of Medicine recently held at Madrid. Dr. Brouardel, of Paris, spoke strongly of the dangers arising from the addition of antiseptics to wine, beer, cider, milk, syrups, butter, fish, preserved fruits and other commodities which are in daily use as food. It is well known that salicylic acid, salicylate of soda, sulphites, borax, boric acid, formalin and a variety of other chemicals are employed to make the substances in question "keep," the pretence being that they are used in such small quantities as to be innocuous. To this allegation Dr. Brouardel opposed two indisputable facts, determined by analysis and experience: First, that the preservatives employed are used in far larger quantities than the users admit, and, second, that the continued consumption of alimentary sub-

stances containing these antiseptic materials, even in very small proportions, becomes gravely detrimental to the human organism, amounting in the long run to slow poisoning. Man's constitution has not been made for the daily elimination of minute doses of poison. In this insidious form of mischief may lie some of the blame for our physical degeneracy. Apparently the evil is of such sort that international measures may be necessary to check it. Treatment of food in this manner should not be called adulteration, but poisoning pure and simple.—London Telegraph.

Some New Ones.

What is the difference between vegetable soup and a pretty girl? One is herb soup and the other is superb.

What is the difference between an unsuccessful suitor and a successful one? One misses his kiss and the other kisses his miss.

What is the best way to enjoy the happiness of courtship? Get a little gal-an-try.

Why is a crow like a lawyer? He likes to have his caws heard.

Why do they not charge policemen on the street cars? Because it is impossible to get a nickel from a copper.

Why is a cat going up three pairs of stairs like a high hill? Because she's a-mountain.

Don't be scared at innovations—only a few years ago there were no typewriters, telephones and electric lights.

GROCERS!! Sell the Best Flavoring Extracts made and increase your sales

PROFESSOR ALBERT B. PRESCOTT, Director of the Chemical Laboratory and Dean of the School of Pharmacy of the University of Michigan, prepared for us an exact proportionate formula, under which we are manufacturing 'JENNINGS' TERPENELESS EXTRACT OF LEMON,' which is in full compliance with the legal standard in Michigan as defined by the Supreme Court.

DR. VAUGHAN, Professor of Pharmaceutical Chemistry in the University of Michigan and probably the foremost expert upon food products in the United States, said that 'JENNINGS' TERPENELESS EXTRACT OF LEMON' contains the complete flavoring principle of the lemon oil, and that it is in every way superior, both for medicinal and pharmaceutical purposes, as well as for food flavors, to the Pharmacopoeial spirits of lemon. He declared that so great is the superiority of the terpeneless lemon extract for all these purposes that there is no room for comparison between the two products.

DR. KREMERS, Professor of Pharmaceutical Chemistry in the Wisconsin State University, writer of authority upon essential oils and the author of the Pharmacopoeial articles on that subject, said, in connection with the 'JENNINGS' TERPENELESS EXTRACT OF LEMON' that terpeneless extracts are in demand and are considered superior as being free from the bitter and disagreeable taste of the terpenes.

JENNINGS FLAVORING EXTRACT COMPANY

Manufacturers of
Jennings' Terpeneless Lemon Extracts
Jennings' Mexican Vanilla Extracts

19 and 21 South Ottawa Street, Grand Rapids, Mich.



FACULTY OF SPEECH.

Some of the Mental Vagaries of Language.

It is evident that a child learns to talk by hearing spoken words and obtaining ear memories of the sounds—"auditory word representations," as Lichtheim calls them. This is the beginning of language, and after a time the child begins to use the muscles of its vocal organs in such a manner as to imitate the sounds it has heard. Thus in learning to talk the child first develops two brain centers, one for ear images, the other for motor images, and these must be connected so that they can be used together, the first receiving impressions from the outside world, the second sending imitations of these to the vocal organs.

But there comes a time when the sounds received by the ear centers are understood; when, instead of sending only imitations to the vocal organs, other sounds are sent, and ideas are expressed, showing that there has been a process of elaboration, an analysis of the words heard and a synthesis of ideas resulting from this analysis. Evidently another center has been built up, one of perception, in which concepts are elaborated, a center that is necessary for volitional language. In time the child learns to read and write. Unless it is blind a center of vision has been already built up to such a degree that familiar objects are recognized.

But the visual impressions of printed words and writing depend to a great extent on the ear center. It is the unconscious memory of the sound of the printed word that gives it its meaning. In reading aloud the vocal muscles must be used properly in connection with the impression received by the eye center and the unconsciously acting ear center (and of course, the perception center). In writing, which requires special movements of the hand, another center is used in addition to those already mentioned. Consciously or unconsciously, most people in writing "read aloud silently" (if such an expression is permissible); the sound of the word is recalled before the letters are formed. The phonetic system of writing adopted by some people is sufficient evidence of this.

The movements of writing are executed under the guidance of the eye center. In some cases of "double vision" the writing is clear and perfectly legible when one eye is closed, but unsymmetrical and very illegible when both eyes are used. One sometimes finds among telegraph operators a man who can write with both hands at the same time—take one message and receive another. Such cases bring up the question as to whether the speech center is used in writing, for that center is on the left side of the brain alone, while in all muscular movements of the body the brain centers are on the opposite side, the center for the right arm, wrist and hand being on the left side of the brain, etc.

Or, take the case of an Illinois judge, well known to the bar; he

writes with his left hand, but he can walk up to a hotel register and astonish the clerk by registering his name and address with his right hand while the book is upside down—and his writing is upside down and from left to right. He does this with as much ease as though the book were right side up and he were using his left hand.

Whenever disease or injury causes a "break" in one of these centers, or in a line of communication, one of the forms of aphasia, or a combination of two or more forms, results; and so thoroughly have surgeons and physiologists studied this subject that when a break does occur it can be located with as much ease as the break in a line of telegraph wire. If the trouble is in the motor center, there is an ataxic aphasia; the person loses volitional speech, the ability to repeat words, to read aloud, to write at dictation, and generally to write at will; he retains the ability to understand spoken and written words and to copy.

If the trouble is in the ear center the person loses the understanding of both spoken and written language, the ability to repeat words, to read aloud and to write at dictation but retains the ability to write and copy, and while volitional speech is retained it is often so imperfect that paraphasia exists. When the trouble is between the perception and the motor centers volitional speech and volitional writing are both lost but the understanding of spoken and written language and the ability to copy remain, as does the ability to repeat words, write at dictation and to read aloud.

When the connection between the ear and perception centers is cut off the person cannot understand spoken or written language, but volitional speech (imperfect), volitional writing (imperfect), the ability to repeat words, read aloud, write at dictation and to copy will remain, though the person will not understand what he repeats, reads aloud or copies.

So much for what is known. Some other things can be logically assumed. Physiologists have never found a center of will or judgment any more than they have a center for perception or reading. But it is well known that while perception may be perfect, while a person may recognize the necessity for doing a certain thing, there is total absence of will to do it.

Again, perception and will may be perfect, but something has happened to the hitherto good faculty (or center) of judgment. Many a person has been run over by a locomotive or has failed to escape other sudden danger because, though the danger was fully perceived and understood, the will power was suddenly lost. In other cases of like danger the survivors often say they recognized the danger and tried to avoid it, but were "dazed" and did not know what to do; sudden fear or nervous shock caused a "break" between the will and judgment.

Again, the will and judgment may act when there is no clear perception of the danger or other matter requir-

ing prompt action. The physiologist must therefore assume a large center for concepts, including the centers of perception, will and judgment, since the physiologist must deal with the functions of organs, and as soon as he begins to study the physiology of the brain he enters the field of psychology and must study the psychical activities of the brain. It is this study that has led up to the great triumphs of brain surgery in recent years, by which the surgeon can locate a brain tumor in a given case, perform an operation and find the tumor where he predicted it would be found. R. H. Wilson.

How to Bring Up a Daughter.

Unfortunately, there is a type of mother who seems to think that a daughter is always a child and never reaches an age of responsibility. Poor, crushed creatures these young women are. Many of them dare hardly call their souls their own. They are not allowed to choose their friends—the mothers see to that—and the consequence is the girls are probably made to consort with companions who have no tastes in common with them, and the unhappy girls are deprived of one of girlhood's greatest charms—congenial company.

But some mothers go a step farther than this; they will not allow daughters to invite friends indoors. The girls are allowed to attend at this house, that house, and the next house; but as for inviting the girls of these houses in return, that they dare not do. Naturally the unfortu-

nate girls get talked about, and in time wear a crushed, disappointed look.

The young women are brought up in such a manner that male society is looked upon as a positive sin, and the years pass and they find out one day that they are old maids, and nothing more; but the mothers still keep a tight hold of the reins.

As for housework, why, he mothers won't trust them to do anything in this line, and so they grow up useless in every way.

What if the parents die? What becomes of these unhappy girls? They can do nothing, and if the fathers die first, and the mothers follow, and the girls are unprovided for, their outlook is indeed a blank one.

A mother's duty is so to train a girl that she will turn out a useful member of society—one ready to take up the duty of wife and mother; but if parents persist in crushing daughters, and treating them constantly as children, the girls become failures in life, and through no fault of their own. The natural tendencies, the individual bent of mind, being stunted, one can only expect the girls to grow up insipid, sickly types of womanhood.

Some men never know what they have until they have lost everything. Poverty often discovers to its victims ability and brains which were hidden and dormant until necessity uncovered and aroused them.

The hope of this world is in the hard things we have to do.

Always in The Lead

When reduced to the question of quality at the price

Voigt's Crescent Flour

"BEST BY TEST."

Never fails to cross the line a winner. For thirty years it has thus led in the race of competition and is more popular today than ever before.

You Should Never Be Without It.

VOIGT MILLING CO.

Grand Rapids, Michigan

Trading Stamps



If you feel the necessity of adopting trading stamps to meet the competition of the trading stamp companies which may be operating in your town, we can fit you out with a complete outfit of your own for about \$25. You will then be making the 60% profit which goes to the trading stamp companies through the non-appearance of stamps which are never presented for redemption. Samples on application.

Tradesman Company, Grand Rapids, Mich.

State News

Movements of Merchants.

Allegan—H. Coykendall has re-engaged in the bazaar goods business.

Morrice—W. A. Colen has purchased the drug stock of G. O. Austin.

Shelby—Ernest H. Ralph has sold his boot and shoe stock to Clifford W. Eader.

Onaway—Mrs. A. Forbes has purchased the grocery stock of Smith & LaGrant.

Dryden—Chas. Wilcox has sold his stock of general merchandise to Heber McClusky & Co.

Clare—Harris & Co. have sold their grocery stock to G. B. W. Nelson, formerly of Bemidji, Minn.

Petoskey—O. A. Platter, confectioner and art goods dealer, has sold out to E. V. Madison & Co.

Hastings—J. J. Palmeter, of Nashville, has purchased the grocery stock of Mrs. Homer Warner.

Newaygo—Ball & Stevens is the style of a new firm which has engaged in the meat business at this place.

Leslie—Isbell & Co., of Jackson, have purchased the Prescott bean mill, which has stood idle for two years.

Edmore—R. M. Miller, dealer in dry goods, clothing and boots and shoes, has sold out to Edward A. Runsdell.

Gaylord—Wm. Ellwanger & Son have engaged in the grocery business, purchasing the stock of George A. Walker.

Olivet—Wm. Losinger has sold his grocery stock to A. F. Morgan, formerly engaged in the grocery business at North Lansing.

Morrice—E. O. Austin, for twenty-five years a druggist of this place, is dead, aged 70 years. He was a veteran of the civil war.

Holland—The Holland Tea Co. is a new concern which has been started at 54 West Fifteenth street with M. Looyengood as manager.

Bristol—M. Robinson has taken Geo. Heyd into partnership in the dry goods and grocery business. The style is now Heyd & Co.

Ludington—McClatchie & Bowns have opened a meat market in the store formerly occupied by the jewelry stock of Cyrus Jarrett.

Detroit—The R. H. Traver Co., dealer in clothing, hats and caps and furnishing goods, has changed its style to the Traver-Bird Co.

Coldwater—H. G. Newman, for twenty years engaged in the grocery business at Union City, has purchased the grocery stock of L. Cave at this place.

Delray—Pittenger & Ross, dealers in hardware, paints and oils, have dissolved partnership, Geo. W. Pittenger continuing the business in his own name.

Belding—DeCoster Bros. have sold their grocery stock to Chas. Eddy & Co., who will continue the business at the same location. Mr. Eddy was formerly engaged in general trade at Grattan.

Menominee—Bigger & L'Hote, dealers in agricultural implements, have dissolved partnership. The business is continued under the style of L'Hote Bros.

Maple Rapids—B. W. and I. E. Hewitt, formerly engaged in the hardware business under the style of Hewitt & Hewitt, have re-engaged in business at the old stand, succeeding Jacobs & Hasse.

Pellston—Jos. O'Connor has sold his meat market to Gus Winters, of Harbor Springs, who was for several years in the meat department of the general merchandise store of W. J. Clarke & Son, of that place.

Howell—Charles Marston's stock of groceries was sold last week to Wm. H. Edgar, of Detroit, for \$425. Mr. Marston saw that he could not meet his obligations and voluntarily turned his stock over to his creditors.

Woodland—G. C. Garlick has sold his interest in the implement business with J. S. Retsinger to Geo. F. Reiser. The new style is Retsinger & Reiser. Mr. Garlick retires in order to devote his entire attention to his general store.

Big Rapids—Hotchkiss & Jenks is the name of a firm which has opened a meat market at the corner of Warren avenue and Maple street. Mr. Hotchkiss comes from Evart and Mr. Jenks from Barryton. The former is in charge of the market.

Alma—On account of the ill health of L. H. Hayt, senior member of the mercantile firm of the Hayt & Pierce Co., it has been decided to close out the stock of merchandise and discontinue business. Mr. Hayt will go either to California or Cuba.

Howard City—J. G. Buck has sold an interest in his hardware business to John L. Watson, of Grand Rapids, traveling salesman for the Fletcher Hardware Co., of Detroit. The new firm will begin business Jan. 1 and the firm name will from that date be Buck & Watson.

Edmore—Andersen, Jensen & Hansen, who recently purchased the hardware, implement and grocery stock of Geo. E. Purple and the grocery, shoe and hardware stock of Alfred E. Curtis, will continue the business under the style of the Edmore Hardware & Grocery Co.

Crystal—Wamsley & Mason, dealers in groceries at Butternut, have purchased the grocery, crockery and tinware stock of L. E. Hamilton and have added new goods to the different lines. Mr. Mason will manage the business at this place, while Mr. Wamsley will continue the business at Butternut.

Owosso—Dec. 10 the implement firm of W. E. Payne & Co. became Payne & Graham. G. M. Graham, who has been a partner of the firm the past four years, recently decided to resign as traveling salesman for a big implement firm and spend all his time in the store. The change in the firm name followed.

Armada—The style of Stafford & McKay, dealers in implements and vehicles at this place and at Romeo, has been changed to Stafford, McKay & Brewer on account of John J.

Brewer being admitted into partnership. Mr. Stafford has charge of the Romeo branch, while J. J. Brewer manages the business at this place.

Bronson—Wm. Morrison and Bert Walker have purchased of Philo A. Buck his meat market and stock of groceries. Mr. Morrison has been in the employ of Mr. Buck for a number of years. Mr. Morrison has also been employed at the same place since the firm of Calkins & Morrison, of which he was a member, sold to Clinton Joseph.

Ionia—Gottlieb Lauster, a pioneer grocer of this city, died last Wednesday and was buried from the family residence Friday. Mr. Lauster was born in Wurtemberg, Germany, Dec. 7, 1817. He emigrated to America in 1854 and finally located in Ionia in 1856. He was without capital, but a sturdy, reliable worker, with the sterling qualities that count for success anywhere, and in a few years he engaged in trade, doing a successful business. He continued in business until failing health, a little over three years ago, caused him to retire. He was succeeded by his sons, Fred G. and Charles, the latter having been in the business for some years before.

Escanaba—Herman Salinsky, proprietor of the Fair Savings Bank, has taken legal proceedings to prevent the Glazer department store from using the word "Fair." It seems that Mr. Glazer several days ago put out a sign in front of his store which read as follows: "Fair priced store." The word "Fair" was in very large letters, while the words "priced

store" were very small and inconspicuous. Mr. Salinsky strongly objects to what he considers is a palpable attempt to mislead people into believing that Mr. Glazer's store is the Fair store, and he has applied for an injunction to restrain the latter from using the name "Fair." The matter will probably go to the courts and if an injunction is granted Mr. Salinsky will sue for damages.

Manufacturing Matters.

Harrison—Cleveland & Co. have bought the heading mill here and are operating it with a full force of men.

Detroit—The Detroit Leather Goods Manufacturing Co. has increased its capital stock from \$10,000 to \$20,000.

Boyne City—Arthur Brooks has purchased the interest of his partner, Tilden Whitney, in the cigar manufacturing business of Whitney & Brooks.

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

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

American Vegetable Meat Co., Ltd.

Grand Rapids, Mich.

Grand Rapids

M. Dykema has opened a grocery store on North Ottawa street. The Musselman Grocer Co. furnished the stock.

John Nederhoed has engaged in the grocery business at Forward. The stock was furnished by the Judson Grocer Company.

Peter Jasper, who recently sold his grocery stock and meat market at 119 Plainfield avenue, has engaged in the meat business at 605 Cherry street.

D. L. Hyde, formerly engaged in the grocery business at Greenville, has re-engaged in trade at that place. The Worden Grocer Co. furnished the stock.

W. E. Taylor, who sold his grocery stock at 625 Broadway about two months ago, has re-engaged in the business, purchasing the stock of Alje Mulder, at 708 Wealthy avenue.

Fred Ensley, formerly in the employ of J. G. Buck, of Howard City, has engaged in the hardware business on his own account at that place. The stock was purchased of Foster, Stevens & Co.

C. W. Hopkins and Mr. Oliver, both of whom were formerly connected with the Owosso Carriage Co., at Owosso, have purchased the grocery stock of Robert W. Gane, at 642-644 Wealthy avenue. The business will be conducted under the style of Hopkins & Oliver.

The White & Brainerd Lumber Co. has been organized to engage in the manufacture of lumber, wood, staves, etc., operations to be carried on in Lonsdale, Saline county, Arkansas, with business office located here. The authorized capital stock is \$50,000, held as follows: Dr. Clarence H. White, 198 shares; B. J. Reynolds, 50 shares, and C. H. Reynolds, 2 shares.

The vast business interests of the Blodgett family, which have heretofore been conducted under the style of D. A. Blodgett & Co., are shortly to be divided by the retirement of Edward Lowe and Susie Blodgett Lowe from the firm. They will open offices in the Michigan Trust building and conduct their operations independently of the other members of the firm. The other members of the firm, D. A. Blodgett and John W. Blodgett, will merge their interests into a copartnership association under the style of the Blodgett Company, Limited.

The Produce Market.

Apples—Local dealers hold their stocks at \$2@2.75 per bbl.

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

Beets—50c per bu.

Butter—Factory creamery is without change, ranging from 25c for choice to 26c for fancy. Receipts of dairy grades continue large and the quality is fair. Local dealers hold the price at 13c for packing stock, 16c

for choice and 18c for fancy. Renovated has been advanced ½c, being now held at 19½@20c.

Cabbage—Strong at 75c per doz. Celery—Steady at 25c per bunch.

Cranberries—Cape Cods and Jerseys have declined to \$8 per bbl. and \$2.75 per bu.

Eggs—The market is steady at the recent advance, with no indication of a decline in the near future. Prices are maintained on the basis of 28@29c for candled, 26@27c for case count and 25@26c for cold storage.

Game—Live pigeons, 50@60c per doz. Drawn rabbits, \$1 per doz.

Grapes—Malagas have declined to \$4.25 per keg.

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

Lemons—Messinas and Californias fetch \$4.

Lettuce—Hot house leaf stock fetches 12c per lb.

Maple Syrup—\$1 per gal. for pure and 75c per gal. for imitation.

Onions—Local dealers pay 40c and hold at 50c.

Oranges—Floridas and California Navels, \$3.25.

Parsley—35c per doz. bunches for hot house.

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

Poultry—The demand is merely nominal, ruling prices for dressed being as follows: Spring chickens, 11@12½c; fowls, 9@10c; turkeys, 11@13c; ducks, 12@13c; geese, 10@11c.

Pumpkin—\$1 per doz.

Squash—1¼c per lb. for Hubbard.

Sweet Potatoes—Virginias are out of market. Genuine Jerseys have advanced to \$4.25 per bbl.

Hides, Tallow, Furs and Wool.

The country hide market is strong, with a good demand for all grades. Receipts are large, but fall short of last year. Some grades are well cleaned up, with an active demand for extreme light, which are in small offering. Prices have advanced under this demand, and tanners hesitate again. There are no accumulations of any grades. Sheep skins show a good demand at advance prices on account of quality. Stocks have been well cleaned up.

Tallow is firm, with a higher tendency. Little packing stock is being offered, while greases sell freely.

Furs are in good demand, with buyers active and there is a long range of prices. The special wants of furriers make the variations among buyers, all being for home consumption.

Wools are more in demand and extreme prices asked are obtained. Sales are of considerable volume, with some large lines purchased. The supply in sight is not excessive and holdings will be small before the new clip comes. Wm. T. Hess.

W. B. Reed, who established the Morley Message fifteen weeks ago, has issued a very handsome holiday edition which reflects credit on him and speaks well for the community which he represents. A noteworthy feature of his special edition is the portraits of the principal business men of the town, grouped in artistic fashion on a full page of his paper.

The Grocery Market.

Sugar—From all indications there is an undercurrent of weakness evident and further declines before the first of the year would not surprise anyone. The Cuban reciprocity phase of the question has been discounted and is scarcely a factor in the market now. So the size of the crops in this country and in Cuba and the consumptive demand are now the chief questions to take into consideration when sizing up the market. It is natural that no one will buy heavily of sugar at present, both because the market does not warrant it and because the first of the year is coming. After that there may be other developments to take into consideration.

Tea—All grades maintain about level that they have held for some time. Consumptive demand is without feature.

Coffee—Rio coffees continue to stiffen in price and the manufacturers of package brands have advanced their quotations another ½c. While there is lots of coffee in sight, yet the conditions, as compared with some time ago, seem to warrant some advance at least, although the spot market hardly gained as much as the advances on the package goods. It is now generally conceded that the present crop is less than is required for consumption, which, taken in connection with the heavy over-production of the past few years, is enough to start the market on an upward flight.

Canned Goods—Tomatoes are low and every one is fairly well loaded up on them. That eliminates two of the staples. Salmon is also so high—that is the red fish—that there is not the trade there would be with lower prices. California advices say of the market: "There is nothing new to report in canned fruits. Stocks in first hands are extremely light for time of year. Quotations on fruits are largely nominal in the absence of goods to offer, and business has been satisfactory. In tomatoes a slight weakness has developed, owing to the fact that some feel that more tomatoes were packed than was anticipated, but stocks are light and full prices will without doubt prevail. There is no reason for making any cut and holders of large lots are in no way anxious. Full deliveries were made and what tomatoes remain in the State will easily be required before next year's pack."

Rice—The demand has been such as to keep stocks moving readily and at no time has the market dragged. Usually at this season of the year the lowest values are reached and it is not unreasonable to expect that the market will go no lower, especially in view of the none-too-large crop.

Dried Fruits—Raisins are in good demand, especially the fancy table goods. The California layer raisins are very scarce and some jobbers have not been able to get any. The result has been that there is an unusually large trade in the imported and there are some very fine specimens of these on the market. Royal clusters put up in very fancy one-

pound packages are among the leaders with the trade, which is running more and more to package goods. There has been nothing on the market to compare with some of the fine seven-crown clusters in 25-lb. boxes. Prunes are moving at about their usual rate. While not classed among the "fancy" goods, yet some of the fancy silver prunes are good enough to go alongside the table raisin from Malaga. Prunes and other dried fruits in wooden pails are proving a popular innovation in the Northwest. Imported figs are very reasonable in price and are moving well.

Drug Market.

Opium—Is dull and weak.

Morphine—Is unchanged.

Quinine—Much depends upon the price obtained for bark at the Amsterdam sale next Thursday. It is in a very firm position and higher prices would not surprise anyone.

Russian Cantharides—Are sold at less than present cost to import. Higher prices are looked for.

Cocaine—Is dull at the decline.

Formaldehyde—Is tending higher on account of competition among manufacturers.

Glycerine—Is firm on account of higher prices abroad for crude.

Menthol—It seems to have touched bottom for the present. There is a firmer feeling in the primary market.

Nitrate Silver—Has declined on account of lower price for metal.

Oil Peppermint—Has advanced and it is expected that prices will rule high.

Oil Anise—Is very firm and tending higher.

Canary Seed—Is very firm in the primary market and is tending higher.

Foenugreek Seed—Is very firm and advancing.

Linseed Oil—Is steady.

Gum Shellac—There was a large arrival during the week, but the goods were matted and unsalable, consequently the scarcity continues and prices are higher.

Official Changes at the Worden Grocer Co.

At the annual meeting of the Worden Grocer Co., held last evening, the old directors were re-elected. President Daniels asked to be relieved from active connection with the company, owing to pressing duties in other directions, and the following officers were elected:

President—N. Fred Avery.

Vice-President—Guy W. Rouse.

Secretary—E. D. Winchester.

Treasurer—W. Fred Blake.

In addition to the office of Vice-President, Mr. Rouse was invested with the title of General Manager, which speaks well for the record he has made as the executive officer of the corporation. It is understood that the year's business shows a handsome balance on the right side of the ledger.

David Holmes, manager of the mercantile interests of the Mitchell Brothers Company at Jennings and Stittsville, is spending two or three days in the city. Mrs. Holmes accompanies him.

WHAT SOME NATIONS EAT.

Civilization Shown by the Food People Eat.

Washington, Dec. 12—"The choice of food betrays the more or less noble nature of man, in the individual as well as in the nation," said a food scientist connected with the Agricultural Department, while speaking of the dietary studies which have been carried on. "Brutish races feed like brutes and ignoble man eats ignoble food, like worms or spiders. As the mind has its own great laws of beauty, so has the palate. Science is only an imperfect guide, and the instinctive or well trained taste must also be consulted. Man eats not to feed only, but to enjoy. The eye sees the food and chooses according to form and shape; the nose decides by odor and fragrance, with exquisite delicacy of perception; but the tongue, the keenest of judges, tastes with a thousand invisible nerves, and according to its incorruptible judgment accepts or rejects. Hence the difference of taste in barbarous nations and the more civilized world. Low races love low food, and cooking may be as good and bad as music. The higher the culture of a nation the better its food. The food of a people will show its civilization. The extravagance and sinful waste of the Romans is only an evidence of their decline, and the races that swallow earth or devour their fellow man may be placed in the lowest scale.

"The Chinese show their want of perception of the beautiful by eating, as their greatest delicacy, the nests of swallows and the flesh of disgustingly fetid trepang. The common rainworm is carefully gathered in China and, raw or roasted, considered most palatable food; they raise the larvae of the bluebottle fly in heaps of putrid fish, and value the product more highly than many of their other 'delicacies.' The Chinese place themselves on a level with the Indians who dig in the ground for grubs and worms and eat them raw, but the Chinese flavor theirs with spices and sauces. Rats and mice are favorite foods for the Chinese, but I suspect that a real nice, cornfed rat is not such a bad piece of meat after all. You know the Good Book says: 'Every moving thing that liveth shall be meat for you....even as the green herb have I given you all things.' If we are to go by the Bible, the heathen are justified in eating any and every living thing. Still, animal food is used only sparingly in the Eastern countries, and by some nations held in utter abhorrence. No nation on earth subsists on animal food alone; even the lowest in the scale of civilization, those who live as fishermen and hunters, mix some vegetables with their diets. The Greenlanders or the Esquimaux has his berries and his spoonwort, the great luxuries of his brief summer, and the Northwestern Indians, when first known, raised maize and wild grains. The stunted native of Siberia gathers in autumn large stores of roots, with which he improves his fish and meats during the winter, and the miserable Arouak digs for roots and bulbs,

which he reduces to fine powder and bakes into bread.

"All nations save the worshippers of Buddha eat the flesh of animals. Even the lowest and most disgusting to eye and palate find a home where they are welcomed. Worms and insects must furnish food and grace the tables not only of the poor, but of the rich. Think of the gourmet who praises the luscious wood snipe, and still more the black mass from the inside that he carefully places on his toast and eats with a feeling akin to veneration! He is eating the worms that live in the snipe's intestines. Of equal value is the famous palm worm of the West Indies, which forms one of the best dishes of luxurious dinners. Its near relation, the grugru worm of Java, is said to be richer still, and more delicate. Nor do the silk worms escape the fate of all that is eatable. Freed from their cocoons, and daintily dressed, they are highly prized and largely swallowed by the people of Madagascar.

"Oysters and other shellfish are eaten by almost every nation, and it can be said that scarcely a single inhabitant of the sea is spared by the insatiable hunger of man. Aristotle praised the hard shell sea nettles that hung on the sides of submarine rocks, and they are now eaten in Italy and the South of France. They are said to be palatable and nutritious. The most valued and the most fearful smelling sea food is the worm shaped trepang, and a Chinaman is in his high heaven when he can get one. Macassar is a great market for the trepang, and they bring incredible prices. It takes about two days to cook a trepang and about a pound of spice for every pound of the trepang. Roasted or pickled snail is a favorite dish with many European nations. The slimy, slippery form of these animals makes them to most persons peculiarly repulsive, but their extraordinary nutritive power and excellent taste have long since served to defeat much prejudice. While the Ashantees and other nations of lower grade smoke them and eat them as daily food all the year around, the higher races employ them only as relishes or for special occasions. In Switzerland and Italy they are carefully raised and potted, and sent by millions to other countries. France consumes them in almost incredible numbers.

"New Caledonians prefer spiders to all common food, and the amiable inhabitants of New South Wales catch even moths, remove the gray powder from their tiny bodies, and roast them in masses. Bees—which civilized nations deprive of the fruits of their labors—are eaten in Ceylon as spice, and on account of the fragrant odor they give to the breath. The pleasant acid taste of ants tempts many races of Brazil and the East Indies and even in other more fastidious countries the old and the feeble consume them under the belief that they strengthen the spinal marrow. In the East Indies they are baked in pies and sold in the public markets. Locusts furnish the favorite food of many races of Africans, some nations

living exclusively on them, but it is said those who eat them rarely grow older than forty years, and die a fearful death produced by disease.

"Reptiles are eaten with eagerness all over the world; neither want of beauty nor abundance of venom protects them from omnivorous man. Although they suggest to us by form and motion all that is false and unfair, hideous and horrid, even God's curse of the serpent does not shield it, and from the humble frog of the pond to the colossal crocodile of Egypt, they are all only so much food for men. Old Mexicans loved the speckled salamander and ate it with Spanish pepper; the Spaniards learned the odd fashion, and the habit has not entirely died out. Vipers are a favorite dish with Italians. The lizards of this continent are a most delicate dish, and the iguanas of the Antilles were carried to South Carolina in great numbers, the rice fields of that State being well suited to them. Snakes find a ready market in many Eastern countries. The giant of Java, which infests the pepper plantations and whose venom is fatal, is a favorite. The huge boa constrictor furnishes an exceedingly fat meat, and the negroes of its native country prefer it to the daintiest food of the white man. The anaconda of Brazil supplies the table of the poor, though the Portuguese use only the rich fat it produces. South American natives eat almost every kind of snake, and the Far West has taught many a fastidious palate from over the sea to relish the fatal rattlesnake of our own country. Snake eating is more common in the United States than one would imagine.

"Frogs are such familiar food that no city market is now without them, and their cultivation is being engaged in by many. The meat of a frog is unsurpassed. Toads are valued for food only by the people of Surinam. Terrapins and turtles are delicacies wherever known, and the better species—the diamond back—is getting scarce, there being only a few left. Less than a half century

ago a cartload of diamond backs could be bought on the Eastern shore of Maryland for \$1 or less; now they are worth their weight in silver. Crocodiles and alligators are used as food, in some of the Southern States the alligator being eaten by both the whites and negroes, though to no large extent.

"It has always been a mystery to me why some of our rich and cultured people seem anxious—have a mania, you may say—for cultivating a taste for worms and bugs and creeping things—things which only the lowest types of nations eat and relish. But Dame Fashion causes men to do wonderful capers and some of the over-rich Americans are leaders in the freak procession. A great curse is the disposition on the part of our people to ransack the world to find stimulants for their overburdened appetite. In almost every instance the belief that a nerve stimulant is needed is unfounded. The Almighty has given us everything we need in the way of food, and the only thing to be considered is the proper way to use it."

The Way of the World.

"When we were poor," remarked the prosperous man reflectively, "we looked forward to the time when we could have a summer home."

"Well?"

"Well, when we got rich enough to have one we didn't like going to the same place every summer, because it was monotonous, and we looked forward to the time when we could have another for variety."

"Well?"

"Well, we got another, and then we began to long for a winter place, so that we wouldn't have to be so much in the big house in the city."

"Well?"

"Well, we've got them all now."

"And are you happy?"

"I suppose so. At least, I suppose my wife is. She keeps them all shut up and spends most of her time in Europe, but she knows she has them."

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NEEDLE MAKING.

Graphic Description of An Interesting Process.

Originally the trade of needlemaking was domestic in its character, much of the work being done by workmen in their own homes, but it is now carried on in large factories, where mechanical appliances have supplanted hand-work, with much advantage to the health and well-being of the operatives. The manufacture at the present day is a remarkable instance of the division of labor, each needle having to pass through no fewer than seventy pairs of hands and subjected to no less than twenty-two different processes before completion.

The greater portion of the employees are women, their nimble fingers being better suited for handling so minute an article than are those of men. In the operations requiring strength, however, men are employed.

The raw material of the manufacture consists of steel wire of a fine but soft quality. The wire is supplied in coils of definite weight and diameter.

In the first operation the workman cuts the coil of wire in lengths sufficient for two needles. These lengths, having the curvature of the coil and other inequalities, are next straightened. For this purpose 1,000 or more lengths are inserted between two strong iron rings and placed in a furnace, where they are heated to a low red, after which they are taken out and placed on an iron-top table. Over this table the wires are rubbed backward and forward, pressure being obtained by means of a long curved iron tool. By the combined pressure and rolling the lengths soon become perfectly even and straight.

In the old days of needlemaking the point was produced by grinding the wire on a dry stone turned by horse-power. The fine dust of the steel and stone proved so fatal to the workmen that even although a thick cowl or muffler was worn over the nose and mouth of those employed at this task, they seldom reached the age of forty years. The dust is now disposed of by means of a steam fan which carries off all the minute particles through a pipe.

The expert workman at present can point about 200,000 needles in a day. For the operation of pointing various machines have been devised, and have come into extensive use both in this country and abroad. In general principle these machines consist of a wheel, on the brim of which the wires are placed and held in position by a strong rubber band.

The wheel, with its load of needles projecting slightly beyond the edge, revolves at right angles to the grinding stone and, bringing each wire in rapid succession against the stone, it points three times as many as a skilled grinder can turn out by hand.

One of the most interesting parts of needlemaking is the formation of the eye. It is said that workmen

become so expert at this that they can perforate a hair and thread it with itself.

In the modern process of eyeing each wire is separately stamped in the center, by means of dies worked by steam or foot power, with the grooved and rounded impression of two needle heads set end to end. Through these stamped heads the eyeholes are next perforated in a screw press working a pair of fine steel punches. Each wire now forms two needles attached head to head by a thin section of steel at the point of juncture.

These double needles, taken to the number of about one hundred, are threaded together with a fine wire passed through their eyes, giving the whole the appearance of a fine close-set comb. The row is now ready to be broken into separate needles, and as the point of juncture between the two separate heads is weakened by the stamping process, the rows readily break at that point by bending them backward and forward two or three times. The heads are then rounded and smoothed by filing, the wire withdrawn and the separate needles set free.

The inside of the eye is polished by threading a large number of needles on a rough, hard wire and fastening the latter between two upright posts. The wire is given a vibrating motion, which causes the needles to revolve rapidly, and the friction thus set up polishes and smooths the edges and inside of the eyes.

A very important step in needlemaking is that of hardening and tempering. Up to this point the needles are soft, and can be bent and doubled in the fingers. They require to be hardened, so as to have a certain amount of elasticity and to stand considerable lateral pressure. In this process the needles are placed in an iron pan and heated in a furnace. On reaching the right temperature they are plunged into a vat of oil, the sudden chilling of the wire causing the hardening.

At this stage the needles are in an extraordinary state of tangle, presenting to the eye a confused mass. The straightening out is done by means of a wide, short-handled fork, the knack of using which is only acquired after considerable practice. The needles are now extremely brittle and hard and require to be tempered. This is done by exposing them in a furnace to a low heat and allowing them to cool gradually.

After tempering, the needles are scoured with emery powder and soft soap by making them up into large rolls and working them back and forth under heavy boards. A roll of needles in this condition is kept going for twelve hours, and this process is gone through five or six times. They are next washed and sorted, the damaged needles being discarded.

The needles are now finished, but have to be "stuck" and put up in an attractive way. Wrapping is done by means of a long strip of dark paper, down the middle of which a strip of cloth is gummed, called the "strap." A small machine counts out

10, 12, 15 and 25 needles of either the same or assorted sizes and delivers them to the hand of the operator on a tray, ready for sticking into the strap. They are then pushed through a paper loop, gummed on to a wrapper which has been creased ready for folding and labeling. The wrapper is fastened up and the packet is then ready for sale.

Planting of Trees For a Forest Crop.

The spread of scientific forestry is gratifying. The Eastern press has recently made a specialty of forestry, with the result that former timber lands not fit for agriculture are considered of value for raising timber and are planted for wood as a crop.

