

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 30, 1903

Number 1058

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

Correspondence Solicited.

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BANKERS

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

Spring line of samples now showing—
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CREDIT ADVICES
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LITIGATION

WIDDICOMB BLDG. GRAND RAPIDS,
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
PROTECTION WORTHLESS ACCOUNTS
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R. G. DUN & CO.
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Collection delinquent accounts; cheap, efficient,
responsible; direct demand system. Collections
made everywhere—for every trader.
C. R. MOORE, 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

**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withdrawn from sale with the exception of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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GENERAL TRADE REVIEW.

The year is closing with a better feeling as to basis of values in investment markets than has obtained for many months past. The inflation of last year seems finally eliminated and after a few weeks of slight changes from the low levels reached in the decline there is now a decided turn in the direction which will command a more active buying. The assurance of heavy investment after the new year dividend and interest disbursements is such that a greater activity is shown than could be expected during holiday week.

Reports from the commercial agencies, railroad earnings and the observations made by business men who have traveled from one end of the country to the other attest the strength of industrial affairs in the United States and warrant the prediction that there will be no industrial collapse in 1904. Despite the adverse developments in the labor situation this year and the heavy losses suffered from the long decline of securities values and from the breakdown in many industrial concerns, as, for instance, the Shipbuilding Trust and the Consolidated Lake Superior Company, the country has handled an enormous business in the year at

profitable prices. While the fearful may predict all sorts of calamities for the coming year the fact that the new conditions are so fully and quietly accepted in the reduction of values and in new labor schedules, with the still tremendous volume of transportation and industrial returns, gives as great assurance of stability as could reasonably be required. There may be labor war or crop failure or other economic disasters, but even the worst of these imaginable under present conditions can bring little real disturbance.

Heavy railroad earnings are having a favorable effect on Wall Street sentiment. In a number of stocks buying can be traced directly to the splendid traffic results. For the first two weeks in December earnings of all the railroads reporting show a gain of 6 per cent. over the same time a year ago, compared with a gain of 4 per cent. for the month of November and 5 per cent. in October. Of the companies reporting the heaviest gains are made by the roads in the South and Southwest, Southern Railway, for instance, showing an increase of nearly \$59,000, while Missouri Pacific enjoyed an increase of over \$50,000. The most interesting statements received last week were those of the Vanderbilt properties for the six months and for the year. Owing to the large expansion in operating expenses New York Central for the first half of the fiscal year shows a small falling off in net returns, but with the exception of this company all the Vanderbilt roads present improvement in net earnings and in surplus for the last six months. In the coming year New York Central's income will be increased through the advance in the dividend rate on the Lake Shore stock, which has been placed on an 8 per cent. basis. According to the opinions expressed by the railroad men in various parts of the country improvement work on all the large lines will continue in heavy volume unless there should be remarkably unexpected adverse developments in the money market and in the labor situation. The sale by the Atchison Company of \$10,000,000 of mortgage 4 per cent. bonds, it is believed, is an indication of what may be expected of other roads before their work of expansion in the direction of permanent improvements is completed. According to the present position of the money market it looks as if the railroads would be able to secure all the money they want in 1904.

Perhaps the least satisfactory reports from the industrial field come from the textile branch. A few mills were sufficiently farsighted or fortunate enough to secure raw mate-

rial, but most have only limited amounts either on hand or under contract. Another general advance of a small fraction in prices of goods does not bring the market nearly up to a parity with the raw material, and such sales as are made only cover the immediate needs of distributors. There is no disposition to prepare for future wants, the mills being fearful of the price they may have to pay for material. Other textile fabrics are in a better position, although the markets are quiet and raw material holders decline to make concessions. Shipments of footwear have maintained the highest figures of any year on record, and a considerable volume of business will be carried over into 1904.

In Boston there dwells one Samuel Bonner, who has achieved something of a reputation as a forecaster of commercial conditions. In his prophecy for 1904 he says: "I predict that prices for pig iron, railroad stocks and many commodities will be lower next year than for the year just past. I predict that the Republican party will be successful in the election November, 1904. I predict that after the year 1904 there will be a revival of trade, better times, and higher prices will prevail until the year 1911. The present down cycle prices in general business end in 1904. The year 1906 will be the beginning year of the new up cycle in pig iron and for long continued prosperity in general business, lasting until the next commercial revulsion, due in 1911. The coming opportunities to catch business and prices at their lowest limits of depression will not happen again for twenty years."

A New York woman who earns \$12 a week, and whose husband earns \$7.50 a week, has applied to the courts to compel her husband to turn \$5 of his weekly wages over to her, and the husband files a cross suit asking the court to compel his wife to turn \$7 of her weekly wages over to him instead. The decision of the court is expected to answer the question, "How to be happy, although married?"

A curious effect is noted in the Andes. There is an inn halfway up the direct route, where ascenders and descenders frequently meet, the former half overcome with increasing cold, the latter overwhelmed by increasing heat.

It is said that the Austin Corbin estate has shrunk in seven years from about \$5,000,000 to less than \$300,000, and that constant litigation is responsible for the shrinkage. Many a fat estate has grown lean in legal pastures.

**GAS
ELECTRIC LIGHT & TRACTION
BONDS**

EDWARD M. DEANE & CO.
BANKERS

SECOND FLOOR, MICHIGAN TRUST BUILDING
GRAND RAPIDS, MICHIGAN

Show Windows

Unique Chimney-Piece Decoration in Local Clothing Store.

'Twas a somewhat cold night, that one before Christmas, but if the Monroe street pedestrian was muffled well in woolens and furs, and was not on shopping intent—if he had been wise, like the writer, and not left all his purchases until the last minute of the last hour of the last day before the morn on which the joy bells should ring out—his attention could not but be attracted to the novel arrangement of gentlemen's furnishing goods in the large western window of the Leonard Benjamins retail clothing establishment.

What the eye at once seized upon was a clever representation, in the rear right hand corner, of a parlor grate and mantel. This was entirely composed of men's undershirts!

The bright young fellow in whose fertile mind the idea originated, Mr. A. Hazenberg, stated, upon enquiry as to how he happened to think of it, that he was sitting in front of a grate fire a few evenings before and admiring the oak woodwork around it when all of a sudden the thought came to him, "Why wouldn't a mantel work up good in a window decoration?" And in a day or two the thought had crystallized into the pleasing reality that nailed the attention of every passer-by not too belated as to the purchasing of his Christmas gifts.

The writer was curious as to the foundation.

"I took a large packing box, such as hats come in, one side of which I left open," explained Mr. Hazenberg. "In the middle, at the bottom, I set a similar but much smaller box for the 'open fire.' I took the boards that were left from the front of the former and nailed them above the mantel, and also formed a sort of hood over the top as an ornament. Then I piled the shirts up evenly all around the smaller box and across its top. Notice the 'fire?' That's made with electric lights, and the crisscrossed string ties are supposed to be the fagots. The red cheesecloth between these and the lights is what produces the natural-appearing red glow. The mirror over the mantel I made stay in place simply with two nails for its base to rest on and a cord at the top. All around the outside I put the tan woolen shirts, also above the mantel and all around the mirror, to represent the oak of the one in my mind's eye. Wherever I used them flat instead of in piles, they are securely tacked on to the wood."

As to the working out of the details of this fetching fireplace it was to be noticed by the observer that everything employed in its construction was placed with extreme neatness—with mathematical precision. The builder is blessed with a "true eye." (The writer is also possessed of one, but sometimes finds it a

source of much inconvenience and annoyance.)

As viewed from the front of the window this is the appearance the grate and mantel presented:

The predominating color surrounding the minor details was tan, the brown woolen shirts being used, as said, to simulate oak woodwork. Beginning with the center and working, to the outside, first was the "fire," as described. At the rear of this and filling in the entire back of the smaller box, already mentioned, was a black woolen shirt—indeed, the entire arrangement might have been called a "woolen mantel," as all the shirts composing it were of this material. On the two insides and top of the little box were tacked shirts of a "pepper and salt" variety. These were folded neatly and tacked to the wood, sides to sides. Next all around the outside of the smaller box (the three sides of the square) were piled cream colored and light blue shirts. These were to give an effect of two colors of tiling. Then came the tan. The whole thing, I should judge, stood some eight feet high by about five feet wide. Hanging from the mantel were gentlemen's socks, with a pleasing assortment of neckwear "and sich" peeping from their tops. The center of the mantel was graced with two exceedingly rich samples of mufflers. Both were of heavy fancy silk, one black and one white, different patterns. Other mufflers were displayed at each end of the mantel, with gloves on top of them. Three umbrellas stood together at each side of the grate, with a four-in-hand draped around the handles of each group. On one group was a neat card which read: "An umbrella is always acceptable. 50 cts to \$5.00."

I forgot to mention that there were alternate folded shirts of cream and blue, five of them, lying on the floor in front of the grate for "make-believe" tiling, to match the arrangement of those next to the "pepper and salt" ones surrounding the "fire."

Directly in front of the floor tiling, where the eye of the beholder would naturally rest after taking in the details above, were four low nickel standards supporting suspenders, collars, collar buttons and fine hose. Near these was a tilted card which said: "Keep 'em up suspenders. 25c, 50c and \$1.00."

Did I state what the grating in front of the "fire" was made of? 'Twas composed wholly of black silk string ties, which must have been wired to produce their curved effect. Their realism was unassailable.

In the east end of the window was a mammoth nickel standard—a regular grandpa of 'em all. It was considerably taller than I could reach, and held dozens of neckties of many, many sorts, woolen gloves and suspenders, all ticketed as to price, so there could be no mistake in the mind of the would-be purchaser.

That was one of the best features of the many admirable points of this display. There is much to be said pro and con the advisability of window advertising of prices to cus-

Plain Statement

of the

Jennings Flavoring Extract Co.

Regarding The Use of Wood Alcohol

THE ENQUIRY

C. W. Jennings, Grand Rapids:

Dear Sir:--I am informed by the Prosecuting Attorney that John DeBoe stated on the witness stand last week that he was not aware he had ever used wood alcohol in his flavoring extracts and even if he had, no harm could come from it--that he would be willing that his children should be fed on wood alcohol. This position is so much at variance with my own ideas and the opinions of eminent chemists whom I have consulted on the subject--and also with the opinion of the jury, which made short work of bringing in a verdict of guilty--that I believe it would be well for you to reassure the trade on this point. I have known you for thirty years and would be willing to stake my reputation on the statement that you have never used wood alcohol in your extracts, but those who have not known you so long and intimately as I have may wish to know your position on this question.

E. A. STOWE

THE REPLY

E. A. Stowe, Grand Rapids:

Dear Sir:--I wish to state most emphatically that I have never used wood alcohol or Columbian Spirits in the manufacture of flavoring extracts, not even in the lowest grades we have manufactured in years gone by, before or since the food laws went into effect. We have always known this article, wood alcohol, and its refined product to be unsafe to use in any article which was to be taken internally. We are very glad to state we have had no curiosity to make experiments.

We have a brand of extracts known under the "Columbian" brand, which we sell in bulk largely to the bakery trade. This extract, however, as are all other brands of ours, is made under my personal direction and we employ only the highest proof Pure Grain spirits (or alcohol) obtainable.

C. W. JENNINGS

tomers and competitors alike. To be sure, the latter are let into the secret thereby, but "What's the diff.?" as the small boy says—if they're bound to know they'll find out anyway, it's just like burglars getting into a house. I am of the strong opinion that windows lose half their drawing power if they fail to show prices of the goods therein displayed. If no price tickets are in evidence in the windows, saunterers jump to the conclusion—and jump in a hurry—that such store proprietors are afraid to show their hands. "Prices must be too high or they wouldn't be afraid to tell 'em," is the opinion of the average window-gazer. "Prices tell," so why be mum about them?

I digress.

In this handsome window, at the top, higher than the "grandpa" standard and the mantel, hung a long nickel (all the fixtures were nickel) rod the entire length. To this were attached shirts (colored), mufflers and suede gloves, those on the left half being ticketed at \$1 and the rest marked to bring a dollar'n 'af.

In the extreme background, forming a frieze with a row of neckties below, was another rod. On this rod was displayed a line of boys' sweaters, ranging, as to size, from midgets for the little fells to larger togs for bigger kids, with swashes of thick collars, at once the delight of the small boy and the reverse for his family who must contemplate him. These brought from \$1.25 to \$5, according to the size of the kid and his pa's exchequer.

One blue and one cream colored soft sateen nightshirt hung neatly at the extreme left of the window, also priced. At the extreme right hung a striped outing flannel garment of the same description, thus giving a choice as to selection.

Mufflers and fur-lined gloves, and gloves with thick wool backs, were placed at suitable intervals all along the front of the window at the feet of the on-looker, where he could not fail to see them if he had eyes in his head.

Special attention of the boys was meant to be attracted to a number of smaller sizes of gloves, etc., by a placard at the left with simply "Boys" printed thereon.

As a separation of the two halves of the window were four black silk mufflers in boxes, forming a tier, the topmost neck fixin' having a bunch of forget-me-nots embroidered on one of the ends, this evidently designed to catch the youth of a sentimental turn of mind.

On the mantel, and also interspersed judiciously among the groups of articles on the floor of the window, were such catchy cards as these:

"How are his gloves? Our line is complete. All kinds, prices and sizes."

"Does his hat look rusty? We have the correct shapes."

"Warm his neck with a muffler."

"Get him the latest tie."

"In a sweater there is warmth."

"Perhaps he would like a nobby shirt. Get him one (or more)."

This last was a gentle hint to the generous-minded.

A neat little placard near the umbrellas at left of the grate bore the welcome information to those people prone to forget the different ties and their names:

"Ties: Ascots, Puffs, Four-in-hands, Tecks (Shield and Band), English Squares, Strings, Bows."

A word or two more and I am done:

The background and floor were covered with a fine quality of olive green burlap, "a color that clashes with scarcely anything used in window decoration," observed Mr. Hazenberg.

To this gentleman must be given the credit of the neatly printed cards—black, lettered with white. He is so versatile as to be able to use a brush and hammer with equal facility. He is the Manager of the furnishing department of the Benjamins store, and is an apt illustration of a self-made window-dresser. As Manager of that department it falls on him to trim the window for his side of the store. He has only been at this branch of the work (the window decoration part) for six months. He has access to one trade paper devoted to this subject, but depends mostly on his own ideas as to arrangement. If he keeps on as he has begun it will not be long before he will be an acknowledged expert in this line.

I have given at some length a description of this window in the hopes that it may bestir some country merchant to greater effort in this regard. There was absolutely nothing in this window which might not be compassed by any small-town general dealer—some flannel shirts, a small mirror, gloves of various sorts, collars, suspenders, mufflers, sweaters, half a dozen umbrellas, a couple of wooden boxes—and some ingenuity. I purposely omit the electric lights that made the fire, but a piece of red glass over a candle might be made to serve the purpose as well. And as to the fixtures, if the average merchant can not afford expensive nickel ones, he at least could have the "Village Blacksmith" fashion some iron ones and he could wind them with some color harmonious with the rest of his appointments.

Now, here's a fine tip, if he wants a little free advertising:

During the ten minutes that I stood in front of the Leonard Benjamins window taking notes of the contents, fully 200 people either stopped short or at least paused to see what I was doing with a notebook and pencil, and when I was drawing a rough sketch of the grate one old man on crutches even came and looked over my arm in wide-eyed amazement. (Perhaps he was entirely unused to public exhibitions of fine free-hand drawing!) Be that as it may, I flatter myself I preserved a calm and unruffled exterior while dozens of young and old, rich and poor alike, eyed my absorption with unconcealed curiosity. Their glance would first rest on me, then on the articles in the window in an endeavor to see what I was looking at, then it would quickly travel back to me and my pencil.

The experience didn't hurt me and amused them, so I didn't care. Anyway the occurrence showed the force which lies in advertising.

Rapid Growth of the Eucalyptus Tree.

Santa Barbara, Cal., Dec. 26—Nowhere in this country, perhaps, have experiments with the growth of eucalyptus trees been carried to such an extent as in the little valleys along this stretch of the Pacific coast. The eucalyptus, be it known, is the tree which some scientists say is destined to save the world from a famine of wood. Those who are familiar with the tree's growing records in this vicinity are confident in its ability to perform that feat if it should ever be called upon to do so, which is not probable.

Ellwood Cooper, who owns a big ranch a few miles north of Santa Barbara, was one of the pioneers in this experimenting. His first plantations were set out twenty-five years ago. Some of the groves have been cut down three or four times and are again high in the air. Trees which have been permitted to grow for the entire quarter century are as large as oaks whose rings show them to be more than three hundred years old. In other words, the eucalyptus grows twelve times as fast as the oak, and, in fact, there is hardly a tree that it does not put to shame in this respect.

Five years ago a resident of one of the small coast settlements south of here, Carpenteria, planted a row of eucalyptus as a sort of fence along one side of his residence property. Last week he finished cutting it down and secured twenty-two cords of four-foot firewood from this single row, not more than 250 feet in length. Several of the trees had grown to a height of seventy-five feet in five years and all were well above fifty feet.

"You can almost see these eucalyptus grow," said a rancher who is familiar with them. "There is only one thing I know that can beat them."

"And that?" was asked.

"Mushrooms!" he exclaimed. "We have to give way to them, but the margin is narrow enough. You cut off a eucalyptus and in three or four days it will be sprouting away for dear life. Something seems to just draw them up out of the ground."

They make the finest kind of piles, even better than Oregon pine, to the minds of some experts. More than \$10,000 worth of piles have been sold from the Cooper grove within ten years, and no one knows how many hundreds cords of wood; yet one would hardly know that the grove had been touched.

According to reports to the Agricultural Department the eucalyptus is now being planted in this country more largely than any other tree. The ranchers of the great prairie States are setting out thousands of them under the easier name of "gums" or "blue gums." The eucalyptus seems to care no more about the name than about the soil in which it is planted.

Its uses are by no means limited to the production of cord wood and piling. It protects the orange and lemon groves along the coast from the ocean winds which would bruise the fruit, and has proved an excellent windbreak. In a wood lot the trees can be cut every six or seven years, the average yield being from sixty to seventy-five cords of wood to the acre, and any one who has seen it burn in an open fireplace gives it the palm for wood fuel. It can be sawed into all sorts of lumber, and is used for furniture, street paving, ships, bridges and fences. There are many uses for the oil and its bi-products are increasing every year. Here in California it is a home cure for most everything from whooping cough to consumption. The children make candy from its honey and garlands of its very beautiful blossoms. Some scientists hold that it has a beneficial effect on climatic conditions, but as to that the Californian sayeth not. One can not get a native son to admit that anything could really improve this climate.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

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

State News

Movements of Merchants.

Caro—Cummins Bros. have purchased the grocery stock of Jos. A. Lane.

Lansing—Mrs. Rose Wise has purchased the interest of her partner in the grocery business of Wise & Everett.

Manton—Mrs. Aaron Alvin has sold her general stock to A. Anspach, who will consolidate both stocks in one store.

Alto—C. L. Morgan has purchased the interest of his partner in the agricultural implement stock of Stauffer & Morgan.

Whitehall—A. W. Veal has sold his stock of shoes and rubbers to A. Jackson, of Chicago, who shipped the stock to Chicago.

Shelby—B. M. Salisbury has purchased the interest of his partner in the general merchandise business of Myers & Salisbury.

Mt. Pleasant—Knox & Steele, dealers in boots and shoes, have dissolved partnership. The business is continued by Wm. H. Knox.

Detroit—D. J. Metty & Co. have given a chattel mortgage for \$2,136.47 to Samuel E. Jones, trustee, on their boot and shoe stock at 600 Michigan avenue.

Alma—Arthur Mulholland, of Sharrar & Mulholland, dealers in drugs, books and stationery, will take a six weeks' trip through the South, starting Jan. 10.

Gladwin—C. W. Taylor, traveling representative for Waldron, Alderton & Melze, wholesale shoe dealers of Saginaw, and H. A. Wagar, for the past two years with P. Corey Taylor, druggist at Mt. Pleasant, have purchased the drug and grocery stock of J. M. Shaffer and will take possession Jan. 11.

Lake City—The Missaukee Telephone Co. has been formed to maintain and operate telephone lines and business incident thereto, operations to be carried on in Manton, Lake City and Moorestown, with business office at this place. The authorized capital stock is \$5,000. The shareholders are H. S. Lamb, Morley, 50 shares; Wm. J. Morey, Lake City, 50 shares; Geo. S. Stout, Lake City, 10 shares, and Jos. E. King, Pioneer, 10 shares.

Jennings—Mitchell Bros. are planning to erect a large department store building on the site of the Swedish church (removed) and use their present store building for hall purposes. It is expected that the company will continue their timber manufacturing operations in Jennings for twenty years, and their timber holding along the railroad north and east of Jennings continuing up through Kalkaska county warrants the above statement.

Manufacturing Matters.

Alanson—Frank Merchant, of Petoskey, expects to have a large lumber and planing mill in operation here by June 1, next, with 1,000,000 feet of logs in the yards.

Houghton—The A. Haas Brewing Co. has increased its capital stock from \$48,000 to \$150,000.

Detroit—Notice of dissolution of the American Suit & Corset Co. has been filed with the county clerk.

Harrison—The Harrison Cooperage Co. is succeeded by Cleveland & Co. in the manufacture of heading.

Escanaba—F. A. Eastwood and A. J. Killian have organized the Eastwood & Killian Lumber Co. and have arranged to handle the cuts of five Delta county mills, including those of the Escanaba Woodenware Co., the Bark river mill and the mill at Trombly.

Detroit—The Detroit Starchless Flour Co. has been organized to engage in the manufacture of starch and starch products for food. The capital stock is \$150,000, held by D. A. Wilson, with the exception of two shares, owned by A. M. Pelletan, Grand Rapids, and W. R. Reynolds, Jackson.

Detroit—The Bryant, Hill Co. has been organized with a capital stock of \$8,000 for the purpose of engaging in the manufacture, sale and renting of all kinds of patterns and machinery. The stock is held by E. S. Bryant, 450 shares; Robt. S. Hill, 70 shares; J. W. Lakin, 70 shares, and R. J. Fraser, 10 shares.

Bay City—The old F. E. Bradley sawmill machinery has been sold to a local concern and is to be dismantled. The mill firm is having 5,000,000 feet of logs put in this winter but is able to get them on contract to better advantage than to operate a sawmill. The mill was built fifty-two years ago by Elijah Stanton and has earned fortunes for a number of people.

Freeport—It is expected that considerable business will be done in Freeport in the manufacture of cutter and buggy woods and automobile bodies. C. A. Curtiss, assisted by F. H. Nye and G. Meyers, formerly with the cutter company, are manufacturing buggy seats at C. A. Curtiss' mill and employ several men. W. Fox & Co. and W. H. Hushen are perfecting arrangements to take up the work of manufacturing cutter and buggy woods and automobile bodies.

Owosso—Dr. John Wesener, of Chicago, who has been here several days visiting relatives and studying the workings of the sugar factory, declares that if machinery which he is building does the work he confidently expects it to do, he will revolutionize the making of sugar from vegetables. By pressure much higher than that used to extract sugar from beets, he will use almost any garden vegetable, carrots, rutabagas or turnips and by a process which, of course, is secret, will make sugar at a much cheaper figure than the beet factories are turning it out.

The Button Shoe.

To some retailers the growing demand for button shoes is a displeasing one. Speaking of this to a leading retailer, he said: "Of course, I am retailing shoes and it is my business to handle whatever my trade demands, but think the button shoe

is nothing more than a fad. Very few people wear more than one pair of them because they soon become loose on the foot, the buttons in many instances must be set over, they require the use of a button hook, which many carry around in their pockets, and then, button shoes are a great nuisance to the shoe dealer."

The button shoe may be a fad, perhaps few people wear but one pair and they may be a nuisance to the dealer (which we do not admit), but the fact remains that the button shoe is now receiving more consideration from the public than for many years past. There is a "chic" appearance about the button shoe which is pleasing, and while it has taken the people a long time to make up their mind to wear them it certainly appears from reports received that they have taken them up in earnest.