The hill country and mountains of New England and the Middle States, once timbered but now bare, are put into white and yellow pine, black walnut and even oak, the slowest growing of all. In the South it is probable that the eucalyptus will flourish and it is evident that we are not yet aware of the economic value of many of the varieties of that tree. It flourishes in California and makes a rapid growth and has been found of value for fuel. There are about forty varieties of this tree, and in Australia many of them are used for piling and for dimension timber. The leaves and bark are rich in essential oil that has been found of therapeutic value and enters into many medicinal preparations useful in diseases of the respiratory system.

Philadelphia is urging replanting of the slopes of the Alleghany Mountains in that state. Lumbering and fire have stripped them and the effect on moisture and the climate is disastrous. The land that has been laid bare is useless for agriculture and useful only for arboriculture. Actual experiment has shown that much of this denuded land will in twenty

years produce a merchantable crop of black walnut yielding \$1,000 per acre or a value of \$50 per year for the time employed in producing the crop. For about ten years of that time a nut crop is produced that will pay interest on the investment. If planted thirty feet apart each acre will bear fifty trees. As the crop approaches maturity another may be planted on the same land, so that the yield is made constant. Large walnut timber in the natural forest now sells at \$3,000 per acre, and there is no prospect that this timber will decrease in value.

True, it may be said that the crop is of slow growth and the man who plants may not harvest. But as soon as the growth of the crop is established the lands have value, and this will increase until the crop is ready to cut. The Michigan soil is especially fitted for the planting of coniferous trees and the pine grow here more rapidly than elsewhere. We have the best conditions for reforestation and a prospect of the quickest return.

But the planting of trees for a forest crop is a new idea. Michigan knows all sorts of planting for crops which our lands produce, but this is novel. As soon as people are instructed they may be depended upon to take it up with enthusiasm and intelligence.

Getting into a rut is as bad for business as for a wagon. It is a mistake to imagine that a thing is right because it has always been that way.

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E. A. STOWE, Editor.

WEDNESDAY - DECEMBER 16, 1903

GENERAL TRADE REVIEW.

There is more of encouragement in the Wall Street situation than for many months past. There have not been wanting efforts on the part of professionals to hammer down leading stocks, but these have been met with a sustaining power that kept the general price changes upward with considerable volume of business. The quiet acceptance of the new basis of wages and prices of materials indicates that there is to be little disturbance, and thus removes the principal cause of uneasiness as to stability of future operations.

An instance of what a trades union will do for a town is afforded by a recent experience at Benton Harbor, which closed a contract some months ago with J. V. Farwell & Co., of Chicago, to establish an overall factory at that place. Benton Harbor furnished the building and all went well until the employees were organized into a union by some tramp walking delegate or business agent who happened along and saw an opportunity to make a fee for himself and foment trouble between employers and employees who had previously dwelt together in peace and harmony. As soon as the union had been organized the members pursued the invariable custom in such cases and struck, without knowing, in many instances, what they had struck for. As the demands were exorbitant and Farwell & Co. saw no future in a business which would be dominated by the walking delegate, they shut up shop and shipped their machinery back to Chicago. As a result the Benton Harbor Development Co. has an empty building on its hands and the city of Benton Harbor has one less industry than it would have but for the visit of the tramp organizer who turned a peaceful body of working people into union slaves and sneaks, depriving them of the opportunity to earn a livelihood. This experience should serve as a warning to those towns which may be inclined to temporize with trades unions and which may give an oath-bound organization temporary lodgment without realizing that sooner or later its toleration will necessarily result in the ruination of some industry and a serious setback for the town.

The Tradesman recently heard an interesting story of the manner in which the Russian government test-

ed the efficiency of the French detective police when the Czar was about to visit Paris. The chief of the Russian police went secretly to the French capital, with orders to lie quietly by in a hotel and only to report himself at the embassy after a stay of a week. But he had not been three hours in Paris before the Prefect of Police learned of his arrival from a French detective. At St. Petersburg they thought this a satisfactory result, and the imperial pair ventured to go to Paris and drive down the Champs Elysees without cavalry around their carriage. A similar test applied in Rome had different consequences. The head of the Russian police remained there for a whole week without his arrival being suspected. On the evening of the sixth day he called on Count Nelidoff to report himself, to the great astonishment of that ambassador. They both agreed that if the Roman police had not scented out the head of the greatest police force in the world, they could not be depended upon to know much about the goings on of anarchists and nihilists. This is alleged to be the true reason why the Czar declined to trust himself in the King of Italy's dominions.

The Minister of Public Instruction in France has taken the lead of all the world in measures for the prevention of consumption in the schools. A new law requires that an examination of every pupil should be made once in three months, and the height, the weight, the chest measure and the general physical condition of every one shall be entered on the pupil's report. The school-rooms receive the same preventive attention. Carpets are prohibited; curtains must be of cloth that may be frequently washed; no dry sweeping is allowed, and dust must be removed by wet cloths; all school furniture must be often scoured; books are regularly disinfected, and no book that has been used by a consumptive child may be used by another person.

Some of the problems which Dr. Simon Newcomb expects the twentieth century to solve are the minute corpuscles which exist around the millions of atoms, which, for example, make up a drop of water; the slight change of the magnetic needle; the mystery "of the so-called new stars which blaze forth from time to time," the causes of these outbursts; the possible solution of earth problems from these and other phenomena, and the things that M. Curies' radium suggest.

In constructing the tunnel under the Hudson, the Pennsylvania Railroad will have its track supported a part of the way on screw piles, connected by girders which are independent of the tunnel, thereby relieving the tunnel structure of the weight of trains passing over. This independent support of the track is without precedent in tunnel construction. The tunnels under the East River, New York, are almost entirely in rock.

MODERN ALCHEMY.

Everyone who has read anything of the alchemists, those wild and romantic dreamers, half physical scientists and half spiritual philosophers, who attributed moral and spiritual qualities to all material substances, and who believed in talismans and amulets, divining rods and practiced magic, will remember their labors to discover the philosopher's stone, the possession of which would confer eternal youth, and the universal solvent which would transmute base metals into gold.

Those interesting persons who occupied a large place in the annals of the latter part of the Middle Ages, although they failed to attain the object of their studies and exertions, were the founders of the modern science of chemistry, and their wild speculations concerning the secrets of nature were not wholly lost, but, on the contrary, they have assisted to develop, into exact and practical science, knowledge and powers that almost realize the magic they fruitlessly sought to exercise.

The alchemists held a doctrine that all matter is originally of a single substance, but through the exercise of nature's laws and forces it has assumed the various qualities that make up the infinite varieties of visible and tagible things, and if it could be reduced to its original state, we might be able to discover the means by which its various transformations are accomplished. According to this notion, iron is precisely the same material as gold, but the differences of quality are due to some force that has changed the original matters into two different substances.

The alchemists, therefore, sought what they called the "Universal solvent," a substance that would dissolve all substances and change them back to the original matter from which they had been developed, and the secret being attained, it would then be possible to discover how this original substance became gold or iron, and this being known, it would be possible to make gold or any other substance at pleasure. The modern chemists hold, or until recently have held, that there is no original matter from which all other material is made, but that there are many sorts of original material which were so from the beginning, and which, while they can be combined with each other, so as to make the vast variety of substances known, can not be reduced to any other original material. These primary substances are termed "elements," and they are more than sixty in number, some being solids and some fluids and others gases.

Recently, however, the chemists have had their doctrines of elemental bodies badly shaken up, but the discovery that some of their so-called primary bodies are compound substances, and as discoveries in this line are progressing apace, it looks as if the science would have to be radically revised in many respects. For instance, the atmospheric air we breathe was long held to be composed, when free from adulterations

of dust, smoke and other impurities, wholly of oxygen and nitrogen gases, and was found to contain a previously unknown gas, now called argon.

Prof. Ramsay, an English chemist, made this discovery, as also that of a new metal which had been named helium. More recently still, Professor and Madame Curie, French chemists, discovered radium, a most interesting substance which constantly gives off light and heat, but is not consumed. Now comes Prof. Ramsay, who announces that radium, while giving off light and heat, also sends out a vapor or gas which by its own forces or energies becomes helium.

Prof. Ramsay declares that this is neither more nor less than a partial solution of the problem of the ancient goldmakers. The Professor declares that these and other facts are tending to show that the elements so long believed in by the chemists are not final forms of matter, and that ultimately they will be reduced into a few simpler forms. He asked if the world was not on the verge of some great generalization, showing that all the so-called elements are merely illusive forms of one or two fundamental kinds of matter.

It is not impossible that the old alchemists were, after all, on the right track, and even the transmutation of base metals into gold, and the artificial creation of diamonds, may be realized. But no progress has been made in the discovery of the elixir of life, the secret of perpetual youth, and we are no more able to ward off the attacks of the dreaded destroyer than were the scientists of centuries ago. It is not likely that the fruit of the tree of life is to be found in our material universe. Our original ancestors ate of the tree of knowledge, but that of life was denied to them. In the spiritual universe only is it to be secured.

The formal recognition of the republic of Panama by Russia is an item of interesting importance. It adds another to the list that is already assuming goodly proportions. There seems to be a very general disposition among the nations to admit Panama into the family. This very general recognition strengthens Panama's position and each one helps to place it on a firmer footing. Great Britain is slowest in according this courtesy, the reason assigned being that the English government would like to have pledges that Panama will pay a part of the debt that Colombia owes to British subjects. Naturally having set up in business for itself the new republic does not care to take on others' claims. If Great Britain withholds its recognition until Panama consents to pay Colombia's debts there will be quite a spell of waiting.

The subscription receipts of the Michigan Tradesman for the week ending Dec. 12 were \$155.91. For the week previous the receipts were \$193.72. Few trade papers can probably show receipts of equal volume.

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EVERY MOVE A MENACE.

One of the remarkable features of modern national life is the utter inability of the governments of the countries of the Old World to understand the United States of America. From first to last in spirit and in the development of that spirit they can not attain unto her. In their eyes she is the mob with the evolution of the mob, and with that they have and are determined to have nothing in common. In spite of the teaching of the centuries there is no "third estate," there never has been one and there never will be one. The senseless boast of the Grand Monarch, "I am the state," is the only sentiment they are willing to recognize and, republican America to the contrary, the grand windup of the whole republican business will end in a crown which one of these days some ambitious Caesar, instead of "putting by," will most determinedly and successfully put it on his own head and keep it there.

With that for the main idea it is easy to see how their misjudgment of us comes from a comparison with their own false standards. Born and brought up with the idea that might makes right they are determined not to believe that government without greed and selfishness as the basis is a possibility. History shows no such precedent and a government which all along the line of its advancement exhibits such great variance with the time-tested standards can have but one ending, and that an ignominious failure. It can not be denied that up to the present time we have developed fairly well a contrary principle; but that is due to the fact that until now we have been let piously and religiously alone to carry out our preposterous ideas. The time has now come, however, when we are necessarily brought in contact with long established precedent, and it remains to be seen whether the old will succumb to the new. "Live and let live" with the Golden Rule for its foundation is beautiful enough in theory but hardly worth anything except as unattractive background for the scene of political aggrandizement now occupying the national boards. The novelty of the idea with the artless methods of its presentation have indeed been tolerated, but only as a surprise; but the test will come when the novelty as such has spent itself. So the American open door and the Monroe doctrine and others of their kind are only fretting their brief hour upon the stage, soon to be heard no more.

With this for the prevailing idea it is easy to understand why the American policy is constantly misjudged abroad and the persistency there to see in every step of progress which this country makes a purpose menacing to the integrity of other countries in this hemisphere. In some way yet to be disclosed the American string to the "open door" will show itself exactly as territorial aggrandizement is showing itself at Panama and as, from this time on, it will show itself until Central America and the continental peninsula to

the south of us shall have become the territory of the United States. The United States is no better than the "Holy Catholic Empire," and it will yet show how Hildebrand's policy will be made its policy with the golden idea all right so long as it can be made to cover all the territory it can put its hands on.

That is what is troubling Germany to-day. To her clear eyesight the purpose of the United States is plain enough. The Central American states are going to be absorbed by this republic and it wonders how long Mexico and South America will manage to put off the inevitable, the intense envy of our German cousin preventing him from seeing that this country has already more land than she wants and that not one of the countries to the south of us can or could be of any advantage to this nation as a part of its territory. "While you are getting, get all you can" has been the maxim of kingdoms since time began, any idea antagonizing that being wholly at variance with the progress and the prosperity of national greatness.

This country has but one desire in regard to the Western hemisphere, and that is that every republic shall be independent and self-governing and so progressing out of political anarchy and industrial barbarism, for their sake, ours and the world's advancement. We are an industrial people; we want to raise and make things for the rest of the world and having done this we want to sell them. We have insisted on the open door and we have done this for the sake of the vast trading field behind it. We do not want the territory to the south of us, but we do want the people there politically, industriously and commercially to develop and advance in all that pertains to modern civilized life in order that they may want what modern civilization calls for and what we can best make and furnish. We can not secure this result by taking possession of them and we can not colonize them because we have neither the people nor the capital to spare nor, what is especially true, the desire so to spend our energies. Our gates are open to individuals and they are coming to us by the hundred thousands, but as nations and as a part of the public domain we do not want them. Conquest and the taking up of great burdens of government beyond what we have now may safely be put down as not a part of the present policy of the United States.

The attempt of foreign opinion to create sentiment against this country among the Southern republics with a view to injuring our commercial relations with them need not be seriously considered. There may be a little sentiment in business, but not much. There never has been any love lost between the Saxon and the Roman and there never will be; but human nature irrespective of nationality can be trusted to detect the difference between chalk and cheese and to secure the more desirable article where it can be found in the best condition at the least price. With that

for the common thought the rest may be safely allowed to look out for itself. The trade between those countries and ours is going to increase for the best of reasons. Through that trade—your real civilizer—revolutions are going to become more and more unpopular and peace and quiet so introduced are going to change the complexion of things until at last not only the people to the south of us will see us as we are, but even the envy, hatred, malice and all uncharitableness of the Old World will find out that we are not living a lie, that we are, after all, true to ourselves and that every move we make is not a menace to those countries who have territory which we are determined to take away from them.

Rev. Robert Collyer, the noted New York clergyman, who celebrated his 80th birthday Tuesday, is a genuine optimist. Perhaps it is because he has never been ill a day in his life, and, as he says, has always "lived on the sunny side of the street." He does not believe that people are less interested in religion than they formerly were. "People do go to church to-day, and they go because they want to, not because they are driven, as they were formerly. I have no patience with the talk that the world is growing worse. I won't discuss it. It is getting better all the time. 'God's in his heaven; all's right with the world.' If it wasn't so it would mean that God had given over the world to evil and it would hardly have been worth while for him to have made it. No, in every department of life God's plan is being worked out and men and women are growing better."

Are you a giant or a giantess? If so and you are not doing well in America, you may learn of something to your advantage in France. There is fear among Frenchmen that their race is becoming puny and in fact dying out. So giants are in demand over there. Some time ago Count Alfred de Pierrecourt left a legacy of \$2,000,000 to be devoted to the collection and breeding of giants to uphold the banners of France. In addition to this the power of the state will be invoked to shame and coerce men out of bachelorhood, rewards will be offered for big families, and

finally the laws of stirpiculture will be employed to rear a robust race.

President Eliot, of Harvard University, has the correct notion regarding the use and value of athletics in college life when he says girls and young women should be moderate in athletic exercise and should not try to compete with young men in the more exacting forms. The only thing that is lacking in this sensible advice is that it does not go far enough. It ought to be applied to the male students also, and a reasonable limit should be established beyond which no student in the university should be permitted to go; and, in its definition, the line of safety to life and limb should be so clearly drawn that no one would be able to mistake it.

A remarkable story comes from Manila to the effect that the recent uprising of the Moros was due to the fact that one of the Mohammedan natives, executed for murdering soldiers, was buried in a grave with a butchered pig. The Moros are said to have been enraged by this proceeding, which they regarded as an insult to their religious creed. The story lacks confirmation. If it should be verified the officers responsible will doubtless be severely disciplined. Surely nothing could be gained by such practices except to increase the antipathy of the natives toward Americans.

Secretary of War Root thinks it would be a good thing if every American citizen could shoot a gun. He is quite within the facts in saying that while in earlier times nearly all were familiar with the use of firearms, the majority of the young men of to-day are entirely inexperienced. When war comes it is not enough to have plenty of guns and plenty of men to carry them to the front. The guns would be of no avail in repelling enemies unless they were in the hands of men who could shoot straight.

If President Harriman can abolish the "tip" nuisance on the Pullman cars employed on the Union and Southern Pacific systems, no matter what means he may adopt to do it, he will earn the gratitude of most travelers by rail. The nuisance has grown intolerable.

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Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Purchases of staples during the past week have not been large. Enquiries come thick and fast on the majority of lines. No quotations will be given unless they have already been advanced; naturally the buyers would be willing to make reduced quotations on those made a few days ago. They can not do it, however, and for the time being buying has been very nearly stopped. Spot goods are being sold in a very small way, but goods to be made are not offered. Sellers are making prices by the day, but are not fixing firm figures on anything. Bleached goods are much firmer, and while prices are not generally openly advanced, it is difficult to get any quotations.

Prints—Buying of prints was not large during the week, but there were a good many enquiries for merchandise received at prices which sellers would not consider. A number of houses have not bought supplies for any length of time, and these concerns are more or less anxious at the present time as to the outcome of the market, but are not willing to step in, just yet, and buy, although they must realize that they may have to pay more later.

Wool Dress Goods—Current developments in the line of spring dress goods fabrics fail to reveal anything radically new or important. The throw of business represented in current orders is of a moderate character and fails to give much additional light on the attitude of the buyer. The fact that buying operations are being conducted on a continued moderate scale and that speculative intent does not find much expression in the buyer's plan of campaign does not detract from the fact that there is much in the present market situation from which a substantial degree of encouragement is drawn by sellers. The seller in most cases regards the orders that have been secured in an initial way as generally reliable. Some doubts are raised regarding the orders taken on certain lines of fancy suitings, but regarding the major part of the business garnered there seems to be little uneasiness. The principal cause for concern in connection with the suiting business lies in the fact that the competition for this business has developed more than ordinary strength, owing to the fact that a good many men's wear and other looms have been diverted to the production of such goods. Whether the dangers of overproduction in this direction are as marked as some would make it appear remains to be seen. Certainly there are many factors who are not at all worried regarding the orders in hand for suiting effects, nor in regard to prospects for further orders. It is certainly worthy of note that a considerable percentage of the orders coming forward at this time are for suitings and skirtings, including plain and fan-

cy goods. It is claimed, however, that the business that is coming forward from the cutter does not run so much to goods in pronounced styles as was the case earlier in the season. Just how much of an effect, if any, this seeming veering of demand will affect goods of a Scotch order, such as cheviots and tweeds, in the duplicate trade is a matter that can not be answered positively at this time. Certain factors say that not only are buyers becoming more careful in their purchases of these goods than they were, but that they are also more careful in their buying of goods of the homespun and crash order. One well-known agent, in speaking in this regard, said that in his opinion the fancy cheviot tweed or homespun that possessed individuality combined with good value will continue to show good selling strength throughout the season, but that fabrics that are little more than stereotypes of early productions face a waning popularity. The manufacturer of fancy fabrics has more reason to watch developments closely to guard against getting caught with a quantity of goods in hand when the course of demand shifts to something else than has the manufacturer of plain goods. Plain effects are always good to a certain extent, and are always sure to gain lost popularity in very short order. In regard to the average line of fancy goods when demand leaves it in the lurch an outlet must be bought for the goods by means of more or less marked price reductions. The manufacturer who gets caught with a large yardage of undesirable goods on hand, and all fancies are undesirable when demand is opposed to them, must swallow a bitter pill. The result often is the wiping out of a large portion of the profit earned when the goods were in line with the demand.

Fancy Worsteds—Are being bought to an increasing extent, but the business is not generally satisfactory. Manufacturers of cheap medium and fine goods, who have evolved slightly, meritorious fabrics at attractive prices, have fared well in the ordering, but fabrics which have not a strong basis of recommendation have scored a negative success. While there are certain lines which are sold ahead into February, these are the exception, the majority of mills being in a position where a large aggregate of orders would prove acceptable. For piece dye worsteds the demand is fair. Clay worsteds are slow. Unfinished worsteds are being bought carefully. Plain cheviots are in a similar position. For serges the demand is fairly good, the cheaper grades being the best business getters. For mercerized worsteds the week's throw of business has continued encouraging to many sellers, but success does not appear to be general by any means. A considerable portion of the lines on the market are winning but scant approval. The best reorders are being booked on fabrics which made a good showing on initial buying under the stimulus of good value offered. The buyer has learned that nothing is worse

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than a poor mercerized worsted and he is consequently operating with care and judgment.

Underwear—A number of men are now on the road with new lines of both fleece and wool goods. So far they report a rather slow business, although most of the lines are of the cheap grades. The very cheapest, like those sold at \$3 and \$3.12½ a year ago, are not much in evidence, and it is not at all sure that there will be much of anything, for it is claimed that it is impossible to make a \$3 line this year. There may be some \$3.12½, but undoubtedly most of the lines will be at still higher figures, 25c a dozen advance certainly not seeming to be unreasonable, and where less than this is asked, the weight of the garment has probably suffered. In children's fleeces a few lines have been sold at \$2.20 and there is no evidence of anything at a lower price. Take it all in all, 10 to 12½ per cent. will practically cover the advances on fleeces. A few lines of men's ribbed underwear have been shown at an advance of about 15c a dozen, although there are a good many that are not shown yet. Of wool goods, last year's level seems to rule the market; of course, wool has not shown the same sharp advances or the same stringent conditions that cotton has, so this may be considered a little more reasonable. Some of the more important and well-known lines are said to have been sold out altogether for the season. However, whether a few more orders will not be accepted "at a price" is not quite certain.

Hosiery—During the past week or two a number of lines of hosiery for the fall of 1904 have been carried out on the market, consisting of wool and fleece lines for the most part. Prices have not been announced generally and only tentative prices are being asked. As is easily realized, the opening is very late this year. Last year practically everything was open and on the road long before this, yet only a week or two ago manufacturers were talking of delaying the opening until after the first of the year. Those very men have sent their representatives on the road within a few days. It is too early, however, to look for their reports in regard to the results of their efforts.

Ingrain Carpets—Manufacturers of this line are well employed on old orders, and are now taking account of stock and are not disposed to order new supplies except as actually needed before the commencement of the new year. There has been considerable disappointment thus far at the volume of business offered, and the manufacturer of both standard extra supers and cotton chain supers realizes that it is going to be a difficult matter to produce goods this season that will show a profit, partly because of the advance in the price of the raw material and yarns. The future is looked forward to with interest, as the Philadelphia ingrain manufacturers have had many difficulties to meet during the past few months, which have been very discouraging, and the manufacturer who

will be able to run all his looms this season and show a profit will be very fortunate.

Wilton Rugs—Are very active. Manufacturers can not produce them fast enough to meet the demand of their agents. Some could run double time, but find difficulty in inducing their help to work extra time. Some of the best mills have of late increased the number of picks per inch on their best rugs from 9 to 14, and have advanced prices for 9x12 of the improved fabrics from \$29 each to \$40. They still continue also to make their former lines of cheap rugs.

Knox Hats To Be Made By Free Labor.

Among the most aggressive and persistent boycotters in all the ranks of organized labor on this continent are the United Hatters of North America. It is their organization, it will be recalled, that is being sued by a Danbury firm for damages growing out of their deliberate conspiracy to ruin its business, the loss arising from their acts being allegedly \$100,000 and the prospect of their being compelled to pay it being remarkably good at last accounts. They are now up against a fresh trouble—and one quite as serious, too.

The branch of the organization having its headquarters in this city entered into a three-years' contract on December 15 of last year with the Knox Hat Manufacturing Co., whose factories are in Brooklyn. That written and signed contract has been flagrantly violated by these employees, and on account of the complications arising from such violations and the persistency of the company in trying to hold them to their agreement, the men have all quit work. The manager of the works has employed non-union hatters in their places and announced that hereafter no union hatter "need apply." Furthermore, the company's board of directors has by formal resolutions completely indorsed his action and has added this significant declaration: "That no negotiations in the future will be made with the officers of the United Hat-

ters of North America, as the action taken by the general manager in this matter is absolutely final and will never be rescinded."

Manifestly, that decision was arrived at only after due deliberation, a businesslike survey of all the facts and a careful counting of all the costs and consequences. This company—one of the oldest and most reputable in the trade—has cut loose from organized labor for all time, and will hereafter deal with its men as individuals, both employer and employed being free from dictation by anybody else and at perfect liberty to enter into such arrangements as they may see fit. That is the ideal relation between labor and capital—the only one that leads to industrial peace and to the prosperity and contentment alike of the laborer and of the man to whom he sells his labor.

It is especially significant at the present time that a manufacturing concern so long established and of such extended experience has finally adopted this enlightened, latter-day policy. It is the unmistakable trend of the period. The labor organs may yawp to their hearts' content and a timorous daily press cry "Peace! Peace!" until its breath fails, but there never will be peace so long as employers refuse to defend themselves against the aggressions of the most infamous conspiracy which was ever concocted to destroy the peace and prosperity of the country.—N. Y. Commercial.

A Good Dog.

There is a resident of ward 30 who follows the business of exterminating rats and keeps dogs as well as ferrets. A neighbor living opposite came over to see him one day, and pointing at one of the dogs, said:

"Do you know that dog has bitten my mother-in-law three times?"

"Well," asked the owner of the vicious animal, "what are you going to do about it?"

"Why," returned the other, "I came out to buy the dog."



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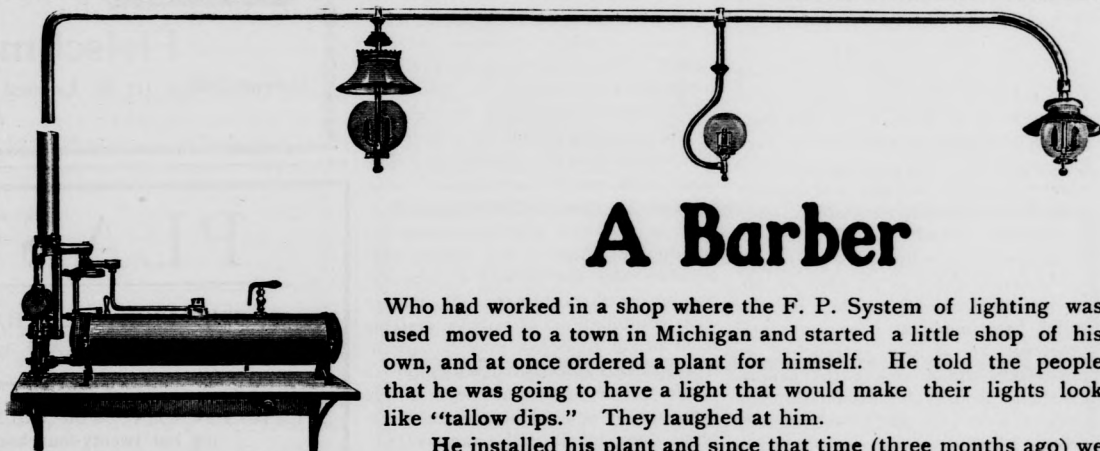
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Who had worked in a shop where the F. P. System of lighting was used moved to a town in Michigan and started a little shop of his own, and at once ordered a plant for himself. He told the people that he was going to have a light that would make their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

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PROSPERITY TO CONTINUE.

John Wanamaker's Ideas of the Business Situation.

When John Wanamaker speaks of the business outlook of America his utterance carries with it an exceptional weight of authority, for he is in many respects the foremost merchant of the continent—free from interest in stock speculation—one who deals with the daily realities of trade; not a theorist or a gambler. He buys in every land, near or far, and sells to the millions of his own country.

Just now it is difficult to furnish the public with reliable opinions regarding the actual business prospects of the nation, for the reason that the recent craze for stock speculation has produced conditions which prejudice the views and color the statements of most business men of prominence.

But Mr. Wanamaker occupies a neutral position, midway between the producer and the consumer. His vast retail establishments in New York and Philadelphia depend upon and are the products of the natural operation of the law of supply and demand. He has no watered stock to sell. He is a merchant, pure and simple.

It is hard to get this clean-shaven, clear-eyed, youthful-looking veteran to talk. From morning to night he is under a strain of work that few men could endure. He has to deal with hard facts. He must face the swarming multitude every day, and understand its tastes, necessities and resources. Nor in studying the details can he forget the larger aspects of the business world. The retail buyer confronts him on one side, the manufacturer on the other.

He is suave, but quick and decisive. How he manages to get time enough to eat is a mystery to his associates and assistants. Night and day he is at it—working and studying—and he is one man, at least, who can not afford to get his facts wrong.

"How can any American survey the future without cheerfulness and confidence?" he said. "We have no enemies in the world. The nations of Europe and Asia are rivals for our friendship. The Emperors of Japan and China are as eager to cultivate good relations with the United States as the King of England or the German Emperor. So that, whether we look eastward from our vast Atlantic coast or westward from our equally great Pacific coast, we can see none but friends. Nowhere is there a sign of danger to our interests.

"At home there is no shadow upon our national life. The policies which have made us prosperous and powerful are firmly entrenched in the hearts and minds of the people. President Roosevelt's nomination and election next year are as sure as any events which have not yet occurred can be. He is honest, brave and quick to serve the best interests of the country. He understands and trusts the American people, and they understand and trust him. A continuation of the present National Administration is surely a good omen of the future.

"What if we have had a depression in the price of stocks? That only affects those who have been gambling. Men who can afford to gamble ought to be able to meet their losses. Few of them expected to get face value for their new shares. The losses are not real, because the gains were only on paper. Actual money has not been destroyed. The real wealth of the nation—the raw materials, the inventive minds, the productive energies—are untouched by the rise or fall of prices in Wall Street. There is work for all at good wages. The farms, the factories, the mills are producing wealth in an ever-increasing volume. The railroads have all they can do to carry grain and merchandise, and now that steel and iron have largely taken the place of wood, the building trades are flourishing, for our towns and cities must be rebuilt. It is fortunate for the country that the break in industries came soon. It checked the madness and fever of overcapitalization, and points to the necessity for legislation to regulate trust methods. The two most dangerous rocks that appear above the subsiding water are the sales of American trust-controlled goods on the other side of the Atlantic at lower prices than in the home market and the locking up of national bank funds in underwriting and syndicate enterprises that require time to turn around and can not be realized while bound by agreements. This has made scarce money and high rates and deterred commercial and manufacturing enterprises. Financial inflations are usually business inflammations making serious consequences. This condition would have been much more serious at this time but for the country banks, which have had their money free from business padlocks.

"What if there are strikes? Men do not strike in genuine hard times. And the present strikes are nearly all for higher wages or shorter hours. Such struggles between capital and labor, however we may deplore them, are signs of prosperity rather than adversity.

"The building of an isthmian canal means a wider extension of our foreign trade, and the courage and promptness of President Roosevelt and Secretary Hay have brought us to the very threshold of success in that long-delayed enterprise. The canal will greatly strengthen our position in the world, from a military, a political and a commercial standpoint. And it will insure reasonable rates for railway transportation across the continent. No matter what combinations of railway systems from ocean to ocean may be organized, the isthmian canal will offer a means of competition beyond the influence or control of private enterprise, open to all at the same rate.

"Buying and selling go on throughout the country at a brisk rate. It may be that the fever of speculation has been checked; that men and women are loath to risk their money on the fortunes of the stock market, but legitimate business is thriving. There is some tendency to avoid the

purchase of costly luxuries, for the losses of the country must be made up by economies. But this was anticipated by merchants serving the people, who do not carry as heavy stocks of expensive merchandise as usual. Otherwise trade is good; perhaps not quite as good as last year and the year before, but still very encouraging, for we can not be always at high tide. There must be some temporary slackening of business in such an extraordinary period of success. It is a peculiarity of the American character that when a man meets reverses he is stimulated to greater efforts. People may be a little poorer just now, but they are solvent—that is the great thing.

"Those who have lost money in stock speculation have had their lesson, their warning. They will have to work a little harder to make it up, and their experience will make them more prudent. The man who works has his income; he is able to buy what he needs for his comfort.

"Practically everybody in this country is at work now, and while that is the case business will continue to be good. I believe business would have been better this winter but for the Wall Street nervousness and uncertainty. The pillars of commerce are always shaken by the winds of overspeculation. The reports of the savings banks show that the mass of the people are in good circumstances. The losses occasioned by the fall in the price of securities have fallen chiefly upon those who have had a large surplus of wealth.

Be Wise

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

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

Merchants' Quick Price and Sign Marker

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"The Rubber Stamp Man"

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

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.

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.

If it were not so the statistics of the savings banks would be different. Go into any large store in the country just now and see the crowds buying their winter necessities and their Christmas luxuries. You will find no evidence of poverty. But people would have let their money out much more freely but for the fears born of the full-page developments of shipbuilding and the like.

"So long as our people remain sound in mind and body, so long as they are energetic and industrious, and so long as they maintain their free institutions, uncorrupted by political or economic heresies, the business of the country will continue prosperous. This is the richest continent in the world. God made it so. If it is spoiled, we must spoil it ourselves. I believe that the American people understand this, and I can see no reason why the present prospects of the country should inspire any but feelings of confidence and contentment."

Recent Business Changes Among Indiana Merchants.

Elkhart—Edw. D. Miller has purchased the drug stock of Chas. A. Ackers.

Floyd's Knob—Schaum & Orr continue the grocery business formerly conducted by Jacob Schaum.

Ft. Wayne—The Peerless Manufacturing Co., manufacturer of washing machines, has merged its business into a corporation under the same style.

Hudson—W. V. Britton is closing out his stock of implements and hardware.

Huntington—The Fotteral, Barker & Brown Co., shoe manufacturer, has changed its style to the Barker-Brown Co.

Indianapolis—B. (Mrs. B. M.) Aarons has retired from the grocery business.

Indianapolis—The National Underwear Co., manufacturer of ladies' muslin underwear, has increased its capital stock from \$50,000 to \$100,000.

Lincoln City—Isaac Houghland has sold his general merchandise stock to W. F. Van Winkle.

Syracuse—A. Cohen & Son are closing out their clothing stock at this place.

Vera Cruz—Miller Bros. are advertising their general merchandise stock for sale.

Wabash—Wagner Bros. will retire from the clothing, shoe and furniture business.

New Albany—Geo. Adams, A. E. Meffert and W. R. Meffert have organized the Indiana Egg Supply Co. The capital stock is \$10,000.

No business man can escape the making of mistakes. They are inseparable from business. He is wise who uses them to the avoidance of repetition of them. It is only the foolish fellow who wastes time in mourning over the blunders he has made.

There is a reason for all things. If your competitor is more successful than yourself search for the cause and apply the needed remedy at once.

PEANUT HARVEST.

Women and Children More Expert Than Men.

Peanuts are harvested in October in all the large peanut-growing states. The harvesting must always take place before frost, for the nuts and haulm are both greatly injured, if not ruined, by frost. If the fall should be wet or the peanut mature very early, many of the first-formed nuts will be ruined by sprouting. Dry weather should always be selected for harvesting. It can not be done when the ground is wet, for then the dirt will adhere to the nuts and ruin them or at least greatly detract from their market value by turning them black.

The crop of white peanuts is harvested by running a furrow on each side of the row with a bull tongue plow or a pea digger, so as to dislocate the roots. Care must be taken not to detach the nuts from the vine in running the side furrow. After the plow has been run on each side of the row (and it is sometimes necessary to run twice on each side) then lift the vines gently with the hand, carefully shaking the dirt off, and lay them on the ground. Let them remain in this way, if the sun is shining, from six to eight hours. The vines will wilt like clover, when they may be brought together and stacked. The stacks are made around a pole planted in the ground and rising some eight feet above the surface. A platform made of old rails rests upon logs placed around the pole, and upon this the stack is built. The platform protects the nuts and vines from the mold and dampness of the ground. In stacking the nuts should be put on the inside, next to the stack pole, but not so close as to prevent the air from circulating freely from the bottom to the top of the stack. To make the stack entirely secure it should have a capping of hay or corn fodder. Put up in this manner, the nuts will keep securely all the winter should it be desired.

The red nuts are more easily harvested than the white, as they have but few roots and the nuts adhere closely about the stem. In loose land they may be pulled up without running a furrow on each side of the row, although to do this will make the work much easier. There are but few red nuts grown. An overproduction of them for a while reduced prices below the cost of the labor in producing them.

Usually the nuts are allowed to stand in the stacks about four weeks and are then picked off by hand, the white always. The red nuts are sometimes threshed off by taking up bundles and beating them against a rail or the side of a box. This latter plan greatly injures the peanuts. Five or six bushels of red peanuts can be picked off the vines in a day by a nimble-fingered person, but the picking of three or four bushels of the white is considered a good day's work. Women and children are said to be much more expert in this than men. The price paid for picking is about 10 cents a bushel. After this

they ought to be screened in a cylinder, so as to separate them from the rust and leaves, and also for the purpose of brightening the hulls by abrasion. After sunning they are put in sacks containing four to five bushels.—New Orleans Times-Democrat.

A Type Christmas Tree.

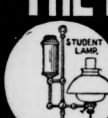
This may be used by any merchant, no matter what line of business he may be in:

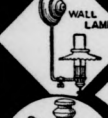
This is, you see, a Christmas tree, one of the best type, too! and while, dear sir, 'tis not a fir, yet it was made fir you. 'Tis true, you see upon this tree no presents rich and rare; yet please be kind, and bear in mind, in wish the gifts are there. We now wish all, the short and tall, young, middle-aged and gray; the poor, the rich, white, black as pitch,

A Merry Christmas Day.

You have not seen the catalogue of the Michigan Business University. Grand Rapids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship, and Manniship. Write for it.

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

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

Each Lamp Flakes and Burns Its Own Gas!