If there are some inconveniences in handling this article of footwear there is a compensating gain to the dealer. No matter how a dealer feels towards the button shoe he must please his trade, and as all indications point to this article enjoying great popularity next season, it would be the part of wisdom for retailers to have some in stock to meet the predicted demand.—Shoe Retailer.

To Keep Moisture Off the Windows.

A thin coat of pure glycerine applied to both sides of the glass will prevent any moisture forming thereon and will stay until it collects so much dust that it can not be seen through. Surveyors can use it to advantage on their instruments in foggy weather.

In fact, it can be used anywhere to prevent moisture from forming on anything, and locomotive engineers will find it particularly useful in preventing the accumulation of steam as well as frost on their windows during cold weather.

Indian Moccasins in Unique Designs.

Indian moccasins for actual wear and decorating purposes have come in quite prominently, and are being shown by up-to-date dealers. They are made of real moosehide, richly embroidered with unique designs of the famous Indian tribes. Indian slippers, made up in similar fashion, are also popular and many interesting dens have them on the wall. Men and women are buying them and there is no reason why every retailer should not make some extra money on these new lines.

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

The Grocery Market.

Tea—There will be but little activity in the market until well on in January. There has been nothing notable about the trade of the past week except, perhaps, that prices have been fully maintained.

Coffee—A slight setback of last week was followed by a sharp rally and the impression seems to be that the market is on a perfectly legitimate basis and that speculative figures are cutting little ice. Indeed, they have been lower than the actual spot goods could have been bought for this week. New York is now the highest market and Europe is slowly responding to the bullish sentiment on this side of the water, showing that it is realizing the fact that the recent advances have been fully justified. Locally the jobbers have been compelled to make advances on the low and medium grades. These amount to anywhere from a cent and a half to two cents a pound. As yet the fancy grades have been little affected.

Canned Goods—Corn still continues to be the firmest of the commodities, although salmon is running it a close race. The difference seems to be that the trade has taken less of the salmon—the higher grades—and has substituted something else for it. Corn is more of a necessity and stocks must be carried no matter what the price. There is a good trade in the low and medium grades of salmon and this has led many to the opinion that the Alaska reds and other grades will be very largely substituted for the sockeyes permanently, if the latter remain at the high figures. Tomatoes are unchanged, being comparatively plenty at low prices. Not so low as they were, perhaps, but still low enough to make them cheap eating. Sardines are unchanged, being very firm and scarce. California fruits are all firm, but quiet. The movement is light at this time of the year and especially so this season with the high prices.

Dried Fruits—Prunes are unchanged and in fair demand. The market is steady. Peaches are also active at unchanged prices. Currants are about in fair demand, and rule at unchanged prices. Seeded raisins, and loose as well, are still greatly depressed. The market is dull and prices unchanged. Apricots are active at very high prices. Nectarines are in fair demand at unchanged prices.

Rice—Reports from the South are to the effect that the mills are holding firmly to their figures and evincing no great desire to sell. Locally the trade has not been particularly heavy, although it is about normal. There are some indications of an advance on the comparatively light yield.

Syrups and Molasses—Compound syrup has been in very fair demand at unchanged prices. Sugar syrup

is quiet at unchanged prices. The demand for molasses has been very fair. Fine grades are still held at the high prices noted last week. Further advances may come, but probably not at present.

Fish—An advance in most lines after the first of the year. Mackerel is held in few hands. Cod, hake and haddock are all on the verge of further advances as soon as the demand begins. The delivery of sardines is progressing, and will likely be much larger than was originally expected. Salmon is unchanged and dull. Lake fish is high and scarce.

Provisions—There has been an advance of $\frac{1}{4}$ c in speculative lard, both pure and compound, but jobbing prices have not been affected as yet, but probably will be. Hams of all grades are unchanged and dull. Dried beef is dead.

The Produce Market.

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

Bananas—\$1.25 for small bunches and \$2.25 for extra Jumbos.

Butter—Factory creamery is steady, ranging from 24c for choice to 25c for fancy. Receipts of dairy grades continue heavy and the quality is fair. Local dealers hold the price at 13c for packing stock, 16c for choice and 18c for fancy. Renovated, 19 $\frac{1}{2}$ @20c.

Cabbage—Strong at 75c per doz.

Beets—50c per bu.

Celery—Steady at 25c per bunch.

Cranberries—Cape Cods and Jerseys are steady at \$8 per bbl. and \$2.75 per bu.

Eggs—The market continues to strengthen, due to the non-receipt of fresh eggs in sufficient volume to cut much figure in the consumptive demand. Local dealers hold fresh at 28@29c for case count and 30@31c for candled. Cold storage command 25@26c for case count and 27@28c for recandled.

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

Grapes—Malagas have declined to \$4 per keg.

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

Lemons—Messinas and Californias fetch \$3.75.

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

Maple Syrup—\$1.05 for fancy, 90c for pure and 80c for imitation.

Onions—In good demand at 75c per bu.

Oranges—Floridas and California Navels, \$3@3.25.

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

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

Poultry—Receipts are small, in consequence of which prices are firm. Spring chickens, 11@12 $\frac{1}{2}$ c; fowls, 9@10c; No. 1 turkeys, 16@18c; No. 2 turkeys, 13@14c; ducks, 12@13c; geese, 10@11c.

Pumpkin—\$1 per doz.

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

Sweet Potatoes—Jerseys are steady at \$4.25 per bu.

A caterpillar is so greedy that in one month it actually devours 6,000 times its own weight in food.

IN MEMORIAM.

Tribute to the Memory of Mrs. Joseph Dean.

Fannie Seward Dean was born in Lansing, Mich., Feb. 2, 1872, her parents being Dr. B. J. Seward, a grandnephew of President Lincoln's great Secretary of State, William H. Seward, and Carrie Waggoner, daughter of Clark Waggoner, the well-known editor of the famous Nasby paper, the Toledo Blade. Mrs. Dean received her education in the public schools of Toledo and at an early age entered a business life. For a time she was employed in the State Capitol at Lansing, in the office of the Superintendent of Public Instruction, when that department was presided over by Hon. H. R. Pattengill and later by Hon. Jason E. Ham-



mond. A change in politics cost her this position, and she next found employment in the book-keeping department of E. Bement & Sons, the leading manufacturers of Lansing. Mrs. Dean had a passion for figures and the Bements, who were cousins of hers, gave her every opportunity for its cultivation. Here, under them, were developed those fine business qualities which gave her a reputation beyond her native city and were marked characteristics of all her later activities.

In 1894 she married Joseph E. Dean, well known throughout Michigan as a traveling salesman—seven years with the U. S. Baking Co., four years with the Jennings Flavoring Extract Co. and for the past six months with the Steinwender-Stoffregen Coffee Co., of St. Louis, Mo.

For a time Mrs. Dean gave up business life for the less strenuous life of the home. But her love of variety, her passion for accounts and the flattering offers which continually came to her from firms acquainted with her ability at length tempted her back to the counting room. In April, 1900, she came to Grand Rapids with her husband, where both took up work with the Jennings Flavoring Extract Co. Mrs. Dean's advancement was rapid in her line of duties and at the time of her death she had become general office manager for this house.

Her health was never rugged, but this she seemed to forget in the passion for her chosen work. Night af-

ter night found her at the desk, straightening out some error of the day or planning for the labor of the morrow. Time and again her employer urged rest and a slower pace, until at last he fairly forced her to take a needed vacation. Never one to complain of bodily ailments, her nearest friends scarcely dreamed of the hidden disease which for months had sapped her vitality, and her death on November 26, within twenty-four hours after her removal to the U. B. A. Hospital in this city, came as a shock to all.

Mrs. Dean was a member of the Presbyterian church and in Lansing was active in the work of that organization. She was extremely conscientious in all her dealings. This, with her keen intelligence and great beauty, her rare sympathy and tactful ways, won a host of friends in the three cities where she was best known.

Hides, Pelts, Tallow, Furs and Wool.

There is no change in the condition of the hide market as reported last week. The market is strong. There are good hides coming on, with a good demand at fair prices. The later takeoff will not be so desirable. Prices will be high. The demand is not well defined for later stock. Eastern tanners hesitate at prices on the good stock. Any advance in prices beyond present sales is doubtful.

Sheep pelts do not accumulate; in fact, there are but few coming in.

Tallow shows a strong market, with some excitement. Sales of edible to prime have advanced, while other grades are stronger and likely to follow. Some large soapers are holding off.

Furs are more stagnant. Buyers are holding off, as it is too late to reach the January sales in London. The home trade is quiet and some mixed, awaiting some fashion to cater to. Trade has been good.

Wools are firmly held at full prices with fair sales.

Wm. T. Hess.

The Heath-Morley Co. has been organized to engage in the manufacture of lumber in Cicero, Snopomish county, Washington. The business office will be located at this place. The new company is capitalized at \$25,000, held as follows: M. J. Clark, city, 450 shares; O. L. Heath, city, 400 shares, and H. Morley, Cedar Springs, 400 shares.

C. D. Crittenden has leased one-half of the store and basement at 3 North Ionia street and is removing to that location, where he will have much better facilities for handling dairy and poultry products than he did at his South Division street location.

It is a poor salesman who, in order to make a sale, will promise more than the conditions will warrant. The satisfied customer is the one that comes back.

If the average man could do as much work as he thinks he can, there would be little demand for labor saving machinery.

MEN OF MARK.

A. J. Daniels, of the Worden Grocer Co.

Taken as a whole the progress of civilization is due not so much to associated as to individual effort. Primarily, man builds for himself. The underlying principle of achievement is the desire of self protection and individual aggrandizement. The exceptions to this general rule are so few as scarcely to attract attention. This statement is made advisedly and without fear of imputing a low or base motive to the advancement of the human family or the trend of human endeavor.

But although man builds for the individual he does not build alone. He who creates a beautiful picture, writes a soul stirring melody or gives birth to a sublime thought not only establishes for himself fame and position but enriches the human family. After its creation it belongs not to the creator but to all who can grasp and appreciate it.

As in art, so in the more practical affairs of life. The man or men who establish a flourishing business, who conceive it, nurture it and cause it to grow strong, enrich themselves and in so doing enrich the wealth and resources of all. The man who builds a factory does so with the intention of securing a return for the time, thought and money invested, but such returns are the most superficial; the far more important result is in the building up of a community of useful men and women, the establishment of happy homes and the development of an area which turns solitudes of nature into prosperous human habitations.

A case in point and one fully illustrative of the foregoing is to be found in the life and achievements of Anson J. Daniels, of the wholesale grocery establishment of the Worden Grocer Co. and the wholesale lumber firm of Winchester & Daniels, whose life reads like the history of the hero in a story book. It has been one of constant endeavor, guided by a far-seeing wisdom and a judgment that have nearly always proven infallible. His life has been an unqualified success, not only in respect to the fortune gained but also to points of honorable repute and usefulness to his fellows.

Mr. Daniels was born in the village of Vesper, Onondaga county, New York, Aug. 17, 1835. His antecedents on his father's side were Scotch, the original family name having been MacDonald. The antecedents on his mother's side were Yankee, his grandfather on his mother's side having fought in the Revolution, which entitles him to membership in the Sons of the American Revolution. His father dying when he was four and his mother remarrying four years later, he was placed in the home of a farmer near his native village, where it was expected that he would remain until he was 21 years of age. Because of his great desire for an education and his inclination to read books at every opportunity, he had a falling out with his foster parent at the age of 14 and left him, and for

three years he worked by the month summers and attended school winters, giving his services in exchange for his board, when he sought and obtained a position as teacher of the school at East Conneaut, Ohio. Although he was only 17 years of age at the time, he was compelled to manage a school of seventy pupils, ranging from the A, B, C to algebra grades, many of whom were as old and large as he was. For this service he received \$17 a month and "boarded round."

Feeling the necessity of a broader education, he went to Homer, N. Y., in the fall of 1852 and entered Cortland Academy, boarding himself and working nights and Saturdays to keep up his expenses. He continued his studies at this school for two years, when he contracted a cough and was advised by physicians

year later of the High School and in 1871 he succeeded Mr. Strong as Superintendent of Schools, assuming the responsibility incident to the consolidation of the three districts in existence prior to that time. Of his services at that important era in the history of the schools, A. L. Chubb, President of the Board of Education, in his annual report for 1871-72, said:

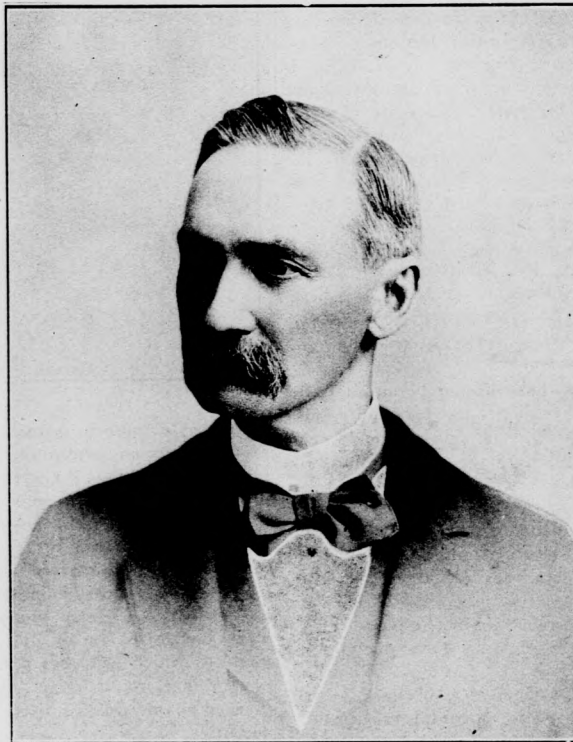
"I may not omit mentioning in this report the excellent services of our Superintendent. He had a great work before him, and it is but simple justice to say that it has been well and faithfully performed. General harmony and concert of action have been secured, and the machinery of our school system, under the recent consolidation, has been put in successful operation. You have, in a practical way, recognized the value of his services. Personally, I desire

to erect and equip a furniture factory at Newaygo, and the Newaygo Furniture Co. was the result. Mr. Daniels was made President of this company and remained with it three years, when he formed a partnership with Walter C. Winchester, engaging in the hardwood lumber and shingle business. The firm built a mill at Mecosta and had contracts with numerous other mills for their entire output. This copartnership relation still continues, Mr. Daniels' interest being represented by his son, Geo. B. Daniels. In 1898 Mr. Daniels and family went to Europe, where they spent over a year, visiting every country from Sweden to Italy. On his return home, in 1899, he was called upon to take a managerial position with the Worden Grocer Co., in which institution he was largely interested in a financial way. This relationship continued until the annual meeting this year, when Mr. Daniels retired of his own volition and at his own request. He will continue to make his headquarters at the office of the Worden Grocer Co., giving General Manager Rouse the benefit of his advice and assistance whenever possible.

Mr. Daniels was married Oct. 10, 1859, to Miss Eliza J. Brown, of Vesper, N. Y., and is the father of two children, Geo. B. Daniels, the well-known lumberman, and Eva J. Daniels, who is a teacher in the High School. Mr. Daniels has been a life-long member of the Baptist Church and for several years a member of the Board of Trustees. He was Director in the Peoples Savings Bank from the date of organization up to two years ago. He is a Director in the Worden Grocer Co. and in the Grand Rapids Mutual Building and Loan Association, with which he has been identified since 1895.

It is fortunate that men who are big enough to be successful business men are big enough to have an interest in other things than their particular line of business. There are a few men so constituted that unusual success in their chosen calling alienates them from all other interests and activities and narrows them so that they just fit within the limits of their own particular work and never go outside. But with most it is not so. The qualities which make for success in any particular line are qualities which refuse to be confined, and so we find successful business men occupying prominent places in public affairs, in finance, in philanthropy and in all the numberless forms of activity which characterize our modern civilization.

Particularly is a man to be congratulated when, after an ordinary lifetime of endeavor and by economy, ability and industry he has accumulated a fortune, he is able to use his wealth, possessing it rather than being possessed by it. There is many a man in trade now wealthy who made his start by labor of his hands and began his accumulation by the most minute saving—men who know the worth not merely of a dollar but of a dime or a cent—and yet these men, most of them, are gener-



A. J. Daniels

to give up school work for a time. He was the more easily persuaded to do this because a brother had died from an attack of consumption only a short time before. He therefore returned to Vesper and clerked six months in a general store, receiving the princely salary of \$11 per month and his board. He taught the Vesper school that winter and also the next summer and winter, when he and Edwin A. Strong entered Union College at Schenectady as juniors, graduating together on the scientific course two years later, in 1858. Mr. Strong was thereupon called to Grand Rapids and Mr. Daniels taught in the public schools of Syracuse for a year, subsequently filling a professorship at Cortland Academy at Homer for five years. In 1865 he was called to Grand Rapids to take the position of Principal of the Grammar and a

to acknowledge the many obligations I am under to him for his hearty and ready co-operation in the solution of the many problems incident to the recent change in our school system, and which, in the march of progress, must constantly arise."

In 1872 Mr. Daniels was authorized by the Board of Education to recall Mr. Strong from Oswego, N. Y., where he had gone to take a professorship in the Normal School, and the mutual relationship of the two friends continued uninterrupted until 1883, when Mr. Daniels resigned the Superintendency to take the management of the Phoenix Furniture Co., succeeding O. L. Howard, who was compelled to retire by reason of ill health. As Mr. Howard was able to return to his former duties within six months, Mr. Daniels was commissioned by Mr. Converse, of Boston,

ous with their money. They know the value of money because they know what can be done with it as well as what it costs, and so have no pride in possession for its own sake but only as indicative of success and as a means by which they can do what their hearts are set upon.

Such a man is Mr. Daniels. He began literally at the bottom, working with his hands for meager wages, and he has come to be a man of sufficient means, financially speaking, to be able to do the things it pleases him to do, chief among which is doing for others in a quiet, inconspicuous way that is all his own. In fact, he almost resents being known as a philanthropist or even as a generous man. He affects a brusque and sometimes almost forbidding demeanor, but those who know him best, who are in position not only to know of his acts but to judge as to the motives for them, have a wonderful respect for this man whom the casual acquaintance might think to be merely a strong and forceful character.

Recent Business Changes Among Indiana Merchants.

Anderson—T. R. Moore succeeds Irwin & Durrah in the feed and grain business.

Bloomfield—Cornet & Chaney, grocers, have dissolved partnership. The business is continued under the style of Chaney Bros.

Boonville—West & Co. have sold their grocery stock to U. G. Bate-man.

Garfield—S. S. Immel has engaged in general trade, purchasing the general merchandise stock of C. B. Ward.

Indianapolis—Geo. Holder continues the ladies' tailoring business under the style of the Holder-Putnam Co.

Indianapolis—Webb Bros., dealers in flour, feed and groceries, and Edward S. Webb, grocer, have retired from trade.

Linton—John W. Price, grocer, has taken a partner under the style of Price & Birt.

Marion—Jos. Schultz, dealer in ladies' cloaks, has sold out to Logacher & Tate.

Mecca—W. H. Bradfield has purchased the hardware stock of A. H. Bradfield.

Morgantown—J. A. Collett, dealer in implements, has sold out to Whitaker & Co.

North Manchester—Theo. Stiggleman, of the Peabody-Stiggleman Co., manufacturer of church, library and school furniture, has retired from the business.

Orland—The Parker Furniture Co. succeeds E. C. Parker & Co. in the furniture and undertaking business.

Schnellville—Geo. Morgenroth has purchased the interest of his partner in the general merchandise business of Morgenroth Bros.

They Were Natural Enemies.

They were coming downtown yesterday morning, and the little man took the only vacant seat in the car. It was beside a big and prosperous-looking man. The little man was clearly troubled about something and itched for an opening to talk. None came. At last he was unable longer to remain silent, and glancing inquisitively at his seat companion he bravely asked:

"Excuse me. Ever been in trouble?"

"Never out of it," said the commuter, abruptly.

"It's odd," remarked the little man, nothing daunted, "that I'm in a business that is always getting me into hot water."

"So," said the big man, freezingly.

"Yes," the little man said, "I'm a plumber, you know."

"Bah," responded the other, "your trouble is a flea bite to mine. I'm a landlord."

Neither spoke to each other during the remainder of the trip.

Symbolic Uses of Shoes.

References are frequent in Scripture to different symbolic usages in connection with shoes or sandals. The delivery of a shoe was used as a testimony in transferring possessions. "A man plucked off his shoe and gave it to his neighbor, and that was a testimony in Israel." (Ruth 4:7.) In cases of this kind the throwing of a shoe on property was a symbol of new proprietorship or occupancy. "Over Edom will I cast my shoe." (Psalms 1 and 8.) From the ancient practice in which the shoe was symbolic of contract came probably the curious old custom, still prevalent, of throwing old shoes for good luck after the bride and bridegroom in departing for their new home. The untying of sandals (translated latches), as involving considerable trouble, was assigned to servants, and accordingly was symbolical of servitude. "The latches of whose shoes I am not worthy to unloose." (Luke 3:16.) The carrying of the shoes of another is spoken of as a similar mark of inferiority. "Whose shoes I am not worthy to bear." (Matt. 3:10.)

You can estimate a man pretty correctly by the men whom he does not know.

Heels Growing Higher—Bronze Once More in Favor.

A tremendous struggle is going on in bootdom—ladies' bootdom, I mean. It is the old struggle between the sensible and the aesthetic. Indeed, it is so constantly with us that many look upon it as a permanent, unchangeable form and many wonder at its being now made prominent.

But this year it is having a marked effect on the modes. On the one hand is the brogan shoe, with its ponderous, spreading sole and heavy lines, its low, broad heel and its coarsely perforated toe cap; a shoe which has firmly planted itself in society, and appears unblushingly with the most dainty muslin gown.

Then on the other hand, there is the tendency to the high heel and the pointed toe, which made itself felt the past summer with more force than for years past.

The result of the altercation, so far as street wear goes, is a stout-looking boot, narrowly rounded at the toe, but broad across the foot, and with a decidedly high heel. Even in the stoutest walking boots the heels are creeping up, an inch and a half or an inch and seven-eighths being the present height, although they are not so graceful in shape as the high heels of more dressy shoes.

Is the laced shoe going out? Perilously few of the new models are showing it, the buttoned boot appearing to be all the rage. This in some ways is to be regretted, since the flexibility of the laced boot, which allows it to be tightly drawn about the foot and to accommodate itself to the often changing size of the foot, is a powerful argument in its favor.

But the fact remains that the buttoned boot prevails. In the heavy walking boot it is usually of the unpolished Russia leather, the larger buttons being covered with the same, while the lower part may or may not be of patent leather.

For more dressy street wear there is a similar lusterless shoe of mat leather, which, unlike the Russia

leather, is not polished before being worn.

To don indoors over bright hose are oxfords narrowly slashed from the instep to the tip of the pointed toe and buttoned on the side with two heavy, overlapping straps.

Very narrow, V-shaped stripes, alternating in patent leather and gro-grained or satin ribbon and extending from toe to instep, is another popular whim of the moment.

Bronze is back, and in immense favor for house wear, of course; bronze frosted with beadwork and in the most graceful designs.

Dividing the honors with it are the ever popular suede ties, in tan, brown and gray, besides slippers of ooze leather, while the soft red boot has this year, as last, a tremendous vogue.

Rhinestone buckles and rosettes studded with sequins ornament the dainty slippers, which will incase the feet of the up-to-date woman when she dons her fetching evening gowns.

But all the smart shoe emporiums can do when it comes to this mode of foot gear is to exhibit a few charming models, for of course as the shoe must match the ballroom or dinner gown exactly, it has either to be made to order or to be covered with the same material. These models are sufficiently lovely, however, and although they display no startling novelty in form, they are working havoc with the purses of a great many women who can not afford the more expensive process of matching each gown with a made-to-order shoe.—Boston Advertiser.

It is a curious fact that the countries of the tallest and the shortest people of Europe—the Norwegians and the Lapps—adjoin each other.



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E. A. STOWE, Editor.

WEDNESDAY - DECEMBER 30, 1903

THE VALUE OF ENJOYMENT.

It is recalled and made prominent in a biography of the late Prof. Huxley that he thought it behooved him to be constantly on his guard against the intellectual danger which besets specialists. He believed in broad-mindedness, in having more than one interest to think of and to serve. He believed in work, but not in work to the exclusion of everything else. He was a thorough believer in and an earnest advocate of enjoyment. It was a part of his creed that every person successful in any calling, professional or commercial, ought to be able to forget his specialty or his business sufficiently to have a good time on a jovial occasion. Huxley sought constantly to balance his scientific studies by practical activities. He was a student of many things not immediately connected with the affairs to which he devoted the bulk of his time and attention. He sought to be an all round man and therein and thereby set a very worthy example.

There is no question but that the person whose entire time and attention are given over wholly and solely to any one particular pursuit becomes narrowed, developed as it were all on one side. If so great a man as Huxley could find time which he thought could be more profitably given to enjoyment than to anything else, surely others should not look askance at fun in any of its phases. It is often said that the average American devotes himself so thoroughly and exclusively to his business or profession that no hours are left for sociability or pleasure. These things have just as legitimate a place in everybody's life and do as much toward developing and rounding out character as anything else. The man who enjoys a joke, is fond of a good time, as the expression is understood, not only lives longer, but lives better. There is a place for amusements. They not only afford relaxation and rest, but pave the way for more successful accomplishment in strictly working hours. The man who does not find pleasure in anything outside his vocation, who has no fad, who finds pleasure in no game or pastime, is not setting an example to be emulated. There is reason in all things and with some, of course, there is danger of erring on the side which leads to neglect of business, but there is a great deal of effective and suggestive force in the old adage that

all work and no play makes Jack a dull boy. And if it be true that the boy is father of the man the maxim applies so long as life shall last.

THE LIGHT THAT FAILED.

The awful accident at East Paris, in which twenty persons yielded up their lives and more than as many more were seriously wounded, illustrates the slender thread on which the life of the railway traveler frequently hangs.

The westbound train was late and before permitting the eastbound train to leave a suburban station in the outskirts of Grand Rapids, the train dispatcher asked the station agent at McCords if he would stop the westbound train and direct the conductor and engineer to pass the eastbound train at Fox's, instead of Oakdale Park. The station agent replied that he would do as directed and the train dispatcher thereupon started the eastbound train on its way to destruction.

What did the station agent do in pursuance of his duty? Did he deliberately light a red lantern and stand on the track in the storm and stop the westbound train? No. He claims to have lighted a red lamp, which he found subsequently extinguished. He may have lighted a lamp, but there may have been no oil in it or the oil may have been frozen or the wick may have been short. The engineer on the westbound train insists that if there was any light, it was a white light and not a red light. If the station agent at McCords had done his duty, as he was expected to do, he would have stayed on that track on that stormy night with a lantern in his hand and stopped the train which plunged into destruction a few minutes later as the result of his failure to stop the train, as he had promised the train dispatcher he would do.

While the wisdom of the train dispatcher in changing the orders originally issued to the westbound train is to be questioned, yet the fact remains that if the station agent at McCords had done his duty, as he had agreed to do and as every instinct of humanity and manhood dictated, and stood at his post and waved his lantern, twenty people who are now occupying cold and silent graves would be alive and well, and twenty-five writhing sufferers would be with their friends and in their places of business, instead of on hospital beds.

What the world needs, more than anything else, is men who do not flinch in the face of duty and who do as they are told, no matter how great may be their personal inconvenience. And a man who occupies as responsible a position as a telegraph operator or station agent, on whose action may depend the life or death of a hundred passengers, should be doubly sure that he does his duty, and his whole duty, in times of great emergency, no matter how severe the undertaking or how great the privation.

Now look pleasant! The Christmas bills are coming.

A STORY WITH A STRING.

Every once in a while the foreign papers treat their readers with a bit of American sharp practice. Without loving us any too well the story is made the most of, is duly commented on and usually the teller winds up with the admonitory remark: "You see what you get when you deal with the Yankee. Better let him alone and encourage home trade at any cost." The last story that comes to us from over the sea is strongly commercial in its bearings, is told with considerable earnestness and winds up with the hope that the European epidermis will be sufficiently pierced this time to produce certain very much-desired results.

The theme this time is apples. Very reluctantly was the fruitage of the American orchard placed upon the oversea table. The fruit was acceptable but there was 'the haunting idea of "the Greek bearing gifts" and the fear followed the apples that directly and indirectly, too, there was a string which, pulled later on, would reveal the Yankee in all his hideousness. The fear has been realized. For quite a while the American fruit in all its lusciousness, in all its desirability, in all its perfection has found its way to the foreign table and so to the foreign stomach until that human receptacle in that part of the world will have no other. This point reached the papers are alive to the fact that this year a great deal of inferior fruit has been shipped abroad, the result of which has been to bring forth many complaints and to that extent to discredit an ordinarily excellent product. That is the story and there is the string to it; and now with a most expressive "I told you so," the outraged foreign paper wants to know if this thing is to be kept up and, if so, what is to be done about it?

Granting the heinousness of the offense and expressing profound regret as to its occurrence it is proper to state that if poor apples have been sent with a full knowledge of the fact it has been a bad policy. More than that experience teaches that the dishonesty will be sure to bring its own punishment and that the man who cheats a customer will find to his cost just what cheating amounts to. Without any kind of doubt the introduction of the American apple into Europe has been accomplished with considerable labor and expense. The chief ground of its successful introduction is the excellence of the apple itself. It asked no favors and it certainly received none. Exposed for sale in the European markets, a candidate for popular favor, only prejudice prevented it from being at once a favorite and it overcame that prejudice in the only real way, by proving its superiority over the fruit with which it was exposed. If now, after all that trouble and expense, the exporter is ready to run the risk of sending to the foreign market a cargo of unsalable fruit that is his lookout, as he will find if he has been indulging in that sort of commercial trickery. He will find out what his class usually find out, that he will

deal honestly and ship only good fruit or his shipping days will soon be over. That is all there is to that.

There is another side to the incident, however, which it may be well enough to consider. It is not the first time in the history of the world that bad goods have been placed upon the market and, admitting this charge to be true, it must also be conceded that goods just as bad as the bad apples have been found in the American market and that they have come from the European warehouse. It is not for an instant to be claimed that one wrong ever has corrected or ever will correct another one, but it is worthy of note that cheating is not confined to one side of the Atlantic. There are honest tradesmen on both sides of the sea and it is insisted on that they are largely in the majority, so that when a case of this kind comes up it is hardly the thing to class the nation as such with dishonesty and proclaim it as a fact to the world. In the face of our meat contention with Germany was the American export the only one containing boracic acid? Has the record of France been always without reproach, and has not dear bluff, tricky old England always done her best to get the better of us in trade and out of trade time out of mind ever since we took her guns from her at Yorktown and went into business for ourselves? And yet, in the face of all this, Europe sets up a hullabaloo because an unprincipled apple dealer is willing to ruin his business by a bit of sharp practice, calls us Yankees and writes us down as dishonest.

The only thought worth considering in connection with the whole matter is this: At this time when the United States is especially desirous of extending its foreign trade, it is unfortunate that a tradesman should be so far forgetful as to compromise himself and his country by that kind of business; but for the foreign press, knowing its own shortcomings, to assume a virtue in this direction when it knows it has it not is as silly as it is contemptible. The guilty American trader will unquestionably get what he deserves and the United States, it is hoped, as a nation will under the circumstances continue, although painfully, to hold up her head.

Of his new invention for the cheap production of electricity, Mr. Edison says: "You can wire your house for anything that electricity will do, and the batteries in your automobile will operate the plant. The cost? It is so trifling after you are provided with your plant that it is not worth mentioning. The fuel used in this machine is one that has never before been used for fuel under these conditions."

The man who recognizes a union by agreeing to employ union men exclusively gives the walking delegate a license to make mincemeat of him.

Who was it that said our climate was changing? Isn't this the same old winter that was busy hereabouts when the pioneers arrived?

THE REAL NEW YEAR'S DAY.

Time in itself considered is only a relative term. The old Roman dated his letters from the fancied founding of the city, for centuries the capital of the Roman Empire. The world, Christianized, marks the flight of time with the birth of the Bethlehem-born babe. At twelve o'clock on Thursday night the new year will begin and from sunrise to sunrise the earth will be girdled with the Christmas-freighted wishes of "Good will to men." By common consent, sanctioned by custom, the individual has given way to the general until it is something akin to surprise for a man to be told that only in a general way can the New Year be his new year, an event which for him begins with each new birthday.

While this fact may detract a trifle from the universal joy which comes and too often goes with New Year's Day it is pleasing to believe that it is but a trifle. It lessens in no degree the delight of the mite giver and the day, brightened by the good wishes of all for all, is a day of hardly less importance than that led in by the choiring angels and the star-following Eastern Magi. Its influence is wholesome while it lasts, and that it does not go on from twelve month to twelve month is due to the individual year and the individual birthday which is constantly asserting itself. So, as the weeks go by, the memory of the one good time fades, the individual cares and the individual years and life creep in and all that pertains to the general is so lost and forgotten. For one day only we give ourselves up to the whole world; for the remaining three hundred and sixty-four we are busy with what is of interest only to us.

This failure to recognize the difference between the whole and a part of it—between everybody's year and each his own particular one—furnishes a pretty fair reason for the absurdity of the usual New Year resolutions and the almost inevitable failure to carry them out. One of the mass we are affected and swayed by the mass. For the time being we give up our individuality to the whole. We do what the rest do. Their impulse is our impulse, their idea ours, and what seems good to all seems good to each who helps make up that all. Business turns over a new leaf in his ledger on January 1. A new year of success or failure begins and humanity, always morally thoughtful, is caught by the phrase and decides to "turn over a new leaf" and over it goes.

There it lies fair and white before us. Its purity, its sinlessness, startles us and the law of contrast brings up—there is no need of glancing back over the old year's blotted leaves—the vices which stain and disfigure them. Must—shall this new page be blotted like the last? Has habit such complete control over us that we can not prevent it? Has it come to this that we must smoke whether we will or no? Must we look upon the wine when it is red when we know that look brings ruin to our souls? Must we shuffle the cards when every deal makes destruction surer? and must

the whole catalogue of the evils that bind us hand and foot be given up to? There is but one wholesale answer to this wholesale question, and that is the wholesale resolution. It sweeps everything. We are still our own master. No habit has the better of us and from the first day of the new year it and the watching world shall see who rules. The uplifted right hand is proof of our earnestness and that white first page witnesses—sometimes!—the truth we utter. But the days come and the days go and the wine is still red and the blue smoke smites the purely human nose and then the general gives way to the particular and the particular asserts itself and for the rest of the year goes on its way rejoicing.

If, as St. Paul says, we die daily just as surely we are daily born, and each new birth is the beginning of a new year—our new year. The world knows nothing of it and cares nothing for it. There before us every morning its page lies fair and white and it remains for the new-born to say whether fair and white it shall remain. There is now no popular impulse to move us. We lie, we swear, we cheat as we, not as the world wills, and Heaven only knows whether we have repented at sunset when the dreadful daybook has been handed in. It is our life we are living, not the world's. The recorded sins are ours. The habit, weakened or strengthened by the day's practice, is only ours and only we ourselves can tell whether the night finds us better than the morning. The daily birth and death come too often for striking balances and the newly-turned leaf soon loses all moral significance, so that it often happens that it is only the individual new year, the yearly birthday, that marks flight of time and calls for the real New Year's resolution if there is to be any—the only one that tells.

It must not be inferred from this that the usual New Year's resolutions should be discontinued or even frowned upon. Like the average church revival, although they amount to nothing, they are free from harm. The good in them is good while it lasts and shows conclusively what may be expected when the right time comes. It must not be forgotten, however, that this, to amount to anything, must come from the individual's own inner conclusions. "I have indulged in this habit long enough," "This sin is getting to be a besetting sin. I am done with it," logically reached and determinedly clung to will do the business and nothing else ever will—a conclusion, be it submitted, that is usually reached on the real New Year's Day.

It is proposed to raise the battleship Maine from the bottom of Havana harbor, and if possible tow it up the Mississippi to St. Louis, and make it one of the objects of interest at the Exposition next year. The project would seem to have many difficulties, but if it can be accomplished there is no doubt the famous vessel will attract as much attention as any feature at the Exposition.

OUR GREATEST INDUSTRY.

With the waning year it is fit and proper to look back over the work of the twelve months to find exactly where we stand and, whatever be the result of the review, to shape the future accordingly. The official figures of the United States, showing the exports and the imports, furnish a fair idea of our foreign trade. For the month of October the exports were \$158,389,740, which is with a single exception the largest total ever reported for a single month. The imports for October were \$81,933,458, against \$87,424,070 in the same month of 1902 and \$81,446,763 in 1901. As usual agricultural products led in October's exports, showing an increase of \$12,889,406 over October, 1902. Another noteworthy feature was the gain in exports of manufactured products. In this connection the official report states: "More important and more significant is the fact that the exports of manufactured goods in October, which were larger in value than for any preceding month in 1903, and with one exception larger than ever before in a fall month, represented increases in articles covering a wide range of industries, an indication of the increasing energy with which American manufacturers are working to enlarge their foreign trade."

Satisfactory as all this is, it is the report of the Secretary of Agriculture that tells the most substantial story of what prosperity has done for us. Here the size of the figures and that of the country producing them are in harmony. Better than that it drives home the fact that, important as this country is as a manufacturer, its greatest industry is the farming industry, and that it is what used to be called the down-trodden farmer who has come to a realizing sense of his importance and who has, as the Secretary observes, become the purveyor of the world, the greatest proportion of our exports being made up of agricultural products. The increase is simply stupendous. In 1851 the agricultural exports of this country were \$147,000,000. In 1901 they were \$952,000,000, an increase of \$805,000,000, or about 550 per cent. While all our exports have shown an advance none have equaled that which made this our greatest industry.

The magnitude of American farm production is shown by giving the annual value of some of the leading crops. Wheat runs from \$350,000,000 to \$450,000,000; corn in 1902 reached \$1,000,000,000; oats about \$300,000,000; hay from \$450,000,000 to \$550,000,000, and cotton if the seed be included at \$530,000,000. The value of all farm products not fed to live stock for 1903 it is said considerably exceeded that in the census crop year of 1899, when it was fixed at \$3,742,000,000. The horses in the country are valued at \$1,031,000,000 and the mules at \$200,000,000. Milch cows are placed at \$517,000,000 and other cattle of all sorts at \$824,000,000; sheep at \$168,000,000 and hogs at \$365,000,000.

With these substantial figures for

a basis it is easy to understand the nature of the structure built upon them. The farmer and the hayseed are no longer synonymous terms. The tiller of the soil is no longer represented with a straw in his mouth. His horse is no longer a crow bait and he has got over saying "haow" through his nose. He reads the daily paper. He talks through the telephone with his neighbors. He plows and plants and harvests with the machine. His wife, no longer a drudge, has time for an occasional rest and has given up thinking of suicide. There is a convenient range in the kitchen. The dining room now has a sideboard. A bath tub is in a room of its own. A piano in tune has displaced the wheezy organ in the parlor. There are new books on the sitting room table, flanked by papers and magazines. The country school has become a school worthy of the name and the high school is more and more the feeder of the state university where both boys and girls can obtain the best that learning can give them, and they are taking advantage of it.

Only a few days ago a young man of the Middle West said to the occupant of this chair that there is little horseback riding now in Iowa. "Instead every boy has now his own horse and buggy. I know a farmer with a large family of boys and they each have one and it has to be a rubber-tired buggy, too."

What all this means it is needless to state here. A single sentence will serve as a summing up: Our greatest industry has again taken possession of the soil and is asserting itself. Crowded out of New England by the rocks and the water power it found its way Westward, put up its cabin and began to make there its home. It has made a success of it. Knowing that the farm is the foundation of the nation's prosperity the pioneer turned his stalwart hands and equally stalwart brains to the task before him and the seventh annual report to the President by the Secretary of Agriculture is the result, a report that from first to last deals with the greatest industry of the nation.

Sailors are kind-hearted. In Philadelphia the other day a sailor risked his life to save a sparrow. The bird was caught in a kite string flying from the top of a tall sycamore and was fluttering hopelessly in the air. The sailor went aloft and released the sparrow, amid the plaudits of the crowd, which raised a purse in expression of its appreciation. Such evidences of regard for life and eagerness to allay suffering never go without recognition.

In case Japan and Russia go to war, how will the European powers range themselves? France would of course take sides with Russia. Great Britain would become the ally of Japan. It is hinted that Germany will throw its influence with Russia. The United States will possibly have something to say in case the interests of this country are seriously involved.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There is decidedly a firmer tone in the market for staple cottons, and a large number of advances have been made. There are many offers being received, but unless they are fully up to the marked standard, they are turned down without question. The agents do not accept offers now under any circumstances until they have consulted with the manufacturer, and this of course loses many orders. Some of the lines are quoted at prices which are practically prohibitory. Naturally buyers are not willing to pay 6c for four-yard 56x60s sheetings, or other lines in proportion, but this price is being quoted to-day. Drills are in constant demand, and stocks have been reduced in many cases, and, where they are, quotations are being refused altogether. Sheetings are in moderate request by the home trade, but export business is exceedingly small, prices preventing the transaction of business. Four-yard sheetings are by far the firmest on the list.

Wool Dress Goods—The dress goods end of the dry goods market continues to reflect quiet conditions on all sides. This statement does not necessarily imply a total lack of interest on the buyer's part in either fall goods for current needs or in lightweights for the spring trade. The influences which restrict the ordering of dress fabrics at first hands are the same as have been operative for some time, and there does not appear to be anything abnormal about them either. The fact that the heavyweight season is practically a thing of the past as far as first hands are concerned, the business under way simply affecting stock goods, and takings by second hands being of a piecing out character, explains the current status of the market on heavyweights, while on the other hand the fact that the jobber and cutter-up have not done a great deal toward trying out their customers as regards spring trade opportunities goes a long way toward explaining the present modest development of lightweight business. The fact that second hands are not sending forth reorders of moment for spring fabrics does not indicate by any means a discouraging prospect as regards the probable effectiveness of the supplementary demand. This business, it is generally believed, will be forthcoming in due time.

Underwear—The mills are no longer worrying about the outcome of the season. They believe now that there will be a demand in excess of the production, and while it may be coming a little slowly, it will get here none the less. They feel pretty sure that the demand will be even greater than for the last heavyweight season because there are practically no stocks carried over on which to draw. There is every promise that the retailers will sell out all or nearly all

their goods this winter; in fact, the retail stocks in many sections are so depleted now that the merchants are endeavoring, and without much success, to replenish. One manufacturer of fleeced goods for men has made an advance of 45c a dozen on his goods and has withdrawn his line. He expected that there would be some cancellations, but in this he was disappointed. In anticipation of this he oversold his product. But every customer is apparently ready and anxious to take his full complement. The result is that the manufacturer has not only withdrawn his line, but has notified his customers that he could not ship them the full amount ordered, but that his product would be divided among all pro rata. While this is only one instance to be noted, there are others evidently in much the same condition.

Hosiery—The hosiery market shows a quiet condition, as compared with that of underwear, and the specialties mentioned above. There is a fair amount of business among local retailers and hosiery has been sold for holiday gifts to a considerable extent, many reporting more sales than in any past season. The weather, too, has been good for this business, and there is little doubt that stocks will be well cleaned up. It is a good indication of business conditions to note that there are fewer sales at cut prices. With stocks sold as close as they evidently are it is stated that there are no more than enough goods left to carry the merchants through the balance of the winter season, so there is no necessity of slashing. Reports received from various parts of the country indicate a similar condition at nearly every point.

Carpets—The carpet manufacturers continue well employed on old orders, which have been received in sufficient amounts, especially in three-quarter goods, to keep them active for several weeks to come. In fact, some of the large mills engaged on the three-quarter grades have already taken business enough to carry them nearly to the end of the season. Ingrain manufacturers, while well employed for the present, report the orders from some parts of the country where their representatives have traveled since December 1 as slow. Each succeeding season finds this line of goods relegated more generally than ever before to the West and South, and even in the latter sections for the past two or three years the art squares and rugs of all kinds have commanded a large share of attention, and the effect of this growing demand has been perceptible in its influence on the 4-4 ingrain lines of carpets. The large department stores report that while the first of December showed quite a fall off in the demand for carpets, they have this past week been very agreeably surprised at the renewed interest shown by the buyers in their retail departments. This is considered something unusual for the latter part of December when so much interest is taken in purchasing Christmas presents. This is accounted for partly by the

fact that buyers are each year showing more of a disposition to select more useful articles for presents. As a result the rug trade, especially, has had quite a boom.

Eternity Explained.

Budd Doble, the veteran reinsman, used to attend frequently a queer little church on the outskirts of Philadelphia. His friends would hear from him a great many facts about this church, its people and its parson. Almost every Sunday he had some interesting news to tell. One Monday he said:

"At last the meaning of eternity has been made clear to me. The parson at the little church explained eternity yesterday in such a way that everybody could understand.

"Eternity," said the parson, 'is forever and forever, and five or six everlastings on top of that. Why, brothers and sisters, after millions and billions of centuries had rolled away in eternity, it would still be a hundred thousand years to breakfast time.'"

Odd Business Transaction.

A peculiar business transaction was recorded at Lebanon, Pa., recently, when Grocer John Light transferred to Baker William A. Garrett a fifteen-acre farm in Berks county for a consideration of 7,000 loaves of bread. The bread is to be delivered in quantities such as may be needed to supply the daily demand of patrons at Grocer Light's store.

Throw physic to your neighbor's dogs.

If you have not seen the catalogue of the Michigan Business University, Grand Rapids, you are not yet familiar with the latest Michigan has to offer in the lines of Business Education, Bookkeeping, Penmanship, etc.

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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Tradesman Company,
Grand Rapids.

Grand Rapids Dry Goods Company

Exclusively Wholesale

Grand Rapids, Mich.

CHEAP DEAD-BEATS.

Small Borrowers Who Never Mean To Repay.

I have just gotten through looking over a little old memorandum book. The thought that strikes me as I lay it down is what a tremendous lot of cheap dead-beats there are in the world.

Men you can buy for half a dollar!

The book contains the list of my bills receivable. If any of my creditors read this, they'll smile, perhaps, at the thought that anybody can owe me money, but, strange as it seems, it's so.

I have put down in this book just the little sums that I have loaned "socially" from time to time. All those that have been paid are crossed off. There are twenty-four entries in the book and four are crossed off.

There is one entry there against a fellow whom I will call Jim. I used to know him years ago, when I was in the merchandise brokerage business on Water street.

I found him sitting on a barrel in front of my office one summer morning when I went down to open up. He, too, was in the merchandise brokerage business—is yet. He was tattered and torn to beat the band. Been off on a splatter, and looked as if he had been used to sponge out somebody's gutter.

"Gee whiz! but I am glad to see you, old man!" he said, with an ingratiating smile, as I came up.

"That so?" I answered, doubtfully.

"Yes," he said, as he followed me into my office, "I've been off again and I've slept out all night. I can't go to the office this way. I want you to let me have \$6 to get a suit of clothes and a clean collar. I'll bring it up to you just as soon as I can get a check cashed."

Well, I'm easy, although my wife has views to the contrary, and I let him have the six.

That was at least ten years ago. Jim is in business yet—supposed to be making good money—but do you think I ever got back that \$6? Not on your life! A few weeks after that I went out of the merchandise brokerage business. I still see Jim every few weeks, but do you know that he has never been able to see me?

Fact! Ain't he cheap?

I suppose a man's a fool not to ask for the debt owing him, but lots of fellows don't. As for me, I'd a good deal rather ask a man for a loan than to ask for money he owed me. I have to do it oftener.

Yes, I know I'm a dinged fool.

I notice another entry in the book of \$2. That appears against the name of another broker—he sold fish at the time.

He came into my office one Saturday afternoon with a story that he had just gone up to a wholesale house to collect a brokerage bill, but had found the place closed. The banks were closed, too, and he hadn't money enough to last him over Sunday. Would I let him have \$2?