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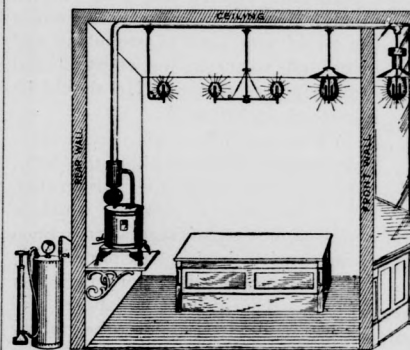
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Agents coining money. Write at once.

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

BEST BY TEST.

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.

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With Us, Quality is Given First Attention.

Pure, Delicious, Healthful Candies

are what the people demand.

Yours for goodness sake

STRAUB BROS. & AMIOTTE
TRAVERSE CITY, MICH.

"We Aim at Highest Point of Perfection."

STARTING RIGHT.**Best Beginning a Young Man Can Have.**

The first thing for a young man to do is to get an education, if he can, to the limit of his capacity.

It is nothing against the youth that his mind inclines more to the mercantile or mechanical or some form of business than it does to study.

I know of a case in a family. Two brothers were going to the academy to prepare for college. The father found that one of them stopped in a store every morning where he was engaged as a clerk because of his anxiety to get quickly in business, and to earn money, and because books and study were so distasteful. That son advance from the clerkship to an interest in the business, then to partnership, then to complete ownership, and then to a respectable fortune. He never could have gotten into college, because he had not the faculty.

The other brother went through the academy with flying colors, through the college with distinguished honors, and studied for a profession, doing his best in whatever came to him in that line.

The business brother had a handsome income, and was enjoying all the good things of his life for ten years before the other earned a dollar. Then the professional man became a success, very slowly. Both of them are now in the evening of their lives, and possessed of fortunes.

The business man has no pleasure outside of his business, because his resources for enjoyment are limited to his vocation. The college and professional man is having infinitely more pleasure in the many avenues open to him, and especially genial ones which he finds by liberal education in his library, and in fields that he is competent to enter and to enjoy.

The only criticism you can make is that each has succeeded according to his capacity. But the larger ability to acquire intellectual equipment has given the greater pleasure to the better educated man.

The whole point of that story is that if the brother who went into business had possessed the capacity and talent for college, he would have made a mistake in not going to college.

It is a mistake for a country boy to come into the city without any acquaintances. Discouragements of all kinds are too great. He will advance much better at home until he has acquired that sort of confidence in himself, equipment in his pursuit and the mastery which comes by absorption from experience and practice. While he is getting this he can live much more cheaply, sustain himself in a much better manner among his neighbors and friends and have a better position, socially, and in his church and in the community than he could by any possibility secure in a large city. And with the intercommunication of knowledge that there is between the city and the country, if he is bright, energetic, industrious, ambitious and success-

ful, the time will come when the city will want him.

It is a great mistake for a young man to ever be satisfied. He may be reasonably contented, but he never should be satisfied. I don't mean satisfaction in the sense of making money. Every one has some talent in some line outside of his vocation which employs his hands and his mind. The best example of this is Hugh Miller, the famous geologist, whose business was that of a stone cutter, and he continued such all his life, yet he found that his tastes ran in the line of geology, and that led to his studying and becoming self-educated, and then a distinguished writer and an authority on this subject.

The best bred man in quite a large community, with the best liberal education, and the authority to whom lawyer and doctor and clergyman referred when they wanted a question answered or to know where information could be found was the leading barber of the place. He had no talent for business. He did not have that faculty which would make him succeed in the profession. To barber and run a barber shop was all he could do, and he did that very well; but outside of that he acquired enough information to become a college professor, and probably got more pleasure out of his books than the most successful man could out of his acquisitions.

The first thing for every young man to study is his health. Without that he can do nothing. He must first learn not to eat too much. He must then discover that neither liquor nor tobacco is necessary in any form or quantity, however small. On the contrary, a young man in good health will make so much more steam and vitality than he needs, that instead of stimulating he ought to avoid any kind of stimulant and work off steam in his vocation and by proper recreation. He should be thorough in his work.

A man who fills in his time properly acquires after a while the habit of turning his mind from this to that, from one thing to another, which is in itself a sort of recreation. Such a man, when he has disciplined himself, will accomplish more in a day than his disorganized co-laborer will in two, and better. The other fellow can never understand how this man gets on. He may not have the same ability, but the fact that he organizes himself to what he is doing, and does it in a limited time, pushes him way ahead of the more brilliant person, who, never having his time so divided, never has time for anything.

Now, health is diet, exercise and sleep, and that is within everybody's power to get. He should have a vacation, if he can secure one, no matter how small it is, within the course of a year, and a day off now and then is a mighty good thing, provided he does not carry his business and worry with him.

A young man should not get married until he is sure he can support his wife. The income necessary to support his wife should be settled between the two people themselves.

The woman has quite as much to do with that as the man, because she regulates the expenses.

I know a man who married when he had \$1,200 a year and he was perfectly happy. When he got \$50,000 a year he spent the whole of it and was not nearly as happy. In other words, he was in a business which kept growing steadily, and he kept enlarging his style of business and expenses as he went upward.

I said to a very rich man the other day. "What were your best days?" He said, "When I was a station agent at \$40 a month, and while I sold tickets and my wife sold cakes and pies over the counter and rocked the cradle with her toe."

On account of the uncertainty of positions in public, no young man can afford to take an office. His merit and acquirements will not protect him, and no matter what his value, when the opposition party comes in he will be turned out. This may happen at a time of life when those of his own age have gotten on far, and are independent. They fill the places. He must begin at the bottom. He is handicapped with a family and responsibility which make him miserable and his life is a failure.

He should be active in politics, belong to a party, be a member of a political club, and give what leisure time he can for the success of that party and for good candidates and good government.

I heard Salmon P. Chase say that when he graduated from college he was very poor, and when he went

Success With Paint

The paint dealer needs a dependable, growing business to succeed. Only good paint and right methods will secure and hold it.

Forest City Paint

and FOREST CITY METH-
ODS are the best mediums in
helping any dealer to win suc-
cess with paint.

The effective local advertising, which we furnish free to our agents, gets the business; the quality of the paint holds it.

Our Paint Proposition explains all. It contains numerous profitable pointers that will help you win success. A postal will bring it.

The Forest City Paint & Varnish Co.

Kirtland Street
Cleveland, O.

Headquarters for Fishing Tackle

We have several new things in this line to offer our customers for next season at prices below the market, and it will pay you to defer placing your orders until our representative can have an opportunity of calling on you with a complete line of samples.

We are now at work compiling our new Fishing Tackle Catalogue for next season, which we will gladly mail to dealers interested, free of charge, upon application.

Fletcher Hardware Co.

Manufacturers and Jobbers of Hardware and Sporting Goods
61, 63, 65, 67 and 69 Woodbridge St., W.

Detroit, Michigan

down to Washington to his uncle, who was either Secretary of the Treasury or held a high position, his uncle said, "I can give you a place paying \$1,200 a year," which at that time was a fortune for Mr. Chase, "but you will be here as a clerk as long as you live unless the other party comes in, and then you will be fired out. Go back to Ohio and do anything." Mr. Chase went to Ohio, commenced teaching school in the old district school house of that period, at \$20 a month, and studied law. He became a distinguished lawyer, Governor of the State, Secretary of the Treasury, and died Chief Justice of the Supreme Court of the United States. He secured an independence before he went into office, but he always worked hard for politics.

Chauncey M. Depew.

Self-Assertion as a Factor in Achieving Success.

Many a well educated man of good address and ability fails to win a satisfactory position in life because he lacks self-assertion. He has a shrinking nature and abhors publicity; the thought of pushing himself forward is repugnant to him, and so he is left behind in the race by the hustling, stirring, vigorous people around him, many of whom do not possess one-tenth of his ability or natural advantages.

Many young people have a totally mistaken conception of the meaning of healthy aggressiveness. They frequently confound it with egotistic boastfulness, decry it as a lack of modesty, and consider it the sign of a petty, vulgar soul. They think it unbecoming to try to make a good impression in regard to their own ability, and shrink from public gaze, believing that, if they work hard, even in retirement, they will come out all right.

As a matter of fact, however, in this competitive age, it is not only indispensable to have our mental store-houses well stocked with superior goods, but it is also necessary to advertise them; for even an inferior article, if well advertised, will often sell rapidly, while a superior one, if pushed back on the shelves and not exhibited or spoken of, will remain on the dealer's hands at a dead loss.

No one sympathizes with the blatant, conceited, over-confident youth who has the list of his accomplishments and virtues at his tongue's end, and inflicts them on any one he can induce to listen. He is the very opposite of the unassuming young man who, while conscious of his power, makes no parade of it, but simply carries himself as if he knew his business thoroughly.

When questioned as to what he can do, a modestly self-assertive person does not give weak, hesitating answers, saying, "I think I can do that," or "Perhaps I could do it," creating a feeling of doubt not only in his own mind, but also in that of his questioner, which undoubtedly acts to his disadvantage. He knows he can do certain things, and he says so with a confidence that carries conviction.

This is the sort of self-assertion or self-confidence that young men and women must cultivate if they would raise themselves to their full value. It is a quality as far removed from vulgar, shallow self-conceit as the calm exercise of conscious power is from charlatanism.

Thousands of young men and young women are occupying inferior positions to-day because of their over-humility, so to speak, or fear of seeming to put themselves forward. Many of them are conscious that they are much abler than the superintendents or managers over them, and are consequently dissatisfied, feeling that an injustice has been done them, because they have been passed over in favor of more aggressive workers. But they have only themselves to blame. They have been too modest to assert themselves or to assume responsibility when occasion has warranted, thinking that, in time, their real ability would be discovered by their employers, and that they would be advanced accordingly. But a young man with vim and self-confidence, who courts responsibility, will attract the attention of those above him, and will be promoted when a retiring, self-effacing, but much abler youth who worked beside him is passed by.

It is useless to say that merit ought to win under any circumstances—the fact remains that there is very little chance for a young man, no matter what his ability, to forge ahead, if he lacks a just appreciation of himself and is destitute of that consciousness of power and willingness to assume responsibility which impress his personality on others and open the door to recognition of his merit.

"'Tis true, 'tis pity; and pity 'tis 'tis true," that modest worth that retires from the public gaze and works in secret, waiting to be discovered and to have prizes thrust upon it, waits in vain. The world moves too fast in this twentieth century to turn aside to seek out shrinking ability. We must all go to the world. We need not delude ourselves with the idea that it will come to us, no matter how able or meritorious we may be. While actual inability can never hope to hold its own, even although, through self-conceit and aggressive methods, it may succeed in pushing its way ahead for a time, it is equally true that shrinking, self-effacing ability rarely comes to its own.—Success.

Two Interpretations of the Meaning of a Word.

The little son of one of the Tradesman's subscribers was given a dollar, the other day, by an adoring auntie, to spend "just as he pleased."

Afterwards the boy's papa, curious to know as to what the child had purchased with the gift, casually observed:

"I hope, my son, that you spent the money judiciously that auntie gave you."

"You bet I didn't!" exploded the young hopeful, anxious, seemingly, to make a good impression on his paternal relative as to his financial ability.

Then, seeing the blank look of disappointment on his father's open countenance, he hastened to ask:

"What is that word 'judiciously,' papa?"

"It means 'carefully,' my son," laughed the amused father, who began to "smell a mice" as to the child's understanding of the meaning of the word he himself had used in the first remark.

"Oh!" was the crestfallen exclamation. "I thought it meant something else—I thought it was, 'Did I waste the money?'"

The boy's father smiles yet every time he thinks of the ingenuous answer.

I never hear the word "judicious" but I think of a somewhat similar mistake as to the same word, made by a small boy of my acquaintance.

He, also, was asked if he had spent a certain amount of money "judiciously."

This boy's answer was a little different from that of the other lad:

"You bet I did!" he asserted emphatically, and, to the astonishment of his hearer, added:

"I bought a 'Punch and Judy' show with it!"

The woman who says that she does not love finery is either lacking in femininity or has steered her heart against its natural bent.

The man who understands woman is as rare as the bloom of the century plant.

Gumblin' is the child of greed.

The ACME Potato Planter



Your Customers

call for this planter. It is widely known and well advertised—a staple tool.

Acme Potato Planters

have added to the profit of potato growing—eliminated so much of the labor and expense, made potatoes so much better in quality. They are known everywhere to produce the standard of productivity in this crop.

They Are The Right Tool

rightly made and rightly sold. No catalogue or mail order house ever has or ever can sell them. Your hardware jobber does. Your customers have to get them of you.

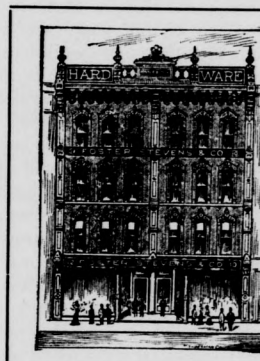
POTATO IMPLEMENT COMPANY

Traverse City, Michigan

We want you to have our catalogue and to learn of the sterling worth of our planters, powder guns and sprayers.

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Acme
of
Potato Profit

Foster, Stevens & Co.



Grand Rapids, Michigan

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

Clothing

New York No Longer Follows Paris and London.

There is so much to admire about the sartorial perfection in the cut of overcoats, extending to frock coats, season, that it is authoritatively predicted three of the models are already listed for another year. Among the well-dressed men the frock overcoat is decidedly the favorite. The ready-for-service garment is this season recognizable by its perfect aplomb to the waistline. The designers gauged their waist lengths according to chest measurements to a nicety. As a result it is less common this season to see young men with skirted coats, the waistline either falling below the hips or creeping up under the arms, with gawkish effect. The skirt of the new surtout falls gracefully over the hips and thence to the calf with a gradual flare. This is the successful American model which has done so much to bring this style of overcoat into greater favor this winter for dress wear. In London and Paris the frock of the coat is gathered in at the waistline, giving great fullness over the hips and at the back, while the skirts have considerable more sweep than the American garment, which exemplifies good taste; the foreign cut, a picturesque fashion.

Because a few smart young men, who have more money than they know what to do with, wore gems and jewels for waistcoat buttons at the horse show, and even although the New York Herald prints cable dispatches from Paris and London about modish fellows wearing jewel waistcoat buttons matching their studs and links, it does not follow that this effort to revive the fashions of the thirties is endangering American vogue, or that we need be at all apprehensive of a radical revolution in our dress. Black onyx diamond be-jeweled buttons on a black waistcoat, and mother-of-pearl buttons, studded with diamonds, adorning a pique "wesket" may be all very proper for the very few, but we hardly think that the great public will follow suit.

While on the subject of jewelry, however, it does not require a great stretch of the imagination to foresee that fashion's dictum is less inclined than ever to confine men to pearl or plain gold studs and links in an evening shirt. The large number of really swell dressers seen at the operatic performances wearing enameled gold, plain enamel studs in light tints, diamonds and gems of various kinds and qualities, with links to match, is the forerunner of a change in jewels for full dress. The use of tinted enamels, plain and in combination with gold scrolls and precious stones, indicates a wider latitude in jewelry that would be welcomed by tradesmen. Significant of the trend of elaborateness in jewel garniture for shirts are two of the latest designs for studs and links shown by

an importer who says enamels in white, pale rose, crimson, Nile green, turquoise, platinum and gold and enamel are selling just now, with the functional season at its height, and that they are being called for not so much by the few as by the many good dressers of which the metropolis is proud. One of the new designs above referred to is a set of studs, with links to match, made of white enamel in hexagon gorm, outlined with brilliants, and the effect on the shirt front is the appearance of diamonds only, causing the beholder to wonder how they are fitted to the shirt. Another of the latest enamel designs is in bright crimson, with rococo work of brilliants in platinum over enamel.

In our previous report of the latest fashions in jewelry we noted that larger studs were being worn than before. Notes taken at the opera and observations made at the cafes and hotels recently showed that two studs are perhaps more fashionable than three, while a very few wore one, and many three, although one or three do not appear to be in as good form as two. Nevertheless, it is purely a matter of taste whether one, two or three studs are worn in the shirt.

If fancy jewelry is to become fashionable in this country for men an impetus will be given to this branch of business that will be very welcome. While it would be a radical change from the quietness which at present characterizes men's dress, and while the fact that such a change is anticipated by the displays just now noticeable at fashionable gatherings, it does not necessarily imply an approaching revolution in men's dress, a gradual return to the ostentation of the thirties, or that the wearing of such elaborate jewels is good form. It is simply an outward show of wealth.

The Paris correspondent of the New York Herald, in a special cable dispatch to his paper, refers to the growing taste of well-dressed men for steel gray, gray, white and cream colored ties. One may readily infer, from the way the reporter jumps at conclusions, that what is new to him must be new to the world of fashion, since he enthuses over the great display of light-colored neckwear he sees on his first visit to the shops of Charvet and Doucet. With us the gray vogue is an old, old story. As to light colors, we pointed out their coming into vogue this winter and next spring several months ago, when we reviewed the spring fashions in cravattings. For holiday wear light colors have been selling readily, and it was no doubt the attractive display for the holidays that gave the Herald reporter the impression that a new light tie vogue was growing.

We no longer follow Paris or London for ideas in cravattings. If they furnish us with something new it is adapted to American taste, which is quite different from the foreign.—Apparel Gazette.

Unhappy people regard glad ones as beings who have neither mentality or balance.

Suggestions for Christmas.

In two weeks the holiday shopping will be all but over, but this fortnight should mean many dollars to shoe dealers. Most people are in the buying mood right now and it is the best time of the year to sell shoes. Everything about the store should be bright and cheerful. Decorate the interior with evergreen and holly and provide for special illumination.

One shoe dealer has arranged for a Christmas tree. He is going to have it ready the Saturday before, and it will be placed right in the show window where everybody passing the store may see it. Small electric lights and ornaments will be used as decorations and shoes and slippers suitable for every member of the family will be suspended from branches of the tree.

Every one connected with the store should absorb as much of the holiday spirit as possible. Be cheerful and do your best to make everyone with whom you come in contact so.

It is a good idea to present each of your regular patrons with some little remembrance at this season. There is no necessity of giving away expensive articles. A very good impression was made by a merchant last season who simply mailed to every customer an engraved card wishing them a Merry Christmas.—Shoe Trade Journal.

There are two people who decry matrimony—he who desires it and he who wishes to escape from its bondage.

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

This cut shows our lot 997 double back, cap shoulder, ventilated, water and wind proof, rubberized Covert Coat.

The best coat for out of door workers ever made. They fit.

Clapp Clothing Company

Manufacturers of
GLADIATOR CLOTHING

Grand Rapids, Michigan



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.

One of the Peculiar Oddities of Sleep.

That a man may have a better idea of the time of night when he awakens from a good sound sleep than he would have of the time of day, provided he were working unusually hard, with unusual intentness of purpose, is one of the odd facts connected with the operation of the human brain, says the Chicago Tribune.

But on the other hand, if a man may work with such intensity of purpose as to forget the lapse of two or three hours of daylight, so he may sleep with a soundness that prevents the little timekeeper of the brain from making subconscious note of the hour hand of the clock in the night. As between the two conditions, however, it is the opinion of Dr. O. A. King, professor of nervous diseases in the College of Physicians and Surgeons, that the awakened sleeper usually has a better idea of flight of the night than the other may have of the flight of the day.

"Under ordinary circumstances the person who is in normal sleep is not asleep," said the doctor. "That one nook in the brain which takes cognizance of time is alert to an extent not appreciated by the layman. Awakening at any time in the night the person in good health and condition knows pretty closely whether it is midnight or after, or whether it be nearer 2 o'clock in the morning than it is to 4 o'clock. Many persons have the faculty so cultivated that they know within the quarter hours of the exact time.

"On the other hand it is a common expression with persons in all lines of work suddenly to look at the clock and express the keenest surprise that it is so late in the afternoon or the evening; and occasionally one who has been working to poor advantage and under difficulties will be surprised on looking at his watch that it is so early.

"That the brain in sleep keeps this tally upon the time is proved by the influences of anaesthetics. A person who has been profoundly under the influence of any drug used for the purpose will be as utterly unconscious of the passing of ten minutes as he will be unconscious of the passing of an hour. He may be forgetful of all conditions leading up to the state of anaesthesia and for the time being he may have forgotten the day of the week.

"As to the time measurement in sleep, it is best represented in the person used to travel and to the catching of trains in the night. Many of these persons will be able to awaken at an hour giving them just the margin needed for preparation for the train.

"One of the peculiarities of a person's waking for a train, or for any such emergency, is that the awakening always is sudden. There is none of the preliminary yawning and stretching, and slowly returning sense of luxurious rest and comfort felt by the man who has slept a full sleep. In this awakening to a certain time the person frequently feels that impression of a sudden sound which he knows can not have been made or uttered. Not infrequently he has the

sense that some one has called his name. He may be almost certain that he has heard his first name—'George?'—called with the characteristic rising inflection. In almost any case his awakening is without any premonitory symptoms. It is with a sort of jolt that he comes into full-fledged consciousness. In such cases as those where the sleep is profound beyond any consciousness of the time, the dream period of sleep is left far behind; the sleep has approached the depth of anaesthesia."

One of the oddities of sleep was referred to in which a person may lie down for rest without intending to sleep. It may be morning or afternoon, but the fatigue that prompts the person to lie down overcomes him, and, after a sound sleep, he awakens without any knowledge of time in any sense. He does not realize whether it is morning or afternoon; whether he has had luncheon, or whether he may not have slept through a day and a night and awakened into another day. It is the opinion of Dr. King that in such a case the person experiencing the sensations probably is not in a normal state of health.

As an example of sleep that should be natural and close to the design of nature, and of an awakening that should be normal without the effect of an artificial civilization crowding it, the babe which has rested to the full and begins to arouse itself from slumber is an interesting study.

With its little face on the pillow, unmarked of a line, and its breath coming with a silent regularity, its hands listless and still at its sides, the onlooker is assured of the absolute repose that is upon the child. As the hour for awakening approaches, there may be just a little tremor shaking the whole body of the sleeper, and perhaps just the trace of a sigh following it. Then an eyelid will flutter for the width of a hair and the lips will close slightly.

Sleep is preparing for flight. The eyelids close tightly and a frown comes over the baby face like a shadow over a field of June clover. The other arm is drawn up and the little hand seeks the baby face and the knuckles are bored into a closed eye; there are more stretchings, more frowns, a throwing of the hands and feet right and left, another sigh—and then with an almost convulsive movement the eyelids pop open and wide and blue—or black or gray or brown—the pupils dilate and turn and roll toward walls and ceilings.

Baby is awake.

The Value of Appearances.

"Which would you rather be—truly great or really smart?"

"Smart, of course."

"Why?"

"Well, you may be truly great and no one ever know it, but if you're smart you can make people think that you're great."

Any man who smiles when he pays his taxes is too good for this wicked world.

Theoretical advertising generally loses money.



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.



Lot 125 Apron Overall
\$8.00 per doz.

Lot 275 Overall Coat
\$8.00 per doz.

Made from 240 woven stripe, double cable, indigo blue cotton cheviot, stitched in white with ring buttons.

Lot 124 Apron Overall
\$5.25 per doz.

Lot 274 Overall Coat
\$5.75 per doz.

Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

Lot 128 Apron Overall
\$5.00 per doz.

Lot 288 Overall Coat
\$5.00 per doz.

Made from black drill, Hart pattern.

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

Clerks' Corner

Necessity of Securing the Best Salesmen.

A word to the wise is generally held sufficient. As a fair share of the world's wisdom is concentrated in the bright young men and women who wait upon you, a few words of advice to the clerks as the holidays approach may not be out of season.

If there is any season of the year better calculated than another to try a clerk's patience it is during the holiday rush. On all sides they are beset by vexations and their patience is tried to the utmost in the attempt to wear a cheerful smile and not lose patience with exasperating customers.

To begin with you will have your hands full attending to customers who don't know what they want—people who will rely upon you to pick out their Christmas presents for them. The woods and the stores will be full of them dillydallying with this, that and the other thing in a manner which would certainly disturb the equanimity of Job. However much disposed you may be to lose your temper and talk back, it is your duty in the interests of the store and your own position not to try to forcibly hurry up a customer who is that way inclined.

On the contrary you must aim to keep your head in clear working order, and hurry up the purchases of the undecided by suggesting really appropriate articles. Endeavor to find out first what sort of a gift the customer wants and then suggest something that will fill the bill. Don't impertinently ask whom a gift is for or what is to be its purpose, but be tactful enough by sizing up your customer to determine what is wanted.

The eternal fitness of things is a great big factor in the holiday trade and the clerk who has that idea thoroughly drilled into his mind will make the biggest showing by the end of the season.

It is fair to presume that the young man who wants to surprise his best girl will resent the suggestion that a pair of shoes would be in order. Nor would the young lady if about to return the compliment take kindly to the idea of purchasing her hero a suit of underwear.

Primarily you are in the store to sell goods. You are there also to increase your ability to make sales. You should be constantly on the watch for new ideas about goods and what you can do with them.

If you only knew how to answer that woman in search of a suggestion as to the proper trimming for a certain piece of goods, you would doubtless make a sale, instead of watching her leave the store empty handed and disappointed.

There is the woman who does not know what would be the proper lining for a child's cloak. The probabilities are that you will make a wild guess at it and if you succeed in

making the sale you will probably be equally successful in losing a customer.

In such cases you must become painfully conscious that you are not well grounded in your calling—the fine art of salesmanship as it has been called.

No man can afford to be ignorant of his business when opportunity daily presents itself for improvement.

No man can afford to know too much about his business in the presence of customers.

It is a familiar story that is told of the famous Eastern cloak manufacturer who on entering his office discovered the star salesman just in from a Western trip, seated in his (the manufacturer's) chair, his feet upon the desk, idly smoking a cigar.

When the manufacturer remonstrated with the young man for violating the sanctity of the inner circle, he was met with a volley of oaths and the remark that the salesman would sit where he "d—n pleased."

The manufacturer immediately sought his partner with the intention of demanding the salesman's discharge forthwith.

By way of reply the partner produced the record of the salesman's last trip.

The manufacturer pounded his partner's back.

"Seller's all right," said he; "he can call me all the bad names he likes, smoke in my office, spit on the floor and do what he pleases so long as he sells goods like that."

This is, of course, a gross exaggeration, but the principle is none the less true. Little difficulty is experienced in securing the best of help to fill up shops and produce the best goods, but unless the right salesman is on hand to dispose of them against the keenest competition, the best product of mill, loom or machine will rot on the shelves like so much fruit stalled in a freight yard during a strike.

This leads us to the proposition that in proportion as the relation of salesman and manufacturer becomes closer, the former must come in closer contact with the advertising man. The two professions are at once alike and totally dissimilar. Both are working for the same ends, but one prepares the way for the other. The best advertising man is the one who knows most about selling goods. Merchandise, no matter how good, can't sell itself. It is the advertising man who must anticipate the needs of the customer—how to find his vulnerable spots and satisfy that want by the goods he is advertising.

Extreme Absent-Mindedness.

"The queerest case of absent-mindedness that I have ever known of," remarked the night clerk of a certain hotel, "was that which happened at this hotel early yesterday morning. Two fellow-boarders, one Jones by name and the other whose name is Brown, occupied a room on the third floor.

"Well, Brown requested me to have him wakened at 3 o'clock so as to allow him to catch the 4 o'clock train.

He was awakened at the requested time, and in his hurry to dress himself he put on Jones' clothes by mistake. He did not discover his mistake until he reached the depot, and, would you believe it?"—here the speaker paused—"when he found out that he was wearing some one else's clothes he at once returned to the hotel and went right to bed—"

"I don't see any absent-mindedness about that," broke in one of the listeners.

"You don't? Why, he thought that I had awakened the wrong man."

Costliest of All Knives.

The most valuable knife in the world is to be seen in the collection of a famous firm of cuttlers in Sheffield.

It is large enough to fit the pocket of none but a giant and contains seventy-five blades, which close up like those of an ordinary knife. Each of the larger blades is elaborately engraved, and among the subjects of these strange pictures are views of Sheffield College, the City of York, Windsor Castle, Arundel Castle and a score of other famous scenes. The hafts are of mother of pearl, carved with great skill. On one side the artist has depicted a stag hunt and on the other a boar hunt. When asked as to the value of the knife, the firm replied: "Well, we calculated it up to £920, but that was before it was finished, and then we ceased to estimate what it had cost."—London Answers.

1904---Spring Season---1904

Our Garments Are Made To Sell

Our trade-mark is a guarantee that our garments fit, wear, and please the purchaser and the seller.

A postal will bring samples prepaid by express, or any other information desired.

A Complete Spring Line Ready For Inspection

If desired, we advertise direct to consumer and create a demand for our clothing which will need the duplication of your order to supply.

Wile Bros. & Weill

Makers of Pan American Guaranteed Clothing

Buffalo, N. Y.

THE WILLIAM CONNOR CO.

WHOLESALE READY-MADE CLOTHING
MANUFACTURERS

28 and 30 South Ionia Street, Grand Rapids, Michigan

For Spring and Summer 1904 our line is complete, including one of the finest lines "Union Made" in Men's, Youths', Boys' and Children's. Our Men's "Union Made" all wool \$6.00 Suit recommends itself. Our Pants line is immense. We still have for immediate delivery nice line Winter Overcoats and Suits. Remember we manufacture from very finest to very lowest priced clothing that's made.

Mail Orders Shipped Quick.

Phones, Bell, 1282; Citiz. 1957

Domestic Problem Which Confronts Every Household.

Written for the Tradesman.

There is a certain prominent Monroe street merchant who numbers among his dearest possessions a son of the tender age of 12. The father has had to do for himself ever since he was of the age mentioned, but

"The years have grown long,
The years have grown many,"

since he arrived at the time of competence. Having had a hard row to hoe in his own youth, he naturally wished the boy to have an easier time in his playhood than he himself can remember. And, still, he entertained a rich man's anxiety that his progeny should not come up with the idea that, if he wanted money for any coveted article, all he had to do to get it was to ask his pa for it. So the parent fell into the way of exacting some service from the child in return for money given for the gratification of small desires. Whenever the boy asked for any ordinary object, the following reply would be sure to be forthcoming:

"My son, when I was your age," with a drawing in of the chin and an austere look in the eyes, "I had to buy my own things—even my school books and clothes. You are no better than I was—go to work and earn the money for it if you want so-and-so. Now, I'll give you ten cents to go out and sweep the snow off the sidewalk and then you can go and get the thing you want."

This arrangement went all right for a time, but after a few months the boy began to see things in a new light. It looked to him like this:

If he wanted anything he must work for it. On the other hand, if he asked his popsy for money for every piece of work performed, it had the appearance to the latter that the boy was so selfish or indifferent to attending to things about the house that he had to "have pay" for everything he did.

The child studied the matter over for some time and finally came to the conclusion that he was being placed in a false light right along.

"Now, see here, daddy," he said, after he had figured out the situation to his satisfaction, "I don't like the way things have been going on about money matters between you and me. You always tell me, if I want you to get me any little 'doodad,' to 'go to work and do something to earn it.' Well, that's all right, in a way, and then again, in another way, it ain't right at all. It makes it amount to just this: That it always looks to you—whenever I ask you to pay me for sweeping the snow in the winter, or raking up the leaves and cutting the grass in the summer, or any of the rest of the work about the place that has to be done—as if I have such a mean disposition that I won't do anything for you unless I get pay for it. And another thing: You never allow me to accept money from anybody outside the family for any little favors or running of errands I may do for them. You always say I 'mustn't be so small as to take pay for doing things for other folks.' So

it makes it out that I am to look to you for the spondoolicks for everything I want in the way of the things a feller likes. But when I ask you if you won't pay me for this, that or the other thing I offer to do—for money—you so often look cross at me and say, 'Well, can't you do anything that needs to be done without hitting me for cash every time?' And, pop, I don't say anything when you talk to me like that" (here the voice trembled a little), "but you do make me feel so cheap—such mighty small pumpkins! Now, papa, I don't like this way of doing business at all, and I've a new proposition I'd like to make to you. It's this: You give me an allowance of so much a week, or a month, whichever you like, and you pay it to me promptly whenever it is due, and I'll keep things looking slick about the home. I mean I'll do the things around it that you'd have to hire a man for. I'll keep the walks free of snow and leaves the year round, and I'll rake up the leaves in the yard and cut the grass in the summer. I'll fix up the posey beds as to weeds when they need it and I'll sweep the cellar, and put the coal in the furnace, and empty the ashes. In the spring I'll cut the dead branches off the trees, and trim up the bushes nicely, and I'll keep the back fence in good shape. I'll do all these jobs—and more, too—for the allowance, but I'm just sick and tired of all the while coming to you to pay me for doing things—I'm just sick and tired of the whole darn business! What do you say, popsy?"

Well, "popsy" felt obliged to draw down the corners of his mouth at the last adjective before he expressed his opinion; but he's a pretty sensible sort of chap and, from the fact that the laddie now enjoys a generous allowance for the work he performs about the home so cheerfully and conscientiously, I think he came to the conclusion that the boy was right, after all.

Josephine Thurber.

Care Should Be Taken in Business Correspondence.

Written for the Tradesman.

It is safe to say that the extent of a man's knowledge is seldom so completely disclosed as in his correspondence, for the simple reason that we are more likely to be criticised for irregularities in writing than in speech. A good business correspondent is one who expresses his thought in accordance with the transaction in question. To this he confines his attention, leaving the rest of the universe out of account, until he has finished the subject in which he is engaged. He is the judge of what and what not to say in any emergency, at the same time giving his letters an air of neatness and finish, depending on no one thing but upon many little ones.

While we should always be dignified, courteous and careful to use a sufficient number of words to convey our meaning, it must be remembered that short communications are preferable to long ones if they completely express our thought.

Within the limits of this essay it

can not of course be expected that all the rules essential to the mechanical and literary finish of a good letter can be set forth. To attempt it would be to fail; it would be an attempt to write a complete history of every department of human activity, knowledge and experience.

The incapacity of men to understand each other is one of the principal causes of trouble and litigation. When your signature is requested to a document you do not understand, have it explained if possible by some third and uninterested party. Ambiguities should be thoroughly sifted out. Always make a memorandum of anything of value, as outstanding obligations, etc. This rule, strictly adhered to, will save many annoyances.

A judicious correspondent will be constantly on his guard lest he write something in haste that he would afterward regret. When constrained to write severe things the letter should be permitted to lie over night for review before mailing. If this is

done it is probable that the character of the letter may be radically changed, or perhaps it will even remain unmailed. Judgment in such matters makes and holds friends, while haste or vindictive words are likely to alienate all with whom we come in contact.

Thomas A. Major.

A Cucumber Garden.

There is a "cucumber garden" in Massachusetts which is said to be the largest truck farm in the world. About two thousand cucumbers are cut from the cold frames every day during March, and the number gradually increases to four thousand daily in April, ten thousand in May and fifteen thousand every day in June. Some of these, just as an experiment, are grown to an enormous size, several feet in length, as the owner of the farm is a cucumber crank and never wearies of working with the plant and its products.

We dream of a great love, and content ourselves with the thought that it is beyond human attainment.

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

THE WONDERFUL DORAN LIGHT

AND

National Lighting System

Mr. W. A. Riedle, 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.

KNEW HIS OWN MIND.

He Wanted Only a Certain Kind of Shoes.

Written for the Tradesman.

The head clerk said they were brothers—boys from the north end of Nowhere, and as the head clerk is authority on all matters pertaining to the inhabitants of Northern Michigan, his statement was taken at par.

There were two of them and they were pretty well grown. In fact, the older must have been nearly of age—the younger a year or two less—and they answered respectively to the names of Hod and Bill.

They slouched into the store with an aimless expression of face and a general lassitude of manner, and when they were approached by the junior clerk, who politely enquired into their wants, they looked at him in a queer, suspicious way, as much as to ask:

"Well, what business is it of yours, anyway?"

Finally the younger said:

"Yeh don't reckon yeh c'd change me a five dollar bill ner nothin'?"

"Yes, sure I can," replied the young man promptly.

Then the boy from Nowhere waited for the clerk to get the change, and the clerk waited for the boy from Nowhere to produce his money, until it began to look as though it would be a waiting game against time and no bets laid. But at length the country lad, after being gently nudged by his brother, drew from the recesses of his overalls an extremely ragged and excessively soiled handkerchief, one corner of which had been tied in a very hard knot. This, with the aid of tooth and nail, he proceeded to undo, and after a painful lapse of time he handed over to the clerk a dirty and much crumpled V, and the change was promptly delivered to him.

"All right and c'rect to a cent," he announced after he had carefully recounted the silver. "Yeh rattled over the chink so blamed fast that I reckoned yeh mought er made a mistook er tried fer to beat me. Dad says as how a feller's got to keep his eyes peeled when he's in town, an' I reckon he orter know a lot about it, fer he's be'n trimmed times enough his own self. Maw says he's gettin' so'st he can't never come to town no more fer a little toot with the boys but what he gits it in the neck fer fifty cents or a dollar. But I'm cuter'n him, an' don't cal'late they're goin' to catch me on none o' their skin games—"

"Aw, come on, Bill," protested his brother. "Fust thing yeh know folks'll git the idee yeh think yer wise, an' then when some them py-ruts or cannyballs or Demmycrats git a holt of yeh down here, or on the road home, it'll be all off with yeh. What'll yeh do then, 'low me t'ask yeh? What'll yeh do then?"

"Aw don't go to frettin' about me. Guess if any them lads lugged me off at night, they'd be glad enough to fetch me back 'n the morn'n'," grinned Bill. "They wouldn't want to feed me more'n one meal o' vittles without findin' out where ther board

money was a comin' from."

They didn't want anything, they said, and after looking about the store a bit, they slouched away. In fifteen minutes, however, they were back again. Something had evidently gone wrong, and their differences were not thoroughly adjusted. They were arguing the matter pro and con, and this is the way they handled the subject:

"I tell yeh, Bill, ye'll be a fool if ye take them cheap shoes ye was lookin' at. They wouldn't wear yeh fifteen minutes."

"Well, an' s'posin' they didn't. Tain't nuthin' to you! What's the use of a feller workin' an' savin' up his money, an' not have the fun o' spendin' it fer what he wants? Mought as well lay a bed mornin's as to git out an' hustle."

"Well, what's the use of a feller workin' an' savin' his money an' then throwin' of it away on suthin' that hain't goin' to be no good to him? Yeh'd better git a pair o' boots here, and take them—that's good, even if they do cost yeh a few pennies more."

"Le's see some o' yer foot rigs," said Bill to the junior clerk.

The store was full of people, and the boys were lost sight of for a time, but before long the voice of Hod arose above the jingle of the cash register, the wails of the silent partner and the purring of the big coffee mill. Said he:

"Dad'll knock a lung ouden yeh if yeh take them oilcloth slippers."

"I'd like to know what business it is of his'n."

"Yeh'll find out quick enough when yeh git home."

"Well, I like these an' I got a good notion to take 'em anyway."

"Git them other pair—them with the stubbed toes. They'll wear yeh thribble what these'uns will."

"Well, what if they will? The longer they wear the wuss I'd be off, fer I hate 'em, pizen."

"That's just the way it allers is with him," remarked Hod to the crowd at large. "The' hain't nothin' that'll suit him withouten it's some little light paper thing that hain't no good an' don't cost nothin'! He won't pay the price fer a decent shoe, an' then he's runnin' barefoot half the time. He orter be took to the 'sy-lum.'"

"Wall, yeh needn't say nothin'," argued Bill. "Yeh don't have to wear what I git, an' yer feet's so big ye couldn't ef yeh wanted to. Yeh run along about yer business, an' don't lip in quite so much on my deals. I kin paddle my own canoe fer all o' you."

There was the sound of a scuffle in the shoe department, and in a minute the junior clerk was calling for help. Hod had taken Bill by the neck, had run him up against the wall, and was holding him suspended by that portion of his anatomy immediately surrounding his Adam's apple. Bill's face was fast assuming a maroon tint, and Hod's fist described circles perilously close to the victim's nose.

Hod heeded the approach of assistance and withdrew his grip.

"Aw, the' needn't none o' youse git alarmed," said he calmly, as he noted

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.

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

Walden Shoe Co.

Grand Rapids, Mich.

HARD PAN SHOES

We do not make the ORIGINAL Hard Pan Shoes, but we do make an original line of shoes which we call Hard Pans. The words "Hard Pan" have been applied to shoes of many makes for so many generations that their originality has long been lost in a haze of antiquity.

Many manufacturers of today make shoes they call "Hard Pans." They call them the Original; the Genuine Hard Pans. What are genuine Hard Pan Shoes?

Are they made down east or out west? Are they genuine and original because they are made by antiquated methods, or because they bear any particular stamp somewhere on their surface?

The name Hard Pan with us simply stands for our superior line of shoes made of superior leather, put together in a superior way after new and superior methods; giving the retailer a shoe that is far better and superior to any other shoes bearing the same name.

The name "Herold-Bertsch Shoe Co." stands on every pair of our Hard Pans as a guarantee of genuine value and genuine satisfaction to the man that wears them. At a price not touched by competition.



Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Michigan

with apparent satisfaction that Bill was gasping painfully for breath. "That hain't nothin'. The lad gits them spells of tryin' to run things quite frequent, an' then I have to go at him an' dress him out. 'Tain't nothin' that any o' youse need to pay no attention to, is it, Bill?"

Bill shook his head weakly and sucked in another mouthful of air.

"No," continued Hod, "it's jess a little family affair same as has been settled like this afore now, time an' ag'in. It does me good an' it don't hurt Bill much, an' then that's the only way I've got of poundin' a little sense into him. What 're yeh goin' to do about the shoes?" he continued, addressing William.

"Goin' to take 'em," said Bill nervously.

"Which ones?" demanded Hod promptly.

"Them uns," replied Bill, indicating the "oil cloths," which were really low priced patent leather dancing pumps.

"Yeh mean the tother ones," menaced Hod.

"No, I don't," said Bill decisively.

"Be careful there!"

"I be. I've made up m' mind, and nothin' won't change it. Ye kin choke an' be blamed. I'm a goin' to have them slips, an' yeh might as well let it go at that. If you an' dad don't like my style, youse kin move out."

"Want me to take the barrel stave to yeh ag'n?"

"Kin if ye want to; but I'm a goin' to have them slippers."

"Want dad to put the corked boots to yeh like he did last spring when he come home full from town meetin'?"

"I reckon' he will if he takes the notion, but it'll all end up in m' havin' tte slips, so yah mought es well let up one time as another."

"Well, all right then, Billy. Take 'em ef yeh want 'em." Then addressing the crowd: I ain't no petickler objections as I knows of. A feller orter have what he wants, an' ef he's a brother o' mine, the' hain't nothin' too good fer him; but I wanted fer to be sure that he knowed his own mind an' that he got what he liked, fer the's too many times nowadays that a feller'll let hisself be drug around by the nose by strangers an' folks what don't take no personal an' petickler intrust in him like I do in Bill, an' I don't want to hear him a growlin' all the way go-an' home that he'd been done up on the shoe dicker. Do youse see the p'int?"

And the crowd, with one accord, admitted that it did.

George Crandall Lee.

Shoes at a Thousand Dollars a Pair.

Shoes selling at \$1,000 a pair are the product of a factory near Madison Square. To style it a shop would be to insult the artisans employed therein. They call it a "footgear institute," and the proprietor goes by no less a title than "curative orthopedist."

The wearing of those \$1,000 shoes is, in the main, a hobby, and is based on nerves gone wrong. For there are some persons, it seems, who are

plagued with sensitive nerves in their feet which ache so excruciatingly that nothing can assuage the pain but shoes "prescribed" by a physician cobbler.

The learned cobbler listens to a tale of toe ache, with attending nervous disturbances, and examines the patient's feet with critical scrutiny. Every hill and dale of the foot is inspected and studied, and especially is a sharp lookout kept for the sensitive nerves, which ultimately are sure to be found. A volume of notes is taken and the prospective customer naturally becomes impressed with the severity of his ailment. Next, and what is very important, a plaster cast of the foot is taken, and if the patient's purse is proportioned to his complaint the physician cobbler is apt to enter a new order in his book.

The shoes are made of good leather, but do not generally follow the lines of the latest fashions; rather the reverse. It all depends on the views of the healer. Some sufferers are scientifically shod for \$500, \$250 or even \$100; but those customers who prefer to pay the highest prices are satisfied with nothing less than a \$1,000 pair.

The shoe bills of one New Yorker—a rich contractor—who rides the orthopedic hobby, have footed up \$50,000.

The cobbler has made a fortune and is about to enlarge his establishment and employ additional assistants. The revival of the high heel for women, with its attendant train of nervous disorders, has suggested to him a new and profitable field. The only thing that perplexes him is whether lovely woman will purchase \$1,000 pedal pain-killers that make her feet look anything but fairy-like.

But the cobbler is a man of genius, and he awaits the issue with serenity. In this period of the specialist, who will say that he has not lent a new emphasis and dignity to the time-honored injunction, "Shoemaker, stick to your last?"—New York Mail and Express.

His Nerve.

Since the engagement of pretty Miss X. has been an announced fact her small brother has been puzzling his head to understand what it means.

"Why," exclaimed the mother, "Mr. Skaggs has asked sister to marry him. That means that she will live in his house after this and he'll take care of her."

"Buy her things?" asked the boy.

"Yes."

"Hats and dinners and ice cream and everything?" he persisted.

"Yes," was the answer.

The boy thought it all over for a moment, and then he said:

"Well, ain't that man got nerve, though?"

Making Chills Useful.

Mrs. Newwed—My husband has the chills and fever, but they come in handy.

Mrs. Oldwed—How so?

Mrs. Newwed—Whenever he has a chill I put a rattle in his hand and it amuses the baby.



OREGON CALF LONG TAP

If you have any trade on heavy footwear you need this and some other shoes we make.

Why not write now and have our representative call with the samples?

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

ONE of our most popular and growing successes in recent years is this shoe, our Oregon Calf Long Tapped Bal.

Its superior wearing qualities completely satisfy the out-door worker who wants a soft, durable upper combined with a heavy sole.

Leading retailers in over twelve states sold thousands of pairs of them during the past season. They wore so well that we are again preparing to increase our out-put of them this spring.

The Lacy Shoe Co.

Laro, Mich.

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

Advertised Shoes

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

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



Reliable
Shoes
for
the
Laborer

Not another shoe manufacturer can produce the equal to

Mayer
SHOES

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

Trustworthy
Shoes
for
the
Mechanic

Christmas and the Retail Shoe Dealer.

"Cheer up! Christmas is coming," said the Old Crony, entering the retail shoe store.

"Cheer up? How can a man cheer up in these times?" responded the Pessimistic Retailer.

"Well, I can remember when I cheered up because I was to have a Marblehead turkey—that's a salt fish—for Christmas dinner, and as there's plenty of turkey now, I don't see why everybody, even you, can not cheer up."

"But look at trade," answered the Pessimistic Retailer.

"Oh, I see hundreds of people on the streets, and every one of them has a pocketbook as full of money as a pudding is of plums."

"Yes, but they are spending it all for gewgaws, gimcracks and gingerbread in Hustler's store, across the street, and not a cent are they giving for my substantial shoes," continued the Pessimistic Retailer. "People are spending their money foolishly these days, and are not putting it into good, sensible presents."

"You're wrong there," answered the Old Crony. "I've spent many years in this mortal sphere and I find men are getting more and more sensible every day, and are giving more sensible things at Christmas time."

"But they don't buy my shoes for presents," moaned the Pessimist.

"And you don't show up your shoes as sensible presents," returned the Old Crony. "Now, there's your competitor down the street. He is wearing out his cash drawer ringing in sales of Christmas footwear. Go down and take a look at his window. It's filled with holly, ribbons, and Christmas things, including 'Dainty, Dandy Dancing Slippers,' 'Cosy, Comfortable Juliets,' 'Pretty Patterns for Little Ones,' and many other varieties of shoes and footwear, each decked out and especially labeled as a Christmas gift."

"I don't know but what his idea is a good one. I'm sorry I didn't think of it," went on the Pessimist.

"Oh, don't spend your time regretting. Do something better. Fill your window up with a Santa Claus distributing shoes to a happy family, and be sure your firm name is conspicuous on each pair of shoes. Try any other scheme to attract trade. Give a hundred pairs of shoes to the poor, or a Christmas dinner to the newsboys who bring in over 100 of your advertisements to the daily paper. Do something to get into the spirit of the season. A trade is like a gift. The spirit should go with it to make it worthy."

"But how do these fellows think of their ideas?" asked the Pessimist.

"Why, they are always thinking. It is natural for a man to think. The only difference is that some men get fussy, irritable and discouraged and they think only of bad things, while other men are bright and cheerful and think only of prosperity and success. And men usually get what they think about."

"Now take a particular case. Hoyt, Rowe & Co., friends of mine, who

make fancy slippers in the big city of Lynn, had a good looking sandal last, but no orders to make up on it because sandals are worn only in the good old summer time. But the brains of the firm thought that last ought to be used, and a next thought was a sandal ought to be a comfortable thing on the feet about the house. The next thought was that some new twentieth century pattern would make a better Christmas gift than the old-fashioned carpet slippers. Then thought set the machinery of the factory going and turning out pretty sandals, red in color for the holidays, and a Boston jobber jumped in and grabbed the exclusive right of their sale, and started with a sixty-case order, following it with a hundred-case order. Thousands of people are thinking, as did Hoyt, Rowe & Co., that red house sandals would make a timely Christmas gift, and are buying them. That's what an idea amounts to."

"It has always struck me that shoes were a splendid Christmas gift, but I can not get many people to buy them," resumed the Pessimistic Retailer.

"Yes," answered the Old Crony, "the giving of shoes is ancient and authorized by Biblical authority. Boaz took off his shoe and gave it to his brother, and by this testimony did take unto wife, Ruth the mother of Obed, as may be found in the story of Ruth. 'Over Edom will I cast my shoe,' sang the Psalmist, to show that the Lord would give that land to him. So you see that the giving of shoes for presents, or to symbolize a sentiment, is not new."

"But even if the giving of shoes should get to be popular at Christmas time, hoggish department stores would grab the whole trade," pleaded the Pessimist.

"So might the lions eat up all the beasts of the forest, being the strongest," answered the Old Crony. "But every creature, even man, has a way to earn a living. The shoe trade is your business. Make a specialty of it. This the department store can not do. Outclass the department store on footwear, and you'll win success. Broaden your line, if you will. Introduce leather novelties. The shoe store is the natural place for the sale of leather goods. Display leather belts, leather bags, leather card cases, and a score of other leather things, especially for the holiday trade, and your trade will be greater."

"But a display of leather goods means a greater capital," said the Pessimist, seeking an excuse.

"Without capital there is no interest," returned the Old Crony. "So swell your capital and increase your interest."

"But I can't see where I can do anything now," pleaded the Pessimist. "The other fellows have got the pick of the market."

"And they're getting the pick of the trade, too," responded the Old Crony. "But cheer up. Another Christmas is coming. Watch this season's trade, and get points for next season. Work out ideas for making your shoes popular gifts, and trade

will come to you at Christmas instead of going to your neighbors for gewgaws, gimcracks and gingerbread."

"I don't know but what there is something in what you have said," concluded the Pessimistic Retailer.

"I'll think it over, and you come around next Christmas and see if I don't have a better trade."

Then the Old Crony ambled off to Essex Institute, where he told the Revolutionary Hero about the Pessimistic Retailer who mourned over his poor trade, but never made an attempt to bring it up to the times.

"People who wish merry Christmases usually get them," said the old Hero. "That's been my experience."

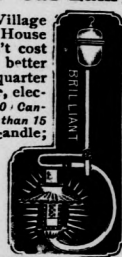
"Well, let us have a Merry Christ-

mas," concluded the old Crony, and then they set about preparing for it.—Boot and Shoe Recorder.

Character may be sold, but it can not be bought.

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 16 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.



RUBBERS

WHOLESALE

THREE GRADES:

"Gold Seal"

"Goodyear Rubber Co."

"New York Boot & Shoe Co."

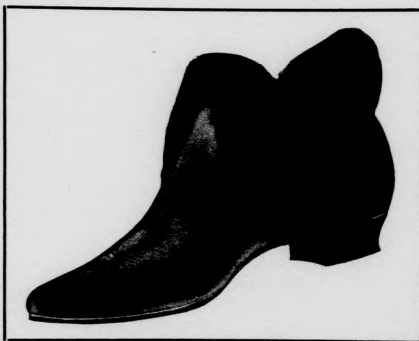
Goodyear Rubber Co.

382-384 E. Water Street

MILWAUKEE

W. W. Wallis, Manager

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

Calendars

It will soon be the time when you will need your calendars for 1904. Order now from the largest calendar house in the Middle West.

Tradesman Company, Grand Rapids, Mich.

PANAMA CANAL.

It Will Cost All of Half a Billion Dollars.

The new-born Republic of Panama is the connecting link between the continents of North and South America, but since the space between the territorial domain of Mexico and that of Colombia proper has been denominated Central America, Panama is necessarily a part of the central region.

The Isthmus of Panama is in the shape of a not very crooked "S," that is to say, it is a double or reversed curve. It is about 460 miles long and from 30 to 100 miles wide in places. The population is estimated at 300,000, about that of New Orleans. It covers some 31,000 square miles, being about the area of South Carolina. The railroad connecting the two oceans extends from the town of Colon, a place of about 3,000 inhabitants, on the Atlantic side to Panama on the Pacific. The latter, which was founded about 1518, a century before the Pilgrims landed on the shores of Massachusetts, has a population of about 20,000. The railroad connecting the two cities was put in operation in 1855.

It is estimated that it will cost the United States the sum of \$184,233,358 to acquire and complete the Panama Canal, besides the amount to be paid to the Government in control of the isthmus for the concession. Already there has been an immense amount of money and energy expended on the canal. It is safe to say that a sum more than sufficient to dig a waterway from ocean to ocean at sea level has been collected from investors at different times in its history.

When De Lesseps organized the first company in 1880 for the construction of the canal, it started work with a paid-up capital of \$60,000,000. For eight years the company toiled, employing at times as many as fifteen thousand men. Then came a necessity for changing the plans and the company failed, after having collected in round figures from the sale of stock and bonds \$260,000,000. Of this it was shown that the expenditures actually made on the isthmus amounted to \$156,400,000, and that cost of excavation and embankment proper was \$88,600,000. The ultimate cost was then estimated at \$174,600,000. For several years an effort was made to capitalize a new company to complete the work, and at last, in 1894, the present Panama Canal Company was organized with a paid-up capital of \$13,000,000. Since that time work has advanced at the rate of about 1,000,000 cubic yards of excavation each year.

The total amount of excavation up to the present time has been about 81,000,000 cubic yards. Unfortunately only about 40,000,000 cubic yards of this is available for the waterway proposed in 1899-1900 by the Canal Commission, of which Rear Admiral Walker was President. The Walker Commission's recommendations included this available excavation in the \$40,000,000 to be paid the canal company for its work, maps, records,

drawings and the property of the Panama Railroad Company. The Commission estimated that the total amount of excavation which would be required for the canal to be built from its plans, exclusive of that for the Bohio dam and the Giganti spillway, would be 94,863,703 cubic yards. The work remaining to be done, therefore, represents the difference between the amount of available excavation which it will acquire by purchase from the Panama Canal Company, or nearly three-fifths of the entire work. It is estimated that the cost of this work will be \$144,233,358, in addition to the sum to be paid to the present owner of the property, but there is good reason to believe that the estimates are put at minimum figures in order not to offer discouragement to those who fear the cost, and that not less than \$500,000,000 will be spent before the work will be completed.

It was the intention of the Panama Canal Company to make the canal 29.5 feet deep. The increased dimensions of steamers now being built have made it necessary to plan for a much deeper canal, and the Walker Commission's plans are for a waterway 36 feet deep. Should the Panama Canal ever be executed it should be made a sea level waterway like that at Suez. Of course, the mouths or sea ends of the canal will have to be protected by locks, but ships should be able to steam through from sea to sea without having to climb over an intervening ridge. Since the Government of the United States has virtually seized on the isthmus and will have absolute control of the canal in every way, there ought to be no thought of anything but a tide level waterway. Necessarily this will cost more in the beginning, but it will be most economical in the end. It will be bad policy to start out with any sort of makeshift.

In this connection a few words about the Suez Canal will be interesting. It was commenced in 1859 and completed in 1869. Its total length from the Mediterranean to the Red Sea is ninety miles, of which about two-thirds is through shallow lakes. The material excavated was chiefly sand, although in some cases strata of solid rock from 2 to 3 feet in thickness were encountered. The total excavation was about 80,000,000 cubic yards under the original plan, which gave a depth of 25 feet. In 1895 the canal was so enlarged as to give a depth of 31 feet, a width at the bottom of 108 feet and at the surface of 420 feet. The original cost was \$95,000,000, and for the canal in its present form slightly in excess of \$100,000,000. The number of vessels passing through the canal in 1870 was 486, with a gross tonnage of 654,915 tons; in 1875, 1,494 vessels, gross tonnage, 2,940,708 tons; in 1880, 2,026 vessels, gross tonnage, 4,344,519 tons; in 1890, 3,389 vessels, gross tonnage, 9,749,129 tons; in 1895, 3,434 vessels, gross tonnage, 11,833,637 tons; and in 1900, 3,441 vessels, with a gross tonnage of 13,699,237 tons. The revenue of the canal is apparently large in proportion to its cost,

the Statesman's Year-book for 1901 giving the net profits of 1899 at 54,153,660 francs, and the total amount distributed among shareholders 51,538,028 francs, or about 10 per cent. of the estimated cost of \$100,000,000.

The canal is without locks, being at sea level the entire distance. The length of time occupied in passing through the canal averages about eighteen hours. By the use of electric lights throughout the entire length of the canal passages are made at night with almost the same readiness as in the day. The tolls charged are 9 francs per ton net register, "Danube measurement," which amounts to slightly more than \$2 per ton United States net measurement. Steam vessels passing through the canal are propelled by their own power.

The Panama Canal will have to be cut largely through rock, a fact that, while it will increase the cost of excavation, will insure a greater stability to the walls. Where deep cuts are made through clay and other earthy matter the banks must be sloped to such a grade as will prevent them caving in. They will also have to be protected against washing by the torrential rains that fall in that region. The Chagres River and streams which pour their waters into the valley of the Isthmus will have to be diverted so that they will find their ways into the sea by other routes, since they are subject to excessive floods which would fill up the canal with mud or otherwise subject it to great damage. The canal,

by the time it is completed, will have cost from first to last not less than \$500,000,000. Frank Stowell.

The Lesser Evil.

Mr. Nolan had received a long tongue-lashing from Mr. Quigley, and his friends were urging on him the wisdom of vindicating his honor by a prompt use of his fists.

"But he's more than me equal," said Mr. Nolan, dubiously, "and look at the soize of him."

"Sure, and you don't want folks saying Terry Nolan is a coward?" demanded a reproachful friend.

"Well, I dunno," and Mr. Nolan gazed mournfully about him. "I'd rather that than to have them saying day after to-morrow, 'How natural Terry looks!'"

The Banking Business

of Merchants, Salesmen and Individuals solicited.

3 1/2 Per Cent. Interest

Paid on Savings Certificates of Deposit.

Kent County Savings Bank

Grand Rapids, Mich.

Deposits Exceed 2 1/2 Million Dollars

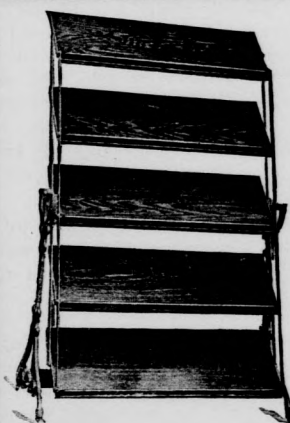
Announcement

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.



"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.

OLD PETER'S ROMANCE.

Left a Girl in Kentucky and Went to the War.

"Mary the Wild Cat; Hoky Poky and Sandwiches." That's the lettering rudely traced out on a small "snack wagon" that is pulled about the streets of Washington by a middle aged colored man.

To the general public this lettering on the wagon, "Mary the Wild Cat," may convey the idea that it is only an odd way to attract buyers of that mysterious dish, hoky poky, but 'tis not that entirely, for, in the words of the proprietor of the vehicle, who is one of the most genial colored gentlemen in the snack trade, "Dat ar name is my happiness in dis yere world."

Now, while I have never had the courage to patronize the traveling restaurant, I have often watched the colored boys and girls feast on hoky poky and sandwiches, while old Pete and I talked over old war times, for Pete was a soldier in the last year of the war, and he was one of the followers of my regiment in the early years of the war, when it was a sin and a crime to steal, or to run off a nigger, but in the summer of 1862 Pete, some way, found it possible to follow our regiment out of Kentucky into Tennessee, and so on into Alabama and Georgia, and until they enlisted the first colored regiment.

Then we lost him, and I don't believe I ever would have recognized him again in the world if it had not been for the sign on the little wagon, "Mary the Wild Cat," for I also remember the namesake, a pretty black girl in Kentucky, who from her wild, frolicsome and coquettish ways was known to all the plantation hands by this name. She was a tall, handsome, queen-like black woman, but wild as a bird, and she led many a young black lover a hopeless chase.

But Pete can tell the story better than I can, and I will let him do so as we sit here on the curbstone waiting for a customer:

"You see, cap'n, I gwine tell you how cum it so, 'deed I is, an' it dun cum about dis yere way: Dat summer dat de wah dun bruk out ole Judge Cushing, dat's my ole massa, had right smart lot mule an' horses, an' Ise de boss ob de stock farm, and massa set heap by me, kase Ise mighty smart niggah; no feller in de Blue Grass kentry know more good pints in a hoss dan I does; 'deed dat's a fac.

"Well, you see, 'bout dat time I was paying my 'specs to Mary. She's de likeliest gal on de plantation, and I'se gwine cum back one day from Louisville, whar massa dun sold some stock, an' he mighty pleas' wid me and gib me a dollah—dat's heap money for niggah boy in dem times—an' I tuk dat dollah and buy Mary de best dress I could fin', kase I know I'se got put in my best licks if I git dat gal, kase dere's anudder feller, a sort no 'count black feller, he after her, too. Sho! You ought to see dat gal when I gib her dat dress; she most wild, and she run all 'roun' de

cabins and excite all de wimmen folks wid it.

"Well, I was powerful happy that night, and the next morning marse, he says: 'You, Pete, cotch dot mule colt and take him down in de back lot; and dat mule, he's a onery cuss, and I leads him down de lane wid a rope, and wen I gits way down de lane, who you reckon cums along?' 'Twas dat feller Jim, who shine around Mary wen he git a chance, and Jim, he say: 'Hey! you Pete, I gwine talk wid you,' and he say right out: 'I hearn tell all 'bout how you done killing me last night wid Mary.' An' I say: 'Go way fum heah, niggah; don't talk wid me.' And he say: 'I gwine fight jule wid you,' and just den, bim! bam! and de stars flew all ober de sky. I seed more stars, and dey all had tails on dem, an' I holler: 'Whoa! whoa! and roll 'roun on de groun' an' Jim, he holler: 'Hey, you fool niggah! You tink dat mule kick you? Dat no mule. Dat me hit you an' dat's for Mary, and I gwine to gib you anudder one, too.' When he say 'dat's for Mary' I come to my senses mighty quick, an' if I had a razzar I cut dat niggah's head off sure, but I winked the stars outen my eyes, an' you nebbeh see no battle like dat a one. Jim, he powerful hitter, but by an' by he bleegeed to give in an' holler 'nuff,' case I hit 'im all over. An' I look roun', an', sure as you live, dat mule, he laffin at we an' kicking de rails off de fence; an' Jim he sneak off up de lane.

"I gwine off down de new cut road dat led by de spring house an' de creek, kase I reckon I see Mary dere, an' sure nuff, dere she was. My! didn't she look sweet. She was doin' de washin' for missus, an' seem to me I nebbeh see dat gal look so good, an' I hitch dat mule 'hind de fence an' go up cluss an' say, 'Mawnin,' Mary.' My! how she jump; den she looks at me an' den she laff an' say, kind of queer like, 'Who dat? Dat you, Pete?' an' I say, 'Cose hit's me. Who you think dat am?' An' she looks me all ober, an' I thought she taking in my good pints, kase Ise a fine looking darkie in dose day. An', I say, 'Mary, I can't stan' dis no longer. My heart dun bustin' for you an' I gwine to marry you mighty soon else I go contracted.' An' I try to put my arm 'roun dat gal's waist, an' my! how she laff an' catch one massa's shirts out ob de tub an' she swish it 'round my head an' fill my eyes wid de soapsuds, an' she say, 'Go look at you'self; you think I gwine marry such a lookin' niggah like you?' an' dat mos' broke my heart, an' I was so weak in de knees dat I could scarcely walk down de bank ob de creek.

"By and by I find a place by de creek where de sun shine in de water; and den I see myself de fust time since de fight wid Jim, an' I swar 'twas some udder niggah. My shirt an' my trousers was all rags. Dat ar Jim, he dun towr my close all offen me, but dats nuffin to my face; dat was a sight to see. One eye was bunged shet; dis 'ere nose was mashed flat, and all de udder good pints



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ob my head dat I'se allus so proud of was gone, an' I was the wust, no 'count culled gen'lman in de whole blue grass kentry. No wonder Mary, she jilted me. An' while I looked in de water, seem like de udder eye, he go shut too, an' I hurry away fum dat spot to my ole mammy's cabin, an' I go in an' lay down on de floor an' cry like a baby, an' I make up my mind ole massa gwine to lose de best niggah on de plantation, kase I'se gwine to die right off; an' by an' by, it came night, an' my mammy she came home fum de field, where she been hoeing bacca plants all day, an' she know I'se gwine to die, too, an' she holler, an' run about an' make a fuss.

"An' 'bout dat time Jim's mammy she come in from de fields and she find Jim wid he head dun up an' he gwine to die, too. Ole Aunt Sally, dat's Jim's mammy, she a hoodoo, an' she hab a charm wat she rub on Jim's head an' she say, dat de debil keep away fum Jim kase he can't stan' de smell. An' when Mary, she hear all de moaning an' de prayers, she dun take on awful bad, an' she run down to Aunt Sally to have her hoodoo de debil 'way fum my head an' when Mary she say dat dey do say, an' I believes it, dat Aunt Sally turn all green color, she so mad, an' she say, 'You, Mary de wild cat, I see fru you jist de same you have winder in youst' stumick,' an' Mary when she hear dat, my! she's scared, an' she wrap some clothes around her, an' she run out de cabin in de dark, an' just den sho 'nuff she smell de debil, least wise all de folks say dey smell sulphur, an' Mary she run like a wild colt for my mammy's, an' wen she cum in de cabin I jes could peep out one eye an' I lay still like I was dead, an' my mammy she jes hollerin' a stream ob prayer an' she don't stop for no one. Mary, she catch me round de neck an' she kiss me an' cry an' I lay like I was dead, an' all de time Mary, she kissin' me. Bimeby I say: 'Who dat?' an' she say back: 'Why, dat me, Pete.' 'Me? Who me?' I say; an' she say: 'Why, don't you know me? Dat's me; dat's Mary, Pete.' An' she say: 'Oh, Pete, you dun talk me ober; you dun talk me ober.' An' 'twould surprise you to know how soon I got my life back. Seem like dat gal she hoodoo me; an' I hug dat gal so strong dat I thought I was in hebben. Kissin' mighty good medicine, massa, and I dun forgot all 'bout dying.

"An' dat's how cum it so dat my ole massa he put Jim to haulin' de lumber to make a new cabin fore his head dun got well fum de bangin' I gib him in de lane.

"Jist 'bout dis time de war cum 'long our way an' set all de niggahs wild, an' I lose my head wid de rest ob 'em, an' kiss Mary, de Wildcat, goodbye, and steal off in de night wid de soldiers, an' I nebber git a chance to go back.

"I hearn tell by ole niggah Sam, dat's Jim's fadder, as how Massa Cushing go in de rebel army an' dun got killed in a battle, an' dat bodder ole missus so she up an' dided, an'

all de niggahs scatter about an' Mary long de rest of dem is missing. Seem to me dat mighty important news, an' I jine de fust company colored soldiers dat's got up. I was a sargent in dat company till long after de war dun close, an' den wid a heap ob money in my pocket I go back to de ole plantation, an' my heart most broke when I see de ruins, all de cabins gone; de great house is gone, too, an' only de great chimneys is lef' standin' to mark de spot.

"Out in de yard under de oak trees, where my massa used to sit an' missus sing to him, is two graves covered with weeds. I know wat dat means. I nebber see no time like dat. All about, everything was silent, an' I laid down on de grass, an' cried like a lost chile lookin' for his mammy.

"An' den I get up an' pull de weeds off de two graves an' smooth dem off wid my hands, an' I wander up an' down de creek an' lay down an' wash my face in de spring, an' wen it cum night, I jist walked about like a soldier on guard among de trees, an' it got darker an' darker, until I could see only shadders in de trees. De moon cum up, an' den on de limbs ob de trees an' all 'bout I could see hants an' goblins dodgin' behin' de great chimneys. De voices ob de darkies came in de wind up de lane, an' I hear de songs an' laffin' ob de chillun. Seems like I can't stay where I was, an' I hurry away toward de cabins. I could see dem men all misty like movin' in de air, an' when I cum nigh de music stopped an' dar was Jim's mammy, ole Sally, her face all fire, an' her hands all long an' bony, an' wen she see me she scream an' put her hand in her black bosom an' take out dat charm an' I know she hoodoo me. Den I ran away froo de trees, an' de owls fly about my head and my blood froze up in my body. Seems like I nebber hear no noise like dat. De wool on my head creep all out straight an' stan' up in de air, an' I feel like I wanted to fly, an' wen I came to my ole mammy's cabin I hollered to her jist as I used to wen a baby, 'Oh, mammy! help me! help me!' an' dar she come, sho nuff—deed she did—an' she call so soft, 'Come heah, come heah,' an' she only floated away in de air like de mis' in de mawnin' sun.

"An' all de time de old hoodoo was wailin' 'bout de trees, an' de air becum hot and stiffin', an' wen I run out in de ole apple orchard I could see ghostes dancin' in de moonlight on de limbs, and I ran back to de road, an' dar I saw comin', leadin' his regiment, my ole massa, wavin' his sword an' shoutin', 'Come on, come on.' I could see dere gray coats, an' I could see de stars an' de bars on dere flags, an' see dere guns flash in de moonlight, an' I hear de roar ob de muskets an' de cheer ob de men. De air was wild wid bullets an' sheils, an', turnin', I could see de two great chimneys, all dat was left of de great house, an' I run to git dere friendly shelter, de bullets zippin' 'bout my head, an' wen I got mos' dar I met my ole missus, stand-

in' all in white, an' a shell comin' out ob de sky crushed us bof to de groun', an' I was dead.

"An' I was dead for a long time, for wen I cum to de sun was shinin' in my face as I lay upon my ole massa's grave. De hants had gone, de birds was singin' in de trees, de blue close dat I felt so proud to wear was torn an' ragged an' muddy; my hat was hung on de limb ob a tree, where de hants left it.

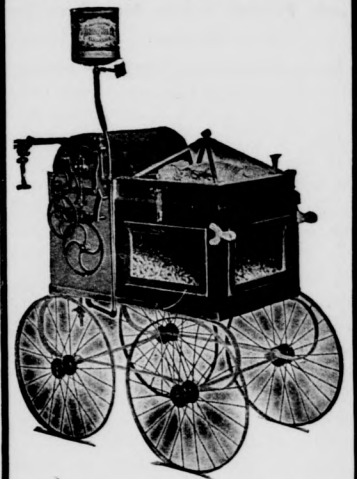
"In all my life I nebber saw no battle like dat; an' seems to me I ain't got ober it yet, 'kase I see dem hants sometimes now, an' I hear dem lots ob times.

"Wen I got so dat I could move I crept down to de spring house whar Mary used to do de washing for de white folks an' I wash my face, an' while I was dere I heah de water whisper my name so softly, an' away down stream I wander. All de time I heah Mary call to me. Sometimes I heah it in de air, sometimes in de water, as it swash up on de shore, den agin de birds whisper it to me, an' den agin I heah it in my heart, talkin' so low an' sweet, an' tellin' me, 'Don't gib up; keep on a lookin' for your fust love.'

"Dat's how cum it so dat I roam fum one city to anudder, all de time lookin' for my Mary de Wildcat. Sometimes seems like dis little wagon was her tombstone, an' all de people radin' of it." C. E. Belknap.

Some women adapt themselves to circumstances and others apply for a divorce.

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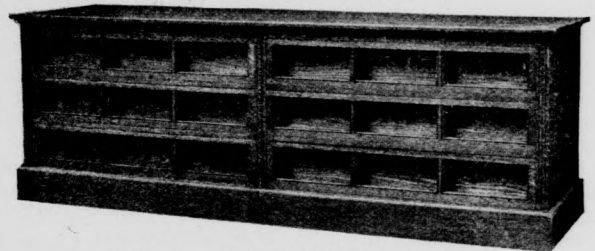
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Pat. March 8, 1898, June 14, 1898, March 19, 1901.

Fruits and Produce

Early Picked Apples Not Best for Storage.

In recent years there has been a tendency to pick the apple crop relatively earlier in the season than formerly. It is quite generally supposed that the longest-keeping apples are not fully developed in size or maturity, and that the most highly colored fruit is less able to endure the abuses that arise in picking, packing and shipping.

There are many economic factors which have influenced the harvesting time of the apple crop. A large proportion of the crop is purchased in the orchard by comparatively few apple dealers, and, with the growing scarcity of farm hands and other labor, it is often necessary to begin picking relatively earlier in the autumn to secure the crop before the fall storms or winter months set in.

The great increase in freight traffic has overtaken the carrying capacity of the railroads and has influenced the apple dealers to extend the shipping season over the longest possible time in order to avoid congestion and the delays in shipping the fruit. In localities where the entire crop is sometimes ruined by the bitter rot after the fruit is half grown the picking is often begun early in the season in order to secure the largest amount of perfect fruit.

The investigations indicate, however, that the immature and partly colored fruit has not always the best keeping quality. On the other hand an apple that is not overgreen and which has attained full size and high color, but is still hard and firm when picked, equals the less mature fruit and often surpasses it. The more mature fruit is superior in flavor and texture, and is often more attractive to the purchaser and therefore of greater money value. It retains its plumpness longer and is less subject to apple scald. If, however, the fruit is not picked until over-ripe it is already near the end of its life history and will deteriorate rapidly unless stored soon after picking in the low temperature.

The experiments indicate that so far as maturity is concerned the ideal keeping apple is one that is fully grown, highly colored, but still hard and firm when picked. Apples that are to be stored in a local cold storage house to be distributed to the markets in cooler weather may be picked much later than fruit requiring ten days or more in transit, but the use of the refrigerator car makes the picking possible when the fruit must be in transit for considerable time in warm weather in reaching a distant storage house.

It has been found that there is a close relation between the degree of maturity of the fruit when picked and its subsequent susceptibility to scald. Apple scald is one of the most serious difficulties with which the fruit storer has to contend. The nature of the trouble is not well understood,

but it is supposed to be caused by a ferment called enzyme. It is not a contagious disease and is in no way connected with the action of parasitic organisms, such as mold or bacteria. It appears to be closely connected with the changes that occur in ripening after the fruit is picked, and is most injurious in its effects as the fruit approaches the end of its life.

The scald always appears first on the green or less mature side of an apple. The portions grown in the shade and under-colored are therefore most seriously affected. When the apple crop is picked before it is matured the fruit is more susceptible to scald than it would have been later in the season, as the more mature and more highly colored fruit is less susceptible to injury.