I let him have it. He only wanted it until Monday morning, and he led me to believe that I would find him

sitting on my doorstep with a brand-new silver dollar in each hand when I came down on Monday morning.

Did I find him? Not much. He didn't show up then or ever. I saw him coming up the street toward me some time after that, and he cut across to avoid me. He did that twice, and the third time I nailed him and drew him, red-faced, into a doorway.

"Come, come, old man!" I said, "for Heaven's sake, don't do anything so low as to cut around the corner to escape a man simply because you owe him \$2!"

"Oh, I didn't! I didn't!" he protested vehemently; "I wouldn't do such a thing. I had to go across there. And about that \$2, since you mentioned it, I do believe I owe it to you, though, on my honor, it had escaped my memory. Such a small matter, you know. Let's see, to-day is Wednesday, ain't it? All right, I'm a little short to-day, but I'll bring that money to your office next Saturday. I'll surely do that, you know. When I owe a man I like to pay him—I'm built that way. I'm very much obliged to you for reminding me of it."

Then he made a move to go, but I was in the way.

"Old man," I said, "do you know I don't believe you'll ever pay that little debt? I don't believe you ever intended to pay it. Understand, I'll be glad to get it, but I sha'n't be surprised if you don't show up Saturday. In fact, I shall be surprised if you do."

He spluttered weakly and called on the soul of his mother to witness that he'd surely pay it. But did he? Not he. It was just as I said—he never intended to.

Well, looking down the list, I find that nearly all these little credits of mine are on the same order. Some of the sums are as low as 50 cents, and the \$6 I've told about is the largest.

Not long ago a grocery clerk out of a job struck me on the street. He had a chance to get a job, but his collar and cuffs were dirty and he was ashamed to go to the store. If I would let him have half a dollar he could clean up and go looking like a gentleman.

I was flush that day and I let him have the money.

I suppose I have seen that fellow fifty times since then, but he never recognizes me. At first he avoided me, but later, time softened the wound of owing me money, and now he passes me on the street and never sees me.

What d'ye think of a fellow like that, anyway?

I don't regret it. It was a cheap investment. The easiest way to rid yourself of annoyance from men of this type is to lend them a little money. Forever after they'll keep away from you as religiously as if you had smallpox.

The world is full of cheap dead-beats like these. They borrow money of you with a definite promise to pay it back on a certain day. They know they're lying when they tell you so,

They never mean to pay you. And so they shun you afterward, not because of any sensitiveness—they have no sensitiveness—but because they're afraid you'll ask them to pay up, and that they have conscientious scruples against doing.—Stroller in Grocery World.

Reflections of an Old Goat.

It's an infamous slander and an insult to put my portrait on a bock beer sign. What ought to be there is the picture of some dirty-faced, red-nosed old bum that drinks the stuff.

If I run the streets everybody throws stones at me, and if I take refuge in the alleys they say I'm looking for a meal of tin cans. That's why I sometimes associate with the policeman on the block.

I always consider it a compliment when a girl with a wad of gum turns up her nose at me. I don't chew gum myself.

I think mighty little of a man that tries to raise a beard like mine. If nature had wanted to make a goat of him it wouldn't have stood him up on his hind feet and made him walk that way.

There's another thing. I don't smell half as loud as a bear, and yet people who hold their noses when I'm in sight will crowd around the grizzly's cage in the park and cackle with delight.

A boy is the meanest thing that grows, and the older he grows the meaner he is.

I've got as good a right to reflect as anybody has.

A Business Bringer

One that will put new life and energy into every department of your store, that will increase your profits and add materially to your reputation as a progressive dealer. That is

Forest City Paint

It's the best paint, and combined with the forceful local advertising which we furnish free to our agents, it's one of the most profitable propositions any dealer could consider.

Write to-day for our Paint Proposition. It contains considerable information valuable to any merchant. A postal will bring it.

The Forest City Paint & Varnish Co.

Kirtland St.
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The Best is none too good

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

Lowell Manufacturing Co.

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

Our agents will call on you after January 1, 1904, with a new and complete line of samples. See their line before placing your order for Spring Goods.

P. STEKETEE & SONS,
Wholesale Dry Goods,
Grand Rapids, Michigan

Butter and Eggs

Some Swindles Peculiar to the Butter Trade.

Two weeks ago I was in a large butter store looking over some of the fresh receipts when my attention was called to a Michigan creamery that the seller said had been running very fine all summer and fall, at no time scoring below 93 points. For some reason there had just been a change in the buttermaker at that creamery—the Secretary wrote a temporary change; and what a difference in the quality and style of the butter. The flavor was very defective, grain broken and under an ordinary inspection would not have come in the classification of firsts. But what attracted my attention most was the style of packing. The butter was rough on top, and the edges beveled off about an inch from the sides, a style much in vogue in the Eastern States twenty-five years ago, but which is now seen only in a few creameries where the buttermakers, either through ignorance or obstinacy, refuse to adopt a better method. I was informed that the receiver had written about the butter and made certain suggestions about the packing, so a week later I was on hand to see the result. In the matter of the packing there was a decided improvement. The tubs were well filled, and the top of the butter smoothed off nicely before the cap cloth was put on. The quality was poor, however, so there may be conditions prevailing at the creamery that I do not fully appreciate, but it is seldom that a mark of fancy butter falls off so decidedly within a week or two, and just when there is a change of buttermakers.

"I want to show you some 'corn-fed' butter," said a Reade street receiver, as he led the way out of the office to where the porters were at work on some goods that had just come in. "Bring up three tubs of 7.50 and let us look at them," was his order to a porter, then turning to me he remarked that the shipment, consisting of twelve tubs, was from a Western packer that had been putting up a grade of butter that passed for imitation creamery, worth say 17c to 18c a pound. In a few moments the three tubs were brought up from the cellar, and one of them was stripped in order to show the full contents of the tub. In the bottom of the tub and around the sides there was about an inch of butter, and then close to ten pounds of a mixture of meal and water; on top of this was enough butter to fill the tub, bringing the weight about up to the usual figure for a well filled tub of butter. The next tub we examined contained more of the mixture, but it was so soft that when dumped out it ran down the sides of the butter and over the floor, making the nastiest looking mess that I ever saw come out of a butter tub. The third tub was packed more like the first, with perhaps five pounds of what

seemed to be oil meal and water. The porters said that all of the twelve tubs had been examined, and that enough of the "hog-feed" had been put in to displace at least 100 pounds of butter. There was no mistaking an evident attempt to swindle, but it was about as cheap and poor an effort in that direction as could be imagined. If the receiver had paid a full draft on the goods some loss might have been sustained, but the condition was discovered almost as soon as the shipment reached here and the twelve tubs were held for instructions from the shipper. I should like to give the name of the man who packed that butter and just where he carries on his crooked work. Perhaps there will be some developments in connection with this case that will justify the receiver in giving me the information about this shipper that will make the story of his fraud complete.

Every once in a while some crooked fellow tries to swindle the trade, and they resort to all sorts of tricks to accomplish this. Back in 1876 or 1877 a couple of thieves in Chicago sent 90 tubs of salt to this market, drawing against a consignment of butter. The draft was paid before the fraud was discovered, and the house here lost the amount advanced on the consignment and perhaps \$1,000 more in the attempt to send the men to the State's prison at Joliet. Frequent complaints have been made of four to six pounds of salt in the bottom of tubs that were packed by farmers. Some years ago in Indiana a buyer of farmers' dairy butter found a chunk of wood about eight inches long in a tub of butter. He removed the wood, smoothed off one end and after marking it distinctly with the words, "Some honest farmer puts this in his butter," placed the block in the store window where everyone could see it. After that there never were any more pieces of railroad ties in the butter. I was told by a receiver that he had taken an 18-pound stone from a firkin of butter; and in a store on Warren street I was shown a stone that came through from Omaha in the place of six dozen eggs. It was of such a shape as to carry without breaking the eggs in the case. There could be no mistake about the design to defraud, as the stone had a wire around it and had been used to hitch a horse right in the city from which the eggs were shipped.—N. Y. Produce Review.

Cold Storage Eggs Will Be Scarce.

Owing to the high price of eggs all through the past summer, the supply of cold storage eggs will fall far short of preceding years, and fresh eggs will be in demand during the coming winter.

Packers are slow to store eggs in cold storage until the price falls below 12 cents, and there has never been a time during the past summer when they did not sell for more. The supply has not lessened, but the demand has grown.

Farmers throughout the country are fast learning the importance of their hens as sources of profit, and

are giving them the attention that they deserve.

Packed eggs, except for cooking purposes, will soon be a thing of the past, and the man with a flock of well-kept hens will find a ready sale in every market for the nice, fresh-laid eggs.—Home and Farm.

American Cheese on the Decline in England.

The importations of American cheese continue to decrease. Canada has more than ever become the principal source of supply of cheese for the English market, and on the average the quality is considered better than that put up in the United States, and at present the price has been rather lower.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

WE NEED YOUR

Fresh Eggs

Prices Will Be Right

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Nuts and Dates.

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Write or 'phone us what you have to offer in Apples, Onions and Potatoes in car lots or less.

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.

BEANS

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

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WE CAN USE ALL THE

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

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Wholesale dealers in Butter, Eggs, Fruits and Produce.

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

Meat Market

Experience of a Man Who Dropped a Thousand.

I've a tender place in my heart for retail butchers since I dropped about a thousand dollars in the business myself. And I know scores of men who have lost from \$100 to a good farm at it, but rarely have seen a man who retired with more than he had when he started in the business. Suppose that a butcher buys about a thousand pounds of beef at 3½c. He pays \$35—generally cash. She will dress off half if a heifer, but more if an old cow. If he has good luck, and does not cut the hide skinning it, or if not grubby, etc., he may get \$4.20 for the hide. His quarters ought to weigh 125 pounds apiece. Of the hind quarters about 30 pounds will be loin. At 13½c this is worth \$6. About 50 pounds will be round, at 10c per pound, or \$5. The soup bone below the round will bring a quarter. There will be eight pounds flank at 6c, or 48c, and 10 pounds tallow at 1½c, or 18c. He gets \$11.88 for each hind quarter, or \$23.76 for both of them. The front quarters will cut up into 20 pounds rib roast at 10c per pound, or \$2; 40 pounds shoulder steak at 10c per pound, or \$4; 20 pounds plate meat at 6c, or \$1.20; 20 pounds neck at 6c, or \$1.20; the soup bone for a quarter; and if he is an artist to cut it, and can catch a sucker, he may sell the shoulder joint (10 pounds) at 5c a pound. Generally, however, the pound or two of meat on it goes into bologna, and the bone into the bone box. But if he gets 50c for it his front quarters will have brought him \$8.95, or 20c more than they cost him. In actual business, however, he has cut out enough bone and given enough overweight to have made his front quarters a slight loss. If a butcher does not give two or three ounces overweight the people think he is cheating, and go to some other place. He has sold his beef for \$45.80 and it cost him \$35, so he has made \$10.80. He will probably sell three beeves a week—a good business—and make \$32.40, or about \$130 a month. My, he's getting rich. But in a town where he can sell three beeves a week a shop and slaughter house will cost \$25 a month. He can't get a clerk for less than \$40 a month, and a delivery boy for less than \$16 a month. He will have to keep two horses, but most butchers keep more. It will cost \$12 a month to feed them. Ice bill costs \$6 a month (\$75 a year, generally) and coal about \$60 a year, or \$5 a month. If he has not wasted a scrap of meat, and got the cheapest help, he now has \$130 less \$104, or \$26 a month for his work. But he will have to pay for his paper and string and city water and lights and salt and seasoning, and a thousand and one things, and at the end of the month he is in the hole if he has paid 3½c for his cattle. If he only pays 2½c he can make a little

if he does not waste too much meat. Meat will only keep in a shop a few days, and it is practically impossible to keep some from spoiling. Hogs at the present price don't make a man a cent. A hog is supposed to dress off two-fifths, but in practice, with the bones of the head and hide that must be skinned off, a butcher loses a half. Figure up his profit yourself at the present price of hogs. A butcher generally makes a profit on the smoked meat he buys from packers and sells, although there is an awful waste in slicing hams. He will make on his weinies if they do not mould, and if the dear public does not eat too many off the counter while he is tying up their ten cents worth of beef steak. If a butcher can scalp cattle, and raise a bunch of hogs at the slaughter house, if he buys hides, and the farmer does not wrap up too many stones in before they freeze, and if he gets to butcher a good many hogs and cattle for farmers, he can make a living, unless he gets too many bad debts. A butcher has more bad debts than a merchant, because—well, you just can't see a woman and little children go hungry, and you will trust them for meat when you are almost sure the old man will spend his cash at the booze factory. Mostly the woman forgets the butcher's bill, too, except to tell how that old butcher just charges awful for his meat—and so tough you can't eat it either. Almost every year I see a farmer coming to town and going into the butcher business. If I had a farm and wanted to get some show for it, I'd go to shooting "craps," but I'd never, never go into the butcher business. You can get loaded dice and win if lucky, but I don't know of any way to load the butcher business and makes it a sure winner. I think, too, that I may safely claim to be an expert butcher, but the Lord showed me the folly of my way, and I left it several years ago, and went at something where I could make some money. I have taken the prices that obtain in Western Iowa, and see no reason why they should be higher elsewhere. Personally, I always feel as if I ought to thank the poor man for giving me such a big piece of meat for my money.—J. D. Riddle in Butchers' Advocate.

Predicts Big Money in Hams.

"We are doing a better business this week," said a leading broker in spot provisions last week, "not only in spot goods, but in futures, as the trade here in the East, which is constitutionally bearish, is beginning to come to the conclusion that they have been holding off for lower prices about long enough and to awaken to the fact that prices can not go down until we get much larger receipts of hogs than we have had yet, and packers have been able to accumulate some stock. As it is, domestic consumption keeps up close to production, as it has the past two years, in spite of much higher prices, notwithstanding the heavy falling off in our exports of hog products. So long, therefore, as these conditions exist, it is idle to look for lower

prices; and we feel so confident that receipts of hogs will continue comparatively light this winter that we are advising our customers not only to buy more freely on the spot but to contract ahead for hams, believing there will be a good profit in them before long. But the trouble is to get them to offer ahead, as the Chicago and other big packers are not only small sellers of spot stuff, but they refuse to sell futures at all, as well as green meats, which are only offered by outside packers. Skinned hams and green hams are already stronger and the rest of the market acts like following soon."—Butchers' Advocate.

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RYE STRAW

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

Smith Young & Co.

1019 Michigan Avenue, Lansing, Mich.

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

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

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Pure VANILLA Extracts and highest quality

EXTRACTS LEMON the only genuine, original Soluble

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Highest Grade Extracts.

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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

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Write or telephone us if you can offer

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CLOVER SEED ONIONS

We are in the market to buy.

MOSELEY BROS.

Office and Warehouse 2nd Avenue and Hilton Street,

GRAND RAPIDS, MICHIGAN

CHRISTMAS GIFTS.

Joy of Receiving Is Thought That Accompanies Them.

Written for the Tradesman.

The Kriss Kringle spirit has been abroad in the air, from one end of this Greatest Country on Earth to the other. The stores, everywhere, dressed themselves up in their most enticing fashion to endeavor to force buyers to see things with their eyes and dive deep down into their respective pockets. What to get for So-and-So troubled the heart of many of the 100,000 citizens of the Greatest Furniture City on the Face of the Globe. With the wealth of such a many stores poured out to dazzle the eyes of beholders, however, it would not seem as if it could have been onerous to answer the question to the entire satisfaction of each and every one.

But personal likings had to be considered, and the condition of pocketbooks had to be taken into strict account.

And this last is often quite a serious drawback with those who have many whom they would like to "remember" but whose resources will not permit of gifts to more than a handful. Few there be who possess the requisite courage to announce to their friends and relatives, who in the years gone by have been recipients of their generosity, that this year the usual pleasure must be foregone of purchasing presents.

One such family I know, and I admire their strength of character in this regard. The father has recently met with most severe business reverses and he and the wife do not feel that they can afford to carry out the program of their more prosperous days. There are little mouths to be fed, little feet to be shod, little bodies to be warmly clothed; and, besides all these needfuls, there are horrible debts that the father is struggling under—nightmares that are no imagination of a disordered sleep but dreadful living realities that must be faced—whose liquidation is a matter of honor and must be brought about, not by literal sweat of the brow, but by hard work of the gray matter behind that brow, by push and energy and determination, and by the most rigid economy as to anything that could in the slightest degree be considered a luxury. Only the barest necessities must be purchased for long years to come. The prospect is all the harder to anticipate, and the existence will be to endure, because of the fact that in the past there has been not the least need of stinting in this household and "economy" has been to it a word in an unknown foreign tongue. But the parents are strong physically, they are stout-hearted, and they are comparatively young, and so by dint of work and self-denial the most stringent they hope to accomplish the hard task that is before them. With this end in view, their friends would not wish to place one stumbling block in their way, and willingly do without the fine gifts that would have been theirs this year had not misfortunes befallen.

Not many of us would have the bravery to pursue this course. Every year the majority of people feel that they "actually must give" to this, that and the other one, and many of these "other ones" are but the Toms, Dicks and Harrys that only like us for what we can do for them—for what they can "make off of us." They are persons for whom in reality we care very little, people who would cut us dead if they had nothing to gain by our acquaintance. And yet, and yet, we give and give and give to such—only the Lord Harry knows why. For some unaccountable reason we feel that we "must not neglect them" in the matter of presents. Perhaps we feel under some obligation to them for some past favor and so take this means of "evening up." The best way is not to get under obligations. Then you are independent.

Anent this subject of obligations, I know a man who makes it one of the strictest rules of his business life never to allow himself to accept any favor or service from another that would put him under the slightest obligation to that other. "Put other people under obligations to you continually, but never accept anything from them," he says. He really carries this idea to the extreme, I sometimes think—too far for his own good; but inasmuch as he has made a magnificent success of his life work, he should be the one to judge.

This subject of Christmas giving—how much may be said for and against it! It is such a pleasure to give when we know of some object that a friend we love has been longing for and that comes within the limits of our expenditure. We know then that the present will be received with joy—that not only will the heart of the donor be glad with the giving but that the heart of the donee (may I coin a word?) will also be cheered. How few there be who put thought into their gifts as to appropriateness for the person for whom they are intended. There is no comedy more amusing than to stand near a counter and listen to the jabber of customers on the still hunt for popular-priced articles in a busy store a couple of days before Christmas. The comments of these leave-it-till-the-last-thing shoppers are very, very funny. Usually it is a mother and her daughter, sometimes two sisters or other chums, and the talk of these latter is quite unreserved. The following—or similar—observations are more than likely to be made:

"Oh, I must get something for Mary Brown! What shall it be? Bottle o' perfumery? She gave me one last year. Handkerchief? She's got 'em to burn. How'd those side-combs do? To be sure, she invariably wears her hair in that abominable unstylish fashion that makes side-combs utterly impossible, and she never changes the way she does it up. How'd that paper-cutter strike her? Guess 'twould strike her dead—she never opens a magazine from year's end to year's end! So that would never do. And for a like reason I couldn't give her an inkstand

or a fancy blotter. She'd have no use for them. She has a nice comb and brush set, she doesn't need that. I had thought of a pair of slippers, but maybe they'd fit her and then again maybe they wouldn't, and perhaps the ones I'd select would make her already large feet look monstrous—er'n ever. No, slippers are impracticable. She'd probably have to change them, and I shouldn't like that—she'd find out the price I paid for them! Do you think she'd like that silver-handled buttonhook? Come to think, though, I've heard her say she detests these silver doodads. 'They're so cheap looking,' she says; 'everybody has 'em and that spoils a thing for me.' Garters? The fancy kind are mighty pretty, but I don't happen to know her favorite color. No. Pair silk stocking? Same trouble. The mischief is, I can't spend more than a couple of dollars for Mary Brown's present and she has pretty nearly everything that costs about that amount! Some nice picture? There, again, I don't know her taste. Drat the luck—what can I get her? Can't give her pack o' cards—the house is full of 'em already—nice ones, too. A pretty apron? She never was known to wear one. Rug? Can't get a good one for that price. Lace-trimmed pin cushion? She's more'n once said she dislikes anything of a fancy description on her dresser. Bow for the hair? Don't know her complexion well enough to select that. How would a pen-knife do? But we'd be sure to scrap if I gave her a sharp-pointed object.



Make Tidy Packages

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

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

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

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PRICES and QUALITY guaranteed against all competition.

Address **Standard Cash Register Co.**
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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.

It Does Not Cost Much to Keep Warm This Cold Weather

Your dealer can show you how with

A GLADIATOR STORM VEST

They are wind proof, warm and practical. They Fit.

Clapp Clothing Company
Manufacturers of Gladiator Clothing
Grand Rapids, Mich.



Yes, we would quarrel, sure! I've never known it to fail. I've given scissors or knives to five or six different people in the past—to-day we don't speak. Fact! No, if you want to keep friends with a person don't, don't give them knives and sich. Oh, dear! What on earth shall I give that Mary Brown? I'm just distracted."

And so it goes. If this speaker had given more thought to the matter in hand at home and less after she entered the store she would have been better able to decide on a gift appropriate to Mary Brown and commensurate to the endurance of her pursestrings.

* * *

I was wandering through a department store the other day, and ran across one of the firm.

"You would be surprised," said he, "at the absolute dearth of ideas of most of the people that drift in here in search of Christmas presents for their immediate family and other friends—well-to-do people, too, with whom money cuts no ice. They buy without the least discrimination, apparently. 'I don't know what to give Sarah Jane Twomley,' they are heard to remark. 'Guess I'll buy her this vase.' And if they had a grain of common sense, and know her as well as I do, they would remember that Sarah Jane Twomley hath vases galore—vases of high degree, too, the best obtainable samples of the potter's art in this and foreign countries. Sarah Jane is a notable housekeeper as well as a pottery connoisseur, and it would have been a deal less like 'carrying coals to Newcastle' had they invested what they had to spend for her in a nice aluminum cooking utensil. Kitchen articles are always giving out and their constant replenishment is quite an item of domestic expense, so how much more sensible and acceptable such a present would be to the lady they mentioned."

* * *

That's the exact trouble with so much of Christmas gift-giving—not enough thought is expended as to the appropriateness of the gifts for those whose homes they are to enter.

I myself try, always, to make this my motto: "The best of its kind for the money, and a gift that I should like were I in the recipient's shoes." If the gift is to cost only 5 cents, I put deliberation into it. If only a cheap plate, I pick out of the lot displayed the one that is freest from flaws, of a dainty pattern and the most pleasing as to combination of colors. If it is a 10 cent handkerchief I must give, I select the finest mesh I see for that price, in the piles spread out on the counter before me, and one with the least embroidery around the edge. "The less embroidery in the border the finer the center," is, generally speaking, the rule I have so many different outside-of-the-family people to buy presents for at Christmas, and there are so many relatives—whose birthdays also come with alarming frequency throughout the year—that I am absolutely obliged to "count the cost" in all my ex-

penditures along this line. Of course, the presents I give are not all so cheap; many of them cost me "a pretty penny."

I begin weeks beforehand to try to find out what will be acceptable to those to whom I intend to assume the role of Santy. For the birthdays of my relatives I always endeavor to give some article catering to the particular fad of the one given to. And this last isn't such a bad idea as to a gift at any time of the year, for that matter. If the girl or man is devoted to horsemanship, what more delightful than a handsome silver-mounted crop? If either is fond of the art piscatorial, let the present be a fine rod of their own selection—it is sure, then, to suit. If a person is absorbed in the accumulation of a private menagerie, why not give him some little animal a trifle out of the ordinary; or a book on the subject of animals of different species or one treating of some special variety? If the gift is to be presented to a young girl, I study that girl's likings and tastes and strive to purchase something that will accord with her personality. Then, too, I keep my eyes and ears wide open all through the year and if I hear a person express a desire for any special article that comes within my means, and I am in the habit of giving that person presents, I put that expressed desire down immediately in my mental notebook and when the next gift-bestowing season rolls around "there I am"—what I give that person can not help but be regarded with favor.

And, above all things, my readers, don't forget the loving spirit that should go with the gift, be it great or small. It's the spirit that counts—the mere money put into a thing is nothing in comparison. I would rather have the kind thought along with the little china plate from the cheap little 10 cent store around the corner than the finest diamond ring from the most luxurious jeweler's without it.

Josephine Thurber.

The Frankness of Childhood.

A bride who has just gone to housekeeping was rather taken aback the other day by her young nephew, Jack, aged 8. Jack was the first guest of the bride and groom after their return from the wedding trip, and he was invited to stay to dinner. The bride had a guest book that had never been written in, and Jack, as the first visitor, was asked to take the initiative. Very laboriously he wrote his name and address, and then heaved a sigh of relief as a man does in the realization of having accomplished a painful duty. But on the opposite page was a space headed "Remarks," and Jack's aunt called his attention to this. "Oh, I don't know what to say," said Jack. "Say something about the things you've had to eat," suggested the bride, who is a cooking school girl. "All right," said Jack, and under the head of "Remarks" he wrote, "Have eaten better."

Civility is a charm that attracts the love of all men, and too much is better than to show too little.

Will Effect a Reduction of Price.

Carnolite, a newly discovered ore in Utah, has been found by a Princeton University professor of mineralogy to contain that rare metal radium in sufficient volume and activity to warrant the assumption that its value will be reduced to one-sixth the price of it when extracted from pitchblende. This big reduction in value is liable, however, to be misleading, for it gives very little encouragement to the hope that radium will ever be available to any but a favored few or serviceable for anything except scientific experimentation.

Professor Curie and his wife, the discoverers of radium, extracted it from pitchblende obtained from Cornwall, England, and from Bohemia. All pitchblende contains some of the mineral, but the ores obtained from the two sources named were found to contain it in the largest volume. But the cost of its extraction brought the value of the rare metal up to \$2,721,000 a pound. The value of that extracted by Professor Phillips, of Princeton, from Utah carnolite is fixed at \$450,000 per pound. Its cost will have to undergo a reduction of several hundred thousands before it can hope to reach a popular figure or become a commercial and industrial factor. It is true that the cost of production of aluminum has, in comparatively few years, been reduced from a very high figure, through scientific processes, to a very low one; but aluminum does not, after all, furnish a comparable case, as it is contained in goodly volume in all clays, whereas radium is found only in infinitesimal quantities in a rare ore.

Still the discovery of radium has stimulated the search everywhere for pitchblende and other ores with which it is suspected of being associated,

the searchers hoping to be rewarded by the discovery of a body well enriched with the precious metal to make it profitable to mine and reduce. Many miners are, however, mistaking zincblende for pitchblende, because of its peculiar properties of throwing off light by friction. The radium contained in pitchblende is self-radiant, and its luminosity is not produced or affected by friction or any other operation. There are large bodies of zincblende to be found in this State, but they do not contain radium or uranium, or any of the metals which are associated with radium in pitchblende.

French Polish.

A French polish can be made as follows; although rather complicated, it is worth the trouble: Take one pint of soft water, and mix with it twice as much vinegar; break into small pieces one-quarter pound of glue; stir it into the vinegar and water with half a pound of logwood chips, a quarter ounce of finely powdered indigo, a quarter ounce of the best soap, and a quarter ounce of isinglass. Put all this mixture on the fire, and let it boil gently for at least a quarter of an hour; strain it carefully, put into bottles and cork tightly. When cold it is ready to be used. A clean soft sponge should be used to apply it.

Some people never go ahead because they are never sure they are right.

FUR OVERCOATS
DETROIT FUR CO.

\$10 UP Mail orders; write for price list.
253 Woodward ave., Detroit

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

"The Clothing that makes Rochester famous"
Registered by Solomon Bros. & Lempert, 1900.

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

THE 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

CANADIAN GOLD.

Upper Peninsula Investors Bound To Have Their Share.

Written for the Tradesman.

Just at the present time a large number of men of money in the Upper Peninsula are thinking, talking and looking wise whenever gold is mentioned, not because they believe there is any of the yellow stuff to be found in Michigan, but because about 120 miles across the line in Ontario, in the Webbwood district, gold has been found in large quantities. The Webbwood district gives promise of developing into a second California and as a result Michigan men from the Upper Peninsula are gobbling up all the land in sight.

Away back when there was nothing but woods in the Upper Ontario country a few of the old settlers who prowled around through the woods discovered signs of copper. It is related of one man, long since dead, that he claimed that some day gold would be found in Algoma; but he was laughed at. Now, however, everybody in the North Country is convinced that gold exists in paying quantities in the Algoma district. Newspapers throughout the Lake Superior mining district have been devoting large space to this locality of late and all eyes are turned in the direction of Canada. Here in the Michigan Soo mining companies are being formed almost every week, and the same thing is true on the other side of the river. Already machinery is arriving on the scene and digging for ore is under way. Gold is

being taken out at Webbwood in large quantities in one mine already, which fact adds fuel to the flames and makes capitalists more eager to invest.

It is evident that in case the Algoma ore district holds out—and there is every reason to believe that it will—a lot of Michigan men will make money. In Sault Ste. Marie one can not help noticing the peculiar conditions surrounding the business men of the city. In almost every office in town is to be found a pile of ore specimens which have been taken from the hills on the Canadian side of the river. It is also true that a majority of the lawyers sell real estate and mining stock on the side, and the blue print is in evidence on every hand.

Business men believe that as soon as spring opens up the gold excitement on the Canadian side of the river will be intense. A gentleman who has looked into the matter and invested money in the Webbwood gold district tells me that the country is liable to be overrun with prospectors, the same as was California in the 40's.

Now the outcome of all this speculation means a good deal to this part of Michigan. As a result of all these investments money in large quantities has been taken to Canada. If the ore deposits turn out as expected Michigan will have a larger number of millionaires than now, while, on the other hand, if the gold does not pan out as these men hope, a good many people will be consid-

erably poorer than they are now. Either way the dice roll business here is bound to be affected to a more or less extent.

The excitement over the prospects is not as great as it would have been had the Consolidated Lake Superior Company not gone to the wall in such a spectacular fashion. In the crash that came rich men who were supposed to know all the ins and outs of the business world lost their pile alongside of the servant girls and common laborers who had invested money in the scheme. This crash has made it harder to sell mining stock, but still large blocks are being closed out.

The success of this mining district will be a great thing for the Michigan side of the river. Nearly all the business and professional men are interested in one or more mining ventures. At the present time there are several mines being worked at a profit, and the fact that Charles M. Schwab has invested in copper property in this locality leads one to believe that it is all right. At first thought one would think that Canada would reap the most of the profit from these mining ventures, but when one comes to realize that in a majority of cases the stockholders are Michigan people, it is evident that a good share of the returns on the investments will be spent on this side of the line.

It must not be inferred that this mining business is an experiment in Ontario. In one of the mining towns a huge smelter has just been com-

pleted and will soon be in successful operation. But most of the mines now running are iron and copper. Nickel is also found in some localities. True, also, one or two gold mines are being successfully operated, but the Webbwood district is just being opened up. Blasting is going on in all directions and new holes are being started. If Algoma contains as much gold in its hills as a number of mineral experts claim there will be a lot doing in this locality in 1904. And if the reality does not correspond with the glowing pictures painted by the organizers of mining companies somebody will lose some money—and the Upper Peninsula will feel it. That is why so many Michiganders have their eyes on Canada. Raymond H. Merrill.

Arbuckles Lose Their Glazed Coffee Case.

The Supreme Court of the United States has dismissed, for want of jurisdiction, the case of John Arbuckle against Dairy Commissioner Joseph Blackburn, of Ohio. The case involved the question as to whether the glazing of coffee is a violation of the Ohio pure food law, and the decision throws the case back into the Ohio courts, to be decided there. Since the Ohio courts have already decided against Arbuckle Bros., their business would seem to be practically at an end in that State, as long, at least, as they coat their coffee as now.

Telling your troubles only enlarges them.

Unknown Leaks

Suppose a clerk makes a 25-cent sale and in changing a \$5 bill returns the customer \$3 too much. Will you know which clerk made the mistake?

Can you be certain that any mistake at all has occurred?

This \$3 which you have lost—lost without knowing it—lost without any method of stopping similar losses in the future—this \$3 may represent the profit on a dozen one dollar sales.

Think of what will happen if such mistakes continue to occur. Much of your future profit, maybe your chance of final success—all placed at the mercy of careless clerks!

This is only one instance. Think of the other leaks in that "money till" that could happen without your knowledge. Think of how prices could be cut, how credit sales could be forgotten and money received on account lost. There are a dozen other ways in which errors lessen your profits.

Hadn't you better investigate the only device which can stop these losses—a National Cash Register? It will cost you only a postage stamp, but may save you thousands of dollars. Mail the attached coupon **TODAY**. Tomorrow never comes.

I am interested in your new Cash and Credit System. Please send me a copy of your book, "No More Bookkeeping Drudgery," as per ad in MICHIGAN TRADESMAN.

Name _____

Mail Address _____

National Cash Register Company

Dayton, Ohio

Attractiveness the Secret of the Baker's Success.

"My friend, what is the secret of success?" was recently asked a New York baker who is the proprietor of a prosperous little shop on one of the up-town avenues.

"The ability to work hard and to keep one's eyes open," was the prompt reply.

The day had evidently been a very satisfactory one from a business standpoint, for the proprietor was particularly jovial and in a communicative mood. Continuing, he said: "It is really surprising to me why there are so few really successful bakers. This avenue is literally lined with bakeshops, and not one in every ten looks clean enough for a second-class trade. Just above this block is one, and two others can easily be seen from my front door, all of which, no doubt, are actually clean in their process of bread-making, yet if one judged by the appearance of their store one would think that it was an East Side Cheap John restaurant. The windows are dirty, ill kept and unattractive, and an examination of the show cases and fixtures discloses the same condition. Their clerks are dirty, the goods are thrown loosely around in every conceivable place, while the atmosphere in the store is frequently foul and offensive. It is really wonderful how they do any business at all. The great majority of them manage to eke out a bare existence only, and yet I imagine that two-thirds of them spend over half of their time in grumbling. Now, isn't it funny? My shop has been established only four years, yet I do more business than all the rest of the bakeries within a half a mile from here. Lots of these shops have been established for periods ranging from ten to twenty years, still none of them have caught on to the reason of my success. Well, I'm not complaining on that score, but I honestly feel sorry for my competitors at times. And my! how they all hate me! All of the baser motives are attributed to me, and there is not one who doesn't conscientiously believe that I have won his trade from him by the practice of underhand methods. As a matter of fact, my success was won on the observance of a very simple point, and that, namely, attractiveness. When I look back on the time when I commenced business I wonder what good fairy planned out my destiny, for this idea of attractiveness as the most essential principle of success was by no means the result of my own reasoning. My trade was learned in one of the dirtiest bakeshops in this city, and I never had a particle of training which taught the necessity of cleanliness. Perhaps, though, this is why I appreciated it when I did come in contact with it. It was a novelty. At any rate, it all came about in this manner:

"I had just changed my position in the aforesaid bakeshop and had got in one of the most attractive ones on the West Side. I had been there but a few days when a customer entered the shop who was both pleas-

ant and talkative. The proprietor was an up-to-date man and asked the customer point blank why he traded with him. The customer thought a moment and then replied that the reason was a simple one. He had just moved uptown from a mile away, and, of necessity, had to look for new places to shop near his new home. Knowing no one to ask about the various places, he and his wife just took a stroll down the avenue, and after a short walk they had 'spotted' the places that appeared to them the most attractive, including drug store, grocer, butcher and various other dealers. These were tried first, and if they proved satisfactory they continued to trade there.

"This set me to thinking. In all large cities—especially in New York—but few remain in one district for any great length of time, and even if they do they very seldom absorb the local atmosphere of their surroundings. In consequence, when they want to buy anything they are pretty sure to drop in the first attractive place that catches their fancy. The idea grew on me, and I became so enthusiastic on the subject I made up my mind to start a similar establishment as quick as possible. I thought of the many dirty shops in the district I had recently left and decided to open there. In a little while I borrowed the money and started one of the prettiest and cleanest little common-sense shops that you ever saw. This is it now, but it has grown. People commenced to 'drop in' right away, and in a short while I had paid back the borrowed money and commenced a bank account of my own, at present representing quite a comfortable figure. People continue to 'drop in' real often, and most of the people around here say to newcomers, 'Healey's the best bakery around here.'"

This experience ought to prove valuable to some one.—Baker's Review.

When Is a Man Rich?

For a man with nothing but the fruits of his current labor to depend upon even so modest a sum as \$100,000 seems a comfortable competence, the attainment of which would entitle one of modest tastes to consider himself rich. But there are a great many men with much more than this who are at all times torn with anxieties of a financial character and who to make their capital useful feel under the necessity of risking losses which would be crippling, if not ruinous. The same conditions might and often do apply to much larger sums.

A great many men who are warranted in assuming that their wealth is tangible in amounts which twenty-five years ago would have been spoken of as "princely fortunes" are at no time free from the harrowing anxiety of imminent bankruptcy through inability to maintain the normal relation between assets and liabilities.

Again, a great deal of wealth is so invested as to leave its possessors poor, in that they have therefrom no incomes to live on. Securities may or may not confer wealth upon their

possessors, according to circumstances. The same is true of land and of improved real estate.

Some of the poorest men in New York are those who have to pay interest and taxes on property which does not earn carrying charges and the future of which is so indeterminate that they can not finance its improvement.

In business many men of great prominence and whose transactions are conducted on an immense scale are not properly to be classed among the rich men, since their large assets are always trembling in the balance and may be doubled or swept away as the result of a single season of bad trade and declining prices. Obviously rich and poor are relative terms.—N. Y. Times.

Severely Logical.

A story illustrative of the severe logic of some juvenile minds is related by a woman of family, one member of the latter being a four-year-old daughter. One day this observant miss saw a lame man on the street and asked her mother what made him walk so queer. The mother told her it was because one leg was shorter than the other.

"Well," she said, "there is a girl around the corner that way."

After a few minutes meditation she remarked:

"Mamma, wasn't it funny that God didn't give the two long legs to the man and the two short ones to the girl?"

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

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.

GOOD MERCHANTS

Can recommend to their customers and friends

MYER'S Red Seal Luncheon Cheese

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

This Elegant Display Case, filled with 2½ dozen 10 cent packages, \$2.40

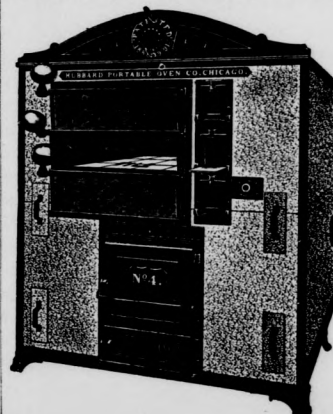
One dozen packages for refilling case cost only 90 cents. Order a trial assortment—it pays well. Free Advertising Matter, etc., on request.

Manufacturer of
Red Seal Brand Saratoga Potato Chips

J. W. MEYER,
127 E. Indiana St.
CHICAGO



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.

Clothing

Status of the Underwear and Hosiery Markets.

The situation in underwear is particularly interesting just now. Manufacturers' representatives have just gone before the trade, that is, the jobbers and largest retail buyers who deal with the mills direct, with samples for the fall season of 1904. Some have started out with tentative prices, others to take orders at last year's prices, subject to an advance of 10 per cent. A very few have gone before the trade with fixed prices, in which instances they range from 5 to 7½ per cent. higher than the present market value of heavyweights.

This illustrates how utterly at sea are the manufacturers on the price question, even for the new season. All agree that they should get more money, inasmuch as both raw cotton and raw wool have continued to advance, but there is a strong disposition among them to hold back from each other what they are going to do regarding new prices. Both cotton and wool underwear will unquestionably be higher, but how much no one of the large manufacturers is prepared to say by quoting prices of his own. It is believed that not a few of the mills will undertake to maintain current prices by manipulating their stock so as to cheapen at every possible point, especially in weight, trimmings and boxing.

Jobbers are momentarily expecting a flood of repeats to follow the excellent business retailers have been having since the cold weather set in, which means that the jobbers will, in turn, have to look to the mills for additional supplies. Upon their duplications it is pretty certain that they will have to pay an advance on both cotton and wools, as the mills have had to pay advances on yarns. Wholesalers are also apprehensive of a shortage in supplies, and think that should anything like a demand exceeding the normal manifest itself, as a result of the continued cold weather, there will not be goods enough in the market, at first or second hands, to fulfill retail requirements.

With the market in this interesting condition as to prices and short stocks, it naturally seems as if the early buyer to-day is the one who exercises good judgment in getting in and placing his orders at a time when he can get goods right at satisfactory prices. Delaying in ordering now, for either the spring or fall season of 1904, means higher prices to those who procrastinate. Even on spring lines prices are advanced for duplicates.

Yet notwithstanding that the market, as at present constituted, is decidedly more in favor of the buyer than the seller and producer, wholesalers complain that they never found it so hard to do business. Salesmen who have been out with their spring lines report that they did well; the business of many exceeds that of a

year ago and will be equaled by a great many more, and the laggards who can not show that they have either held their own or made a gain must realize, since they were outdistanced by the hustlers, really just how much hard work was necessary to hold one's business. Not that competition was any keener, but every salesman who has been out knows how often he has been confronted by his customers with the doubts engendered by the two poor summers that have brought losses to retailers. It is no wonder the latter are as timid as a gazelle. Now the only satisfaction left to the salesman is that those who have been slow about placing initial orders will have to pay more when they do get ready to buy. If jobbers can not duplicate at the same prices it is pretty certain that retailers will not be able to.

Out of the volume of orders placed balbriggans continue to overtop all other styles, with lisle gauzes a good second. Lises have come into greater prominence more and more each season for several years past, owing to the increased number of fancy effects that have been introduced in this class of goods, they contributing to their growing popularity.

Styles in half-hose are to undergo a change for spring. Of course, it is a well-known fact that it is the fashion that sells the stock, and for the new season ring stripes in half-hose have been selling so much in excess of verticals that vertical stripes are relegated to second place. There is a natural beauty about ring stripes which can not be imparted by vertical effects. In the high-class goods for the new season hosiery to retail at from 50 cents upward, the horizontal effects consist of alternating rings of solid color and mottled yarns. In the fine grain or ribbed weaves the colors and their shadings are so blended and subdued as to produce a richness not obtainable in any other combination of knitted weaves. These ring effects have been sold in a variety of color combinations and patterns, with embellished clocks in a silk harmonizing shade, lighter in tone than the prominent shade of the hose; also in two, three and more color combinations.

With the very fine trade solid colors, such as maroon, chocolate, seal, champagne, very light tan, green, etc., with simple clockings, are very much favored.

Silk-faced hosiery will this season enter the popular class to be retailed at 50 cents. These goods have a light facing of silk in one shade which overlays a lisle ground in a darker tone, the combining of the two shades, the one in lisle and the other in silk, producing a very pretty effect. The boot-top, toe and heel of these silk-faced goods are of lisle, double stitch. They have never before been made to retail at anything like this price, having formerly sold for \$1.50 retail.

Woven jacquard verticals are out for spring at a price enabling 25 cents retailing. This is one of the



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.

remarkable items of the season, since jacquard verticals have not been heretofore produced to sell for less than half a dollar, and these are new goods.

Tans in much lighter shades than heretofore are coming in quite strong for spring, and it is believed that they will find ready sale, since the revival of the tan shoe is predicted for next summer.

Grays are still very much in it for spring, although they may not receive the consideration they got last year; yet hardly an order is placed without grays being included in the assortment.—Apparel Gazette.

How To Advertise Successfully.

Advertising is as old as the hills—yes, as old as the habit of eating.

Some one has aptly said: We all began life as advertisers. Our first cry was a "want ad."—for a breakfast food.

We are a nation of advertisers. America has made advertising an art. To-day our advertising matter excels both from an artistic and literary standpoint.

Back of every well-written, attractively displayed advertisement there must be the spirit of enthusiasm if the full measure of success is to be attained.

It must start with the head of the firm. The office force is sure to catch it just like a family does the measles—it goes the rounds.

The salesmen will catch the vibrations even when they are on the road.

Be an optimist.

Create, build, strengthen.

A pessimistic, dyspeptic manager can kill the effectiveness of any advertising campaign.

The next thought I want you to get hold of is that of individuality.

Individuality rules the world.

Behind every movement you will find some one strong individual.

The eyes of a business house, a city or a nation are attracted by a personality.

The greatest advertisement any business can have is a strong, well-balanced man of good judgment at the helm. Such a man's personality is a constant reminder to the public of what may be expected in the way of business treatment.

The subtle influence of a single character of this kind is what might be called "indirect advertising."

Indirect because it would be impossible to trace in dollars and cents the business that comes to the house as a result of this one man's effort and influence.

You are each interested in making your business a success, but to lose sight of the fact that everything which benefits the community benefits you is to lose sight of the "main chance."

You have got to put forth a certain amount of money and effort to attract trade to this city.

There was a time when a business man, if asked to place an advertisement in any paper outside the city limits, would say: "Oh, we must not send the money out of town."

Well, that time has gone by. It

pays to send money out of town in order to get money into town.

What enhances property values?

People.

What increases our trade?

People.

What is it that gives individuals larger salaries?

People. A wider circle of acquaintance.

You often pay a salesman according to his trade acquaintance.

It is the same with advertising. The more people you come in contact with, the greater your volume of business.

Therefore, widen your circle.

Don't limit your efforts for business.

There are represented here a good many lines of trade, each requiring its own individual treatment.

To attempt to prescribe for all would be to attempt the impossible.

Advertising planned to sell a breakfast food won't sell mining machinery.

Some of your lines are restricted to a local market while others have a world-wide market.

Advertising is by no means an exact science, and probably never will be.—W. D. Curtis in Shoe Trade Journal.

How to Hold a Position.

By holding a position we mean constantly increasing your employer's satisfaction by steadily developing higher ability and surely advancing to larger salary and greater responsibility.

There are certain valuable hints to be gained by studying the careers of men who have succeeded. Although the paths by which these men have won success are widely different, there are certain features which stand out prominently in all of them. These I believe to be the essentials for business success—promptness, courtesy, loyalty, hard work.

Promptness is the keynote in this age of hustle. Opportunity waits for nobody, and the man who is always a little behind is playing a losing game. Business hours should be rigidly observed. Five or ten minutes in the morning, trivial as it may be itself, is a pretty sure indication of the degree of promptness you will show in more important matters.

"I know of no investment more certain to pay large dividends than courtesy," said a successful business man. In the nerve-racking, endless rush of affairs there is nothing which leaves a stronger impression than a pleasant word or a kind act, especially if it be something most men overlook. Business courtesy is largely a matter of habit and is one of the habits we can afford to cultivate.

In the army and navy loyalty is an essential for success and it is no less so in the business world. Enthusiasm and loyalty go hand in hand; a man can not succeed unless he has an employer to whom he is loyal. The man of the hour is the faithful man, the man who makes his employer's interests his own and whose loyalty never wavers.

Associated more or less with all

these requisites and overshadowing them all is hard work. "For this," said President James J. Hill, of the Great Northern Railroad Co., "there is no substitute." You may be lacking in ability, in personality or some other way and still succeed; but if you have not the capacity for hard work you are doomed to failure.

William E. Corey, the new President of the United States Steel Corporation, attributes his first success to "not being afraid to do \$2 worth of work for \$1." When a laborer he wheeled so much more iron than the other workmen that he was soon made foreman over them. The words "hard work" come nearer to holding the key to success than do volumes of advice. H. J. Hapgood.

Evolution of the Folding Bed.

Mrs. De Flat—Have you anything new in folding beds?

Dealer—Only this, madam, and it really is quite a success. On arising in the morning you touch a spring, and it turns into a washstand and bathtub. After your bath, you touch another spring, and it becomes a dressing case, with a French plate mirror. If you breakfast in your room, a slight pressure will transform it into an extension table. After breakfast you press these three buttons at once, and you have an upright piano. That's all it will do, except that when you die, it can be changed into a rosewood coffin.—New York Weekly.

When a woman begins to assert her rights she magnifies her wrongs.

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

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.