In the practical handling of orchards the fundamental corrective of scald lies in practicing those cultural and harvesting methods that develop maturity and a highly colored fruit. The picking of the fruit when too green, dense-headed trees that shut out the sunlight, heavy soil, a location or season that causes the fruit to mature later than usual and makes it still green at picking time—these are among the conditions that make it particularly susceptible to the development of the scald.

The removal of an apple from the tree hastens its ripening. After picking the fruit matures more rapidly than it does when growing on the tree and maturing at the same time. The rapidity of ripening increases as the temperature rises, and the more mature the fruit when picked the less rapidly the maturing processes seem to progress.

Fruit that is grown abnormally large seems to ripen relatively faster than medium-sized fruit, and different varieties vary widely in the rapidity with which they pass through their normal life history. Therefore, from the theoretical standpoint, any condition in the management of fruit that causes it to ripen after it is picked shortens its life in the storage house, for it is already so much nearer the end of its life history when stored.

It is probable that a large proportion of all the difficulties with apples in cold storage is due to delaying the storage of the fruit after it is picked. This is especially true in hot weather, and in fruit that comes from sections where the autumn months are unusually hot.

If the fruit is delayed in piles in the orchard or in piles or in packages in closed buildings, where the ventilation is poor; if transportation is delayed or the fruit is detained at the terminal point, the ripening progresses rapidly and the fruit may already be near the point of deterioration, or may even have commenced to deteriorate from scald or mellowness or decay when the storage house is reached. On the contrary, if the picking season is cool, a delay during a similar period of time might cause no serious injury to the keeping quality.

Delaying the storage of the fruit

in warm weather increases its susceptibility to scald.

From the standpoint of the orchardist or apple dealer who can not secure quick transportation to a distant warehouse or who can not obtain refrigerator cars or who is geographically situated where the weather is usually warm in apple-picking time, the local storage plant in which the fruit can be stored at once and distributed in cool weather offers important advantages.

Wesley Greene.

If you have had an interesting career, write an autobiography if you please, but refrain from telling the story of your life to customers. The question for you is, do you want an audience or do you want to sell goods?

Some dealers are too lazy or busy to take an annual inventory. They do not know how they stand. Did you ever hear of the ostrich that stuck its head in the sand? Well, they are it.

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

The Perfect Cup of Turkish Coffee.

E. Zampunis, official coffeemaker of the Turkish Ambassador to England, has told recently how the ideal cup of coffee is made in Turkey, which is admittedly the country in which the art of coffee-making is carried to his highest perfection.

The method by which Zampunis extracts from the coffee bean its most subtle aroma is as simple and easy as that by which many of our housekeepers destroy the same quality in the preparation of a pot of coffee. He has several pots of various sizes, making it a point to use one which will hold just the amount required. These coffee pots are shaped somewhat like a pitcher, but present the whole under surface to the fire. To make two cups of the fragrant beverage he fills the proper pot with water and puts it on the fire to boil. When it has reached the required temperature he adds three lumps of sugar, which are allowed to boil with the liquid a few moments before the final addition of two teaspoonfuls of coffee, which must always be freshly roasted a rich, dark brown, and then ground very fine. The mixture is thoroughly stirred and placed on the fire again. Now comes the most important part of the proceeding. The coffee must be watched carefully until it bubbles up to a froth. Before the froth escapes over the sides remove the pot from the fire and tap the bottom gently on the stove until the bubbles subside. This process must be repeated three times. When the froth arises the fourth time the coffee is removed from the stove and poured first into one cup and then into the other that each may receive a share of the froth.

Thus, says Zampunis, is made the ideal cup of coffee, a beverage as alluring in fragrance as in flavor. He lays special stress on the necessity of adding the sugar before the coffee, asserting that only thus is the full richness of the flavor to be extracted. In conclusion he compares Turkish coffee with that made in France and England, to the detriment of both, and claims for his method a success not attained by all of those in vogue in Turkey itself.

No Standard for Neufchatel Cheese.

Washington, D. C., Dec. 7.—Recent publications regarding what is called Neufchatel cheese, and prosecutions of manufacturers of that article, have interested me much. I am surprised that anyone should have submitted, without appeal, to a conviction for selling almost anything he chose under the name of Neufchatel. I do not see how such a case can be sustained in any court. It must be based, of course, upon accepted evidence that there is an article known as Neufchatel cheese which has a definite quality or composition.

But such is not the fact. There is no standard for Neufchatel cheese, and it is impossible to produce any such evidence which is worthy of acceptance.

The name alone counts for very little in connection with many kinds of European cheese. It is not uncommon to find what is practically

the same cheese called by several different names in Europe. But it is difficult to find any cheese there which is called Neufchatel. I can testify from personal examination and enquiry that cheese bearing this name is unknown at, or in the neighborhood of, the town or village of Neufchatel in the Department of the Lower Seine or the one in the Department of Pas-de-Calais, both in France, or the place of the same name in Switzerland. The name of the Swiss town and canton is usually spelled without an "f," but it is an active cheesemaking region in which a kind similar to what is called Neufchatel in this country is known by the name of Petits-Suisses. In France the cheese of this character are called Bondons, as well as Petits-Suisses.

As there is no standard for Neufchatel cheese in Europe, there certainly can be none in this country. In point of fact, the little fresh-curd cheeses which are known by this name are made, according to the fancy of the maker, of skim milk, whole milk, extremely rich milk, and milk enriched by the addition of half its bulk or more of cream. And accordingly this cheese is found by analysis to contain all the way from a trace of fat to 42 per cent. of butter fat. A table of European analyses of cheese gives the variation from 18 to 42 per cent. for Neufchatel; but all this data is very old.

It is therefore manifest that no fixed quality or standard properly pertains to the name Neufchatel as applied to cheese. That name is applied so indiscriminately to cheese varying widely in composition, although having a general similarity of character and appearance, that it is practically impossible to give a correct definition or description of the article, apart from its usual small size, smooth cylindrical form, and almost white curdlike color. Even this description would not at all apply to the same cheese when kept for several weeks, dried out, crinkled, shrunken, yellow and moldy, as some people prefer them. Yet in this curd or ripened form they are still entitled to be called Neufchatel.

Henry E. Alvord,

Chief of Dairy Division, U. S. Department of Agriculture.

Origin of Longhorn Cheese.

Frank Trauger, of Niles, Mich., writes as follows regarding the origin of Longhorn cheese:

"In 1890 I commenced making cheese near Lawrence, Kan. I made my cheese six inches in diameter and eight inches high. In December following after reading an authoritative book on dairy husbandry containing a description of a square cheese, 5x12 inches, cutting one pound to the inch, I made a box to press this kind. The style was well liked. I made the same during 1891 and 1892, but it took too long to turn them. In 1893 I made a telescope hoop, five and three-fourths inches in diameter and twelve inches high, cutting the cheese one pound per inch, which proved to be just as popular, and

brought in the market from one to one and one-half cents per pound more than the flats. In 1896 the farmers in Rhinehart township, Dickinson county, Kan., built a factory for me. The demand for the style (I called it the Uncle Sam) kept ahead of the supply, and our trade in 1897 was in nearly all the important cities of Texas, Colorado, New Mexico, Arizona and Old Mexico City. So popular had the style become that when autumn came and our supply was insufficient, the jobbing grocery houses of Texas wrote to Wisconsin to have the same style made, and sent a request (in honor of their longhorn steer) to call the style the 'Longhorn.' December 10, 1902, Prof. E. L. Aderhold, of Wisconsin, wrote me: 'Longhorns were first made in 1897 or 1898, I don't remember the exact year.' So I suppose I am the originator of Longhorn cheese."

His Business.

A characteristic story is told of the late Thomas Flatley, of Boston, the well-known Irish lawyer and wit.

He was acting for the defense in a divorce case, and during the cross-examination of the plaintiff asked the following question:

"You wish to divorce this woman because she drinks?"

"Yes, sir."

"Do you drink yourself?"

"That's my business," said the witness angrily.

Whereupon the lawyer, with face unmoved, asked one more question: "Have you any other business?"

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100 one-pound cotton pockets to bale
Pays you 60 per cent. profit

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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.

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Price, \$2,600.

The property actually cost me \$3,500. Correspondence solicited.

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

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

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Woman's World

Art of Conversation the Touchstone of Good Breeding.

The glad news has gone forth that in a certain Northern school a course of conversation has been established and a teacher employed to instruct the pupils in the elegant art of talking. Inasmuch as this is a girls' school, and in view of woman's proverbial gift of gab, this may look to the casual observer like carrying coals to Newcastle, but, as a matter of fact, there is no branch of learning in which women need more instruction than in conversation. They will talk, then why not talk well? The proposition is unanswerable.

Of course, we are not accustomed to thinking of conversation as an art that can be acquired. Rather do we hold to the pessimistic theory that it is a talent that comes alone by nature, and that those of us who halt and stumble in our speech must even bear the affliction with meekness and patience, as we would a snub nose or dwarfy stature, and thank heaven that things are no worse with us, and that we are speaking animals at all.

Yet what art is so entrancing as that of the conversationalist? What charm so potent as that exercised by soothing words that caress, and delight, and fascinate? The man or woman who possesses the graceful accomplishment of being able to talk

—who knows what to say on every occasion, and how to say it—has indeed an art to conjure with.

Chevalier used to sing a little song, in which the hero complained that his friend had insulted him, but the burden of the refrain was: "It wasn't what 'ee said; it was the narsty way 'ee said it," and the reverse of this is equally true. It is not always the profundity, or wit, or wisdom of what one says that charms us, it is the charming way they say it. So to the average person it should be a cheering and inspiring thought that this agreeable art may be acquired, just as one learns to dance, or give the high handshake.

Nor should it discourage anyone to realize that they must learn how to talk, instead of having been born with a phrasebook of polite conversation in their mouths, so to speak. Investigation shows that nature provides us with only elemental social necessities, and if we want any graces, we have to acquire them ourselves. They are none of her affair, and, this being the case, it is passing strange that we have given so little thought to acquiring the one accomplishment for which we have more use than any other. People go through life screeching their communications to each other in a voice as rasping as a foghorn, when one tithe of the good money they spend on trying to learn to pound the piano, or daub on china, if devoted to cultivating their speaking voice would make it low, sonorous and delightful. Other people are poverty-stricken in the matter of a

vocabulary. They are bankrupts in even the small change of conversation, yet there is the whole dictionary of words offered them without money and without price for their salvation.

It is also a melancholy fact that among the great majority of people the art of conversation has scarcely risen beyond the point of making signs like a savage or grunts like an animal. They are ungracious and rude even when their intentions are best, simply because they do not know what to say. Who has not had the pleasure of having a gift spoiled or been made to feel that a really generous deed was an affront, rather than a kindness, simply because of the unfortunate words that accompanied it? Who has not felt like slugging with their own ungraciousness the hospitable man or woman who always prefaces an invitation by saying: "I have been telling my husband, or wife, we must invite you to dinner?" Who has escaped being cut to the quick by having something presented to them accompanied by the words, "I saw you needed this." One of the choicest stories of a brilliant newspaper man I know is about an occasion upon which he did a great personal service to a very rich man. Soon thereafter they chanced to meet, and the local Croesus, who was really as warm-hearted and generous as he was rich, surveyed the newspaper man over critically, with an appraising eye that took in every detail of the well-worn clothes, and then, with an idea of making some return for the other's

courtesy, he said: "Say, go to my tailor's and have him make you a decent suit of clothes." And to this day the rich man does not know what it was that insulted the newspaper man.

As for paying people who do not know how to talk a compliment, it is something so hazardous and so likely to prove a boomerang that none save the foolhardy would dare venture on so reckless an undertaking. Very likely they may be accomplished in every art save the art of conversation. You are charmed with the song they have sung, or the picture they have painted, or the artistic beauty of their home. Being appreciative, you make some little honeyed speech expressing your understanding and pleasure. Do they receive it in the spirit in which it is offered, graciously and gracefully? Never! They turn brusquely on you and accuse you of being a flatterer. I have even had a woman ask me, "What do you want?" when I have praised her. Just think of the coarse and gratuitous insult conveyed in such an expression! It is no excuse that no offense was intended, and that such a speech is the mere result of not knowing what to say. The exigencies of life demand that we shall find out, and commit to memory, many things that we did not originally know.

When it comes to these conversational barbarians paying you a compliment, it is an amenity from which the vainest may well pray to be delivered. These are they who inva-

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365,000 merchants have bought National Cash Registers. Not one bought as a favor to us. We had to prove to every man that our system would increase his profits.

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The stores of the users of our registers, if placed side by side, would make a continuous line straight across the United States from New York beyond the Rocky Mountains.

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riably tell a middle-aged woman that nobody would believe she was forty-five unless they knew it, and cheer up a fat one with the pleasing intelligence that she is getting so stout. For every achievement they have two adjectives, "pretty" and "sweet," and they apply them with equal impartiality. Show them a painting, a statue, in which the artist has tried to show all that was terrible and passion-driven in the soul, and they will exclaim, "How pretty!" Write something on which you have spent your very heart's blood lashing folly, and trying to puncture some bubble of pretense, and they will say, "What a sweet piece!" and they go away wondering why on earth you weren't tickled to death at the nice compliment they paid you. They never know—God help them—that they have offered the most scathing criticism it was possible to devise where they meant to flatter.

Chief among those in need of the missionary services of a teacher of the art of conversation are those who always say the wrong thing. There are times when a blunder is worse than a crime. There are those who ask the divorced woman when she last saw her husband, and who may always be safely trusted to bring up cheerful little topics like hereditary insanity, embezzlement and other unpleasantness, and who can never be happy unless they are rattling the bones of somebody's family skeleton. Whether people possessed of this mania can ever be taught to leave personalities alone is doubtful. Probably total amputation of the tongue is the only remedy that will stop them, or protect society.

Then there are those whose words are bludgeons with which they brutally assail their friends. You show such a one your new diamond brooch, and she says, "How pretty, and how sensible it was of you to get small inexpensive stones instead of big costly ones like I did." Such a one tells you that your new dress is handsome, but you are too sallow to wear that color, and praises you for making over your last winter's hat which you thought you had changed beyond recognition. Such speeches are generally set down to malice, but in most cases it is simply crass, blundering ignorance of the right thing to say. Not every one who wounds us intends it, but a tactless woman with a double action, rapid-fire tongue can shut her eyes and blaze away, and hit every single tender spot in your feelings.

The lack of any knowledge of even the elements of conversation is conspicuous among young girls. Of course, they can reel off miles of jargon, punctuated with giggles about "I said," and "he said," and "Mame said," but this is not conversation. It is gibberish, with no more intelligence than the chattering of apes. Polite conversation is a game of shuttlecock, of quick give and take of airy nothings, and when it comes to this the young girl of the period, in her own phrase, "is not in it." She is as clumsy when it comes to replying to anything that is a mere politeness—a facon de parler—as a hobnail-shod

clown in a ballroom. The other day a middle-aged lady in my hearing invited a young girl to come to see her, saying: "My dear, I have no daughters, but you must come to see me." To which the girl gracefully replied: "Oh, thank you! I will; I love old people, and I think it is young people's duty to pay them some attention." And the funny part was she seemed to think that her reply would throw anyone into ecstasies of delight. Think of the idiocy of anybody telling a woman to her face that she was old! If that girl had been my daughter I should have provided her with a phrase book of "Things Not to Say," and kept her on bread and water until she memorized it.

The art of conversation is the very touchstone of good breeding and good manners, yet miracle of miracles, we neglect it. A woman devotes a large part of her time and energy and thoughts in clothing her body, but she takes no thought as to wherewithal her thoughts shall be clothed, yet a naked speech can be just as vulgar as a naked person. The main difference between the provincial and the woman of the world lies in the fact that one knows what to say and the other does not. One comes to soothe; the other to irritate. If your rooms are high, one arrives breathless and panting, complaining of the steps; the other apparently notes nothing but the beauty of the view. One can not eat this or that dish at your table; if you served stewed cat to the other, she would devour it with seeming relish, and discourse about the superior civilization of the Chinese. Both may be equally good and well intentioned, but one is an artist and the other a miserable bungler.

Let us hope that the course in con-

versation at the girls' school inaugurates a new era and that the day is not far distant when people will be taught not only what to say, but what to leave unsaid. Then the stories of the bore will be lopped and pruned; then family anecdotes will be tabooed; then the state of one's health will only be confided to the family doctor; then society will rise to the supernal heights of occasionally listening instead of talking; then will come the millennium.

And its advance agent will be the school of conversation.

Dorothy Dix.

She Got a Broom.

"Have you any old clothes, lady?" asked the broom peddler. "I'll give you a fine broom for some old clothes."

"I'm busy now," said the woman of the house. "Not to-day."

She began slowly to close the door, but the peddler displayed one of his brooms—a gorgeous, wide-spreading one with a varnished handle and bound with green plush.

"Just a pair of old shoes," pleaded the peddler.

"Wait a moment," said the woman, and closed the door, carefully putting the catch on. Then she went upstairs and rummaged through some closets and at last found a pair of old shoes, which she brought down and offered to the peddler.

"They're badly worn," he said.

"Of course, they are," said the woman, briskly. "If they weren't I'd wear them myself. Do you want to trade me a broom for them?"

The man smiled mournfully and, producing a whisk broom, said: "I'll let you have this for them shoes and 10 cents."

"Certainly not," said the woman. "Give 'em to me."

"Haven't you any others?" asked the peddler.

"No, I haven't. I don't need a whisk broom. I want a carpet broom."

The peddler examined the shoes again. Then he said: "Well, I'll give you a carpet broom for the shoes and a quarter."

"I won't do it," said the woman. "Give me back the shoes."

"Well, 15 cents, then."

"Oh, well," said the woman, "I suppose I'll have to get rid of you. Wait here a minute."

She closed and bolted the door again and went upstairs for her pocketbook, from which she extracted a quarter, which the peddler took, returning her a battered nickel and five pennies. Then he handed her a small broom, without any plush upholstery.

"Here," said the woman, "I want that one you showed me first."

"Can't give you that broom for 15 cents," said the peddler.

"Then give me the shoes and the quarter back," said the woman. "I'll—" Here she broke off and sniffed. "Gracious!" she exclaimed, "if my pies aren't burnin'! Here, take your pennies and give me the shoes and my quarter."

The peddler took back his change slowly and the odor of burning pastry grew stronger.

"I'll let you have this broom for a quarter and the shoes," he said.

The woman snatched the broom out of his hand, slammed the door in his face and rushed to her oven to discover four pies burned to a crisp. The peddler walked away, smiling.

The more a man has to say about himself the less he likes to hear others talk of themselves.

You have had calls for HAND SAPOLIO

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

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

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

WOMAN CONSTABLE.

Her Success in the Game of Hide-and-Seek.

New York, Dec. 10.—The pioneer woman process server in New York is Mrs. Harriet A. Carr, of 172 West Seventy-seventh street. That a woman to be successful in this line of business must combine the wiles of the serpent with determination, alertness and infinite versatility is proved by Mrs. Carr's own story of her experiences in trying to deliver the unwelcome paper slips.

She is an eminently practical business-like sort of a person, large, heavily built, fair of skin and hair, and with keen yet kindly blue eyes that were alternately sparkling and grave as she passed from one incident to another in her narrative.

"How did I happen to become a process server? Just by chance, nothing else in the world. A few years ago my husband, who was a wealthy butcher on the West Side, failed in business because of certain measures that went through up at Albany. I was an active club woman and a church singer and little thought that I would ever have to take to my present calling.

"When the money went I tried to get along on what I could make by my singing, but soon found that it would not do, and then a friend of mine at the parish house suggested that I try my hand at bill collecting and detective work. I did fairly well at that; in fact, I may say that I was very successful, working for some of the largest dry goods and grocery stores and some of the best law firms in the city.

"Then one day one of the lawyers asked me to serve a paper which his firm had tried in vain to land for many months.

"Laws sakes, Mr. Brennan," says I, "I can't serve any process paper. I don't know how."

"Well, I think you're just the woman to do it. You go ahead and try," he answered.

"So I took the paper and I can tell you when I walked out of that office I didn't any more know what to do with it than if it had been a gold brick.

"The debtor in this case was G—, a lawyer in Nassau street. He was apparently prosperous, and yet the grocery firm had never been able to collect what he owed them. I decided to call on him as a client, so I dressed myself up for the part, sailed into his office and gave my visiting card to the boy in my most superior manner. Mr. G— rose as I was ushered in, and greeted me cordially.

"What can I do for you, Mrs. Carr?" he asked.

"Well, it isn't so much what you can do for me as what I can do for you," I told him, and passed the paper over to him.

"Surprised? Well, I guess rather. But he was real good-natured about it, because the way I'd taken him off his guard amused him. And when I told him it was the first paper I'd served he said he guessed I'd do and wished me luck.

"Most folks aren't so pleasant as

that, I can tell you. The way some of them talked to me used to make me feel just dreadful when I was new to the business, but now I do not mind being put out if they only wait until after I get my papers served.

"I've served papers on all kinds of people, but I find there isn't much difference between them when they are suddenly confronted with the necessity of paying some long-standing bill. They just hate to be caught, and the society lady isn't much more polite to me about it than the Ninth-avenue saloon-keeper.

"I remember one day Mr. Brennan asked me to go down to Bay Shore, L. I., to serve a paper on a fashionable woman down there for \$1,000 due a firm of clothiers here. Several men had tried it and failed, as I was told later, and I knew it would be a hard task, but I started out, for I never like to refuse to do a job for the people who have helped me along.

"When I reached Bay Shore it was very bleak and unpromising looking and, after I'd found that the house was two miles away, I sat down in the station to think the matter over. After a while I stepped up and asked the ticket-seller if there were any of the hackmen who would be likely to know much about any of the residents.

"John's your man," he told me. "Old John knows every one for miles around, and they all know him."

"I went out and hailed John as though he were an old friend, and he thought I was one of the summer boarders that he couldn't quite place in his memory. I took him over to the hotel and bought him a drink, and found out that the woman I wanted was still at her country place, and alone during the day with her daughter. So John drove me out and waited for me, and I got to see my woman by saying that I was taking orders for a certain firm and wanted her to order through me. The woman admitted that she was the person I wanted, and in a very few minutes I handed her the paper. One glance at it and her whole manner changed as if by magic.

"Great heavens!" she cried. "Get out of here! Get out before I lay hands on you." And you can believe I lost no time in obeying her.

"Did I ever really serve papers on a saloon-keeper? Yes, I did, and it was the worst thing I ever had to do. I don't mind owning that I was scared nearly to death. After a lot of trouble I found that his home was down on a street close to Ninth avenue, and that about the only time to catch him was after 8:30 in the evening. I had to go alone because I was afraid of exciting suspicion by taking my husband with me, so I plucked up all my courage by thinking, 'Well, I've got my living to make,' and went and rang the bell. A woman opened the door a few inches and asked sharply what I wanted, and I told her I was just going into the hotel business and wanted to ask Mr. Crist's advice.

"She admitted me very surlily, and led me, trembling, up two flights of

dark stairs. She opened the door of a room, and there sat my man in a red flannel shirt eating a dinner of corned beef and cabbage.

"Another very rough-looking man sat with him, and it was all I could do to keep my voice steady as I asked if he was Mr. Crist. As soon as he had admitted his identity I simply thrust the paper into his hands and rushed out, slamming the door behind me. I don't think I stopped running until I got to Sixth avenue, I was so afraid one of them would come after me and kill me. It sounds foolish now, but I didn't get over the fright I had all night.

"Serving papers is enough to give you heart disease, anyway. At first I nearly always went around with my heart in my throat for fear some slip at the last minute would prevent my serving the paper. One of the cases I remember especially as making me feel that way was one where the bill for \$1,052.76 had stood for a long time against a man whom we will call Mr. N. The people had lived in an uptown apartment, but had moved so often that it was almost impossible to trace them. But at last I located the man downtown, only to find that it was his wife, not he, who was responsible for the debt.

"At last I managed to find out his home address, but each of the five times I called Mrs. N. was out. From her maid I finally learned the names of some clubs she belonged to, and then I left the place alone for two weeks. When I went again Mrs. N. was, as usual, not at home, so I

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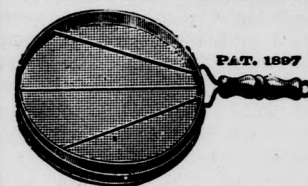
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make satisfied customers—more and more of them every year.

Priced Catalogue on application.

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Sales Agent, The Welsbach Company

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said I would wait for her. I had been there about an hour when her husband came in, and I was so afraid that he might recognize me as the woman who had been to his office that I could hardly speak. But he didn't, although he asked rather brusquely what I wanted with his wife.

"Now, Mr. N., I answered as politely as you please, 'you don't want me to bother you with an answer to that, I know. There's a lot of little matters that two women, especially two club women, might discuss that wouldn't interest a gentleman a bit, so I'm just not going to bore you with them.'

"After that he sat and chatted to me as nice as you please until the dinner bell rang. When I heard that I was sure I'd have to go, but he told me to wait, if I still wished to, as his wife was certain to be in soon. And, sure enough, in a few minutes she came flouncing in, looking none too amiable when she saw me sitting there with her husband.

"Mrs. N? I asked.

"Yes, that's me," she snapped back, 'and I'd like to know what business you have with me.'

"Why, I know several ladies who belong to your clubs, Mrs. N., and they suggested that I come to you, as I represent a firm that has some very fine toilet preparations.'

"I'm not old nor silly enough to be interested in that sort of trash," she sniffed, eyeing me resentfully.

"At least, perhaps you will look at this note I have brought you," I said, quietly, and handed her the paper which I had taken the precaution to enclose in a nice envelope, directed to her.

"She almost snatched it from me, and as she opened it and saw what it was she gave one shriek and thrust it at her husband. I turned and ran, and I tell you I did not envy him the scene I knew I was leaving him to.

"Oh, I've had lots of real lively times in the business. I couldn't begin to tell you about them all, but here's one that was rather queer in the way it worked out.

"I had a paper to serve on a certain George E—, who, I was told, was rather a smooth customer. I wrote him a decoy letter asking him to call at my home, and he came, but he was smart enough to call on a Sunday, and a paper served on Sunday is invalid.

"When I saw him I did not quite know how to get out of it, but I just thought quickly and told him he was not the man I had known, and apologized for having given him the trouble of coming there. I knew he did not believe me, and that he suspected my real motive, but I had seen him and would know him again, and that was an advantage.

"I did not know just how I was going to catch him, but I carried that paper with me constantly for six weeks, feeling sure that I'd run across him somewhere. And sure enough, one morning he walked into an Amsterdam avenue car where I was sitting.

"He knew me at once, and got very red, but I suppose he did not

count on my having the paper with me, for he came in and sat down. I crossed right over to where he sat.

"Good morning, Mr. E—," said I, cheerfully, and made him shake hands, although he didn't like it a bit. The man next to him moved away and I took a seat beside him.

"Here's a nice little love-letter I've got for you," I said, and tucked the blue paper into his pocket.

"Every man on that car grinned, and some of them chuckled, for there was no mistaking what the paper was, and you should have seen the color of the victim's face! I thought he'd have apoplexy.

"You think you're awful smart, don't you?" he sneered. 'Well, I'll just tell you it won't do you a bit of good. I can't pay that bill, and I'm not going to, and I want to tell you right here I was on to you the first time I saw you. You're not so smart as you think.'

"Oh, yes, I am," I said pleasantly, 'because I've got ahead of you, and you're so smart it would take a smart woman to do that.'

"And then I got off the car and went and told the head of the grocery firm to whom the bill was due about it, and he was tickled to death."

One Feature of the Christmas Rush.

Every year the health of hundreds of young women employed as clerks is sacrificed wantonly to the demands of the Christmas shoppers. The merchants are powerless to prevent this hecatomb. They exhort their customers to do their shopping as early as possible; but there are thousands of indifferent buyers who persist in delaying the purchase of their presents until the week before Christmas. Then they rush to the stores in armies. The clerks are subjected to a strain that only the strongest constitutions can resist, and as a result some of them die and many of them are made invalids for life.

This tragedy takes place in every city of the United States; but there is nobody to write "The Song of the Clerk," as Hood wrote "The Song of the Shirt." Women are the saddest sinners in respect to late shopping. It is one of the respects in which they merit Oscar Fay Adams' epithet, "the ruthless sex." Man's inhumanity to man can not be compared with woman's inhumanity to woman. Doubtless most of this inhumanity is due to ignorance and indifference; but it would be an excellent thing if the average woman could be made to realize that the young woman who waits on her in a store is of the same kind of flesh and blood as herself; that this young woman's vitality is limited; that when she is compelled to stand on her feet for ten or twelve hours at a time attending to the demands of captious customers, her energy is soon exhausted and some vital organ is likely to collapse under the strain. If the shopping that is ordinarily done the week before Christmas were extended over a period of three or four weeks all this sacrifice of young womanhood could easily be avoided.

What is more, the early shopper is doing herself as well as the clerk

a favor. The earlier she makes her purchases the better the assortment of merchandise she has to make her selections from, and the better chance the merchant has to satisfy her. There is no better labor of philanthropic self-interest in which the women can engage than in beginning their Christmas shopping immediately.

Another Patent Hat Pin.

A new idea in hat pins is a permanent arrangement, in that, when once in place in the hat, it does not have to be removed until the hat is thrown away. From the exterior it looks like a common hat pin, but inside the crown is where the improvement is to be found. Attached to the pin on either side of the center is a set of curved teeth, nearly circular in shape, but with the ends projecting outward far enough to engage the hair when the pin is given a twist. The central tooth in each set is hung vertically, and the remaining teeth are set obliquely, so that a turn of the pin by grasping the projecting head will not only insert the teeth in the hair, but will draw the strands upward until they are tight enough to hold the hat in place. Then there is a little clamp which grips the pin and locks it fast to prevent slipping.



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Butter and Eggs

Observations of a Gotham Egg Man.

There is no doubt that our egg consumption has been considerably curtailed by the high prices and the poor quality of the stock going into family trade. An unusually large part of the city requirements is being supplied with refrigerator eggs and the remaining stock of these seems to include a liberal proportion of qualities that are conducive to free consumption, especially when the cost is above the rate at which fine fresh eggs can, ordinarily, be obtained.

Some investigation among the cold storage houses gives ground for the estimate that, during the week elapsing after December 1st, there has been a net reduction in cold storage holdings of about 18,000 cases. During this time our fresh receipts have been about 31,000 cases, but these have not all been consumed; a few cars of the current receipts (doubtless refrigerator or limed eggs brought in from the interior) have gone into storage, but these are accounted for in the above estimate of stock reduction—the figures given being net. Some of our current receipts have arrived under shippers' orders to hold and while the quantity of these can only be guessed at it is probably not far from 2,000 cases. If we have consumed 29,000 cases of current receipts (fresh and held) and made a net reduction of 18,000 cases in reserve stocks it would appear that the market has absorbed 47,000 cases during the first week of December: last month our weekly consumption averaged 54,000 cases and in October the average was figured at 62,500 cases. The decline in the use of eggs indicated is no more than seems natural in view of the prevailing conditions of price and quality.

But even this reduced rate of output is sufficient to give the position of the market marked strength; there is, as yet, no sign of increased egg production in any quarter, and while we may expect a larger lay in the South and Southwest very soon if the weather permits, there is no probability that our receipts for this month can run above about 135,000 cases; if they prove no more than that, and we maintain a rate of consumption of 47,000 cases a week, our reserve stock would be reduced to 35,000 cases by January 1. That may prove to be enough or otherwise, according to the scale of production which, of course, is an unknown quantity, being subject to a great range in the possibilities.

The high tariff on eggs imported from foreign countries leads to some curious situations at times. Since navigation closed on the St. Lawrence some of Canada's shipments of eggs to Europe have been cleared from the port of New York, passing through this country in bond. Several carloads of these Canadian eggs have been transferred from the West Shore Railroad to Liverpool steamers, these going through a market

where their value is considerably greater than it will be when they go three thousand miles farther to find their consumption. Some smuggling is said to be going on over the border.—N. Y. Produce Review.

Wood Ducks Almost Exterminated.

An Oshkosh, Wis., sportsman who is an authority on wild ducks says:

"The wood duck, one of the most handsome and toothsome of American wild fowls, is becoming very scarce. This duck usually nests in trees and its young never lose the love of the woods. The wood ducks swim as well as any other duck. They roost in sheltered waters, like their kindred, yet they are at home amid the trees and most of their daytime feeding is done in the woods. They are fond of small nuts and as eager for acorns as Mallards and if they can get to beech trees and a cornfield with equal ease they will choose the beeches. Because of their habits they are not easy birds to procure with the gun, yet they are a foolish sort of duck and when a hunter once gets to them it is not hard to bag them. Wild rice will draw them to the water and keep them there. The Mallard will quit water that has been shot over a few times, but the wood ducks keep coming back until the hunters kill all the members of the flock. The wood duck does not decoy readily as it is very timid and suspicious. The wood duck is considerably larger than the Teal, but not as large as the Mallard. On the wing it is tireless and very fast, faster probably than any one of the larger ducks."

Good Collectors Make Few Threats.

To be forced to assume a begging attitude toward customers whose accounts are past due and unpaid is revolting to the average merchant, but it is, unfortunately, one of the penalties of our credit system. He is a poor collector who uses the whip indiscriminately and threatens rather than pleads. There are men who respond quicker to the last than to the courteous request, but most of them are sensitive enough to take it to heart. They do not again afford the same creditor an opportunity to threaten them. Most of them, too, are sufficiently well-possessed of earthly goods to make them desirable customers in every way except, possibly, their inclination to defer payments. The fierce competition which now generally prevails teaches sellers to retain their safe customers even although they are invariably tardy in meeting their obligations.

Debtors with property which the law can reach pay, if they can, rather than be sued. Some pay rather than have their accounts placed in an attorney's hands, but their friendliness toward the creditor who threatens thereafter diminishes. Debtors who are execution proof are moved by a threat to sue only under one condition. That is when they contemplate seeking larger credit later, but in the majority of cases the courteous request accomplishes the desired object without jeopardizing future trade. Threats, on the other hand, bring both

of these results if they bring the first. The good collector makes few threats and carries out all he makes.

An advertisement must be clear; a shop-window through which the passing public looks, and, seeing, stops to lift your latch. Yet, if it be too gaudy, it will detract attention from your stock.

Listen to what your friends say of others if you would know what they say of you.

WE NEED YOUR

Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

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.

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

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



Short Crop of Turkeys, Ducks and Geese.

As we approach the Christmas and the New Year holidays much speculation is being indulged in by poultry merchants relative to the probable course of the poultry market.

It is an undisputed fact that the crop of turkeys, ducks and geese is much lighter this year than even the moderate quantities raised in 1902, but there has been a very heavy crop of chickens. The high prices ruling at last year's holiday induced farmers to clean up their turkeys much closer than usual and fewer birds were carried over for breeding purposes. Weather was wet and unfavorable during late spring and early summer in most producing sections and large quantities of young turkeys died from the effects, in instances farmers losing entire flocks. This condition led to the expectation of high prices ruling at the late Thanksgiving holiday and shippers used every effort to secure stock for shipment for that holiday, resulting in somewhat larger supplies than had generally been expected. The holiday market, however, proved a very satisfactory one as far as shippers were concerned, but rather disastrous to retail dealers. Buyers generally had been educated up to the idea of being compelled to pay high prices for their Thanksgiving holiday turkeys and did not strenuously object to the figures asked, and the general average of prices obtained for Western turkeys was 21c for dry-packed and 20c for iced, and really desirable stock brought more money on the Monday previous to the holiday. Buyers, however, nearly all showed disposition to operate cautiously and only to extent of what they reasonably thought they could use.

Notwithstanding the moderate quantities taken by retailers, very few were enabled to clean up, as prices that they were compelled to ask materially curtailed the consumptive demand. The conditions of the market prior to the holiday were so firm that buyers were compelled to take the stock straight and nearly every lot was full of culls, which, of course, had to sell at a serious loss. Nearly all receivers had more or less surplus lots returned to them by the retailers after the holiday to be sold on their account. Taking it all in all there were very few retail dealers but what had all their holiday work for nothing; many actually lost good money. This experience is very apt to work unfavorably at the Christmas holiday if prices are forced too high. The extreme views of shippers at last Christmas largely curtailed the demand and large quantities went into freezers in expectation of extreme prices during the late spring and summer months, which were never realized. A considerable proportion of those goods were brought over shortly before Thanksgiving and changed hands at 18@20c, but a good many are still left in the freezers and some of the lots taken out and sold to speculators had to go back to the refrigerators. This simply goes to prove that prices, if forced beyond

the means of the masses, are dangerous.

While the crop of turkeys has been light and supplies for the Christmas holiday not expected to be large, still there is a fair quantity left in the country. Many farmers were paid so high for their last Christmas turkeys that they were indifferent about selling for Thanksgiving, and there were considerable quantities not good enough to dress for the earlier holiday. The outlook for the coming holiday is very uncertain. The experience of last Christmas when the mass of consumers would simply not pay the extreme prices asked, and the fresher experience of the late Thanksgiving holiday, prove that high prices are dangerous. Farmers in some sections have very high ideas and, we understand, are asking 14c and even 15c alive for their turkeys, but those prices are certainly extreme and shippers are earnestly advised to operate cautiously and not on expectation of realizing more than 18@20c here. In fact, from present indications 20c looks as if it would be the extreme for the finest Western turkeys.

The holiday will occur this year on a Friday and the best selling days will be the Monday, Tuesday and Wednesday preceding, and goods should be timed to reach here not later than Monday. At all holidays the transportation companies are taxed to their utmost and delays are often unavoidable. At the late Thanksgiving holiday tons of stock shipped by freight and intended for holiday use did not reach here until after the demand was all supplied and large lots were not received until after the holiday was over. Ship by fast freight or express. Some speculators are beginning to look around now for suitable lines to put away for holiday use, but their price at present writing—second week in December—is not over 17c and particular regarding quality at that. Very few suitable lines, however, are available as yet. Some stock that came in too late for holiday use and some current receipts have been placed under a limit by shippers at 20c, which is simply an impossible figure at the present time, and such stock has had to go to the freezers.