Hardware

How the Hardware Dealer Can Increase His Business.

The progressive merchant is constantly on the lookout for new methods to increase his volume of sales. Necessity compels him to do this, for the forces against which he contends are continually being exerted to deprive him of his custom already gained. Among them might be mentioned that beyond the control of the most systematically managed firm there will always be a customer now and then to take offense and will buy elsewhere; men in business sometimes die and their stores are closed up by the executors, and from one reason or another the regular customers of the house are continually dropping out here and there.

To offset this shrinkage effort must be made to gain new customers or to sell our present customers more goods than we have done in the past. It is well to scan the present field of our mercantile operations and try and discover some unproductive corner where we have so far been unable to plant the seed or gather the harvest. The ability to discover such may not be difficult, but how to induce our little seeds to take root in the hard and stony ground mayhap or prevent the enemy from sowing his tares in our wheat—that is the question.

In looking over the stock and by comparison with goods advertised in the hardware journals it may be found that there may be some new goods which may with profit be added to the present stock. There are always specialties and novelties being brought before the public, and the hardware dealer should always be on the alert to take them up if he thinks they will sell. Whether they will or not is a question difficult to decide. While some of them do not, again others have a large sale for a short time and then drop out. In handling a novelty it is always well to push it vigorously when first introduced and just as soon as its popularity begins to wane, to direct the salesman's attention to something later put on the market. If novelties are carefully handled and not carried too long there is money in them as they are generally sold at a fair profit and they advertise the firm handling them and impress the trade generally with the fact that such a house is up-to-date.

Almost every house has its confirmed channels of distribution, a regular line of customers regularly visited by the salesman. Now there may be others in the same town handling partial lines which may not be visited by our salesman. They have been so accustomed to visit their old friends that they often overlook the fact that a customer for a special line may be in the same town. They may be in the habit of visiting only the stores in a town when a wood-working factory or a mill may be large consumers of some lines of hardware and be entirely overlooked.

Salesmen, like other mortals, have the faculty of getting into a rut and it is well for the manager to consider this point well and talk it over with his traveling men to see if the visiting list may not be enlarged. A new customer gained in this way here and there helps to swell the general volume of business.

Another means of extending trade is the employment of special salesmen to visit a certain class of trade. The regular salesman of a hardware house has so many lines to carry and so many seasonable goods which he must of necessity sell that very often he is unable to give as much attention as he should to special lines carried by the house. These special lines can with advantage often be sold by a special salesman who may cover the territory of one or even several travelers and thus visit men whom the regular salesman does not call upon or may sell specialties to the regular trade canvassed by the regular salesman.

Still another method of enlargement of the jobbing business is the establishment of branches in different sections. There may not be many openings for small stores as usually the field is pretty well covered. But now and then towns may be found where there are openings for trade in the hardware line. Why not open a retail store here for the sale of our goods? No doubt in the parent house a young man may be found who would consider it a good chance to demonstrate his executive ability by the management of just such a branch establishment, with the prospect of a share in the profits if successful or perhaps ultimate ownership. Although we have never seen this scheme put into actual operation we are inclined to think it entirely practical and one that would work to the benefit of both employer and employed. It would open up an avenue of advancement to the young hardware clerk and stimulate him to extra effort if he had any ambitions in the direction of being a proprietor.

A branch establishment would be enabled to sell goods as low as any competitor in the retail trade and the manager would have the backing and advice and assistance of the home office. He would do his best to make it a success and would know that should he not be successful in a year or two he could rely upon his principals for encouragement and definite instructions and that his position would be given him should the venture not prove remunerative. This fact alone would have much to do with his success.

In addition to all the former methods, direct appeal to the trade must be persistently made if we would hold our own. No better means of giving trade facts and advertising our firm is known than regularly having postal cards printed with some item of store news and mail direct to our customers and those not our customers. The expense is not large and if regularly and systematically carried results will be apparent.

Lyle Merton.

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.

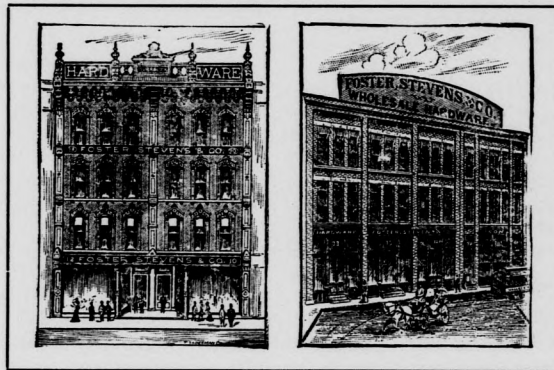
We are now at work compiling our new Fishing Tackle Catalogue for next season, which we will gladly mail to dealers interested, free of charge, upon application.

Fletcher Hardware Co.

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

Detroit, Michigan

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

Keeping the Store at the Right Atmosphere.

Holding trade, like holding friends, is often a matter of first impressions. Whether a customer will buy at all or not frequently depends on the way in which he is impressed when he first enters the store. A friend not long ago told a little incident in his experience. He happened to know one of the assistant managers in a clothing store and went there with the intention of buying a pair of trousers. He was accosted by an usher halfway up the aisle, who enquired in a brusque way whom he wanted to see. "I want to see Mr. Smith." "Mr. Smith is busy now; take a seat right over there and wait," at the same time almost pushing the customer in the direction indicated. "I felt," said our friend, "as if the will of that floorwalker had met mine and we had gone to the mat together. My 'dander' was up, and I turned around and left the store. Later on I learned that the usher was a pleasant enough fellow, but too decided in his ways to impress a stranger agreeably. He had a hint of the overbearing."

On the other hand, there are stores where one immediately feels at home; his wants are ministered to, and he is made to feel that "it is no trouble to show goods." The writer went into such a place not long ago. He had been there before, and the manager, who happened to be standing at the door, said: "Good morning; I think I have seen you here once or twice before, but I can not remember the occasions. May I show you some goods?" The writer mentioned the occasions. In this way the visitor was at once located in the manager's mind, and after a few moments of conversation he was turned over to a capable and unobtrusively cordial assistant, who showed all the dealing lines in the store and went into a brief description of the advantages of each fabric, showed the make and brought out all the excellent points of a really fine line of merchandise from the factories of one of the top-notch manufacturers in the United States.

It is an old saying that it takes all sorts of people to make up the world. Accepting this as true, the knack of meeting people and impressing them favorably requires, oftentimes, a masterly tact that would do credit to a nation's diplomatic service. Some customers want to be let alone and given the freedom to look around; others want instant attention; others will take the bit of flattery that's relished by the wisest men; still others will take it as an affront; some are pessimistic; others hopeful and sunny; some often can be persuaded; others have their won't power developed into a mania and mistake stubbornness for a strong will; some people can see a joke; others will resent it as flippant, and still others will receive the most pointed bit of humor in ox-eyed innocence, without a smile. To meet and deal with all these people and to please them all requires a nimbleness of perception and judgment with which few men are endowed.

It is "up to" the clerk, then, to get into his head some general method to guide his action. He should know that every man has some avenue through which he can be approached. One safe rule is never to forget to be polite, no matter what the time or the provocation. He should not forget a dignity which maintains his own self-respect and the character of his store, but should not mistake haughtiness for dignity, for the latter is an attribute that lends grace to warmth and puts a finer edge on a pleasant greeting. The best sort of dignity is in the possession of a spirit which merits respect. It comes from the inside outward and impresses others; it is character, which is one of the elements which lends to the store the proper atmosphere. The next point is to know the work and like it, to know the goods and to be able to tell how and where they are made, by whom, what his standing is, and why the store you work for can give first-class satisfaction.

While the clerk is in the business of remembering things he should not forget that a pessimistic spirit is a poor asset. Those who are suspicious are suspected; those who are distrustful of others are not trusted themselves. A frank and open character furnishes the best basis for success. Of itself and without effort it invites reliance and confidence; these once gained, the road is open to successful salesmanship—the rest is a matter of knowledge.

"What is your most important drawing card?" asked the writer of one who had just opened a new store and had installed a method of advertising and trade-getting somewhat different from that of other stores. "The confidence of our customers is the most important drawing card we have," he replied. "Aside from the quality of the goods we sell, however, we draw trade by our guarantee offers—your money back if not satisfied on inspection; we also promise to keep the clothing we sell in repair for one year from date of sale. These features we advertise, so that our store name is always associated with these guarantees. This gives the public confidence, because it is a game in which they can't lose. A man comes in and buys a suit. If on looking at it at home he is not satisfied, he may return it and receive his money back. Our offer to keep clothes in repair a year does not mean that we will clean them, but that we keep the buttons on and repair damage to the garments, such as sewing up rents, etc.

"If your store has a motto—some word or set of words descriptive of your business method—it is of advantage to have it always associated with the firm name or name under which the store is known. There are many firms whom we know by some catch-line or phrase that is constantly associated with them or their goods. Who doesn't know what it is that 'Works while you sleep?'"

Every merchant ought to make his clerks think. Time spent in thinking up schemes is not time wasted.

Lying awake nights to think up ways of getting ahead of your competitor is far less wearing on the system than lying awake trying to think how to keep even with him. We heard of a successful merchant, noted for the fertility of his ideas, who gave five dollars or more for every workable idea his clerks could bring him. He figured that ideas were more valuable than perfunctory service, and, as far as possible, he let the man who suggested the idea attend to its practical execution. In this manner each fellow was riding his own hobby to a certain extent. He was interested. —Apparel Gazette.

Henry Ward Beecher's Joke.

They were speaking of Brooklyn and Beecher's monument, and the great Henry Ward Beecher, when Thomas Pitts said: "I remember his receiving about as big a fee as anybody for twice performing the marriage ceremony for the late Collis P. Huntington. The latter was called abroad by important business and, desiring to take the present Mrs. Huntington with him, they were quietly married by Mr. Beecher, who received a check for \$500. Returning to America the Huntingtons had a fashionable wedding and reception. Mr. Beecher again officiated and again was paid \$500. 'Dear me,' remarked the distinguished divine as he looked at the check, 'it is almost a pity, Mr. Huntington, that you are not a mormon.'"

Style is no substitute for sterling strength.

The ACME Potato Planter



Your Customers

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

Acme Potato Planters

add to the profit of potato growing—eliminate so much of the labor and expense, make 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 implement 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 corn planters, powder guns and sprayers.

The
Acme
of
Potato Profit



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.

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.

Shoes and Rubbers

Ways in Which the Shoe Clerk Can Win Success.

A clerk's circumstances are generally what he makes them. Are you trying to better your condition, trying to learn more about the business, or are you just going along easy and looking for Saturday night? If you are doing the latter it may be a matter of a very short time before there will be no Saturday night for you. If some of the clerks gave as much thought to the question of making more business for the house as they do to the matter of amusement after hours, they would draw larger salaries.

The clerk who gets as large a salary as he thinks he deserves is usually over paid. It is discouraging, perhaps, to see the new clerk who has bright ideas get the promotion which you expected, but if the disappointment reveals to you the necessity of making up, it has done some good.

Why did this new clerk get the raise? Why was he given charge of that department? Simply because he hustled. He was "Johnny-on-the-spot." When customers came in he was ready to serve them. He tried to please and impress them in such way that when they called again they asked for him. The "Boss" is not asleep. He can see who is trying to get business, and appreciates a worker. Then when a chance comes for promotion, the hustler gets it.

Business is what these merchants are seeking, and it is your place to help them. If you don't you are drawing salary that is not honestly yours. Don't be afraid to tackle little odd jobs, jump in and take hold. It won't hurt you. Don't think the other fellows ought to do this or that. A good clerk, instead of shirking customers or little odd jobs, is always looking up something to do. The one who jumps at every opportunity to do something is the fellow who gets the raise. Know your business, study it, be an expert in your line and the matter of salary need be no cause of anxiety with you.

Do you try to make an extra sale when you can? Nothing pleases the "Boss" more than to see you trying to sell an extra pair of slippers or something after your sale is completed. You may not always succeed, but it shows that your mind is on the business. If you keep on trying you will soon find it easy, as we all know that "practice makes perfect." A great many clerks are drawing the same salary to-day that they did when they first went to work at the store. Why is this? It is not as hard a riddle as "How old is Ann?" it is simply because the fellow has been sleeping.

Don't let the grass grow under your feet. Try to get some business. Carry a few business cards. Hand one to a friend when you meet him and ask him to call on you. Treat customers nicely in the store. Cater to

them. Try to impress them so they will not only call at the store again but will ask for you. Show the "Boss" that you are alive, that you are doing all you can for the interest of the house. He will not overlook it. Business is business with these dealers and if you show that you are trying to boom it you are the fellow they want.

If you think you know more than the "Boss" don't tell him. If you do, you may be looking for a job. Just hustle. Don't be afraid to tackle two or three customers at a time when you are busy. It is easy when you accustom yourself to it. When the store is full of customers they do not expect so much attention. They do not expect you to sit down on your stool in front of them and let others walk out.

While in one of the largest stores in this country the other day I watched the clerks sell goods. They sold quickly, and still were as attentive and polite as possible. These clerks receive the munificent salary of five dollars a week. When they show they are good they get six and then seven, which is the limit, but they get a percentage of 3 per cent. on all their sales, which brings their salaries up to from fifteen to twenty dollars a week. They do not let grass grow under their feet. They work with a will and never run away from a customer who looks hard. They are right there the moment a customer approaches. It just goes to show the difference between them and a fellow drawing his twelve per every Saturday night.

Why don't some of the clerks in other stores hustle like this? They may not get a percentage on their sales, but they will soon be drawing more pay, which is just the same. If you earn the money you are going to get it, it makes no difference how the "Boss" pays you. Lots of the boys are earning more than you are, and have no more brains than you have, but they use them. When you get so you can make several extra sales every day, you will be enthusiastic; it will make you forget to watch the clock; it is not going to run away. If it had been intended that a fellow should watch the clock and his work at the same time the good Lord would have provided an eye in the back of his head.

Another thing I want to say to the boys is, that when you are serving a customer, do not under any circumstances run down the goods of a rival dealer. Pass it up, it is very poor policy. People will not believe you. If a party comes in and asks where Bill Devery's shoe store is, go to the door and show him. He may not find just what he wants there, then he will think of you first. He may want to collect a bill, exchange a pair of shoes, get his money back or some other old thing. It is not good business for you to hold him by the collar and tell him how much better and cheaper your shoes are. Show him that you are honest and straightforward and he will be glad to know you. He may not come back that same day, but remember there are other days.

Keep Us In Mind



We carry the widely known and durable Boston and Bay State brands of Rubbers.

Our large stock enables us to make quick shipments on sorting-up orders, even during the rush season.

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

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 heartily wish every one who may chance to read this a very
HAPPY AND PROSPEROUS
NEW YEAR

Herold-Bertsch Shoe Co.
Makers of Shoes
Grand Rapids, Mich.

A clerk who needs to have the "Boss" tell him every little thing to be done is not worth his salt. Indifferent, careless clerks are what make the gray hairs come in the head of the "Boss." They are about the most of his troubles. If you are not satisfied with your "Boss," get out and get another, and you will find him just as disagreeable if you do your work in the same slipshod manner. The clerk who always strives to do a little better is the one who gets the good salary.

Do not think for a moment that you know all there is to learn about the shoe business, there is lots for you to learn yet; there are new and different ideas coming up all the time. If you want promotion you must hustle for business and not think you can go and buy a box of soap and have the "Little Gold Dust Twins" do your work.—Shoe Retailer.

Enthusiasm Necessary To Success.

"I never saw a clerk in the shoe business who won success without enthusiasm," said one of the proprietors of a large shoe store recently. "And this element is contagious. If the proprietor or store manager is enthusiastic over the business, the clerks will catch it. If there is a drone in the hive the one in charge will quickly find it out, and the sooner that clerk is gotten rid of the better it will be for the store.

"It generally shows in a new clerk whether or not he will be a success. I employed three new ones for the holiday season, and one of the three will have a permanent place. I did not make this a stipulation in employing the young men, as that would doubtless have caused much rivalry, which is not always to the best interests of the house. The youngest of the three clerks is the one I have decided to employ regularly. When he applied for a position I asked him:

"What experience have you had in a shoe store?"

"None whatever," he replied frankly, "but I'll do my best to please you. I'm willing to work and will begin now if you wish me to."

"The young fellow was so neat and clean that I put him right on the floor at the slipper counter. I watched him. He began at once looking over the stock and arranging it to show off at the best advantage. Shortly he approached me and asked me if he could have a sign to place at one end of the display table, and some small price cards. He seemed to 'catch on' right away, and it was a caution the way he made the slippers fly. We advertised slippers for Christmas at his request, and several times another man was called upon to help him out, owing to the rush. Unlike the two other young men I employed, this young fellow did not watch the clock constantly, and twice I had to call his attention to the fact that it was past his dinner time. He never hurried a sale or turned it over to another person because he was hungry, and every night he stayed after the closing hour to arrange his table and cover up the slippers so that the dust from the sweeping

would not gather upon the stock, for which he held himself responsible.

"John," I said to him night before last, 'the clerks here do not get paid for staying overtime, except on special occasions when they have to come back after supper.'

"I don't expect any extra pay," he replied, smiling; 'if I can earn what you are paying me I will be satisfied.'

"I am greatly impressed by his enthusiasm, and I'll venture to say that if he keeps at the shoe business he will own one of the fine stores in this or some other city before he is 35 years old."

How the Country Dealer Pulled Trade.

"If the people would only read 'em, they would prove a mighty good form of advertising," remarked the country dealer in the little town, referring to circulars, or handbills, as he designated them. And as he said it he chuckled to think how he had sent out a "handbill" and actually made people read every word that was printed thereon.

It was this way. He had just made a large increase in his stock, and he wanted people to know about it. With the help of his "Ways and Means Committee" it was decided to issue a "handbill," and to circulate the same thoroughly in that, and all nearby towns. On the "handbill" there were several purposely misspelled words. It was a wonderfully gotten up affair, and was calculated to interest people who would take the time to read it, but he made sure of it by starting off boldly with the announcement that he was going to give away six pairs of shoes to the first six customers who would read the notice and detect and enumerate the list of misspelled words in the announcement.

You will observe that he said "customers," and he qualified, or emphasized this, by saying that to each customer during a certain week, making a purchase of shoes or rubbers, he would present a blank on which they could specify the number of words which they discovered to be misspelled. The announcement went on to say that three men and three women would each receive a pair of shoes valued at \$3 a pair—each blank to be dated with the exact time at which it was received, the prizes or rewards of merit to go to the people who sent in the first correct lists.

The school teacher and the local editor were appointed as the committee, and of course a suitable announcement of the affair was made in the local paper. It pulled all right, for people came in during the first two or three days in order to be first. The third day the shoeman put a sign in his window stating that it might not be too late even then to send in a list, for there was no telling who would be the lucky persons. It was a surprising thing that out of a large list of answers there were only seven persons who were correct, many failing to notice an error in a simple little word.—Shoe Retailer.

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.

We are still making our famous Kangaroo Calf shoes, stock No. 110, Ladies', \$1.20, Misses', 1.10, Childs', \$1.00

Our No. 104 is still in the lead of all other \$1 50 Ladies' Fine Shoes For style, fit and wear they have no equal. Order sample doz. and you will use no other. Send us your Rubber orders.

Walden Shoe Co.

Grand Rapids, Mich.

The Lacy Shoe Co.

Laro, Mich.

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

Advertised Shoes

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

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

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.

GOVERNMENT STANDARDS.**Requirements as to Food Products Established by Law.**

Secretary Wilson of the Department of Agriculture has, under the act of Congress of June, 1903, established the standards of food products, and they are published under his direction. The committee of scientists who have had the matter of preparing these standards are William Frear, Edward H. Jenkins, Melville A. Scovell, Henry A. Weber and Harvey W. Wiley. The standards declared are as follows:

Animal Products.

Meats—Meat is any sound, dressed, and properly prepared edible part of animals in good health at the time of slaughter. The term "animals," as herein used, includes not only mammals, but fish, fowl, crustaceans, mollusks, and all other animals used as food.

Fresh meat is meat from animals recently slaughtered or preserved only by refrigeration.

Salted, pickled and smoked meats are unmixed meats preserved by salt, sugar, vinegar, spices or smoke, singly or in combination, whether in bulk or in packages.

Standard—Standard meat, fresh meat and salted, pickled and smoked meats are such as conform respectively to the foregoing definitions.

Manufactured meats—Manufactured meats are meats not included in definitions 2 and 3, whether simple or mixed, whole or comminuted, in bulk or packages, with or without the addition of salt, sugar, vinegar, spices, smoke, oils, or rendered fat.

Standard—Standard manufactured meats conform to the foregoing definition. If they bear names descriptive of composition they correspond thereto and when bearing such descriptive names, if force or flavoring meats are used, the kind and quantity thereof are made known.

Meat extracts—Lard is the rendered fresh fat from slaughtered, healthy hogs.

Leaf lard is the lard rendered at moderately high temperatures from the internal fat of the abdomen of the hog, excluding that adherent to the intestines.

Standard—Standard lard and standard leaf lard are lard and leaf lard, respectively, free from rancidity, containing not more than 1 per cent. of substances, other than fatty acids, not fat, necessarily incorporated therewith in the process of rendering, and standard leaf lard has an iodine number not greater than 60.

Neutral lard is lard rendered at low temperatures.

Milk and Its Products.

Milk—Milk (whole milk) is the lacteal secretion obtained by the complete milking of one or more healthy cows, properly fed and kept, excluding that obtained within fifteen days before and five days after calving.

Standard—Standard milk is milk containing not less than 12 per cent. of total solids and not less than 8.5 per cent. of solids not fat, nor less than 3.25 per cent. of milk fat.

Definitions—Blended milk is milk modified in its composition so as to

have a definite and stated percentage of one or more of its constituents.

Skim milk is milk from which a part or all of the cream has been removed.

Standard skim milk is skim milk containing not less than 9.25 per cent. of milk solids.

Buttermilk is the product that remains when butter is removed from milk or cream in the process of churning.

Pasteurized milk is standard milk that has been heated below boiling, but sufficiently to kill most of the active organisms present, and immediately cooled to 50 degrees (Fahrenheit) or lower, to retard the development of their spores.

Sterilized milk is standard milk that has been heated at the temperature of boiling water, or higher, for a length of time sufficient to kill all organisms present.

Condensed milk is milk from which a considerable portion of water has been evaporated.

Sweetened condensed milk is milk from which a considerable portion of water has been evaporated and to which sugar (sucrose) has been added.

Standard condensed milk and **standard sweetened condensed milk** are condensed milk and sweetened condensed milk, respectively, containing not less than 28 per cent. of milk solids, of which not less than one-fourth is milk fat.

Condensed skim milk is skim milk from which a considerable portion of water has been evaporated.

Milk fat or **butter fat** is the fat of milk.

Standard milk fat or **butter fat** has a Reichert-Meissl number not less than 24, and a specific gravity not less than 0.905.

Cream.

Cream is that portion of milk, rich in butter fat, which rises to the surface of milk on standing, or is separated from it by centrifugal force.

Standard—Standard cream is cream containing not less than 18 per cent. of milk fat.

Evaporated cream is cream from which a considerable portion of water has been evaporated.

Butter.

Butter is the product obtained by gathering in any manner the fat of fresh or ripened milk or cream into a mass, which also contains a small portion of the other milk constituents, with or without salt. By acts of Congress, approved Aug. 2, 1886, and May 9, 1902, butter may also contain additional coloring matter.

Standard—Standard butter is butter containing not less than 82.5 per cent. of butter fat.

Renovated or **process butter** is the product obtained by melting butter and reworking, without the addition or use of chemicals or any substances except milk, cream or salt.

Standard renovated or **process butter** is renovated or process butter containing not more than 16 per cent. of water and at least 82.5 per cent. of butter fat.

Cheese.

Definitions—1. Cheese is the solid and ripened product obtained by co-

agulating the casein of milk by means of rennet or acids, with or without the addition of ripening ferments and seasoning. By act of Congress, approved June 6, 1896, cheese may also contain additional coloring matter.

2. **Whole milk** or **full cream cheese** is cheese made from milk from which no portion of the fat has been removed.

3. **Skim-milk cheese** is cheese made from milk from which any portion of the fat has been removed.

4. **Cream cheese** is cheese made from milk and cream, or milk containing not less than 6 per cent. of fat.

Standard—Standard whole-milk cheese or full-cream cheese is whole-milk or full-cream cheese containing, in the water-free substance, not less than 50 per cent. of butter fat.

Miscellaneous Milk Products.

Ice cream (in preparation). Whey is the product remaining after the removal of fat and casein from milk in the process of cheesemaking.

Kumiss is mare's or cow's milk, with or without the addition of sugar (sucrose), which has undergone alcoholic fermentation.

Vegetable Products.

Sugars and related substances. Sugar is the product chemically known as sucrose (saccharose), chiefly obtained from sugar cane, sugar beets, sorghum, maple or palm.

Standard—Standard sugar is white sugar containing at least 99.5 per cent. of sucrose.

Granulated, loaf, cut, milled and

Retailers

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

Merchants' Quick Price and Sign Marker

Made and sold by

DAVID FORBES

"The Rubber Stamp Man"

34 Canal Street,
Grand Rapids, Michigan

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

Michigan Lands For Sale

500,000 Acres in one of the greatest states in the Union in quantities to suit

Lands are located in nearly every county in the northern portion of the Lower peninsula. For further information address

EDWIN A. WILDEY

State Land Commissioner, Lansing, Michigan

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

The Welsbach Brands

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

Priced Catalogue on application.

A. T. Knowlson

Sales Agent, The Welsbach Company

233-35 Griswold Street
Detroit, Mich.

powdered sugars are different forms of standard sugars.

Maple sugar is the solid product resulting from the evaporation of maple sap.

Masseccuite, melada, mush sugar and concrete are products obtained by evaporating the purified juice of sugar-producing plant, or a solution of sugar, to a solid or semi-solid consistence in which the sugar chiefly exists in a crystalline state.

Molasses is the product left after separating the sugar from masseccuite, melada, mush sugar, or concrete.

Standard—Standard molasses is molasses containing not more than 25 per cent. of water nor more than 5 per cent. of ash.

Syrup is the product obtained by purifying and evaporating the juice of a sugar-producing plant without removing any of the sugar.

Sugar-cane syrup is a syrup obtained by the evaporation of the juice of the sugar cane or by the solution of sugar-cane concrete.

Sorghum syrup is a syrup obtained by the evaporation of sorghum juice or by the solution of sorghum concrete.

Maple syrup is a syrup obtained by the evaporation of maple sap or by the solution of maple concrete.

Sugar syrup is a product obtained by dissolving sugar to the consistence of a syrup.

Standard syrup is a syrup containing not more than 30 per cent. of water nor more than 2.5 per cent. of ash.

Glucose products. Starch sugar or grape sugar is the solid product obtained by hydrolyzing starch or a starch-containing substance until the greater part of the starch is converted into dextrose. Starch sugar or grape sugar appears in commerce in two forms, anhydrous and hydrous. In the former, the sugar is crystallized without water of crystallization; in the latter, it is crystallized with water of crystallization. The hydrous varieties are commonly known as 70 and 80 sugars; 70 sugar is also known as brewers' sugar, and 80 sugar as climax or acme sugar.

Standard—Standard 70 sugar or brewers' sugar is hydrous starch sugar containing not less than 70 per cent. of dextrose and not more than 0.8 per cent. of ash.

Standard 80 sugar, climax or acme sugar, is hydrous starch sugar containing not less than 80 per cent. of dextrose and not more than 1½ per cent. of ash.

Standard anhydrous grape sugar is anhydrous grape sugar containing not less than 95 per cent. of dextrose without water of crystallization and not more than 0.8 per cent. of ash.

The ash of these standard products consists nearly entirely of chlorides and sulphates of lime and soda.

Glucose, mixing glucose or confectioners' glucose is a thick syrupy substance obtained by incompletely hydrolyzing starch or a starch-containing substance, decolorizing and evaporating the product. It is found in various degrees of concentration, ranging from 41 to 45 degrees Baume.

Standard—Standard glucose, mix-

ing glucose, or confectioners' glucose is colorless glucose, varying in density between 41 and 45 degrees Baume, at a temperature of 100 degrees Fahrenheit (37.7 degrees C.). It conforms in density, within these limits, to the degree Baume it is claimed to show, and for a density of 41 degrees Baume contains not more than 21 per cent. of water and for a density of 45 degrees not more than 14 per cent. It contains on a basis of 41 degrees Baume not more than 1 per cent. of ash, consisting chiefly of chlorides and sulphates of lime and soda.

Glucose syrup or corn syrup is glucose unmixed or mixed with sprup or molasses.

Standard glucose syrup or corn syrup is glucose syrup or corn syrup containing not more than 25 per cent. of water nor more than 3 per cent. of ash.

Candy is a product prepared from a saccharine substance or substances, with or without the addition of harmless coloring, flavoring or filling materials.

Standard—Standard candy is candy containing no terra alba, barytes, talc, chrome yellow, or other mineral substances or poisonous colors or flavors or other ingredients injurious to health.

Condiments (Except Vinegar).

Spices—Spices are aromatic vegetable substances used for the seasoning of food.

General standard—Standard spices are sound spices, true to name, from which no portion of any volatile oil or other flavoring principle has been removed.

Allspice or pimento is the dried fruit of *Pimenta officinalis* Lindl.

Standard allspice is allspice containing not less than 8 per cent. of quercitannic acid; not more than 6 per cent. of total ash; not more than 5-10 of 1 per cent. of ash insoluble in hydrochloric acid, and not more than 25 per cent. of crude fiber.

Anise is the fruit of *Pimpinella anisum* L.

Bay leaf is the dried leaves of *Laurus nobilis* L.

Capers are the flower buds of *Caparis spinosa* L.

Caraway is the fruit of *Carum carui* L.

Cayenne and red peppers—red pepper is the red, dried, ripe fruit of any species of *Capsicum*.

Cayenne pepper or cayenne is the dried ripe fruit of *Capsicum fastigiatum* D. C., *Capsicum frutescens* L., *Capsicum baccatum* L., or some other small-fruited species of *Capsicum*.

Standard—Standard cayenne pepper is cayenne pepper containing not less than 15 per cent. of non-volatile ether extract; not more than 6.5 per cent. of total ash; not more than 5-10 of 1 per cent. of ash insoluble in hydrochloric acid; not more than 1.5 per cent. of starch by the diastase method, and not more than 28 per cent. of crude fiber.

Celery seed is the dried seed of *Apium graveolens* L.

Cinnamon is the dried bark of any species of the genus *Cinnamomum*

from which the outer layers may or may not have been removed.

True cinnamon is the dried inner bark of *Cinnamomum zeylanicum* Breyne.

Cassia is the dried bark of various species of *Cinnamomum*, other than *Cinnamomum zeylanicum*, from which the outer layers may or may not have been removed.

Cassia buds are the dried immature fruit of species of *Cinnamomum*.

Ground cinnamon or ground cassia is a powder consisting of cinnamon, cassia or cassia buds, or a mixture of these spices.

Standard—Standard cinnamon or cassia is cinnamon or cassia containing not more than 8 per cent. of total ash and not more than 2 per cent. of sand.

Cloves are the dried flower buds of *Eugenia caryophyllata* Thunb. (*Caryophyllus aromaticus* L.), which contain not more than 5 per cent. of clove stems.

Standard cloves are cloves containing not less than 10 per cent. of volatile ether extract; not less than 12 per cent. of quercitannic acid; not more than 8 per cent. of total ash; not more than 5-10 of 1 per cent. of ash insoluble in hydrochloric acid, and not more than 10 per cent. of crude fiber.

Coriander is the dried fruit of *Coriandrum sativum* L.

Cumin seed is the fruit of *Cuminum cyminum* L.

Dill seed is the fruit of *Peucedanum graveolens* Benth & Hook.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

We carry the most complete line
—of—
**Blankets
Fur and Plush Robes
Fur Coats, Etc.**
in the state. Our prices are reasonable. We want your orders.
Sherwood Hall Co.,
(Limited)
Grand Rapids, Mich.

**FOR STORE AND STREET
LIGHTING**

**THE WONDERFUL DORAN LIGHT
AND**

National Lighting System

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

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

Fennel is the fruit of *Foeniculum vulgare* Gaertn.

Ginger is the washed and dried, or decorticated and dried, rhizome of *Zingiber officinale* Roscoe.

Standard ginger is ground or whole ginger containing not less than 42 per cent. nor more than 46 per cent. of starch by direct inversion, not more than 8 per cent. of crude fiber, not more than 8 per cent. of total ash, not more than 1 per cent. of lime, and not more than 3 per cent. of ash insoluble in hydrochloric acid.

Limed or bleached ginger is whole ginger coated with carbonate of lime.

Standard limed or bleached ginger is limed or bleached ginger containing not more than 10 per cent. of ash, not more than 4 per cent. of carbonate of lime, and conforming in other respects to standard ginger.

Horse-radish is the root of *Cochlearia armoracia* L.

Standard grated or ground horse-radish may be mixed with vinegar.

Mace is the dried arillus of *Myristica fragrans* Houttuyn.

Standard mace is mace containing not less than 20 nor more than 30 per cent. of nonvolatile ether extract, not more than 3 per cent. of total ash, not more than 5-10 of 1 per cent. of ash insoluble in hydrochloric acid, and not more than 10 per cent. of crude fiber.

Macassar or Papua mace is the dried arillus of *Myristica argentea* Warb.

Bombay mace is the dried arillus of *Myristica malabarica* Lamarck.

Marjoram is the leaves, flowers and branches of *Origanum majorana* L.

Mustard seed is the seed of *Sinapis alba* L. (white mustard), *Brassica nigra* Koch (black mustard), or *Brassica juncea* Coss (black or brown mustard).

Ground mustard is a powder made from mustard seed, with or without the removal of the hulls and a portion of the fixed oil.

Standard ground mustard is mustard containing not more than 2.5 per cent. of starch by the diastase method and not more than 8 per cent. of total ash.

Nutmeg is the dried seed of *Maristia fragrans* Houttuyn, deprived of its testa and with or without a thin coating of lime.

Standard nutmegs, ground or unground, are nutmegs containing not less than 25 per cent. of nonvolatile ether extract; not more than 5 per cent. of total ash; not more than 5-10 of 1 per cent. of ash soluble in hydrochloric acid, and not more than 10 per cent. of crude fiber.

Macassar, Papua, male, or long nutmeg is the dried seed of *Myristica argentea* Warb, deprived of its testa.

Paprika is the dried ripe fruit of *Capsicum annum* L., *Capsicum longum* D. C., or some other large-fruited species of *Capsicum*.

Pepper—Black pepper is the dried immature berries of *Piper nigrum* L. Standard—Standard black pepper is black pepper free from added pepper shells, pepper dust and other pepper by-products, and containing not less than 6 per cent. of nonvolatile ether

extract; not less than 22 per cent. of starch by the diastase method; not less than 28 per cent. of starch by direct inversion; not more than 7 per cent. of total ash; not more than 2 per cent. of ash insoluble in hydrochloric acid, and not more than 15 per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than three and one-fourth parts of nitrogen.

Long pepper is the dried fruit of *Piper longum* L.

White pepper is the dried mature berries of *Piper nigrum* L., from which the outer coating, or the outer and inner coatings, have been removed.

Standard white pepper is white pepper containing not less than 6 per cent. of nonvolatile ether extract; not less than 53 per cent. of starch by the diastase method; not less than 40 per cent. of starch by direct inversion; not less than 4 per cent. of total ash; not more than 5 per cent. of ash insoluble in hydrochloric acid, and not more than 5 per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than four parts of nitrogen.

Saffron is the dried stigmas of *Crocus sativus* L.

Sage is the leaves of *Salvia officinalis* L.

Savory, or summer savory, is the leaves, blossoms and branches of *Satureia hortensis* L.

Thyme is the leaves and ends of blooming branches of *Thymus vulgaris* L.

Fruit extracts—(Scheduled in preparation).

Salad Oils—(Scheduled in preparation).

Salt—(Scheduled in preparation).

Beverages (and Vinegar).

Tea—(Scheduled in preparation).

Coffee—(Scheduled in preparation).

Cocoa and Cocoa Products.

Cocoa beans are the seeds of the cacao tree, *Theobroma cacao* L.

Cocoa nibs, or cracked cocoa, is the roasted, broken cocoa bean freed from its shell or husk.

Chocolate, plain or bitter, chocolate liquor, is the solid or plastic mass obtained by grinding cocoa nibs without the removal of fat or other constituents except the germ.

Standard chocolate is chocolate containing not more than 3 per cent. of ash insoluble in water, 3.50 per cent. of crude fiber and 9 per cent. of starch, nor less than 45 per cent. of cocoa fat.

Sweet chocolate and chocolate coatings are plain chocolate mixed with sugar (sucrose) with or without the addition of cocoa butter, spices, or other flavoring materials.

Standard sweet chocolate and standard chocolate coating are sweet chocolate and chocolate coating containing in the sugar—and fat—free residue no higher percentage of either ash, fiber or starch than is found in the sugar—and fat—free residue or plain chocolate.

Cocoa or powdered cocoa is cocoa nibs, with or without the germ, deprived of a portion of its fat and finely pulverized.

Standard cocoa is cocoa containing percentages of ash, crude fiber and starch corresponding to those in chocolate after correction for fat removed.

Sweet or sweetened cocoa is cocoa mixed with sugar (sucrose).

Standard sweet cocoa is sweet cocoa containing not more than 60 per cent. of sugar (sucrose) and in the sugar—and fat—free residue no higher percentage of either ash, crude fiber or starch than is found in the sugar—and fat—free residue of plain chocolate.

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

Save Worry, Trouble and Expense

and insure correct results in your office by calling to your assistance the services of an expert from our Auditing and Accounting Department.

Your trial balance will then balance and cease to be a "Trial." Important and vital facts will then be given you to direct and guide your business. Stop the leaks! Write today for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.
(Established 1889)

**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.**

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

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

OLD WAYS AND NEW.

Advertising Methods of the Past and Present.

Written for the Tradesman.

There was a time (I am quite sure of it) when the amount of a merchant's advertising appropriation was largely governed by his friendliness for or his fear of the editors of the papers that happened to be published in his locality. He advertised in the Argus because he thoroughly sympathized with its political utterances and he advertised in the Recorder because its editor knew that the merchant took an occasional hand at faro and was ready to brand him as a blackleg and a gambler whenever he ceased to be a patron of the advertising columns of the paper. So one editor exacted tribute and the other levied blackmail and the merchant went on quietly paying the bills and reaped but small advantage from the investment.

The old way—the good old way—of posting one's business in the newspapers was one that gave the merchant very little trouble. The rule in country printing offices twenty years ago was to change advertisements four times a year. And as a matter of fact the changes were usually of more benefit to the type than to the merchant. "The largest stock of merchandise in the city" is a phrase that the little storekeepers wore threadbare when the writer was a boy, and while it may have swelled the man who paid for seeing it printed in his own space in the paper, it meant very little to those who knew that said stock was growing smaller and meaner and dirtier as the months rolled on.

"Hiram B. Preston, dealer in boots, shoes, crockery, nails, twine and beeswax," did not tell enough about the man's business to create any noticeable stampede of customers to his store, and yet Mr. Preston, to my certain knowledge, allowed such an announcement to run in the columns of a country paper in Northern Wisconsin until the type with which it was printed became worthless.

An editor, who probably did his own advertisement setting, once called attention to a particularly brilliant advertisement that was then running in his sheet. The "ad." in question was set with small type in the middle of a great white space, and it said something to the effect that Messrs. Blank & Co. were too busy that week to write an advertisement. This struck the editor as the very acme of mercantile astuteness. Whether Blank & Co. were the first to use this lazy man's dodge we do not know, but certain it is that it has been thoroughly worked out since their time.

The columns of the country press show, and show conclusively, that merchants are taking more pains with their advertising now than they ever have in the past. Even the little four by five sheets printed at Podunk and at Hooligan's Four Corners tell us of special sales and of low prices, and they give the prices, too. And that is something that was considered not only unbusiness-

like, but positively dangerous, a few years ago.

The very idea of posting one's prices so that a competitor could read the figures and then "go it one better" was thought to be the height of folly. And it may be that under old methods such would have been the case. It certainly would not be agreeable to have a price run for three months in the newspaper columns without power to have it changed, when the article advertised had taken a big rise or a corresponding drop in the markets. What we do now has to be done on the run. We have to think quicker than did our predecessors, and we have to think to some purpose, too. We make mistakes, of course, but we hit it occasionally, and whenever our errors overbalance our wisdom, we have to step down and out, and some other, and it is to be hoped a wiser, fellow takes our place.

When a merchant is called upon to face the advertising proposition, he should look at it as a cold business problem, and then try to make it bring him in the best possible returns. The money that many small stores pay out for advertising of one kind and another during the twelve months would probably pay for an extra clerk, but if the space is judiciously used, the extra clerk will come to be a necessity.

An advertisement to be of any special benefit to the store it pretends to represent must tell something, and tell it in a truthful and convincing way; but above all, it must tell something that prospective customers will want to know. There is an adage among newspaper men to the effect that judicious advertising will sell hand sleds in July; but this is not so. Some lunatic might decide to buy a fly net in January; but it would be an exceptional case, and we do not willingly pay our money for freaks. What we want is an advertisement that will catch a whole lot of customers—the more the better—and it therefore stands to reason that it pays to tell people what they want at a seasonable time.

Now to do this it is not incumbent upon the merchant to get up a polished, or even a grammatical advertisement; but it is necessary to lay the facts before the people and to do it in a plain common sense manner. If you have the skill and the education to make your advertisement elegant and grammatical, all the better; but sometimes the force of an argument is ruined by long words and flippant remarks. Good plain, everyday English is a pretty safe medium of expression, and that is what all the best advertising men in the country use. If you don't believe it, study the wording of the advertisements in the magazines and the high class newspapers. The men who pay for these, sometimes at a rate of several dollars a word, do not care to have their money thrown away. With them it is simply a matter of cold, hard business.

A good, plain statement, telling of the articles you want to sell, saying just what they are, giving the price

and if possible a picture of the goods, will do more toward winning actual business than all the flowery verbiage and glittering generalities at the command of a professor of ancient literature.

Geo. L. Thurston.

Water Causes Fires.

That water can cause fire may at first seem a little unlikely, but this is just what happened on the western coast of Ireland only a few years ago. The rock which the great Atlantic rollers had for centuries been slowly breaking down and piercing with great caverns contained great masses of pyrites and alum in their depths. At last the persistent water penetrated to these, and combustion immediately took place, producing heat fierce enough to set the whole cliff on fire. For weeks the rocks burned like a volcano, and great clouds of smoke and vapor rose high in the air. When at last the fire died out, masses of lava and clay burned to brick were found in every direction.

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



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.

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.

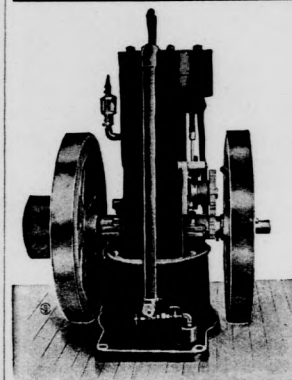
JAR SALT is the strongest, because it is pure; the finest table salt on earth.

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.

James Fletcher's Romance and His Quart of Cranberries.

This isn't going to be any soapy Sunday school tale, in which the good little boy always gets the cream-puffs. It's going to be a true story, and I'm not going to overstate a single fact.

It's the story of a grocer who made himself over by a Christmas gift of a quart of cranberries to a poor woman.

The man is dead now—God rest his soul! He died beloved and revered. His death left an aching void in his village.

If he had died five years before he did the town would have sung a song of good riddance.

I'm going to call this grocer James Fletcher, which is a good deal nearer to his name than I would go if he was alive.

I knew Fletcher first by going to sell him goods about nine years ago. I was traveling then for a New York specialty house. When I left Fletcher's store after my first interview—the place was in the western part of New York State—I thought that I had never in all my life met a more cross-grained, sour-minded individual.

He was dried up, body and mind. He had never married and lived in two rooms over his store.

Fletcher was one of these snarling, snapping dogs that make you fairly ache to slap their faces.

That isn't speaking good of the dead, but I'm going to atone for it before I'm through.

I called on Fletcher several times after that, for he had the chief store in his place and his trade was worth gunning for.

In the course of time I came to know considerable about the man and grew to pity him. He had had a romance in his youth—one of those heart affairs that are no respecters of persons, but come to the man of position as well as to the man of none.

Fletcher had been on the verge of marrying one of the girls of the village. Their home had been rented, the furniture bought and the invitations sent out. Then she changed her mind, after the way of women, threw him over and left the town.

Instead of appreciating his blessings—here is hoping my wife will see this in time to get mad and say she don't care whether I give her a Christmas present or not—Fletcher became a morose and sullen man. He drew into his shell, and while he did not allow the incident to interfere materially with his business, which was already established when it happened, it seemed to suck the last drop of warm social blood out of him.

He disposed of the lease on the little home he had prepared, sold the furniture bought with happy anticipations and settled down gloomily to live his life alone.

Men respected him and patronized him, but none loved him.

At Christmas time Fletcher always became especially grim and bitter, for he was to have been married on Christmas Eve. The season opened his wound afresh. I've often tried

to realize the poor devil's mental condition when he had closed his place, late on the night of December 24th, and gone up stairs to his silent, cheerless chambers to face alone the memories of what might have been.

I failed, I am sure—nobody could realize it except the victim.

My wife did not move away, worse—but never mind!

Fletcher never took the slightest part in the Christmas festivities. I imagine that the general merriment, the sound of Christmas salutations on the streets—the perfume of evergreen—must have hurt him exquisitely, like the touch of a rough hand on the raw flesh.

He simply went doggedly ahead, doing just as much Christmas business as he could—advertising a little, just as other grocers did—but holding himself perfectly aloof from the real spirit of the festival.

Things went on this way for about ten years. Every Christmas Fletcher grew a little worse. Time, who heals other men's wounds, left his alone. Every Christmas found him more bitter, more morose than the one before.

Finally the matter grew to interfere with his business. There were some little outbreaks in his store around Christmas time, induced by one thing or another. They were mostly trifles—a snappish remark, a curt snub to women who had meant no harm—but they showed that the thing was progressing, not improving.

I knew some other people in the place, and one of them told me he thought Fletcher was going crazy over his trouble. He said he felt sure his mind was affected and that it would only be a question of time when the poor man would go to pieces.

I thought over the case a good deal. The poor devil excited my sympathy. People had told me he had been one of the most whole-souled, warm-hearted fellows you could find anywhere before his trouble, and I hated to see the life of such a man spoiled for a rag of a woman who wasn't worth it.

I realized that the man's mind needed a shock. His thoughts needed to be sent spinning in new directions. His brain needed a splash of ice water.

I had no right to interfere, of course. It was none of my business. Still, dabbling in other people's affairs has always been one of my specialties, and in this case I look back on it as one of the few good deeds in my life that I am really sure was good.

It wasn't an easy thing to tackle James Fletcher in the way I decided to tackle him. He was a man you couldn't take liberties with. However, I felt sure that I could expect nothing more, even if the plan didn't work, than bitter and intense anger. I would lose his trade, but it was worth that risk.

I called on him on the 22d of December. It was a typical winter day—I remember it very well—cold and snowy. The business places of the town were decorated with laurel and

holly, and their little Christmas trade was in full swing.

Fletcher was as cold as ice and as ugly as sin when I went there. Still, I expected that. He was usually friendly enough in his silent way, but this time he was irritable and frankly hostile. I couldn't do anything with him at all so long as I talked business.

Suddenly I stopped talking business. "See here, Fletcher!" I said in a far sharper tone than I would ever have dreamed of using in a business conversation.

He was startled out of himself a little, and looked at me in wonder.