The demand at Christmas is usually for large, fancy turkeys and fat ducks and geese and, with the high prices expected to rule for all of these, there will no doubt be a good call for fancy grades of both chickens and fowls.—N. Y. Produce Review.

Horse Sense of Smell.

A horse will leave musty hay untouched in his bin, however hungry. He will not drink of water objectionable to his questioning sniff, or from a bucket which some odor makes offensive, however thirsty. His intelligent nostril will widen, quiver and query over the daintest bit offered by the fairest of hands, with coaxings that would make a mortal shut his eyes and swallow a mouthful at a gulp. A mare is never satisfied by either sight or whinny that her colt is her own until she has certified nasal proof of the fact. A blind horse, now living, will not allow the

approach of any stranger without showing signs of anger not safely to be disregarded. * * The distinction is evidently made by his sense of smell, and at a considerable distance. Blind horses, as a rule, will gallop wildly about a pasture without striking a surrounding fence. The sense of smell informs them of its proximity. Others will, when loosened from the stable, go direct to the gate or bars opened to their accustomed feeding grounds, and when desiring to return, after hours of careless wandering, will distinguish one outlet and patiently await its opening.

Some men make their mark in the world by marking what they make.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

JOHN G. DOAN COMPANY

WHOLESALE OYSTERS

IN CAN OR BULK

All mail orders given prompt attention.

Main office 127 Lou's Street, GRAND RAPIDS
Citizens' Phone 1881

WHOLESALE

OYSTERS

CAN OR BULK

DETMENTHALER MARKET, Grand Rapids, Mich.



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.

FLOUR

That is made by the most improved methods, by experienced millers, that brings you a good profit and satisfies your customers is the kind you should sell. Such is the SELECT FLOUR manufactured by the

ST. LOUIS MILLING CO., St. Louis, Mich.

SHIP YOUR

Apples, Peaches, Pears and Plums

—TO—

R. HIRT, JR., DETROIT, MICH.

Also in the market for Butter and Eggs.

Printing for Produce Dealers

Hand in Hand



New Century Flour

Produces a profit and wins the confidence of every good housekeeper, as well as the dealer. Write for prices.

Caledonia Milling Co.
Caledonia, Mich.

New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 12—While the speculative market has been extremely active during the week, the actual article has also received a due share of attention and at the close rules strong and higher. Jobbers all over report more activity and orders come in freely from all parts of the country, both by mail and wire. Stocks have become pretty well reduced in some sections and dealers for the first time begin to make purchases rather ahead of current requirements. Reports come to hand every day that tend to confirm the story of light crops and "the Standard Oil crowd" are not only "in clover" with oil, but they are having a fine time with coffee. At the close Rio No. 7 is well sustained at 7 1/8c, a price not reached for a number of years. In store and afloat there are 2,913,778 bags, against 2,637,741 bags at the same time last year. The receipts at Rio and Santos from July 1 to Dec. 9 aggregated 7,561,000 bags, against 7,555,000 bags during the same time last year and 9,856,000 bags during the same time in 1901. Mild grades, in sympathy with Brazil sorts, have felt the upward movement and a good general call has existed during the week from roasters and jobbers. Good Cucuta is worth 9c. East Indias are fairly active at well sustained quotations.

The tea market remains very quiet and, as stated in the last report, no change is looked for until the business of 1903 is cleaned up and stock-taking for 1904 is done, which generally takes place about the middle of February. The holiday windows are well supplied with packet teas decorated with fancy ribbons and in beautiful boxes, which add very materially to the selling price and to the retailer's profit—which is as it should be.

Rice is still lagging and actual business is comparatively light. A tone of confidence prevails and sellers seem to believe that 1904 will be to their "good."

Spice importers are having a rest this week and one finds only the same reply throughout the market. They are not, however, seemingly worried over the prospect. It is only a question of time and buyers will realize, when they come in the market for supplies, that there are precious few "bargain offerings" to be picked up in spices. No changes have been made in quotations.

There has been a good trade in the molasses market and every day adds strength to the situation. It seems very probable that the crop will be decidedly short and grocers who are laying in a fair supply now are simply acting with discretion. Blended stock, 28@32c; open-kettle, 31@37c. The offerings of syrup are limited and quotations are steadily maintained, although the volume of business is not large.

There is a very "busy lull" in canned goods and this will likely be the case as long as all attention is concentrated on Christmas goods. A new thing in cans is Hog and Hominy, put out by a Baltimore firm. It consists of a pork tenderloin embedded in a can of hominy. The can is about like a No. 3 tomato and the contents are "mighty good eating." The salmon market is entirely squelched for the time being. Tomatoes are easier and slightly lower. Other quotations are practically without change.

Buyers are not showing much interest in dried fruits, except for the purposes of exhibition. Spot supplies of raisins are by no means abundant, but there seems to be enough to go around. Prices are without change. Prunes are steady, but there is only a hand-to-mouth business. Peaches, apricots, currants, dates and figs are all selling rather slowly, but the market will be pretty well cleaned up by Jan. 1.

While butter is not any lower it tends that way. The demand is not especially active and, with rather freer receipts, the situation at the moment is slightly in favor of the seller. Fancy Western creamery can hardly be quoted above 25c, although very desirable goods might fetch 25 1/2c; seconds to firsts, 18@24 1/2c; held stock, 19@23c; imitation creamery, 15@19c; Western factory, 14 1/2@16c; renovated, 15@19c and in fairly good request; packing stock, 13@15c.

Not a single change is to be noted in cheese. There is simply an average call and the business doing is on the basis of quotations which have prevailed for a month or so. After Jan. 1 holders look for some improvement and think an advance probable.

The demand for strictly fresh eggs is good enough to keep the supply closely sold up and quotations remain 38@40c. For best Western the range is 27@30c for fresh gathered; candled, 22@23c; refrigerator stock, 24@28c. The demand is fair for medium sorts.

Score One for the Grocer.

The little town of Middleville, in this State, boasts a grocer with all the wisdom of Solomon. The other day a countrywoman, famous the country over for the quality of her butter, called on this old Silas Treeves with the odd request that he take a five-pound roll of her making, giving her in place of cash an equal amount of butter from his own stock. Knowing, as he did, that her butter was better than any he ever handled, and knowing, too, that she knew that it was, the old fellow became somewhat suspicious and questioned the woman's motive.

"Well, you see," she said finally, "when I come to do the churnin' this week I found a mouse drowned in the cream, and somehow our folks feel kind o' offish about eatin' this here butter."

"And do you expect me to sell that kind of butter to my customers?"

"Now, look here, Silas Treeves," said the old woman, "my butter's

better'n any your customers ever gets, and as for the mouse—well, what they don't know won't hurt them."

The old man took the butter and weighed it, went to his cellar, and, after a little while returned with a roll of a somewhat different shape, but very much the same general appearance, and this being satisfactory to his customer, she took it and went out.

About a week later the country-woman happened in again.

"How'd you like the butter?" asked the old philosopher.

"First-rate," replied the woman.

"Folks eat it?"

"Yep."

"Well, maybe you was right, after all, about what people don't know not hurtin' 'em. You et the butter with the mouse in it, after all. I jes' changed the shape of the roll a little."

Iron Bread and Biscuits.

Another new bread and biscuit has come upon the market in the shape of "Iron" bread, and "Iron" biscuits. Iron is said to be a good thing for the nerves, we do not mean bars of iron or iron filings, but the tincture of iron and iron quinine. If these properties can be given to bread and biscuits, and we do not see why they can not with the chemist's assistance, they ought to take on with a large number of the public who make their eating a sort of scientific study and hobby. There is always one thing

to be said, that the public is always ready to seize upon and patronize anything that is new, and which appeals to the scientific and up-to-date record maker. After a lot of talk about deterioration, a little iron will come acceptable to many constitutions. The British constitution and the liver do get out of order at times, and need a certain amount of repair, even with iron.—Bakers' Times.

W. L. Thoms, dealer in dry goods and boots and shoes, Centerville: Enclosed herewith find \$1 in renewal of my subscription to the Michigan Tradesman. Don't you ever stop my Tradesman. It is the best publication we take.

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

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



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.

BARGAIN BASEMENT.

Evidence of Its Efficiency as a Trade Winner.

I have always made leaders of tinware, crockery and general house furnishing goods, or "homegoods," as some merchants have properly styled them. That name is especially applicable, because these goods are just those which women need every day about their housework.

Some retailers have apparently been afraid to introduce these homegoods for fear they would detract from the dignity of their stores. Now I should not ask anything better than to have the dignity of a store broken up a little, for the general public does not like dignified stores. They want to trade where they don't have to beg pardon for stepping on the floor.

While I have used homegoods as leaders and special features for my advertising, still I have been able to make an average of 33 1-3 per cent. on the sales. Of course, I don't make that much on every article, because such items as tin pans and tin cups I sell at a price that takes people's breath, but on other items of which they can not judge so well the cost I get a good, round sum. My experience has been, that when I get some one into the store looking at tinware and crockery they will pick up many small notions that they had no idea of buying and will be led to inspect our profitable lines in all departments.

The bargain basement is one of the smoothest propositions that has resulted from modern merchandising. Some way, an article seems cheaper if it is in the basement, and the people will go down a flight of stairs where they would not go up one. Another advantage of the basement is that you can keep your tinware, crockery and so on entirely separate from the other lines, and yet compel the people to pass through the other departments to get to the basement.

One of the most successful merchants in the West is counted as a crank on telling all about his business in small pencil signs over the store, but he gives the reason that the display of merchandise without some talk with it is like a salesman standing dumbly displaying goods without his saying anything. This strikes me as good logic and I am carrying out the same idea in my business.

It is very noticeable that many of the so-called high-class stores of the cities, as well as of the small towns, are now putting in bargain basements. That is their one chance to meet the competition of the cheaper stores. Any man who is sceptical on this point should take a walk down State street, in Chicago, and see to what purpose the bargain basement is put. He should also watch the advertisements in the daily papers, where he will find that three-fourths of the advertisements from these swell establishments are regarding their bargain basements. This is the best pos-

sible evidence that the bargain basement is a trade-winner.

Misspell the Window Sign.

"One of the tricks of the trade during the next year," said the window dresser for a big department store, "is going to be the misspelling of words in window signs. It works wonderfully. You know, at one time, a great trick was to put a picture in your window, upside down. People would come in droves to tell you about the 'mistake,' and it gave business a boom for a time.

"But the misspelling of words beats all the other old devices. Why? Because it is human nature to love to correct other folks. It is the same spirit that animates the man, woman and child who go blocks out of their way to show a stranger where he wants to go.

"It pleases people to know that they know something you don't, and after they have corrected you they go on their way inwardly pleased with themselves, or else they are so brim full of geniality that you can sell them goods that they never dreamed of buying.

"We tried the new trick two weeks ago. I had a sign made to go in our 'white' window. It read, 'Thanksgiving Linens.' Well, that sign had hardly been in the window fifteen minutes before a gray-haired man wearing spectacles stepped in. The floorwalker at the door caught him. He was beaming. He had noticed an odd error in spelling in the window, and if the floorwalker would only step outside he would show it to him.

"The floorwalker went out, of course, with the old fellow, who pointed with his cane at the carefully misspelled sign. The floorwalker thanked him profusely and they chatted until the old chap got to asking questions about the price of some of the handkerchiefs in the window. Then the floorwalker took him inside and turned him over to one of the counter girls.

"After that they came thick and fast. In two hours the floorwalker sent for me and said he couldn't stand it. He wasn't engaged as a barker and somebody'd have to be put on the job; he was neglecting his business. So we got a man to do nothing else but attend to that misspelled sign.

"It worked well all of that week and last week, too. Persons who did not want 'white goods' got inside in trying to correct that Thanksgiving error, and saw something else that interested them, so it was just the same.

"But last Friday we took the sign down and spelled Thanksgiving in the good old-fashioned way. Pretty soon I expect we'll have to spring another one. There is no reason why we shouldn't take all honest advantage of the frailties of the human race."—New York Sun.

Queered Anti-Worry Cure.

"I see a German physician has invented an infallible cure for worry," he observed, looking up from his newspaper.

"Umph! Good thing," said she, div-

ing down into the work-basket for another holey stocking to darn. "Beyond the means of most women, I suppose?"

"Not at all. It's a very simple remedy. All you women ought to try it. It consists simply—let me see—in 'loosening the garments and lying down in an attitude of complete repose. The patient will find that her ills will roll from her mind like magic.' There!" he finished, triumphantly. "That's easy enough, isn't it?"

She laughed shortly.

"Yes, it is," she said, eyeing the big rents in a very little stocking. "It sounds beautifully easy. The next time the children are down with scarlet fever or diphtheria, or when they need new clothes and can't have them because there is not money enough, or when you get another spell of pneumonia, or when you bring somebody home to dinner and there isn't a decent thing in the house, or when the doctor sends in a bill about three times as big as we can pay, I'll just run upstairs and put on a kimono—or as I haven't a kimono would a calico wrapper answer. I wonder?—and curl up on the bed. And, of course, the children will get well right away, and the money will flow in! It's really a wonderful invention. I'll try it."

He coughed, shifted his paper and read diligently elsewhere while she smoothed out the wee stocking, picked up its mate, looked at it dubiously and began to draw its jagged rents together.

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.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

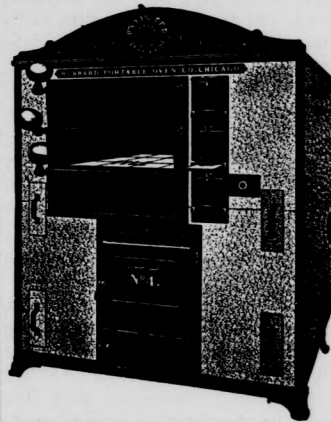
Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
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Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

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.



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.

FATTENING POULTRY.

Practically a New Industry in the United States.

The fattening and finishing of poultry for market is practically a new industry in the United States. We do not mean by this that poultry has never been fattened, but that it has never been properly and systematically finished as it should be for table purposes. The fattening has been an incidental and frequently purely an accidental result of haphazard feeding.

The term fattening, as it is employed in Europe, conveys a meaning that we have misinterpreted in this country, since we have found that most attempts to give poultry an extra table quality have resulted in covering the bird with fat.

If every reader of this article could taste the flesh of a properly fattened chicken, he would quickly recognize the quality and the difference between it and the bird that scratches half its sustenance out of the barnyard, where the labor toughens its muscles, and it lays on an accumulation of grease from a cron diet. There is the same difference in poultry that there is in beef. The food makes the meat.

The fattening of chickens is the most important branch of the poultry business, for no matter how well bred a chicken may be or how big a price has been paid for its progenitors, it will not bring a good price on the market unless properly fattened and dressed.

Why should the farmer ever sell a lean chicken? Would he send a thin steer or hog to market? Not if he had food with which to fatten it. Why, then, a chicken? He does it because he has never stopped to figure his loss of opportunity and what it means to him, for it can be clearly and conclusively demonstrated that he can convert grain into high-priced poultry meat at a greater profit and in less time than he can through the four-footed channel, and in proportion to the capital invested in it, there is no comparison of the two. No greater ability or knowledge is required than it takes to make the fancy young beef the cattle growers of the West are now aiming at, and which in quality compares with a well fed and fattened chicken.

We have to have the reader clearly understand what we mean by the term fattening. It is really a misnomer as the term is understood in this country, and we can best describe it by an analysis of our present methods. Corn has always been depended upon and used for this purpose by the average producer or farmer. There is a peculiarity about corn and the results from feeding it, of which, perhaps, few are aware. You will find that wherever the bird or animal is fed an excess of it, or a wide ration with corn as the base, it deposits its surplus fat in layers under the skin and in bunches or masses around the internal organs; furthermore, instead of the tiny globules of fat being deposited all through the tissue, as they are in a properly fattened bird or animal, these glob-

ules consist largely of water. Were they fat, as they should be, they would melt in cooking, and be retained to soften the flesh, making it juicy, tender and more digestible; but, being water, they are lost, leaving the meat dark and more tough, and shrinking much more during the process.

Again, for example: The average three-pound pullet as it comes from the farm carries about 6 ounces of bone, 18 ounces of offal, and after being cooked there is about 13 ounces or 27 per cent. of edible meat left. Supposing the farmer receives 30c for the bird in this condition, which is about the average price, he may argue that it cost little or nothing to produce it. Because he has acquired this much without effort is no reason why he should throw away an opportunity to make a larger profit. Why not take the bird, now that the frame work is grown, and apply the same methods he would to a hog or steer? Make it carry all the weight possible of the best quality of meat, and then sell it at the advanced price per pound that meat of this quality always commands. For instance, instead of selling the bird at 30c put it in the fattening coop and in twenty-one days expend 8c more in feed and then market it. It now weighs 5½ pounds, and after cooking 40 ounces of edible meat are to be found on it, which is three times as much as it had when first cooped.

Suppose that he even sells it at the same price per pound (which need not be done) as the fowl not coop-fattened, he would receive 55c instead of 30c. The consumer who buys the thin one pays 2.3c per ounce for edible meat, and for the fattened one 1.3c per ounce, if sold at the same price per pound, but this is no longer the case in our principal markets. Why should it be? When a butcher buys a steer he estimates what it will "dress out." The same rule is applied to poultry. If a properly dressed bird will dress 40 per cent. of edible meat, or three times as much as the thin one, is it not worth more per pound in the carcass? At the same price per pound for the edible portion, it would figure out 7c per pound, or 9c, and the buyer would be paying no more per ounce for edible meat than in the case of the thin one. We are assuming, however, that the weight in the fat bird is not made up principally of grease; for, as this is simply waste, he is wise enough not to pay a fancy price for it if he can avoid it; and yet this is practically the rule in the markets of this country to-day—weight counts regardless of what it consists.

While we shall in the following describe food and methods of feeding which, if pursued, will result in the bird attaining the maximum weight consisting of either meat infiltrated with fat, or meat and fat separate and in layers, the feeder can take his choice and cater to the demands of his particular market; but the way will be clearly pointed out in which the finest quality can be obtained, and stress laid upon the wisdom and necessity of producing the best,

whether it is so conceded to be or not in his local market, for the day is close at hand when the consumer will abandon his skim-milk tastes and recognize cream when he sees it.

We insist that if we can produce a superior meat food of any kind in this country, the American people are as willing and able to pay the price for it as any people on earth; and if we can produce a surplus, let the foreign markets have it, but give the home markets at least a sample of this product. There is an abundance of trade that, if once given a taste of this high quality poultry, will never go back to the barn yard chicken.

There is but one course open to us in this country if we would conduct this business successfully; even then it will take some years for us to attain the proficiency of our foreign friends, and this is to study their methods and profit by their experience; but it must be remembered that the men who are conducting the business profitably in England have grown up in it. Their fathers and grandfathers were "fatters" and the children drank in the knowledge with their mother's milk.

It has fallen upon the packers who supply the beef to be forced into the poultry fattening, and pluck the fruit that others were afraid to touch. This is to their credit, however, and every fowl they export means just so much in the American farmer's pocket. They recognize the fact that the field is unlimited and open to all, and will be glad to buy the fattened birds if offered, as readily as the thin ones. They have a place for all they can buy.

There are, besides the packers, private parties and companies engaged in it. There is one firm operating three stations in Missouri that begins fattening operations about August 1, and from then on until after January 1, carrying all they can buy and frequently having as many as 25,000 birds in the fattening coops at one time. All of this stock that will pass the grade goes to Liverpool. The fatter picks up the work where the farmer left off, and he now has the easy part of it that requires but little time, and nets a handsome profit to the investment.

The question can be easily answered, but the fatter has but little choice in the matter where he depends on purchasing what is offered; but if he could either raise his own stock or locate in a community where such as he desired was obtainable, the choice would be the Brahma, top-crossed with the Dorking; the second choice the Buff Orpington; the third the American breeds—Plymouth Rocks and Wyandottes.

The young birds should be taken when they weigh about 3 pounds or over, as they have now nearly grown in frame, and there will less of the food meant for fattening go to frame than if taken earlier. The thin ones give the best results. Some, for reasons not clearly understood, fail to put on flesh to the same extent as others. Whether it is a case of temperament or not, we are

unable to decide, nor can there be any satisfactory reason given, but the skillful fatter detects the birds that are not thriving and by extra attention overcomes this condition; but no matter how favorable the breed, food and conditions, there will always be some that will add comparatively little flesh, while others may double their weight.

There are several desirable conditions that must now be secured:

1. All exercise must be prevented. The less the muscles are used the more tender the flesh, and at the same time the less waste of energy, which means less food. Professor Warrington says in his *Chemistry of the Farm*: "Economy of food is promoted by diminishing the demand for heat and work," and we find that the greatest economy is found where a temperature of 60 degrees can be maintained. A high temperature promotes perspiration, and heat is wasted in the evaporation of the water, while a low temperature calls for a large amount of the food consumed being used for the production of heat.

2. There must be perfect quiet and freedom from excitement to insure rapid fattening; a dark location is therefore desirable.

3. The birds must be free from vermin, and the cages so constructed as to permit droppings to fall through the slatted floor and be then disposed of.

4. The birds should not be cooped singly, but five or six in each compartment, for if penned singly they pine and fret, which is not conducive to gain in flesh. Furthermore, where several birds are together there is competition in eating which is desirable. Some of the large Western fatters build the coops larger and place as many as 10 and 15 in one compartment, and to economize space, place them five tiers high. This entails much labor in cleaning, as each tier is fitted with a sliding pan under the slatted bottom which is removed daily. This also prevents a good circulation of air, and affords a lodging for vermin where they are almost inaccessible and difficult to combat.

The most satisfactory cooping arrangement is to build the coops in lines facing each other; let each compartment be 30 inches long, 20 inches high and 16 inches deep, with a slat bottom running lengthwise the coop, using 1 by 2-inch strips. There should be a sliding door on top, the front slats two inches apart, and the coops set low so as to permit easy handling of the birds.

If four rows are needed, the two center ones can be built back to back. They should be located in a large, airy room or building, that can be well ventilated and darkened. If not darkened, burlaps should be hung before them—the dark room is preferable as the curtains shut off the air. If the birds are to be trough-fed, a suitable V-shaped trough must be provided in front six inches above the bottom of the cage and easily removable, so as to facilitate cleaning. The floor under the coop must

be bedded with sand or other suitable material to catch the droppings, and this must be done over with a fine tooth rake daily and especial care taken to prevent any odor from rising.

There are several systems employed in different parts of the world. One is trough-feeding the penned birds. This is good as far as it goes, but it has been clearly proven time and time again, and is a self-evident fact that the bird will not eat all it is capable of digesting and assimilating if left to its own inclination, especially after it has been cooped for a week. While they do not sicken or surfeit if properly fed on the right material, they have reached a condition where they are more easily satisfied and not so eager or persistent eaters as when first cooped. For this reason the cramming system is employed. A skillful operator can cram 400 birds an hour with a feeding machine.

For this system the food is prepared about the consistency of thick cream. The important point in machine feeding is to see that the tube is passed over the tongue, otherwise it might be injured by the tube. Another is to see that the neck is kept straight from the time the tube is inserted until it is withdrawn. The operation is absolutely harmless and does the bird no injury whatever where the rigid tube is employed.

The food employed is a very important consideration, for if this fails the labor is not only wasted, but the birds may finish the period without even gain or even with a loss. Meal mixed with some liquid to the desired consistency is necessary; the reason for this is, the grinding being done, the bird can digest and assimilate it more quickly and completely and with no loss of energy or muscular power necessary to do the grinding of the whole grain. There is a wide variation in the kind of grains employed in different countries. In England, ground oats are chiefly employed, while Belgium uses buckwheat meal, and France a mixture of both with a slight addition of corn meal; but wherever corn enters at all, the appearance of the birds indicates it. They show the yellow, oily fat, and never appear or sell to as good advantage as those that receive no corn. The ground oats used in England are, however, not strictly oats, but consist of eight bags of oats and one of barley ground together; the barley, being very dry, assists in grinding the oats, which contain considerable moisture. The difficult end to attain is the reducing of the hulls to a meal. The thin-skinned Russian oats are used, as American oats would be too difficult to grind successfully. They are thick-skinned and contain a large percentage of moisture. The stones require to be set low and run at a high speed, and the quarters are laid out and the dressing done especially for this work. When the work is properly done, there is none of the hull visible, and a meal almost as fine as flour results. There is a special reason for retaining the ground hulls and that is that they act as a mechanical stimulant on the inter-

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.	Powder	Shot	Gauge
120	4	1 1/2	10
129	4	1 1/4	9
128	4	1 1/8	8
126	4	1 1/2	6
125	4 1/4	1 1/2	6
154	4 1/2	1 1/4	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/2	6
265	3 1/2	1 1/4	5
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	13 00		
Garden	29 00		
Bolts			
Stove	70		
Carriage, new list	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	1/2 in. 5-16 in. 1/2 in. 1/2 in.		
BB	7/8 c. 6 c. 6 c. 4 c.		
BBB	3/4 c. 7/8 c. 6 c. 6 c.		
BBB	3/4 c. 7/8 c. 6 c. 6 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		
List 14	15		
List 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		
Japaned 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 & 10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
20x28 IC, Charcoal, Allaway Grade	9 00
14x20 IX, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway 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	
inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50
Solder	
1/2 @ 1/2	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel Game	75
Onelda Community, Newhouse's	40 & 10
Onelda Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
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	62
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	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 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 85
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, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx, 10c.	50
No. 0 Tub., cases 2 doz. each, bx, 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/4 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 1/4 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	5 00

tines and add the necessary bulk to the food, although in this country, with clover meal available, we should prefer the hulls being removed and this meal substituted, as it would serve the same purpose, and at the same time would furnish available lime and protein, which the hulls do not. It is not desirable to increase the proportion of barley as it is too heating, causing the birds to become irritable and peck each other, which delays fattening. The same applies to corn. The best and most profitable food that can be used for this purpose in this country is composed as follows: 100 pounds ground oats (hulls removed), 10 pounds corn meal, 5 pounds meal, 5 pounds blood meal, 1 pound salt.

This must be thoroughly mixed dry. A sufficient quantity is stirred into butter-milk or sour milk until the proper consistency is reached. If for trough feeding, it is made quite stiff so that it will not flow, and to supply the necessary liquid the birds are given water once a day in cool, and twice in hot weather. For machine feeding it is of course thin, so that it will flow, and no water is given to drink; neither is grit nor anything else given, it being unnecessary as the grinding is previously done. It will do no harm, however, to sprinkle a little coarse sand on the food where trough feeding is employed; it stimulates the appetite and the fowls consume more food. The above should be fed without variation from start to finish, except that after the tenth day one-half ounce of grease or tallow is given to each bird per day. This should be rubbed into the dry meal as for pastry. For either method the food should be mixed from four to twelve hours before using, dependent on the weather, for a slight ferment should set in which forms diastase and greatly assists digestion. Sweet skimmed-milk can be used instead of sour milk or butter-milk, but it will cause scouring unless fresh green stuff of some kind is fed with it. It is best to use the prescribed only, as the sour milk keeps the digestion in perfect order, and with it use no green food or it will have the same laxative effect. Those who desire more fat and less meat can vary the above, increasing the corn meal and decreasing the oats to suit their pleasure and purpose, but they must contend with feather pulling and quarreling which the birds are sure to practice on such a diet.

The birds that are to be cooped should be fasted from twenty-four to forty-eight hours before beginning this system of feeding by trough; they then start with good appetites and the machine need not be used until the tenth or twelfth day, when, however, it should be employed. The limit to which the fattening period should be confined is twenty-one days, and where the above outlined plan is pursued, the maximum results can be reached in this time. The first and third week the gain is about alike, while the second week is double that of either, and the fourth week would rarely exceed 4 ounces per bird, which, while it would add a finer finish, would not be profitable to con-

tinue. This applies to the combination of trough and machine feeding.

Where the trough alone is depended upon it should be prolonged, four and even five weeks being required in some cases. This adds largely to the cost of feeding, and the results are no better, if as good, as the combination method.

The quantity of feed can hardly be answered in figures. As the condition, capacity and ability of the individual bird to take and properly utilize what is given it differ, it is necessary that judgment and skill be a qualification of the feeder, especially where the machine is used. Where the proportion of corn or barley exceeds the quantity specified, care must be taken, as the tendency is to enlargement or congestion of the liver and derangement of the digestion. The bird goes "off its feed." Should this occur, remove it and place it in a grass run with whole grain as the food and in a few days it will recover and be ready to resume its place again. We have an illustration of what this high feeding of concentrated carbonaceous grain will result in in the abnormal livers that are developed in the cramming of geese in Germany where they have been known to attain a weight of four pounds in a single bird, and as they are used in the manufacture of the Pate-de-fois-Gras, which is esteemed a delicacy, they increase in value as they grow in weight. Never feed the bird if any of the previous meal is left in the coop undigested; pass that one by and if found again remove it for a rest. The average quantity of food required will be found to be about one gill per bird.

H. E. Mass.

Things You Can Do.

- Keep trying to make better displays.
- Put the slow sellers in the windows.
- Use bright, attractive cards.
- Make the price cards plain.
- Don't have them too large.
- Remember people see them from the sidewalk.
- Have harmonious colors displayed.
- Make a window of one color occasionally.
- Give the decorator encouragement.
- See that he has time to think out his plans.
- Advise him regarding them.
- If you think he isn't trying to make money for the store "fire him."
- Pay him as you agreed to do.
- Work for the store as though you owned it.
- Save on expenses, if you can.
- Be careful of details.
- Make your card writing better.
- Hurry, but don't slight the work.
- Be prompt, polite, positive.
- Slow to provocation.
- Slow to take offense.
- Slow to "sass back."
- Keep your nickel fixtures shining.
- Keep yourself busy.
- Keep in touch with the buyers.
- Be "strenuous" in your work.
- Be always ready to advise with the bosses.
- Be a good listener.
- Be willing to accept suggestions.

Give the other fellow a hearing. Acknowledge the result of good work.

Avoid kicking and sarcastic remarks.

Keep the "frozen" face at home. And the smile that won't come off in the store.

Be kindly generous with encouraging words.

And stingy with fault finding.

Tell the truth in your advertising.

Be a big man in little things.

Remember it's not the clerk's fault that trade is poor.

Keep the hired help willing.

Put \$500 aside to give extra pay to deserving help. It will pay.

The satisfied help is the best.

The dissatisfied help the worst.—Window Trimmer.

The woman who thinks she has loved many men learns in the end that she has loved none at all.

A happy man is found as rarely as a clever woman.

Insure Correct Results in Your Book-keeping

By installing one of the up-to-date systems devised by our auditing and accounting department. They will save you time, trouble and possibly many petty losses. Write to-day for particulars.

The Michigan Trust Co.
Grand Rapids, Mich.
Established in 1889.

BALLOU BASKETS ARE BEST



If in His Place Would You Hold On or Let Go?

We want you to Hold On to the idea when in need of BASKETS, if you want the greatest value for your money, that the place to get them is from BALLOU BASKET WORKS. Made in greatest variety, and for special purposes when desired. Special features all through. The largest basket users in the United States as well as Uncle Sam use Ballou Baskets. You can have the BEST for the same price you pay for any old thing. Write

BALLOU BASKET WORKS

Belding, Michigan

BALLOU BASKETS ARE BEST

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.

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.

Increasing Egg Production by Scientific Breeding.

There is a great popular interest in what is being done at the Maine Experiment Station, where they are working to increase egg production by breeding from known great layers and discarding the known poor layers, the result so far attained being a foundation stock of hens with individual records of from 180 to 251 eggs each within one year, and male birds whose dams laid 200 or more eggs the year after reaching laying maturity.

All of this breeding stock is housed in a long poultry house, 150 by 16 feet in size, 11 feet high in front and 6 feet at the back. There are 13 pens 10 by 16 feet and at the east end a feed-cook room 20 by 16 feet in size. In the south front are 16 12-light windows of 16 by 12 glass set in the upper half of the front so that the light is radiated over the center and rear of the pens, and below them are 16 three-light windows of 10 by 12 glass which light the space beneath the walk; all of these windows are double, the outside sash being hinged at the top so they may be swung out to permit an inflow of fresh air on mild, sunny days. Small ventilating spaces are cut high up in the front, between each two pens, and covered by low "hoods" to exclude snow and rain. These permit an outflow of the impure air of the interior at the same time that the slightly opened large windows give an inflow of the pure outside air, this adjustment of inflow and outflow securing perfect ventilation without drafts.

A novel feature in this long house is the walk, extending along the fronts of the pens and about two feet above the pen floors. A view of the interior of this would show this walk and the gates opening into pens; we would see that the large windows are placed high up in the front and their light extends clear across the 16 feet of depth of the pens. The roost platforms and roosts, 7 feet long, are at the back (north) ends of the pens, the platforms being 3 feet above the pen floors. The other 3 feet of this space is occupied by the double tier of trap nest boxes, above them being set a broody coop in which broody birds are imprisoned to break them up. The inside walls of this building are ceiled with dressed pine, tongued and grooved stuff, which gives an air space between ceiling and outer wall and ceiling and roof. Twenty feet of length of the east end is partitioned off for a feed-cook room, where all the mixed food is prepared, and here is set the hot water heater, from which flow and return pipes extend the entire length of the house, below the roost platforms, to warm the house in very cold weather. It is the intention to keep the temperature from falling below freezing. A low fire is run in the heater all winter, it being kept just alive in moderate weather and quickened when a cold wave comes on.

There are 22 birds, 20 females and 2 males, in each pen, and they are

fed a mash every day, in the afternoon. In the morning, early, each pen receives one pint of good, sound wheat, which in winter is scattered in the deep litter and starts them scratching. About 9:30 a. m. one-half pint of oats is scattered in the litter of each pen. About 1 p. m. one-half pint of cracked corn is scattered in the litter. At 3 p. m. in winter and 4 to 5 p. m. in summer they are fed (in troughs) all the mash they will eat up clean in half an hour. The mash is made of mixed meals, 200 pounds of wheat bran, 100 pounds of corn meal, 100 pounds wheat middlings, 100 pounds linseed meal, 100 pounds beef scraps. One-third of the bulk of the mash is of clover leaves and heads secured from the feeding floor of the cattle barn, or is clover rowen (second crop clover) cut into one-fourth inch lengths in a clover cutter. The clover is thoroughly soaked in hot water, and the mixed meal stirred in until the mash is quite dry and crumbly. Cracked bone (which is steamed bone dried and cracked), crushed oyster shells, clean, sharp grit and fresh water are before the birds all the time. In winter two large mangel beets are put in each pen daily, and in summer green food in plenty is fed. This last consists of winter rye, which is the earliest accessible green food, then clover and grasses, then rape, the leaves of which are pulled while young and which yields four or five crops (or pullings). These are all run through the cutter and cut to one-fourth inch lengths. Prof. Gowell does not feed cabbage at all, having a poor opinion of it as a green food. The foods named are better, and there is an abundance of them.

A. F. Hunter.

Circumvented the Dead-Beat.

"While starring through Indiana several years ago," said Joseph Jefferson at a dinner the other night, "my manager was approached by a man who had the reputation of being a pass-worker, or 'dead-beat.' He told the usual yarn about being an ex-actor and ended by asking for professional courtesies.

"I would be glad to oblige you," said the manager, 'but, unfortunately, I haven't a card with me.' Just then a happy thought struck him, and he added: 'I'll tell you what I'll do: I will write the pass where it will be easy for you to show it.'

"Leaning over, with a pencil he wrote 'Pass the bearer' on the fellow's white shirt front, and signed his name. The beat thanked him and hastened to the gate. The ticket-taker gravely examined the writing and let him take a few steps inside, then he called him back and said, in loud voice:

"Hold on, my friend; I forgot. It will be necessary for you to leave that pass with me."

Secret of Success.

"What is the secret of success?" asked the Sphinx.

"Push," said the Button.

"Take pains," said the Window.

"Never be led," said the Pencil.

"Be up to date," said the Calendar.

"Always keep cool," said the Ice.
"Do business on tick," said the Clock.

"Never lose your head," said the Barrel.

"Do a driving business," said the Hammer.

"Aspire to greater things," said the Nutmeg.

"Make light of everything," said the Candle.

"Make much of small things," said the Microscope.

"Get a good pull with the ring," said the Door-bell.

"Be sharp in your dealing," said the Knife.

"Find a good thing and stick to it," said the Glue.

"Strive to make a good impression," said the Seal.—Life.

The greatest love is that which we carry through our lives as an unfulfilled and fancied happiness.

Intense love is most apt to be tinged by constraint.

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

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.

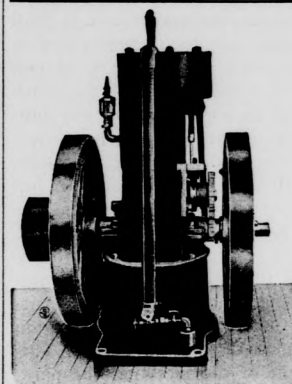
JAR SALT is the strongest, because it is pure; the finest table salt on earth.

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



The "Ayres" Gas and Gasoline ENGINES

Are noted for simplicity and durability, particularly adapted to farmers' use for pumping, cutting wood, cutting feed, grinding, etc. Write for catalogue and particulars. We also manufacture wood-sawing outfits.

Agents Wanted

Ayres Gasoline Engine and Automobile Works
Saginaw, W. S., Mich.

"Here is the prime condition of success, the great secret: Concentrate your energy, thought and capital exclusively upon the business in which you are engaged. Having begun in one line, resolve to fight it out on that line, to lead in it; adopt every improvement, have the best machinery and know the most about it. Put all your eggs in one basket and watch that basket. And remember that no one can cheat you out of success but yourself."—Andrew Carnegie.

Traveling Salesmen

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.

The Charm in the Rumble of the Rails.

The warm, unseasonable weather that we have had during the early fall months has given much spare time to the early bird who packed his samples and bought his mileage ticket at the usual time of the year. The natural result of it, however, will be that extra exertion must be put forth a little later, so that the order books may present a good showing on the first of the new year. These be troublous times for our strenuous salesmen. What with the desire on the part of the house to get an advance over last season's prices, and the dislike of the retailers to give it, the honest, hard working, conscientious, traveling shoe pusher, often, in the quiet stillness of the night, wishes that he were as well heeled as his samples are.

The cinch that traveling men once had is now spelled "stinch," and yet a man finds it difficult to leave the road for any other salaried position after he has followed traveling for a number of years, with success. A salesman may like to enjoy the comforts of home, but the old desire steals upon him a short time after he has visited his good wife, or perhaps if he is still single, his parents and town friends, and he buckles on his armor, drops a few clean shirts in his grip, shakes the hands of those nearest, jumps on the train, and once more he feels at home, while the rumble of the rails tend to soothe and quiet his uneasy mind. There is a certainty that congenial and sympathetic friends will soon be on the same train. What a life! The writer has been through it all, and now to rest is supposed by old acquaintances to be satisfactory, but there arises at times a desire to flee from the comforts that grow monotonous from the simple fact that there is not enough to worry about.

There are more steady business traveling salesmen than there were many years ago, when tricks of all kinds were often resorted to in order to get the best of one another. There was a time when a man on the road was obliged to see that his trunks were on the train that he was to go on, or he might have a long wait for them, as they were sometimes sent off in another direction by one of his most ambitious rivals, who posed for him when the destination of the trunks was hurriedly changed only a moment before the train started. At that time there were not the strict methods employed by the railroad baggage men that now exist. Woe be to the man who indulged in the red liquid and undertook to

keep his end up, as the boys termed it.

What a different state of affairs exists to-day! When a man is presented as the traveling representative of any well known or prominent house, the hands of the business men are held out in perfect confidence that they will meet with those of gentlemen worthy close acquaintance. It has become an established fact that no one but a gentleman can fill such a position, and that they represent good houses is sufficient guarantee that they are of the proper standard. Of course there are a few young men who are out on trial, to be met with, but as they associate with the older professional pastmasters of the society, they are under as good influences as they would be at home. The bar-room is not the place to look for any traveling man you may want to see.

This is no taffy, but it is the truthful statement of a man who has spent months and years with them, in all kinds of towns and villages. For over thirty years it was my fortune, or misfortune, to roam at will, wherever a train might run, and from personal experience I can say that there is more honor among them than among the average business men.—Boot and Shoe Recorder.

Duty to Creditors and Employes.

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

when it is gone it clamors for the share of others.

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

Misrepresentation of goods is a poor policy. The merchant who practices it is taking effectual means of convincing all purchasers that no reliance can be placed upon his statements.

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.

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

JULIUS A. J. FRIEDRICH



30 and 32 Canal Street

Pianos and Organs

Angelus Piano Players

Victor Talking Machines

Sheet Music

and all kinds of

Small

Musical

Instruments

Our Motto:

Right Goods
Right Prices
Right Treatment

GRAND RAPIDS, MICHIGAN

SOME SHORTCOMINGS

Peculiar to the Traveling Men as a Class.

Written for the Tradesman.

It may appear ridiculous, even impertinent, for one who is a mere traveling man to place himself in the position of seeming to give advice to his fellow travelers. The writer, however, would not presume to offer advice, unasked, to the great body of men who are following the craft of salesmanship, but if anything herein written tends to help, in any small particular, any fellow traveler, the object of this article will have been attained.

After some years of experience as a commercial traveler, associating constantly with travelers and having had opportunities to observe their methods of business under various circumstances, the writer is led to venture the opinion that few, if any, get all there is out of their opportunities. This may result from the fact that a man meeting with considerable success does not take the time to consider that under more thorough methods it might be possible for him to secure far better results, with the same expenditure of energy, and at the same time equip himself with a far greater degree of proficiency.

It would seem that too many traveling men are satisfied with halfway results. If doing a fairly good business and receiving fair compensation, they are content to "leave well enough alone" and do not strive for the highest degree of proficiency. This is, of course, a sad mistake and it is possible that, of the great number who have permitted themselves to fall into this rut, few realize the fact, and were it brought to their attention with the right force and tact, it would prove of immeasurable benefit.

Traveling men do not seem to make the same careful study of their business and its opportunities that they should—and would if it were their own capital involved and their energy the only profit-rendering medium.

Recently the writer sat in an office while a fellow salesman was endeavoring to sell an article of considerable value to the buyer of a large manufacturing concern. The buyer was thoughtful, methodical, noncommittal; the salesman, talkative, unguarded, overanxious. When the critical moment came—the point where the deal should have been closed—the buyer made some rather discouraging remark, just as should have been expected, and the salesman, wrought up to the highest pitch of nervous tension, where he should have been most calm, deliberately cut the greater share of profit from the price and was taken up with the quickness of lightning.

Now, this salesman made a common error, one that salesmen are making every day, and he probably saw it when it was too late. Had he been as firm, self-contained and shrewd as the buyer, he could have closed the deal at his first offer as the buyer no doubt had concluded to make the purchase and was merely

playing with the salesman, as the spider plays with the fly, in order to make the best terms possible.

The whole of this matter is explained by the fact that this buyer was a better business man than the salesman—not better educated, not more experienced, but he had made a closer study of his business and had mastered its subtle points and knew how and when to use them to advantage.

This incident will serve to illustrate the fact that salesmen should be as shrewd and capable in business as the buyers whom they transact business with; and they can become so by careful study and application of the means within their daily observation.

There is a school in Chicago teaching the science of salesmanship to business men of all classes, and any salesman who finds himself incapable of improving his ability by the experience he acquires would do well to take the instruction offered by this school, for it would certainly teach him new methods.

Salesmanship, or "the business of selling goods," is considered an art, and so it is; but there is a science underlying the art of selling which, when understood and applied, would so increase the ability of any salesman that he would hardly recognize his former self.

The art is the doing. The science is the knowing how. Of course, science is knowledge; but knowledge does not become science until adopted, applied and found logical. The art of selling goods has been employed since time immemorial and the occupation is practiced by men of all classes and degrees of business experience.

The vocation is a haphazard one. No special requirements seem to be demanded of a salesman other than that he be of good habits, good personal appearance and able to sell goods. He need not, necessarily, be highly educated and frequently has no previous business training at the time of assuming the duties of salesman. The self education he acquires as a salesman seems to count most in the development and mastery of the art of selling goods. The beginner must learn by experience. If there be any fundamental truths and principles governing success in the art of selling, they exist only in the minds of the successful commercial man. The popular opinions seem to be either that anybody can sell goods or that only natural-born salesmen can.

Both of these ideas, however, are wrong. Any man with an abundance of pluck and ability can do almost anything he chooses to undertake and become almost anything he wills to become. Many men fail to become successful salesmen; but it is usually wholly or in part due to the lack of some positive quality within themselves which they might acquire did they but exercise their intuitional faculties in a practical and intelligent manner.

Invalids and degenerates should be excepted. There is also another class who frequently undertake the

strenuous life of commercial salesman only to meet with ignominious defeat early in their career. These are the men without ambition; men who have no more grit than a whipped cur. Often possessed of the physique of an elephant, they display the brain power of a poodle dog. As salesmen they are dismal failures—but would be mighty successful as ballast for canal boats!

The art of selling goods has never been dignified by the appellation of "profession," but if salesmen would understand and learn the grand possibilities of their calling and study the science of their art they might win advancement beyond their fondest hopes. The field is wide and there is employment for the brightest intellects and most lofty ambitions. When salesmen recognize the fact that their vocation is a science the practice of it will become a profession.

There is a crying demand for scientific salesmen and they can earn big pay. They are the men who win promotion and draw large salaries. Ordinary salesmen can only make a living and win no advancement. Poor ones are desired on no terms whatever.

Therefore, it behooves you, salesmen, to study new methods, to learn the science of your business, to apply it to the art of selling goods, to develop your talent until your vocation is recognized as a profession and yourself as one of its chief exponents. When you have gained the desire to study the science of salesmanship you are ready to begin to apply it in your daily work. Understand, first, that competition is increasing; that business in the commercial world to-day is a battle of brains, a period of the survival of the fittest; that your proficiency must increase in proportion as competition increases. You must dig down to the roots of things. Study the law and principle of success and failure. Begin with yourself—study the methods you are following, improve them wherever you can, endeavor to develop the qualities and faculties of an expert. Strive to attain high character, pleasing personality and the power to influence. This power to influence is possessed by all and, when cultivated and rightly used, is one of the most important secrets of success. It is the true philosophy of the science of salesmanship. All of the foregoing are positive qualities that may be developed by any one who possesses the real desire to accomplish something.

In order to sell things you must win your customer, invite his confidence, attract his interest, hold his attention. Read his character, study his disposition, learn his temperament and your intuition will direct you how to proceed. This ability to read character is the salesman's most valuable quality and, when developed, reveals with unerring accuracy the method to be employed with each of the various customers he meets. It can be acquired by careful study and application. The lack of it is the chief cause of failure among salesmen.

It is to be supposed that every salesman knows his line, but many make the vital mistake of talking too much in an illogical way. Present the attractive features of your line in a pleasing yet forcible way which will appeal to the good judgment of your customer. Remember that you must lead the mind of the buyer through a process of clear perception and convincing reasoning until he sees the merits of your goods in the same light as do you. Then comes the critical moment when you must exert your most powerful influence. Every detail must be observed and every atom of your will power be brought to bear on the mind of the buyer. It is a battle of minds, and the stronger always wins. Your strength of will and power of suggestion will increase or diminish the size of the sale in just the proportion that you employ these qualities. It is just here that the knowing and the doing crystallize into the science and art of our profession.

What are the requisite qualities of the successful, scientific and expert salesman?

They can be summed up under the following heads:

High character, pleasing personality, clear intuition, ready adaptability, powerful influence, convincing logic, cheerful patience, absolute self reliance and self control, confident firmness, delicate suggestion and genuine thankfulness.

To you who are not as successful as you would wish, we say:

Study your business, learn the why and wherefore of things, improve yourself, be progressive, confident, reliant and thorough. Remember, the possibilities are all before you. You can do what you will—it is "up to you."

Hotel Cody, C. E. Bondy, Prop.
First class, \$2 and \$2.50. Meals, 50c.

He who wants a dollar's worth
For every hundred cents
Goes straightway to the Livingston
And nevermore repents.
A cordial welcome meets him there
With best of service, room and fare.

Cor. Division and Fulton Sts.,
Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

JAVRIL

The charm of Coffee without the harm

Full particulars on application

JAVRIL CO., LTD., Battle Creek, Michigan

Drugs

Michigan State Board of Pharmacy.

Term expires
Wirt P. Doty, Detroit, Dec. 31, 1903
C. B. Stoddard, Monroe, Dec. 31, 1902
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Arthur H. Webber, Cadillac, Dec. 31, 1906
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Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

The Cause of Hay Fever.

Prof. Dunbar, of Hamburg, applied rye pollen to the nostrils of three persons liable to hay fever and six immune. In the former marked nasal symptoms followed; the latter were unaffected. Other experiments on the same line produced like results. He then made several investigations into the composition of pollen, under what conditions it is active and when inert, and concluded that hay fever poison is a soluble toxin, that the starch bodies of the pollen contain the toxin; and he further found that it was only the starch bodies of the graminaceae that are active in this way.

He injected pollen toxin hypodermically into a medical man who suffered from hay fever. The patient suffered in fifteen minutes from all the symptoms of hay fever, which for the space of four hours became worse. The injection was made in the forearm, and in twenty minutes it began to swell, and in the evening the intumescence extended from elbow to hand. This took some days to pass off. Another doctor—immune from hay fever—suffered no inconvenience save a slight swelling at the seat of injection. Finally he injected rabbits with toxin, and after several weeks obtained a serum which he found could neutralize the toxin. He also thought it probable that rye anti-toxin if it could be scientifically made, might neutralize the toxin of other grasses.

How Mirrors Are Repaired.

The method of repairing a mirror depends entirely upon its character. If it is a silver mirror it is best to remove the entire coating and re-silver it, although it takes an experienced man to get good results. Dissolve 1-3 ounce of silver nitrate in 1 ounce of distilled water, add 1-3 ounce of water of ammonia and 1 ounce of alcohol. Let the solution stand for about four hours and then filter. When ready for use add to each ounce of this liquid ¼ ounce of glucose previously dissolved in a mixture of equal parts of alcohol and water. Having cleaned the glass thoroughly, cover it with the liquid at a temperature of 160 degrees F., which temperature must be maintained until deposition of the silver

is complete; when quite dry, coat the surface with mastic varnish.

If the mirror has a mercury back proceed as follows: Pour upon a sheet of tinfoil about 3 drams of quicksilver to the square foot of foil. Rub with a piece of buckskin until the foil becomes brilliant. Lay the glass upon the table, face downward; place the foil upon the damaged portion of the glass; lay a sheet of paper over the foil and place a block of wood with sufficient weight to press it down tight; let it remain in this position a few hours when the foil will adhere to the glass.

H. W. Sparkler.

Efficient Remedy For Corns.

Salicylic acid is probably the most popular remedy for corns. It is exhibited in various ways. The salicylated collodion of the National Formulary is a type of a fluid mixture of the drug. The extract of cannabis indica present in it is presumably intended to mitigate any pain that may be caused; it could probably be omitted without harm to the preparation.

We may here remark that complaint was recently made by a correspondent that the preparation referred to became gelatinous in his hands. One of our readers ascribes this to impurity in the ingredients; another says that when gelatinization occurs the mass becomes fluid by age.

An ointment composed of 1 part of the acid with 9 of petrolatum would probably be found efficacious.

For soft corns, touching occasionally with silver nitrate, or wrapping dry tannic acid around the corn, is recommended. The application of hot water is a great aid in any treatment.

Joseph Lingley.

Druggists Not Responsible in Prescribing.

The appellate division of the New York Supreme Court handed down, October 30, an important decision regarding the legal liability of druggists for injuries received by patients whom they see fit to treat. The plaintiff alleged that he had received a slight cut on his thumb and that a drug clerk bandaged the wound and instructed him to keep the dressing wet with a carbolic lotion; that he had put five or six drops of the acid on the bandage, with the result that blood poisoning set in, necessitating the amputation of the thumb. The defense was that the druggists were not permitted, under the law, to practice medicine or surgery, and that the plaintiff was guilty of contributory negligence. This contention was upheld both by the trial court and the appellate court.

A Prescribing Clerk Arrested.

A New Haven drug clerk has been arrested on a charge of illegally prescribing for a friend who called him in. The clerk prescribed for him, but the patient being no better in the morning he advised that a doctor be called. The man died the same day, pneumonia being given as the cause of death. Other men whom it is said the clerk prescribed for cannot now be found, and it is doubtful if he can be convicted.

Millions in Illegal Advertising.

The disclosure was made in the recent annual statement by the Metropolitan Traction Company, of New York City, that the privilege of advertising in its cars yields it the enormous annual revenue of nearly a quarter of a million dollars. Every dollar of this advertising is diverted from legitimate publications such as the daily papers, the magazines, and weekly journals, and every dollar of it is illegal advertising, because the charter of the Metropolitan Traction Company does not give it the privilege to sell merchandise, advertising, or anything else on its cars. It only confers the privilege of conveying passengers and freight. If the publishers would take up this matter, as they should, with the proper authorities, they could compel the local traction companies of New York City to remove their advertising signs, and the same compulsion could be applied, we believe, in every other city in the country. The use of the space in street cars for advertising purposes is not only illegal, but it is also, in many instances, a nuisance. The space might much better be devoted to posters giving information regarding fares, routes, and so forth—information to which the passengers are justly entitled, and which they frequently find it difficult to obtain.—Leslie's Weekly.

The New York Daily Tribune.

Of course, a great deal depends on your own taste in the matter of newspapers. If you want a publication that serves up so much gore and so many thrills in every issue, it is money thrown away to buy The Tribune. If, however, you are looking for a daily history of the world, carefully collated and sifted and presented in the most attractive form that the facts and the laws of good taste will permit, you can not make any mistake in reading The Tribune every day. But The Daily Tribune is more than a continuous history. It contains special articles on nearly every subject which is supposed to interest intelligent and clean-minded people, to say nothing of the illuminating and instructive editorial articles and reviews of books, music and the drama. Just by way of experiment, why don't you invest \$1 and get The Daily and Sunday Tribune by mail for a month? With The Sunday Tribune goes a handsome Illustrated Supplement equal to a ten-cent magazine.

Human Nature Has Some Queer Kinks.

The Endicott Johnson Shoe Co., of Lestershire, N. Y., during the past year paid an average of over \$4,000 a day in wages.

A few factories like that would make a right smart sort of a village. The steady stream of wages that flows into a manufacturing town is the life-blood of the place, commercially, yet the factory managers are quite often the most unpopular men in the town. Human nature has some queer kinks, and one of them is the disposition evinced by some chaps who are brought out of the woods

and given good places, at a good trade, to snarl at the man who has handed them the opportunity.

Abortion of Felon by Alcohol.

Dr. J. R. Eastman, of Indianapolis, Ind., claims that a commencing felon will always be aborted by the local application of alcohol under perfect air exclusion. Cotton is saturated with alcohol and placed about the affected part and a thin rubber finger-stall applied over all. Seventy-two hours usually suffices to give relief and even effect a cure. He learned this in Von Bergmann's polyclinic in 1897, since which time he has not had occasion to lance a single felon, the treatment of which was begun in time by this method.

Invoke Originality.

If an idea comes to you, do not measure it by your estimate of the efforts of your competitors, to test its worth. Don't be afraid if it because it is unlike all the other ideas being carried out in your line of business. Its very newness is a big argument in its favor, because new things attract attention. If it has real merit, launch it. You will soon be convinced of its effectiveness, probably, by its being copied by all the others.

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.

HOLIDAY GOODS

DELAY NO LONGER

If you have not visited our sample room there is yet time.

If you have been disappointed in getting goods ordered elsewhere, write us—WE HAVE THE GOODS and can supply your wants until December 24th.

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.

They Save Time

Trouble

Cash

Get our Latest Prices



WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Tinctures	
Aceticum	60 8	Aconitum Nap's R	60
Benzoicum, Ger	70 75	Aconitum Nap's R	60
Boric	17	Aloes & Myrrh	60
Carbolicum	22 27	Arnica	60
Citricum	33 40	Assafoetida	60
Hydrochlor	30 5	Atrope Belladonna	60
Nitrosum	80 10	Aurant Cortex	60
Oxalicum	12 14	Benzoin	60
Phosphoricum, dil.	10 15	Benzoin Co	60
Salicylicum	42 45	Barosma	60
Sulphuricum	14 15	Cantharides	60
Tannicum	10 12	Cardamon	60
Tartaricum	38 40	Castor	60
Ammonia		Catechu	60
Aqua, 18 deg.	40 6	Cinchona	60
Aqua, 20 deg.	60 8	Cinchona Co	60
Carbonas	13 15	Columba	60
Chloridum	12 14	Cubebae	60
Aniline		Cubaea Acutifol	60
Black	2 00 25	Cassia Acutifol Co	60
Brown	80 100	Digitalis	60
Red	45 50	Ergot	60
Yellow	2 50 30	Ferri Chloridum	60
Baccae		Gentian	60
Cubebae	22 24	Gentian Co	60
Juniperus	50 6	Guaiaca	60
Xanthoxylum	30 35	Guaiaca ammon	60
Balsamum		Hyoscymus	60
Cubebae	12 15	Iodine	60
Peru	12 15	Iodine, colorless	60
Terabin, Canada	60 65	Kino	60
Tolutan	45 50	Lobelia	60
Cortex		Myrrh	60
Abies, Canadian	12	Nux Vomica	60
Cassia	12	Opil	60
Cinchona Flava	18	Opil, comphorated	60
Euonymus atro.	30	Opil, deodorized	60
Myrica Cerifera	20	Quassia	60
Prunus Virgin.	12	Rhatany	60
Quillaia, gr'd.	12	Rhel	60
Sassafras, po. 18	14	Sanguinaria	60
Ulmus, .25, gr'd.	40	Serpentaria	60
Extractum		Stromonium	60
Glycyrrhiza Gla.	24 30	Veratrum	60
Glycyrrhiza, po.	25 30	Veratrum Veride.	60
Haematox	11 12	Zingiber	60
Haematox, 18.	13 14		
Haematox, 1/4s.	14 15		
Haematox, 1/4s.	16 17		
Flora			
Carbonate Precip.	15		
Citrate and Quinia	2 25		
Citrate Soluble	75		
Ferrocyanidum S.	40		
Solut. Chloride	15		
Sulphate, com'l.	2		
Sulphate, com'l. by	7		
bbl, per cwt.	80		
Sulphate, pure	7		
Folia			
Arnica	15 18		
Anthemis	22 25		
Matricaria	30 35		
Folia			
Barosma	30 33		
Cassia	20 25		
Cinnelvelly	20 25		
Cassia, Acutifol.	25 30		
Salvia officinalis.	12 20		
1/4s and 1/4s.	12 20		
Uva Ursi.	8 10		
Gummi			
Acacia, 1st pkd.	40 45		
Acacia, 2d pkd.	40 45		
Acacia, 3d pkd.	40 45		
Acacia, sifted sts.	40 45		
Acacia, po.	45 50		
Aloe, Barb.	12 14		
Aloe, Cape.	12 14		
Aloe, Socotri.	12 14		
Ammoniac	55 60		
Assafoetida	35 40		
Benzoinum	50 55		
Catechu, 1s.	10 13		
Catechu, 1/4s.	10 13		
Catechu, 1/4s.	10 13		
Camphorae	64 69		
Euphorbium	40 45		
Galbanum	40 45		
Gamboge	1 25 1 35		
Guaiacum	1 25 1 35		
Kino	1 25 1 35		
Mastic	40 45		
Myrrh	40 45		
Opil	30 35		
Shellac	55 60		
Shellac, bleached	65 70		
Tragacanth	70 75		
Herba			
Absinthium, oz pk	25		
Eupatorium, oz pk	20		
Lobelia, oz pk	20		
Majorum, oz pk	23		
Mentha Pp, oz pk	23		
Mentha Vir, oz pk	23		
Rue, oz pk	23		
Tanacetum	23		
Thymus, oz pk	25		
Magnesia			
Calcined, Pat.	55 60		
Carbonate, Pat.	18 20		
Carbonate K-M.	18 20		
Carbonate	18 20		
Oleum			
Absinthium	3 00 3 25		
Amygdalae, Dulc.	50 60		
Amygdalae Ama.	8 00 8 25		
Anisi	1 60 1 65		
Aurant Cortex	2 10 2 20		
Bergamini	2 85 2 95		
Cajiputi	1 10 1 15		
Caryophylli	1 35 1 40		
Cedar	35 40		
Chenopadi	2 00		
Cinnamon	1 00 1 10		
Citronella	35 40		
Conium Mac.	80 90		
Copaiba	1 15 1 25		
Cubebae	1 30 1 35		

Mannia, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthol	6 75 7 00	Sapo, G	10 15	Lard, No. 1	60 65
Morphia, S P & W	2 35 2 60	Selditz Mixture	20 22	Linseed, pure raw	36 39
Morphia, S N Y Q	2 25 2 60	Sinapis	18	Linseed, boiled	37 40
Morphia, Mal	2 35 2 60	Sinapis, opt	30	Neatsfoot, w str	65 70
Moschus Canton	40	Snuff, Maccaboy	41	Spts. Turpentine	64 68
Myristica, No. 1	38 40	De Voes	41	Paints	bbl L
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	1 1/2 2 0 8
Os Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 0 4
Pepsin Saac, H &	10	Soda, Boras, po.	9 11	Ochre, yel Ber	1 1/2 2 0 3
P D Co	10	Soda et Pot's Tart	28 30	Putty, commer'l	1 1/2 2 0 3
Picis Liq NN 1/2	1 00	Soda, Carb	1 1/2 2	Putty, strictly pr	1 1/2 2 0 3
Picis Liq, qts	1 00	Soda, Bi-Carb	3 0 5	Vermillion, Prime	13 15
Picis Liq, pints	85	Soda, Ash	3 1/2 4	American	13 15
Pil Hydrarg po 80	50	Soda, Sulphas	3 1/2 4	Vermillion, Eng.	70 75
Piper Nigra po 22	18	Spts, Cologne	50 55	Green, Paris	14 18
Piper Alba po 35	30	Spts, Ether Co	50 55	Green, Peninsular	13 16
Plix Burgun	30	Spts, Myrcia Dom	2 00	Lead, red	6 1/2 7
Plumbi Acet	10 12	Spts, Vini Rect bbl	2 00	Lead, white	6 1/2 7
Pulvis Ip'c et Opil	30 1 50	Spts, Vi' R't 1/2 b	2 00	Whiting, white S'h	9 10
Pyrethrum, bxs H	75	Spts, Vi' R't 10 gl	2 00	Whiting, Gilders	9 10
Pyrethrum, pv	25 30	Spts, Vi' R't 5 gal	2 00	White, Paris, Am'r	1 1/2 2 0 5
Quassia	8 10	Strychnia, Crystal	90 1 15	Whit'g, Paris, Eng	1 1/2 2 0 5
Quinia, S P & W	27 30	Sulphur, Subl	2 1/2 3 1/4	Universal Prep'd	1 10 1 20
Quinia, S Ger	27 30	Sulphur, Roll	2 1/2 3 1/4	Varnishes	
Quinia, N Y	27 30	Tamarinds	8 10	No. 1 Turp Coach	1 10 1 20
Rubia Tinctura	12 14	Theobromae	44 50	Extra Turp	1 60 1 70
Saccharum La's	20 22	Vanilla	9 00 9	Coach Body	2 75 3 00
Salacin	4 50 4 75	Zinci Sulph	7 8	No. 1 Turp Furn	1 00 1 10
Sanguis Drac's	40 50	Oils		Extra T Damar	1 55 1 60
Sapo, W	12 14	Whale, winter	70 70	Jap Dryer No 1 T	70 70

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

Rio Coffee
Package Coffee
Windsor Cotton Twine

DECLINED

Compound Lard
Hams
Bacon
Corn Syrup

Index to Markets

By Columns

	1	2
AXLE GREASE		Plums
Aurora 55 6 00		Pineapple 1 25 @ 2 75
Castor Oil 55 7 00		Sliced 1 35 @ 2 55
Diamond 50 4 25		Pumpkin
Frazer's 75 9 00		Fair 70
IXL Golden 75 9 00		Good 1 00
BAKING POWDER		Gallon 2 25
1 lb. cans, 4 doz. case 45		Raspberries
1/2 lb. cans, 4 doz. case 85		Standard 1 15
1 lb. cans, 2 doz. case 60		Russian Caviar
BATH BRICK		1/2 lb. cans 3 75
American 75		1 lb. cans 7 00
English 85		1 lb. can 12 00
BROOMS		Salmon
No. 1 Carpet 2 75		Col'a River, tall @ 1 65
No. 2 Carpet 2 35		Col'a River, flats @ 1 80
No. 3 Carpet 2 15		Red Alaska @ 1 65
No. 4 Carpet 1 75		Pink Alaska @ 90
Parlor Gem 2 40		Sardines
Common Whisk 85		Domestic, 1/4s 3 3/4
Fancy Whisk 1 20		Domestic, 1/2s 5
Warehouse 3 00		Domestic, Must'd 6 @ 9
BRUSHES		California, 1/4s 11 @ 14
Scrub		California, 1/2s 17 @ 24
Solid Back, 8 in 75		French, 1/4s 7 @ 14
Solid Back, 11 in 95		French, 1/2s 18 @ 28
Pointed Ends 85		Shrimps
Stove		Standard 1 20 @ 1 40
No. 3 75		Succotash
No. 2 1 10		Good 1 40
No. 1 1 75		Fancy 1 50
Shoe		Strawberries
No. 8 1 00		Standard 1 10
No. 7 1 30		Fancy 1 40
No. 4 1 70		Tomatoes
No. 3 1 90		Fair 85 @ 95
BUTTER COLOR		Good 1 15 @ 1 40
W. R. & Co.'s, 15c size 1 25		Fancy 1 15 @ 1 40
W. R. & Co.'s, 25c size 2 00		Gallons 2 75 @ 3 00
CANDLES		CARBON OILS
Electric Light, 8s 9 1/4		Perfection @ 13 1/4
Electric Light, 16s 10		Water White @ 13
Paraffine, 6s 9 1/4		D. S. Gasoline @ 15 1/4
Paraffine, 12s 10		Deodor'd Nap'a @ 12 1/4
Wicking 19		Cylinder @ 29
CANNED GOODS		Engine @ 22
Apples		Black @ 10 1/4
3 lb. Standards 80		CATSUP
Gals. Standards, 2 00 @ 2 25		Columbia, 25 pts 4 50
Blackberries		Columbia, 25 1/2 pts 2 60
Standards 85		Snider's quarts 3 25
Beans		Snider's pints 2 25
Baked 80 @ 1 30		Snider's 1/2 pints 1 30
Red Kidney 85 @ 90		CHEESE
String 70 @ 1 15		Acme @ 12
Wax 75 @ 1 25		Amboy @ 12
Blueberries		Carson City @ 12
Standard @ 1 40		Elsie @ 13
Brook Trout		Emblem @ 12 1/4
2 lb. cans, Spiced, 1 90		Gem @ 12 1/4
Clams		Gold Medal 11
Little Neck, 1 lb. 1 00 @ 1 25		Ideal @ 12
Little Neck, 2 lb. 1 50		Jersey @ 12 1/4
Clam Bouillon		Riverside @ 12
Burnham's, 1/2 pt. 1 92		Brick 12 1/2 @ 13
Burnham's, pts 3 60		Edam @ 1 00
Burnham's, qts 7 20		Leiden @ 17
Cherries		Limbarger 12 1/2 @ 13
Red Standards 1 30 @ 1 50		Pineapple 50 @ 75
White 1 50		Sap Sago @ 20
Corn		CHEWING GUM
Fair 1 20		American Flag Spruce 55
Good 1 25		Beeman's Pepsin 60
Fancy 1 50		Black Jack 55
French Peas		Largest Gum Made 60
Sur Extra Fine 22		Sen Sen 55
Extra Fine 19		Sen Sen Breath Per'e 1 00
Fine 15		Sen Sen Loaf 55
Moyen 11		Yucatan 55
Gooseberries		CHICORY
Standard 90		Bulk 5
Hominy		Red 7
Standard 85		Eagle 4
Lobster		Butter Thin 7
Star, 1/2 lb. 2 00		Schener's 6
Star, 1 lb. 3 75		CHOCOLATE
Picni Tails 2 40		Walter Baker & Co.'s
Mackerel		German Sweet 23
Mustard, 1 lb. 1 80		Premium 31
Mustard, 2 lb. 2 80		Vanilla 41
Soused, 1 lb. 1 80		Caracas 35
Soused, 2 lb. 2 80		Eagle 28
Tomato, 1 lb. 1 80		CLOTHES LINES
Tomato, 2 lb. 2 80		Sisal
Mushrooms		60 ft. 3 thread, extra 1 00
Hotels 18 @ 20		72 ft. 3 thread, extra 1 40
Buttons 22 @ 25		90 ft. 3 thread, extra 1 70
Oysters		60 ft. 6 thread, extra 1 29
Cove, 1 lb. 85 @ 90		72 ft. 6 thread, extra 1 50
Cove, 2 lb. 1 65		Jute
Cove, 1 lb. Oval 1 00		72 ft. 75
Peaches		90 ft. 90
Pie 1 00 @ 1 10		120 ft. 1 05
Yellow 1 45 @ 1 85		Cotton Victor
Pears		50 ft. 1 10
Standard 1 00		60 ft. 1 25
Fancy 1 25		70 ft. 1 40
Peas		
Marrowfat 90 @ 1 00		
Early June 90 @ 1 60		
Early June Sifted 1 65		

3

Cotton Windsor	
50 ft. 1 30	
60 ft. 1 44	
70 ft. 1 80	
80 ft. 2 00	
Cotton Braided	
50 ft. 90	
60 ft. 1 00	
70 ft. 1 75	
Galvanized Wire	
No. 20, each 100 ft long. 1 90	
No. 19, each 100 ft long. 2 10	
COCOA	
Baker's 35	
Cleveland 41	
Colonial, 1/4s 35	
Colonial, 1/2s 33	
Epps 42	
Huyler 45	
Van Houten, 1/4s 12	
Van Houten, 1/2s 20	
Van Houten, 1s 40	
Webb 31	
Wilbur, 1/4s 41	
Wilbur, 1/2s 42	
COCOANUT	
Dunham's 1/4s 26	
Dunham's 1/2s & 3/4s 26 1/2	
Dunham's 1s 28	
Bulk 13	
COCOA SHELLS	
20 lb. bags 2 1/2	
Less quantity 3	
Pound packages 4	
COFFEE	
Rio	
Common 10	
Fair 11	
Choice 12	
Fancy 16	
Santos	
Common 8	
Fair 9	
Choice 10	
Fancy 11	
Peaberry 13	
Maracaibo	
Fair 13	
Choice 16	
Mexican	
Choice 13	
Fancy 17	
Guatemala	
Choice 13	
Java	
Fancy African 12	
O. G. 25	
P. G. 31	
Mocha	
Arabian 21	
New York Basis	
Arbuckle 12	
Dilworth 12	
Jersey 12	
Lion 12	
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes. 95	
Felix, 1/2 gross 1 15	
Hummel's foil, 1/2 gro. 85	
Hummel's tin, 1/2 gro. 1 43	
COFFEE SUBSTITUTE	
Javril	
2 doz. in case 4 80	
CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour 6	
New York 6	
Family 6	
Salted 6	
Wolverine 7	
Soda	
N. B. C. 6	
Select 8	
Saratoga Flakes 13	
Oyster	
Round 6	
Square 6	
Faust 7 1/4	
Argo 6	
Extra Farina 7 1/2	
Sweet Goods	
Animals 10	
Assorted Cake 10	
Bagley Gems 8	
Belle Rose 8	
Bent's Water 16	
Butter Thin 13	
Coco Bar 10	
Cococanut Taffy 12	
Cinnamon Bar 9	
Coffee Cake, N. B. C. 10	
Coffee Cake, Iced 10	
Cococanut Macaroons 18	
Cracknels 18	
Curant Fruit 16	
Chocolate Dainty 9	
Cartwheels 8 1/2	
Dixie Sugar 8 1/2	
Frosted Creams 8	
Ginger Gems 8	
Ginger Snaps, N. B. C. 6 1/2	
Grandma Sandwich 10	
Graham Cracker 10	
Hazelnut 10	
Honey Fingers, Iced 12	
Honey Jumbles 12	
Iced Happy Family 11	
Iced Honey Crummet 10	
Imperial 8	
Indiana Belle 15	
Jerico 8	

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Jersey Lunch 7 1/2	
Lady Fingers 12	
Lady Fingers, hand md 25	
Lemon Biscuit Square 8	
Lemon Wafer 16	
Lemon Snaps 12	
Lemon Gems 10	
Lem Yen 10	
Maple Cake 10	
Marshmallow 16	
Marshmallow Cream 16	
Marshmallow Walnut 16	
Mary Ann 8	
Malaga 10	
Mich Coco F's'd honey 12 1/2	
Milk Biscuit 7 1/2	
Mich Frosted Honey 12	
Mixed Picnic 11 1/2	
Molasses Cakes, Selo'd 8	
Moss Jelly Bar 12 1/2	
Muskegon Branch, Iced 10	
Pong Pong 9	
Pretzels, hand made 8	
Pretzettes, hand m'd 7	
Pretzettes, mch. m'd 7	
Rube Sears 8	
Scotch Cookies 10	
Snowdrops 16	
Spiced Sugar Tops 8	
Sugar Cakes, scalloped 8	
Sugar Squares 8	
Sultanas 13	
Spiced Gingers 8	
Urchins 10	
Vienna Crimp 8	
Vanilla Wafer 16	
Waverly 8	
Zanzibar 9	
DRIED FRUITS	
Apples	
Sundried @ 5	
Evaporated @ 7	
California Prunes	
100-125 25 lb. bxs. @ 4 1/4	
90-100 25 lb. bxs. @ 4 1/4	
80-90 25 lb. bxs. @ 4 1/4	
70-80 25 lb. bxs. @ 4 1/4	
60-70 25 lb. bxs. @ 4 1/4	
50-60 25 lb. bxs. @ 4 1/4	
40-50 25 lb. bxs. @ 4 1/4	
30-40 25 lb. bxs. @ 4 1/4	
1/2 c less in box cases	
Citron	
Corsican 14 @ 14 1/2	
Currents	
Imp'd, 1 lb. pkg. 7 1/2 @ 7 1/4	
Imported bulk 7 @ 7 1/4	
Peel	
Lemon American 12	
Orange American 12	
Raisins	
London Layers 3 cr 1 90	
London Layers 3 cr 1 95	
Cluster 4 crown 2 60	
Loose Musca's 2 cr 6 1/2	
Loose Musca's 3 cr 7	
Loose Musca's 4 cr 3 1/4	
L. M. Seeded, 1 lb. 9 @ 7 1/2	
L. M. Seeded, 1/2 lb. 7 1/2 @ 7 1/2	
Sultanas, bulk 10	
Sultanas, package 10 1/2	
FARINACEOUS GOODS	
Beans	
Dried Lima 4 1/2	
Medium Hand Picked 2 15	
Brown Holland 2 25	
Farina	
24 1 lb. pkgs 1 50	
Bulk, per 100 lbs. 2 50	
Hominy	
Flake, 50 lb. sack 1 00	
Pearl, 200 lb. sack 4 00	
Pearl, 100 lb. sack 2 00	
Maccaroni and Vermicelli	
Domestic, 10 lb. box 60	
Imported, 25 lb. box 2 50	
Pearl Barley	
Common 2 75	
Chester 2 85	
Empire 3 50	
Peas	
Green, Wisconsin, bu. 1 40	
Green, Scotch, bu. 1 45	
Split, lb. 4	
Rolled Oats	
Rolled Avenna, bbl. 5 25	
Steel Cut, 100 lb. sacks. 2 65	
Monarch, bbl. 5 00	
Monarch, 90 lb. sacks. 2 40	
Quaker, cases 3 10	
Sage	
East India 3 1/4	
German, sacks 3 1/4	
German, broken pkg. 4	
Tapoca	
Flake, 110 lb. sacks 4 1/4	
Pearl, 130 lb. sacks 3 1/2	
Pearl, 24 1 lb. pkgs 6 1/4	
Wheat	
Cracked, bulk 3 1/4	
24 2 lb. packages 2 50	
FISHING TACKLE	
1/4 to 1 in 6	
1 1/4 to 2 in 7	
1 1/2 to 2 in 9	
2 in 11	
2 1/2 to 3 in 15	
3 in 30	
Cotton Lines	
No. 1, 10 feet 5	
No. 2, 15 feet 7	
No. 3, 15 feet 9	

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No. 4, 15 feet 10	
No. 5, 15 feet 11	
No. 6, 15 feet 12	
No. 7, 15 feet 15	
No. 8, 15 feet 18	
No. 9, 15 feet 20	
Linen Lines	
Small 20	
Medium 26	
Large 34	
Poles	
Bamboo, 14 ft., pr dz. 50	
Bamboo, 16 ft., pr dz. 65	
Bamboo, 18 ft., pr dz. 80	
FLAVORING EXTRACTS	
Foote & Jenks	
Coleman's Van. Lem. 75	
2oz. Panel 1 20 75	
3oz. Taper 2 00 1 50	
No. 4 Rich. Blake. 2 00 1 50	
Jennings	
Terpeness Lemon 75	
No. 2 D. C. pr dz 1 50	
No. 4 D. C. pr dz 2 00	
No. 6 D. C. pr dz 2 00	
Taper D. C. pr dz 1 50	
Mexican Vanilla	
No. 2 D. C. pr dz 1 20	
No. 4 D. C. pr dz 2 00	
No. 6 D. C. pr dz 3 00	
Taper D. C. pr dz 2 00	
FRESH MEATS	
Beef	
Carcass 5 @ 8	
Forequarters 5 @ 8	
Hindquarters 5 1/2 @ 9	
Loins 8 @ 14	
Ribs 6 @ 12	
Rounds 5 1/2 @ 6 1/2	
Chucks 4 1/2 @ 5 1/2	
Plates 4 @ 4	
Pork	
Dressed @ 5 1/4	
Loins @ 8	
Boston Butts @ 7	
Shoulders @ 7	
Leaf Lard @ 8	
Mutton	
Carcass 4 1/2 @ 5 1/2	
Lambs 7 @ 8	
Veal	
Carcass 6 1/2 @ 8 1/2	
GELATINE	
Knox's Sparkling, dz. 1 20	</

6	7	8	9	10	11
JELLY 5lb. pails, per doz. 1.70 15lb. pails 36 30lb. pails 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 LYE Condensed, 2 dz. 1.60 Condensed, 4 dz. 3.00 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 80 Liebig's, Chicago, 2 oz. 2.75 Liebig's, Chicago, 4 oz. 5.50 Liebig's, imported, 4 oz. 4.55 Liebig's, imported, 4 oz. 5.50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz. 1.75 Horse Radish, 2 dz. 3.50 Bayle's Celery, 1 dz. 50 OLIVES Bulk, 1 gal. kegs 1.00 Bulk, 3 gal. kegs 85 Bulk, 5 gal. kegs 80 Manzanilla, 7 oz. 80 Queen, pints 2.35 Queen, 19 oz. 4.50 Queen, 28 oz. 7.00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1.45 Stuffed, 10 oz. 2.30 PIPES Clay, No. 216 1.70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 7.75 Half bbls, 600 count 4.50 Small Half bbls, 1,200 count 5.50 Barrels, 2,400 count 9.50 PLAYING CARDS No. 90, Steamboat 90 No. 15, Rival, assorted 20 No. 20, Rover enameled 60 No. 572, Special 1.75 No. 98, Golf, satin finish 2.00 No. 808, Bicycle 2.00 No. 632, Tourment whist 2.35 POTASH 48 cans in case Babbitt's 3.00 Penna Salt Co.'s 4.00 PROVISIONS Barreled Pork Mess 13.00 Back, fat 14.25 Clear back 13.75 Short cut 12.75 Pig 20.00 Bean 12.00 Family Mess Loin 17.50 Clear Family 12.50 Dry Salt Meats S P Bellies 11 1/2 Extra shorts 8 1/2 Smoked Meats Jams, 12lb. average 12 1/2 Mams, 14lb. average 12 Hams, 16lb. average 11 1/2 Mams, 20lb. average 11 1/2 Skinned hams 11 Ham, dried beef sets 12 1/2 Shoulders, (N. Y. cut) 12 Bacon, clear 10 @ 13 California hams 7 1/2 Boiled Hams 17 1/2 Picnic Boiled Hams 12 1/2 Berlin Ham pr's'd 9 Mince Hams 9 1/2 Lard Compound 6 1/2 Pure 7 1/2 60 lb. tubs, advance 4 1/2 50 lb. tubs, advance 4 1/2 20 lb. pails, advance 4 1/2 10 lb. pails, advance 4 1/2 5 lb. pails, advance 1 3 lb. pails, advance 1 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 1/2 Pork 8 Tongue 9 Headcheese 6 1/2 Beef Extra Mess 11.00 Boneless 11.00 Rump, New 11.00 1/2 bbls. 1.20 1/4 bbls., 40 lbs. 2.10 1/4 bbls. 4.00 1 bbls. 8.00 Tripe Kits, 15 lbs 70 1/2 bbls., 40 lbs 1.25 1/4 bbls., 80 lbs 2.60 Casings Hogs, per lb. 26 Beef rounds, set 15 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid, dairy 10 @ 10 1/2 Rolls, dairy 10 1/2 @ 13 Rolls, purity 14 Solid, purity 12 1/2	Canned Meats Corned beef, 2 1/2 40 Corned beef, 1 1/2 17.50 Roast beef, 2 1/2 40 Potted ham, 1/2 45 Potted ham, 1/4 85 Deviled ham, 1/2 45 Deviled ham, 1/4 85 Potted tongue, 1/2 45 Potted tongue, 1/4 85 RICE 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 SALAD DRESSING Durkee's, large, 1 doz. 4.50 Durkee's, small, 2 doz. 5.25 Snider's, large, 1 doz. 2.35 Snider's, small, 2 doz. 1.35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3.15 Deland's 3.00 Dwight's Cow 3.15 Emblem 2.10 L. P. 3.00 Wyandotte, 100 1/2 3.00 SAL SODA Granulated, bbls 95 Granulated, 100lb cases 85 Lump, bbls 85 Lump, 145lb. kegs 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes 1.40 Barrels, 100 3lb. bags 3.00 Barrels, 50 6lb. bags 3.00 Barrels, 40 7lb. bags 2.75 Butter Barrels, 320 lb. bulk 2.65 Barrels, 20 14lb. bags 2.85 Sacks, 28 lbs 27 Sacks, 56 lbs 67 Shaker Boxes, 24 2lb 1.50 Jar-Salt One dz. Ball's qt. Mason jars, (3lb. each) 85 Common Grades 100 3lb. sacks 1.90 60 5lb. sacks 1.80 28 10lb. sacks 1.70 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 22 Common Granulated Fine 75 Medium Fine 80 SALT FISH Cod Large whole 6 @ 6 1/2 Small whole 5 @ 5 1/2 Strips or bricks 7 @ 7 1/2 Pollock 3 @ 3 1/2 Halibut Strips 14 Chunks 15 Herring Holland White hoops, bbl. 8.50 White hoops, 1/2 bbl. 4.50 White hoops keg. 60 @ 65 White hoops mchs 75 Norwegian Round, 100 lbs 3.60 Round, 50 lbs 2.10 Scaled 17 Bloaters 17 Trout No. 1, 100 lbs 5.50 No. 1, 40 lbs 2.50 No. 1, 10 lbs 70 No. 1, 8 lbs 59 Mackerel Mess 100 lbs. 14.50 Mess 50 lbs. 7.75 Mess 10 lbs. 1.75 Mess 8 lbs. 1.45 No. 1, 100 lbs. 13.00 No. 1, 50 lbs. 7.00 No. 1, 10 lbs. 1.60 No. 1, 8 lbs. 1.35 Whitefish No. 1, 2 Fam 7 1/2 No. 1, 7 1/2 3.75 50 lbs. 3.68 10 lbs. 92 8 lbs 77 SEEDS Anise 15 Canary Smyrna 6 Caraway 8 Cardamon, Malabar 1.00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 8 Poppy 6 Rape 6 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2.50 Handy Box, small 1.25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple, in jars 48	SOAP Jaxon brand Single box 3.10 5 box lots, delivered 3.05 10 box lots, delivered 3.00 Johnson Soap Co. brands Silver King 3.65 Calumet Family 2.75 Scotch Family 2.85 Cuba 2.35 J. S. Kirk & Co. brands American Family 4.05 Dusky Diamond, 50 8oz. 2.80 Dusky Diamond, 100 8oz. 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 Big Master 4.00 Snow Boy Pdr. 100 pk. 4.00 Marsoles 4.00 Proctor & Gamble brands Lenox 3.10 Ivory, 6 oz 1.00 Ivory, 10 oz 6.75 Star 3.25 A. B. Wisley brands Good Cheer 4.00 Old Country 3.40 Enoch Morgan's Sons. Japolio, gross lots 9.00 Japolio, half gross lots 4.50 Japolio, single boxes 2.25 Japolio, hand 2.25 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 20 Cloves, Zanzibar 17 Mace 55 Nutmegs, 75-80 40 Nutmegs, 105-110 40 Nutmegs, 115-120 35 Pepper, Singapore, blk. 15 Pepper, Singp. white 28 Pepper, shot white 13 Pure Ground in Bulk 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, Singp. white 25 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 5 3lb. packages 4 1/2 6lb. packages 5 1/2 40 and 50 lb. boxes 3 @ 3 1/2 Barrels 3 @ 3 1/2 Common Corn 20 lb. packages 5 40 lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 21 Half barrels 23 20lb. cans, 1/2 dz. in case 55 10lb. cans, 1/2 dz. in case 55 5lb. cans, 1 dz. in case 55 2 1/2 lb. cans, 2 dz. case 1.75 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 48	TOBACCO Fine Cut Cadillac 54 Sweet Loma 33 Hiawatha, 5lb. pails 55 Hiawatha, 10lb. pails 55 Telegram 22 Pay Car 31 Prairie Rose 49 Protection 37 Sweet Burley 42 Tiger 38 Plug Red Cross 32 Palo 34 Hiawatha 41 Battle Axe 33 American Eagle 32 Standard Navy 36 Spear Head, 16 oz. 42 Spear Head, 8 oz. 44 Nobby Twist 48 Jolly Tar 36 Old Honesty 42 Toddy 33 J. T. 36 Pipe Heidsick 33 Boot Jack 78 Honey Dip Twist 39 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 32 Great Navy 34 Warpath 26 Bamboo, 16 oz. 25 I X L, 5 th. 27 I X L, 16 oz., pails 31 Honey Dew 37 Gold Block 37 Flagman 40 Chips 21 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 37 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. 35 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 12 Hemp, 6 ply 12 Flax, medium 20 Wool, 1 lb. balls 6 VINEGAR 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 WASHING POWDER Diamond Flake 2.75 Gold Brick 3.25 Gold Dust, regular 4.50 Gold Dust, 5c 4.00 Kirkolene, 24 4lb. 3.90 Pearlina 3.75 Soapine 4.10 Babbitt's 1776 3.75 Roseine 3.50 Armour's 3.70 Nine O'clock 3.35 Wisdom 3.80 Scourine 3.50 Rub-No-More 3.75 WICKING No. 0, per gross 25 No. 1, per gross 35 No. 2, per gross 45 No. 3, per gross 70 WOODENWARE Baskets 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. 5.50 Willow Clothes, small 5.00 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2.40 Barrel, 10 gal., each 2.55 Barrel, 15 gal., each 2.70 Clothes Pins Round head, 5 gross bx. 55 Round head, cartons 75	Egg Crates Humpty Dumpty 2.25 No. 1, complete 29 No. 2, complete 18 Faucets Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1.25 Ideal No. 7 90 Pails 2-hoop Standard 1.50 3-hoop Standard 1.65 2-wire, Cable 1.60 3-wire, Cable 1.80 Cedar, all red, brass 1.25 Paper, Eureka 2.25 Fibre 2.70 Toothpicks Hardwood 2.50 Softwood 2.75 Banquet 1.50 Ideal 1.50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1 7.00 18-in., Standard, No. 2 6.00 16-in., Standard, No. 3 5.00 20-in., Cable, No. 1 7.50 18-in., Cable, No. 2 6.50 16-in., Cable, No. 3 5.50 No. 1 Fibre 10.80 No. 2 Fibre 9.45 No. 3 Fibre 8.55 Wash Boards Bronze Globe 2.50 Dewey 1.75 Double Acme 2.75 Single Acme 2.25 Double Peerless 2.25 Single Peerless 2.50 Northern Queen 2.50 Double Duplex 3.00 Good Luck 2.75 Universal 2.25 Window Cleaners 12 in. 1.65 14 in. 1.85 16 in. 2.30 Wood Bowls 11 in. Butter 75 13 in. Butter 1.10 15 in. Butter 1.75 17 in. Butter 2.75 19 in. Butter 4.65 Assorted 13-15-17 2.00 Assorted 15-17-19 3.00 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1.15 Sunlight, 3 doz. 1.00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1.15 Yeast Cream, 3 doz. 1.00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH White fish 10 @ 11 Trout 8 Black Bass 11 @ 12 Halibut 10 @ 11 Cluscos or Herring 5 Bluefish 11 @ 12 Live Lobster 25 Boiled Lobster 27 Cod 12 Haddock 8 No. 1 Pickerel 8 1/2 Pike 7 Perch, dressed 7 Smoked White 12 1/2 Red Snapper 13 Col. River Salmon 12 1/2 @ 13 Mackerel 19 @ 20 OYSTERS Cans F. H. Counts 35 Extra Selects 28 Selects 23 Perfection Standards 22 Anchors 20 Standards 18 Favorites 16 Bulk Standard, gal 1.35 Selects, gal 1.50 Extra Selects, gal 1.60 Fairhaven Counts, gal 1.75 Shell Oysters, per 100 1.00 Shell Clams, per 100 1.00 Clams, gal 1.25	HIDES AND PELTS Hides Green No. 1 6 1/2 Green No. 2 5 1/2 Cured No. 1 8 1/2 Cured No. 2 7 1/2 Calfskins, green No. 1 9 Calfskins, green No. 2 7 1/2 Calfskins, cured No. 1 10 1/2 Calfskins, cured No. 2 9 Steer Hides 60lbs. over 8 1/4 Cow hides 60lbs. over 8 1/4 Pelts Old Wool 50 @ 1.25 Lamb 50 @ 1.25 Shearings 25 @ 1.00 Tallow No. 1 4 No. 2 3 Wool Washed, fine 20 Washed, medium 23 Unwashed, fine 14 @ 16 Unwashed, medium 18 CONFECTIONS Stick Candy Standard 7 Standard H. H. 7 Standard Twist 8 Cut Loaf 9 Pails Jumbo, 32lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 9 Broken 8 Cut Loaf 8 English Rock 9 Kindergarten 8 1/2 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand made Cream 14 1/2 Premium Cream mixed 12 1/2 Fancy-In Pails O F Horehound Drop 10 Pony Hearts 15 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 10 Starlight Kisses 10 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 1/2 Quintette Chocolates 12 Champion Gum Drops 8 Moss Drops 9 Lemon Sours 9 Imperials 9 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 20 lb. pails 12 Molasses Chews, 15lb. cases 12 Golden Waffles 12 Fancy-In 5lb. Boxes Lemon Sours 50 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and 8 Dark No. 12 1.00 Gum Drops 35 O. F. Licorice Drops 80 Lozenges, plain 55 Lozenges, printed 60 Imperials 55 Mottos 60 Cream Bar 55 Molasses Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons, Pep 65 and Wintergreen 65 String Rock 65 Wintergreen Berries 60 Pop Corn Maple Jake, per case 3.00 Cracker Jack 3.00 Pop Corn Balls 1.30 NUTS Whole Almonds, Tarragona 16 Almonds, Ivica 16 Almonds, California sft 16 shelled, new 14 @ 16 Brazils 11 Filberts 11 Walnuts, French 13 Walnuts, soft shelled 13 Cal. No. 1 16 Table Nuts, fancy 13 Pecans, Med. 10 Pecans, Ex. Large 11 Pecans, Jumbos 12 Hickory Nuts per bu. 15 Ohio new 1.75 Cocoanuts 4 Chestnuts, per bu. 4 Shelled Spanish Peanuts 6 1/2 @ 7 Pecan Halves 38 Walnut Halves 40 Filbert Meats 30 Alcant Almonds 36 Jordan Almonds 50 Peanuts Fancy, H. P., Suns 5 1/2 @ 5 1/2 Fancy, H. P., Suns, Roasted 4 1/2 @ 7 Choice, H. P., J'mbo 7 1/2 @ 7 1/2 Choice, H. P., J'mbo, Roasted 8 1/2 @ 8 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 9 00
Paragon.....55 6 00

BAKING POWDER

Royal



10c size..... 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

BREAKFAST FOOD

Nutro-Grisp
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 60
No. 2 B, per case..... 3 60
No. 3 C, per case..... 3 60
No. 1 D, per case..... 3 60
No. 2 D, per case..... 3 60
No. 3 D, per case..... 3 60
No. 1 E, per case..... 3 60
No. 2 E, per case..... 3 60
No. 1 F, per case..... 3 60
No. 3 F, per case..... 3 60

Grits

Walsh-DeRoo Co.'s Bran 1



Cases, 24 2 lb. packages..... 2 00

CIGARS

G. J. Johnson Cigar Co.'s brand



Less than 500..... 33 00
500 or more..... 32 00
1000 or more..... 31 00

COCOANUT

Baker's Brazil Shredded



70 1/2 lb packages, per case 32 60
35 1/2 lb packages, per case 2 60
38 1/2 lb packages, per case 2 60
16 1/2 lb packages, per case 2 60

CHEWING GUM

Gelery Nerve

1 box, 20 packages..... 50
5 boxes to carton.....2 50

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



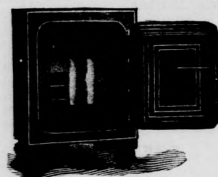
White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans
Excelsior, M. & J. 2 lb. cans
Tip Top, M. & J., 1 lb. cans.
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer 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
Eagle.....5 90
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream.....4 00



SAFES

Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Rap-
ids and inspect the line
personally, write for quo-
tations.

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 90

Tradesman Co.'s brand



Black Hawk one box.....2 50
Black Hawk five boxes.....2 40
Black Hawk ten boxes.....2 25

TABLE SAUCES



LEA & PERRIN'S SAUCE

The Original and
Genuine
Worcestershire.

Lea & Perrin's, pints..... 5 00
Lea & Perrin's, 1/2 pints... 2 75
Balford, large..... 3 75

Coupon Book System

Place Your
Business
on a
Cash Basis
by using
Coupon Books.

We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

We Are the Largest
Mail Order House
in the World---
WHY?

Because we were the pioneers and originators
of the wholesale mail order system.

Because we have done away with the expen-
sive plan of employing traveling salesmen
and are therefore able to undersell any
other wholesale house in the country.

Because we issue the most complete and best
illustrated wholesale catalogue in the world.

Because we have demonstrated beyond a shad-
ow of a doubt that merchants can order
more intelligently and satisfactorily from a
catalogue than they can from a salesman
who is constantly endeavoring to pad his
orders and work off his firm's dead stock.

Because we ask but one price from all our cus-
tomers, no matter how large or how small
they may be.

Because we supply our trade promptly on the
first of every month with a new and com-
plete price list of the largest line of mer-
chandise in the world.

Because all our goods are exactly as repre-
sented in our catalogue.

Because "Our Drummer" is always "the drum-
mer on the spot." He is never a bore, for
he is not talkative. His advice is sound
and conservative. His personality is in-
teresting and his promises are always kept.

Ask for catalogue J.

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New York Chicago St. Louis

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FIRE INSURANCE AGENCY

W. FRED McBAIN, President

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AUTOMOBILES

We have the largest line in Western Mich-
igan and if you are thinking of buying you
will serve your best interests by consult-
ing us.

Michigan Automobile Co.
Grand Rapids, Mich.

We have a large and com-
plete 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.

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Calendars For 1904?

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will be prepared to give them to your custom-
ers, present and prospective, as a New Year's
Greeting. There is no better way of adver-
tising your business. Send to us for samples
and prices. We make a specialty of calendar
work at this season of the year, so can fill
your order promptly.

Tradesman Company
Grand Rapids

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Want to Rent—A store 20x50 in a hustling town of 800 to 1,200 population. Address No. 1, care Michigan Tradesman. 1

For Sale or Exchange—Two city lots near a dozen large factories and 20 acres of timber and land, \$2,000; clear of debt. What have you to offer? H. M. Huff, Gobleville, Mich. 999

Cash for Your Stock—Or we will close out for you at our own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 Forest Ave., West, Detroit, Mich. 2

For Sale—Drug stock, invoicing about \$2,000, located at Grand Junction. No old stock. Address W. H. Smith, Grand Junction, Mich. 996

For Sale—Good building for stock of general merchandise; also dwelling and blacksmith shop. Splendid location for business. A. Green, Devil's Lake, Mich. 995

To Rent—In town of 1,500 inhabitants on C. & E. I. Ry., in fine farming country, a brick store, 44x100, the best building in town; double front, facing on brick-paved street; steel ceiling; counters and shelving oak; basement divided lengthwise, east half with entrance on street; electric lights; running water and sewerage. Address owner, Dr. Ira Brown, Milford, Illinois. 994

"Leatheroid" Pocket Wallets—4x7½—1,000, \$10, including your ad. "Leather wear" sample and "Little Traveler" (catalogue) 1,001, advertising novelties two 2 cent stamps. Solidity Novelty Advertising Works, Knox, Ind. 981

To Rent—For up-to-date dry goods, clothing, bazaar, grocery store, two modern new brick stores, 20x60 feet, steel ceilings, hardwood floors, curtains, screen doors, electric light and awning fixtures, plate glass front, prism lights. Will fit out with oak shelving and counters to suit business. Basements with toilet and water on first floor, in city of 2,500, \$300 per year. Al. C. Huebner, 307 Genesee ave., Saginaw, Mich. 976

Exceptional—The Vawter plan of sales is not only exceptional, but unique. As a drawer of crowds that buy, it certainly has no equal. If you desire a quick reduction sale that will clean out your odds and ends, still leaving a profit, write at once. Success guaranteed. Best of references. L. E. Vawter & Co., Macomb, Ill. 985

For Sale—General merchandise stock splendidly located in town of 500 near Grand Rapids; stock invoices about \$3,000. Professional work reason for selling. Address No. 984, care Michigan Tradesman. 984

For Sale—Store building and a neat, clean little stock of groceries and notions. One of the best locations in Central Michigan for a general store. Address N. H., care Michigan Tradesman. 983

For Sale—Unusually clean stock of dry goods, shoes, groceries, invoicing about \$2,500; good location; rare opportunity. DeKalb county, Ind. Address No. 982, care Michigan Tradesman. 982

Have large number calls for vacant stores in good towns. If yours is for rent, write; or, if you wish location, we can suit you. Clark's Business Exchange, Grand Rapids, Mich. 986

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

To Exchange—Clear Western land for stock of general merchandise. Address E. L. Gandy, Hayes Center, Neb. 960

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. 953

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

Have cash customer for small shoe, also for small drug stock. Clark's Business Exchange, Grand Rapids, Mich. 978

Wanted Partner—With capital, in butter and egg business. Have 28 years' experience in the business. Address Box 317, Sioux City, Iowa. 989

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

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

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

For Sale—Stock of hardware in one of the best towns in Central Michigan; best location in the town, with large trade. Address No. 921, care Michigan Tradesman. 921

For Sale 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

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 Iowa street. Both phones. Grand Rapids. 926

Wanted—Partner in clothing and furnishing business. Best location in city of 50,000. Rich & Rich, Attorneys, South Bend, Ind. 982

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

Stock of clothing, boots and shoes for sale. Valued at about eight thousand dollars. Sixteen thousand in cash, net, cleared from stock during past three years. Good brick store room in which stock is located also for sale or for rent. Address T. J. Bossert, Lander, Wyoming. 877

For Sale—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

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, 307 Genesee ave., Saginaw, Mich. 970

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

Farms and city property to exchange for mercantile stocks. Clark's Business Exchange, Grand Rapids, Mich. 988

Good opening for dry goods; first-class store to rent in good location. H. M. Williams, Mason, Mich. 868

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, 28x133, furnace heat, acetaline gas, plate glass front. Will sell or rent. Good opening for general store. Located at Elmira, Mich. Address M. Fordham & Co., Spokane, Wash. 870

For Sale—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

Good opening for first-class jeweler if taken at once. Address No. 794, care Michigan Tradesman. 794

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

One trial will prove how quick and well we fill orders and how much money we can save you. Tradesman Company, Printers, Grand Rapids. 969

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—New complete line of fancy groceries, fixtures, horse, delivery wagon, roomy store and dwelling combined, with modern improvements, good cement cellar, barn and garage 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

Exchange for Stock of Merchandise—Three story brick store; price, \$7,500; income, \$650; always rented; on Saginaw street, Pontiac, Mich. Woodward Bros., Pontiac, Michigan. 960

POSITIONS WANTED.

Wanted—Steady position by registered pharmacist. Thoroughly competent. Good references. Address Pharmacist, care Michigan Tradesman. 993

Position wanted as salesman in dry goods store in outside town. Have good position in Grand Rapids, but wish to get in closer touch with the dry goods business. Am first-class sign writer and window trimmer. Address No. 992, care Michigan Tradesman. 992

Position wanted after January 1 by single man. Has had five years' experience in general store. Address No. 979, care Michigan Tradesman. 979

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. 932

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 clothing or shoe salesman; five years' experience; best references. Address Box 239, Coleman, Mich. 918

SALESMEN WANTED.

Wanted—Traveling salesmen wanting profitable side lines, one article; no samples; no competition, large commissions. Only reliable and experienced salesmen wanted; first-class references required. Write Geo. A. Bayle, 111 S. 2d St., St. Louis, Mo. 977

Ridgely-Walker Co., wholesale tailors, Louisville, Ky., have openings for several traveling salesmen. Applicants must be experienced in measuring for men's made-to-order garments. All applications to be accompanied by references; also full particulars of past occupation. 978

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

Wanted—Salesmen to sell as side line or on commission Dilleys Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

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—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

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Clerk Wanted—Single man with some knowledge of drugs. Fine chance to become registered. Write Dr. F. S. Pierce, Beaverton, Mich. 3

Wanted—Experienced cabinet makers; steady work all the year; men with families preferred. The Hamilton Manufacturing Co., Two Rivers, Wis. 998

Wanted—Good shoemaker. Steady job for good man. Address J. C. Teitzel, Junction City, Kan. 997

A position open by Jan. 1 for a forelady in a candy factory. Address F. Bossenberger, 251 Gratiot ave., Detroit. 980

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

Wanted—Pharmacist, competent to do manufacturing and a good stock-keeper. Need not be registered if has had good experience. Address No. 991, care Michigan Tradesman. 991

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 your store, either by our special sale plan or by the auction plan, whichever you ask for. Sales on a commission or salary. Write today for full particulars, terms, etc. We are the oldest in the

business. Hundreds of names of merchants furnished.

C. C. O'NEILL & CO.

1103-4 Star Bldg., 356 Dearborn St., CHICAGO

Furs

Highest prices paid and quick remittances

CROHON & CO., LTD.

Hides, Furs, Tallow, Etc.

28 and 30 Market St., Grand Rapids

OUT OF BUSINESS.

Stopped by the Dairy and Food Commissioner.

The State Dairy and Food Commissioner has started out with the avowed intention of putting DeBoe, King & Co. out of business.

The reason for this action is the discovery that DeBoe, King & Co. have been using Columbian Spirit in their lemon extract and metholated spirit in their vanilla. A representative of the Department claims that 150 samples of lemon extract have been assembled from different parts of the State which do not comply with the food laws and two warrants have already been served on DeBoe, alleging the illegal use of wood alcohol in lemon extract. It is asserted that other warrants will be forthcoming in the near future and in the meantime it is claimed that a warrant will be issued on a charge of perjury, based on an affidavit recently made by DeBoe to the effect that he has never used any wood alcohol in the manufacture of extracts. It is claimed by the Department that it has discovered three samples of vanilla made by DeBoe containing metholated spirit to the amount of 5 per cent. As the use of this article is also contrary to law and tends to render the extract injurious, it is probable that warrants will be issued on this count also. The action of the Department places three wholesale grocery houses at this market in an extremely embarrassing position, because they are prohibited from selling any more of the DeBoe extracts and are also informed that they must call in all the extracts they have out and replace them with other goods.

It is due to DeBoe to state that he claims that he has not used wood alcohol in his extracts. He says his barrel of grain alcohol and Columbian Spirit stand side by side and perhaps one of his assistants may have made a mistake in using alcohol from the wrong barrel. This explanation would probably not carry much weight before a jury, because DeBoe is known to be a chemist of considerable ability and he would be expected to know in a moment whether his assistants had used wrong ingredients in the production of his brands.

DeBoe has thus far given bonds for his appearance in court when needed and announces his intention of mortgaging his home to fight the cases brought against him to the court of last resort. In this determination he is not supported by his friends, who insist that the action of the Department has practically put him out of business and that the quicker and quieter he meets the problems which confront him, the better it will be for all concerned.

Manufacturing Matters.

Benton Harbor—The Columbian Cigar Co. will shortly remove to Detroit. The company employed about thirty-five hands at this place.

Detroit—The Debonair Co. has been organized to engage in the manufacture of Debonair tablets. The authorized capital stock is \$10,000,

held in equal amounts by Walter F. Haas, G. F. Mead and H. A. Currie. Posen—Jacob Brownowski and Andrew Wyrembelski have purchased the flouring mill of the White Eagle Flouring Mill Co. for \$3,000. The mill has a capacity of fifty barrels per day and is equipped with full roller process.

Detroit—B. W. Groesbeck, C. J. Peck and V. Fowles have organized the Groesbeck Catarrhalene Co. to manufacture Catarrhalene and other medicines. The capital stock is \$1,000, held in equal amounts by the stockholders.

Detroit—The Brush Creek Coal Mining Co. has been organized to engage in the mining of bituminous coal. The authorized capital is \$15,000, held in equal amounts by J. P. Cumiskey, Detroit, and W. H. Blaney and Wm. K. Boyd, Cannelsville, Ohio.

Detroit—The Snyder Heater Co. has been formed to manufacture the Snyder heaters, mill supply pumps and electrical appliances. The stock is all held by Etta Snyder, with the exception of two shares, held by Chas. H. Snyder and E. Chisholm. The capital stock is \$20,000.

Cleveland Has a Substitute for Trading Stamps.

Cleveland, Ohio, Dec. 10—The trading stamp system has a competitor in this city which the dealers claim is much more profitable to the merchant than any form of stamp business. The merchants in any and every line with whom I have talked are satisfied with the results they have received.

No alteration is made in the prices of the goods, and each customer is given a ticket bearing the dealer's name and the amount of the purchase, and when the dealer has received tickets showing that he has bought \$20 worth of goods he or she is entitled to choice of a number of articles valued at one dollar each.

If the customer prefers to keep the tickets until they show purchases amounting to \$40 or \$60 he can do so and then get a more valuable article.

These articles to be given to such customers are kept in a show-case in a conspicuous part of the store, and in this city consist of silverware and imitation silverware, some being quite small, including tableware principally, but often smoker's articles and cutlery are exhibited, along with watches, fobs and toilet articles.

The merchant reasons that a family will all buy shoes of him, so they can get some article of their choice, and that he often gets these people for permanent customers; whereas, with trading stamps people get a bookful from any and every merchant, and then get some article from a company whose aim is to fill the demand of the customer with as cheap an article as possible.

Again, if the buyer does not get \$20 worth of goods, the merchant does not have to give anything, and when he gets a customer to buy \$20 worth of goods the dealer can well afford to give a present valued at one dollar, and it has a better impres-

sion with the public than if he gave a discount of 5 per cent.

Another feature of this plan is that some person who has his eyes wide open for a chance to get something valuable easily will work for some merchant's interest (and his own) and bring many a customer to a shoe dealer that he may get the ticket for his own collection, the customer usually being a transient resident, who would never buy twenty dollars' worth in one shoe store.

Such a customer will naturally hand the ticket to the man who came with him to make the purchase. I chanced to meet a man who worked this feature of the "prize" business, who had tickets showing purchases amounting to \$145 and who said he will keep these until he gets tickets showing \$300 bought of this one merchant, then he will get a watch.

Is it not worth a fifteen dollar watch to have an outsider sell three hundred dollars' worth of shoes to people who probably would never have entered your store?

Last Tribute of Love and Respect.

Grand Rapids, Dec. 13—At the last meeting of Grand Rapids Council, No. 131, the following resolutions were unanimously adopted:

Whereas—It has pleased the Great Senior Counselor of the Universe to remove from our midst our much beloved brother, Charles R. Remington; therefore be it

Resolved—That in the death of Brother Remington the order loses a much-beloved and honorable member and the family of the deceased a kind and loving husband and father. In his taking away the home circle has been broken, the loving ties severed beyond repair on earth, only to be reunited in the Great Beyond. Grand Rapids Council will miss his kindly greeting and his wise judgment at its meetings and the fraternity at large the warm hand-clasp so freely given.

Resolved—That Grand Rapids Council tender its heartfelt sympathy to the family and friends of the late Brother Remington in this their great bereavement, that the charter of this Council be draped in mourning for thirty days, that a copy of these resolutions be spread upon the records of the Council, that a copy be sent to the family of the deceased and also a copy furnished the Michigan Tradesman for publication.

J. H. Taylor,
T. E. Dryden,
O. F. Jackson,
Committee.

Arrangements for the Flint Convention.

Flint, Dec. 15—The fifteenth annual meeting of the Michigan Knights of the Grip will be held at Loyal Guard Hall, Flint, Michigan, December 29 and 30, convening at 2 o'clock of the day first named. It is hoped that every member who can possibly arrange to be present will do so. The programme arranged for the occasion is as follows:

Tuesday.

9:00-12:00. Reception Committee meet all trains.

12:00-2:00. Dinner.

2:00-6:00. Business meeting.
8:00-9:00. Reception in parlors of the Dryden.

9:30-3:00. Ball.

10:00-12:00. Collation in dining room of Dryden.

Wednesday.

9:00-11:00. Business meeting.

11:00-1:00. Dinner.

1:00-4:00. The visiting ladies will be entertained by the wives of the Flint traveling men.

1:30-6:00. Business meeting, concluding with election of officers. Adjournment.

Hotel Arrangements.

Bryant Hotel, \$2, ladies free.

Dayton House, \$1.25, ladies free.

Crystal House, \$2, ladies free.

Dibble House, \$1.25, flat rate.

Sherman House, \$1.25, flat rate.

On arrival members should report at headquarters, in parlors of Loyal Guard Hall, where badges will be distributed and tickets for the various entertainments can be obtained.

Get in Your Oyster Orders Early.

In order that there may be no disappointment it is suggested that the retail trade get in their orders for Christmas oysters without further delay and, of course, it is naturally expected they will specify Perfection brand, which is the standard in this market, being sold only by the Dettenthaler Market.

The sale of oysters in cans appears to be on the increase and there really seems to be no reason why it should not increase still further. Oysters put up in cans keep longer and better than bulk goods. They are easier to handle, more convenient to ship and, as a rule, afford the retail dealer just as large a margin of profit as goods on which the percentage of waste is very much greater.

Annual Meeting To Be Held at Kalamazoo.

Kalamazoo, Dec. 15—The next convention of the Retail Grocers' and General Merchants' of Michigan will be held at Kalamazoo on Tuesday and Wednesday, February 23 and 24, 1904.

Please have the same appear in the next issue of your paper. I will send you copy of programme as soon as I can get it out.

J. T. Percival, Sec'y.

TOO LATE TO CLASSIFY.

BUSINESS CHANCES.

For Sale—A large and profitable clothing business in a hustling city of 20,000; handsome store-room; finest location in the city; wish to retire; no better investment in the United States for hustling young men. Address Hartwell, 606 St. Anne St., Owensboro, Ky. 4

For Sale—Racket store, Eldora, Iowa, county seat of Hardin county, Iowa; 2,500 inhabitants; best farming section in Iowa; stock \$4,000 to \$5,000; no old or out-of-date goods on hand. This is a good clean stock and doing a good-paying, strictly cash business; established six years; cheap rent; good living rooms upstairs over the store (brick building); occupied by my family; \$20 per month for the entire building; no trades. Reason for selling, my Oklahoma store must have my entire attention. Address H. E. L., Box 325, Eldora, Iowa. 5

For Sale—Three-story brick hotel; 50 sleeping rooms; all the modern improvements; in city of 4,000. Will take good farm part payment. Address S. A. Booth & Son, Real Estate Agents, Greenville, Mich. 6

SITUATIONS WANTED.

Wanted—Position in shoe store or general store. Experienced. References furnished. Address No. 975, care Michigan Tradesman. 975