"I meant to use just that tone," I said. "It occurs to me that it's time you waked up! I know a family in this town, not a square from this store! They'll have no more Christmas than a drove of animals. The children go out in the streets after school time and press their forlorn little noses against the windows of the toy stores, and when that is over they go home to cry. Why aren't they going to have any Christmas? Because you, perfectly able to give them a Christmas dinner and never feel it, are too d—n selfish to think of anybody but yourself! That's why they're not going to have any Christmas, if you want to know! I'll bet you're a rich man, Jim Fletcher! You do a good business here, and you never spend a cent on anybody else! You could give every poor family in this town the best Christmas dinner they have ever had and never feel it. Your left-overs would do that

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

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

Also Harness and Saddlery Hardware.

No goods sold at Retail.

Brown & Sehler

Grand Rapids, Mich.

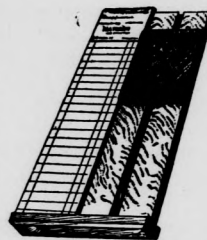
The BRILLIANT Gas Lamp

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



How About Your Credit System?

Is it perfect or do you have trouble with it?



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

Itemized Statement of Each Customer's Account?

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

SEE THESE CUTS?

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



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



BELLS
for School, Church
and Fire Alarm
founded at
Northville, Mich.
by
**American
Bell & Foundry Co.**
are known as
"Bowlden" Bells.

We also make Farm Bells in large quantities. Write for illustrated catalogue. Sweet toned, far sounding, durable—the three essentials of a perfect bell. You get it in the "Bowlden."

easily! And yet you'll go up stairs to your rooms when business is over on Christmas Eve and lock yourself in with your own affairs while people are starving to death within a square!"

I tell you, boys, there was electricity in that store while I talked. I had purposely chosen a time about 6 o'clock in the evening. Both the clerks were out and not a soul appeared to interrupt us. I gave the man all I had in a good hot lump.

During the first few seconds, I thought the fellow was going to spring on me. A look came into his eyes like the glare of an enraged animal. But it didn't stay long, and when I was three-quarters through, his mouth was working. As I finished he rushed for the door that led up stairs, and I heard great sobs burst from his chest as he stumbled up the steps. Even after he had reached his room I heard heavy, rough sobs tearing his throat as the grief of five years began to break up and melt away like the ice of a long winter.

A girl came in for a pound of crackers, and she happened to know where they were, so I put them up. I was so upset, though, that I didn't take her name or address, so I suppose she owes the estate of James Fletcher for them until this day.

Then I sat down and waited for Jim. Nobody else came. The store was silent, except for the ticking of the old clock and the muffled sounds from the room above.

In about half an hour I heard footsteps on the stairs. I braced myself. How would he greet me? As a man who had inflicted a mortal injury or one who had saved his life?

I once knew a woman whom a frightful accident had plunged into mortal, tearless grief. Within two days deep black circles gathered below her eyes until they took on the look of decomposed flesh.

Suddenly one day the tears came, and in fifteen minutes the black was gone—washed clean away by the divine healing touch of hearty weeping.

The change in Fletcher's face was even more striking. It was as if some mighty hand had smoothed away the grimness and ironed out the deep lines. He was a man renewed.

I stood and waited deprecatingly. "Old man," he said, in a voice so husky and broken I could hardly hear it, "you've saved my life! I can't say any more, but I'll never forget it until I die!"

Just then a poor-looking little girl came in for a cheap loaf of stale bread. Fletcher waited on her himself. I saw the child look wonderingly at his swollen eyes. It was new in that town to see Jim Fletcher cry.

The girl had a little basket. After the bread was handed over, the girl started to go out.

"Wait a minute, sis," said Fletcher, in a low tone. Then he wrapped up a quart of cranberries and slipped them in, too.

"Tell your mother Mr. Fletcher sent these for her Christmas," he said, with a timidity that made my eyes

fill. "There ain't any charge and I'll send around some other things to-morrow."

The little child opened her mouth to speak, but simply thanked him and went slowly and uncomprehendingly out.

Fletcher came toward me. His eyes were shining and in his face was the light of restored good-will to men. He was sane again. His sorrow had folded its tent, like the Arabs, and silently stolen away.

It wasn't a time for a lot of talk. I gripped his hand, patted him silently on the back and went out. Early in the new year I learned that Fletcher had fed twenty poor families. The townspeople had found out about it and had hunted him up in his two rooms and taken him out for Christmas dinner.

Well, from that time until Fletcher's death, which took him away about four years after that, mourned by the whole town, Fletcher was each year the good angel to a constantly increasing number of poor families. He not only gave them at Christmas time, but he watched and tended them the whole year through. After he had come into his own heart again he proved to be such a man as God puts on earth to do his own work.

But I believe as I'm a living man that he would have gone crazy within two years if something hadn't put it into my head or into somebody else's head to put the galvanic battery on him as I did that day.

It isn't likely anybody else would have done it if I hadn't, because nobody else likes meddling as I do.—Stroller in Grocery World.

The Wrong Dress.

The lady of the house had had a nurse girl who had departed from her some time before the securing of a successor. When the latter came she was so unkempt in her dress that the lady of the house could not overlook the fact, so she said:

"Minnie, that dress you have on will never do. The girl who was here before you had a nurse outfit that I gave her, and it is still here. If you will step upstairs to the wardrobe you will find it. Please put it on and come back at once."

Minnie departed for the upper regions, but soon returned, reporting that the gown would not do at all, as it was far too short for her.

"You are mistaken," said the lady, in surprise. "The former girl was taller than you, and if anything the dress would be somewhat too long for you."

At this the girl burst into tears, saying she was sure she was right, as she had tried the frock and found it far too short.

Still puzzled, the lady of the house said:

"Go upstairs and bring down that dress, and we'll see about it."

The girl did so, and immediately reappeared, carrying her mistress' bathing suit.

Did Not Take Another Glass of Wine.

Marshall P. Wilder met a theatrical friend whom he had not seen for

some time, and in the enthusiasm of the moment invited him to an impromptu luncheon to be held in his new apartment, near Fifty-third street, New York City.

The friend was fond of wine, as Mr. Wilder well knew, and he was somewhat dismayed, after he reached home, by his wife's whispered announcement that there was just one bottle of port in the house.

"Never mind; we'll make it do," he replied consolingly, and promptly forgot all about it.

Luncheon was served soon after and the bottle of port emptied, with what seemed to Mrs. Wilder alarming speed. When it was finished the little humorist, much to her amazement, began to insist that the guest should have more. But his offer was very promptly and, he thought, coldly, declined.

After the guest had left, Mrs. Wilder said: "Marshall, how could you urge that man so? I told you we were out of port, and you kept on doing it even after I had kicked you under the table."

Mr. Wilder looked dazed.

"But you didn't kick me," he said.

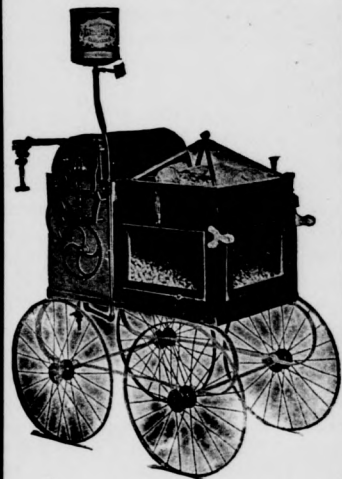
He Needed a Rest.

Meeks—Doctor, my wife has the lockjaw.

Doctor—That's bad. I'll hurry around to your house at once and see what I can do to relieve her.

Meeks—Oh, there's no hurry about it. Drop in the latter part of next week if you ain't too busy.

Little Gem Peanut Roaster



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

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

Kingery Manufacturing Co.,

131 E. Pearl Street,
Cincinnati, Ohio



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base.
Cigar Cases to match.

Shipped
knocked
down.
Takes
first
class
freight
rate.

Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich

Woman's World

The Christmas Comedy as It Appears in Retrospect.

Dramatis Personae: Mr. and Mrs. Newton.

Scene (opens)—Handsomely furnished library. Mr. Newton sitting alone, perusing the Christmas magazines. Reads: "The blessed Christmastide is the season of peace on earth and good will towards men, when we express our affection to our neighbors in gifts—"

Mr. Newton (soliloquizing)—I do not know about that. Seems to me it's rather a hold-up, when you've got to stand and deliver, and you don't know whether you hate most the people who feel bound to make you presents or that you are bound to give presents to. Still, I dare say it's a good thing that there's one time of the year when sentiment rules and we think of others, and—"

(Enter Mrs. Newton, disheveled and exhausted. Sinks into chair with a gasp.)

Mr. Newton—Hello, Mary, what on earth is the matter? You look as if you had been in a fight and had gotten the worst of it.

Mrs. Newton (faintly)—Nothing. I've only been doing a little Christmas shopping.

Mr. Newton (surveying her critically)—Well, you certainly look more as if you had been in a prize in a mill than buying a few reminders of the day of peace on earth and good will towards men.

Mrs. Newton (bitterly)—Peace on earth and good will towards men! I tell you, Algernon, that if Christmas came oftener than once a year we'd be a nation of misanthropes or whatever those horrid creatures are who hate everybody else. The way I have been trampled upon and elbowed and pushed and hauled and insulted and browbeaten is enough to make anybody go to a hermit cell or somewhere they don't have Christmas. Besides, nowadays, when girls are going in for athletics, nobody but a college girl has any show at a bargain counter. I don't know what we are coming to. I'm sure we had trouble enough before the muscular education of women.

Mr. Newton (laughing)—Ha-ha!

Mrs. Newton (with her temper, engendered by a day's shopping)—Oh, you needn't laugh. Some of them have a reach like Fitzsimmons. One of them reached right over my head and broke this aigrette in my hat, the cat!

Mr. Newton (with masculine brutality)—Oh, well, it's your own fault. By George, when I see the way women shop I offer up prayers of thanksgiving that the fool-killer has gone out of business. There wouldn't be a woman left to marry. Just think of the blithering idiocy of the sex that shops right straight along from the cradle to the grave, and never learns to do it with any system, or sense! By George! a woman can give herself nervous prostration buy-

ing a spool of thread. She never knows what she wants or what it ought to cost, and she'll let any sort of a smooth talker flim-flam her into buying anything. Why on earth they can't learn to buy things like a man does passes me. Just look at a man. He knows exactly what he wants and what he intends spending, and he goes quietly and calmly out and buys it in about three minutes, without any wear and tear on his nervous system. Now, the proper way for you to have done would have been to make a list of those for whom you intended buying Christmas presents, with the thing you intended giving them written opposite to them. If you had done it you would have had no trouble, and would approach the Christmas holiday in a state of mind befitting the season.

Mrs. Newton (tartly)—That's exactly what I did. Give me credit for a little intelligence, please. I had a list that I spent weeks in making out, because I wanted to give each person just exactly what they particularly fancied (draws a bit of crumpled paper out of her purse). Listen. Aunt Jane, a book rest; Sallie, gloves (poor child, with fingers always out and she positively hasn't a penny to spend); Matilda, set of Ibsen (she's getting to be a frightful blue-stocking); Tom, a horseshoe scarfpin (he's so fond of sporty things); cook, a rocking chair (she must get so tired of standing, poor thing, and those kitchen chairs are so hard, in spite of that imitation Flemish oak stain on 'em); Uncle John, pair of driving gloves; Aunt Maria, a salad bowl.

Mr. Newton—Well, that's a pretty sensible list. I don't see how you could have worn yourself to a frazzle by buying a few staple articles that you had already selected.

Mrs. Newton (with hesitation)—Bu-bu-but I didn't exactly get what I started to buy. You see (apologetically) the shops are so full of ravishing things now that it makes it hard to stick to a list. Besides, that's the fun and excitement of

shopping anyhow—you start out to get one thing, and you buy something else. You may go downtown, for instance, to get a pair of shoes, and you are just as liable to get sidetracked by a chiffon boa and buy that instead as not. When a woman starts shopping she feels exactly as if she was starting on a journey in quest of adventure, for she never knows what's going to happen to her or her pocketbook.

Mr. Newton (with disgust)—Well, but what did you get? What did you get for Aunt Jane?

Mrs. Newton (crestfallen) An umbrella!

Mr. Newton—An umbrella! Why, she's been bedridden for ten years!

Mrs. Newton—I know, and, as a matter of fact, I didn't intend to, but there was such a pile of beauties on a counter—nearsilk, with plated-silver handles that looked like the real thing—and, only fancy, such a bargain! They had been marked down from \$3 to \$2.99. Still, I didn't intend to buy one until a woman tried to snatch one out of my hand, and then I made up my mind that I'd buy that umbrella for Aunt Jane, if I died in the attempt. The rudeness and persistence of some women are past comprehension; but, thank God! I'm not the sort that lets herself be

trodden upon, and if there's any bargains going I'm going to get my share.

Mr. Newton (taking up the list)—What sort of gloves did you get Sallie!

Mrs. Newton (with hesitation)—Why—er—er—none. Before I got to the glove counter I saw the loveliest lorgnette, all real tortoise shell, and gold-mounted, and I got that. Sallie is so tall, and has such a good figure, and when a woman like that stares at you through her lorgnette she simply paralyzes—

Mr. Newton (interrupting)—But Sallie can see through a millstone and needed gloves—

Mrs. Newton (disdainfully)—Nobody can see through a lorgnette.

Mr. Newton—I suppose you had no difficulty in getting Matilda her copy of Ibsen? What a pleasure—

Mrs. Newton—N-n-no, not exactly. I saw the sweetest pair of dancing slippers, all pink embroidered, and I got them for Matilda. They are simply dear.

Mr. Newton (sarcastically)—I should think they would be! So appropriate for Matilda, who never goes to a ball, and has no more idea of dancing than a wooden Indian. Was your present for Jack selected

Bossenberger's High Grade Assorted Unwrapped

Caramels

Put up in 20 pound pails.

Will make your stock of confections more complete.

Price, 12 cents a pound

If your jobber does not handle them drop a line to



F. BOSSENBERGER, 249 and 251 Gratiot Avenue, Detroit, Mich.

A Barber

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

He installed his plant and since that time (three months ago) we have sold six plants in that town, one of which was a 63 light plant in a large factory.

Now he is laughing at them.

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

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

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

with the same infallible tact and judgment?

Mrs. Newton (cheerfully)—Oh, that's all right. I got Jack the loveliest mandolin—all mother of pearl and inlaid wood. Music is so refining about the house, and he can play of an evening, after dinner, you know.

Mr. Newton—The only thing he can play is the races, and he's not much of a performer at that. But what about Aunt Maria?

Mrs. Newton (doubtfully)—I got her a set of duplicate whist—such lovely pictures of chorus girls in—er—costume on the backs!

Mr. Newton—And she the President of the Society for the Suppression of Gambling in Fashionable Society!

Mrs. Newton—Well, afterwards I was afraid I might have made a mistake about Aunt Maria; but I know I've gotten Uncle John just what he likes. I happened across a bargain sale of cigars and got a beautiful box of something the salesman said were genuine stogies. And so cheap! I tell you, Algernon, if you would let me buy your cigars for you I'd save you money. You can get 'em for half at the department stores you have to pay at that horrid cigar place, whose proprietor is a robber—I know from his looks—and as far as I can see the boxes look just the same—they have just as pretty pictures inside of 'em anyway.

Mr. Newton—Thanks, no. I could not think of troubling you; but I tell you what, Mary, you ought to be a professional purchasing agent. You are simply great. You have bought an umbrella for an invalid, a lorgnette for a poor young girl, a box of mean cigars for a connoisseur, a deck of cards for a reformer, and—

Mrs. Newton (bursting into tears)—And I have made myself sick worrying over it, and they will all think I did it on purpose and hate me for it, and—

Mr. Newton (soothingly)—There, there. You can't help it, and I'm not blaming you. Of course, nobody could expect a woman to exhibit the firmness and decision of a man, but (swelling out his chest) to-morrow afternoon I am going to take half an hour off and run uptown to make my Christmas purchases, and I will show you how easy and simple it is to do the thing without fatigue if you only go about it with system.

(The next evening Mrs. Newton sits alone in the library. Enter Mr. Newton with hat awry, collar torn half off and frazzled expression on his countenance. He is supported by an office boy who staggers under a load of square boxes.)

Mrs. Newton (in alarm)—My poor, poor husband, what is the matter? Have you been run over by the street car, or knocked down by an automobile? Speak, I implore you.

Mr. Newton (feebly)—It is nothing. I have merely been shopping.

Mrs. Newton—But your system, your firmness? The decision with which you were going to deal with the clerks?

Mr. Newton (with hollow laughter)—My system! Ha, ha!

Mrs. Newton—But didn't you take your list?

Mr. Newton—I did. I started out all right. I went to a department store and, approaching a counter, asked to see silk stockings, the first thing on my list and intended for my sister Julia. I waited three mortal hours to catch the shop girl's attention. At last I got it, and preferred my request. She threw down a bunch. "Seven dollars a pair," she murmured. "I want something cheaper," I replied. "Upstairs, right aisle, second counter, fourth department, no cheap goods here," she exclaimed in a tone of freezing contempt. I downstairs. I enquired my way of pitiless creatures who hurried by me without replying. I got caught in the maelstrom of a bargain counter and barely escaped with my life. I thought of my list, and it began to dawn upon me slowly and with deadly certainty that I would be an old, old man before I got all the things on that list. Then a gleam of hope struck across my pathless wanderings up one aisle and down another. I found the handkerchief counter. "Alabama," I said; "here I rest; here is a nice, useful present, suitable alike for the young and the old, the rich and the poor, and"—

Mrs. Newton (horror in her tones)—But you didn't buy everybody handkerchiefs?

Mr. Newton—I did, and (flippantly) if they don't like it, they may be blowed.

Mrs. Newton—Oh, well, Christmas comes but once a year.

Mr. Newton (fervently)—Thank heaven, or else we would all be in padded cells in the lunatic asylum.

Dorothy Dix.

The Average Weight of Man.

The average weight of man is 154 pounds, made up as follows: Muscles and their appurtenances, sixty-eight pounds; skeleton, twenty-four pounds; skin, ten and one-half pounds; fat, twenty-eight pounds; brain, three pounds; thoracic viscera, three and one-half pounds; abdominal viscera, eleven pounds; blood which would drain from the body, seven pounds.

The heart of such a man would beat seventy-five times a minute, and he should breathe fifteen times a minute. In twenty-four hours he would vitiate 1,750 cubic feet of pure air to the extent of 1 per cent. A man, therefore, of the weight mentioned should have 800 cubic feet of well-ventilated space. He would throw off by the skin eighteen ounces of water, 300 grains of solid matter and 400 grains of carbonic acid every twenty-four hours; and his total loss during that period would be six pounds of water and a little more than two pounds of other matter.

Albert E. Smith, real estate dealer, Cadillac: I have been a subscriber to the Tradesman since the first issue and I consider it the best paper for Michigan merchants I have ever seen. I have been out of the mercantile business for several years, but I expect to engage in a new line of mercantile business within a few days.



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

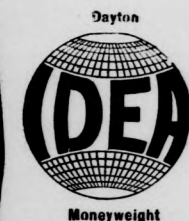
Can you tell us why some merchants employ a cashier, buy a \$300 cash register and an expensive safe to protect their cash, and then refuse to guard their bins and barrels that hold this money in another form? Just realize this point: The bulk goods in your store were cash yesterday and will be to-morrow.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

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

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

The Computing Scale Co.,
Dayton, Ohio
Makers

The Moneyweight Scale Co.,
Chicago, Illinois
Distributors



Feminine Freaks in the Business World.

"It seems to me," said one of a party of commercial travelers, "that generations of business life would not be able to rub out that ingrained love of home that God must have given Eve with her first wreath." One of the party was a gentle, motherly soul, whose soft voice and kindling eye spoke of a long and close sympathy with her fellow-travelers on the "uphill roads." "Women go into it," he continued, "with more or less enthusiasm. The first few months' earnings give a novel sense of elation and freedom and they are apt to get off a few declarations of independence on the strength of it. But after a year or two the interest palls and—I say it regretfully—the exception is the woman who does not let her ideals down a notch or two to compass a—home."

"I don't agree with you," began another of the quartette, a much younger man; "at least, in my experience the results seem to be pretty evenly divided. From what I have seen women get the business habit and go money mad, even when the money is of their own making, coined out of their own flesh and blood, you might say, just as much as men do. They are just as mercenary when once they 'get the taste,' indeed, I think more so, for a woman always goes farther than a man when she's started and corroding tendencies cut deeper furrows in the feminine character than in our rougher brand. Do you not think so? At least that has been my experience. I have known a number of business women who have unmistakably cared, and cared much, for men who were attentive to them, but they simply wouldn't let themselves reach the stage where they would be willing to give up their incomes and settle down to living on the money some one else earned."

"Two or three married on condition that it should interfere in no smallest way with their business interest. They were willing enough to enjoy the doubled income. It was not a question of loss of 'freedom,' the average American woman is pretty sure of her freedom under any circumstances. It was a matter solely of creature comfort, and, to my mind, it is as criminal to kill as sell one's womanliness for material gain. Then, too, I think the more or less free and easy manners, the constant and unconventional mingling of women with men comparatively strangers to them, is distinctly harmful to a woman. She loses much of her sensitiveness, discrimination and sense of the courtesy due her simply because of her womanliness. It is impossible for her to have two standards—one for her own home and personal friends and one for her business life and acquaintances."

"So many things are done and allowed which are accounted and really are 'no harm' under the circumstances, but which, however, insensibly lower woman's whole standard, and with it those of the men with whom she associates. I know for a fact that few of us would keep eter-

nally up to the mark if that didn't also mean up to the expectations of the women we most all of us know and respect. To my mind, the increase of women in the business world is to be deplored as a misfortune, from both points of view, and no woman for whose welfare I am responsible shall ever be subjected to such influence."

"You don't think," began the motherly old soul, hitherto silent, "that while a few women may lose by the ordeal the great mass may serve as leaven and our ingrained womanliness sooner or later make itself felt, even in the business world? It seems to me you cheapen and lessen the value of this quality if you make it so perishable a thing. Don't you think, even granting we must sooner or later show the true fiber below the veneer under the stress of workaday tension, that there are enough of us of good grain to stand the revelation? Wouldn't a mercenary woman be just as mercenary in her own home?"

"Yes," chimed in the man who had not spoken before, "when there was nothing open to a woman excepting dressmaking and school teaching, and little of these, it was small credit to her or compliment to a man when she married. It was the natural trend of affairs and often enough scarcely taxed individual choice or tested individual inclination. But as things are now, almost any woman can earn a fairly comfortable living in some moderately easy way, and the fact that the large majority of business women do still marry proves, I think, their innate womanliness can weather the gale of even business storm and stress. I admit that for a generation or two we are likely to have some feminine freaks in the business world. Every change is marked by extremes, and pioneers are often enough unlovely characters. But the pendulum swings back again in time, the balance is struck and another point of progress is ticked off on the face of things. I believe a generation or two hence every home will be the happier and more wholesome because women are learning now how it feels to come home at night fagged in body and brain and be talked to for an hour or more about the servants and the butcher's bill, the gossip next door or the personal aches and pains suffered by various members of the household during the absence. I believe homes will be happier because men will know by experience that women can fill the place of any of the world's workers and that their renunciation of such work is voluntary. Homes will be happier because women know the value of 100 cents and by experience the amount of flesh and blood that goes to the earning of them. We will all be the better, I think, for the broader outlook and scope of personal interests that shoulder to shoulder work in the business world necessarily gives a woman. By that time the froth and dregs of the new draught will both have disappeared, and we will have the strong current of womanliness at its best."

He Was Mr. Dockey.

At midnight recently a policeman found a man lying on the grass under a tree in a park, and he aroused him.

"Come, mister, no one can sleep here."

"But I have a good excuse," replied the man.

"What is it?"

"See that house over there? Well, please to do me the favor to go and ring the bell and ask if William Dockey is at home."

The officer went to the house, ascended the steps and rang the bell. A head was thrust out of an open window and a female voice demanded:

"Now, who is there?"

"Madam," replied the officer, "is William Dockey at home?"

"No, sir, and I don't expect him until daylight!" snapped the woman, and at the same moment a bowlful of water descended on the officer's head and half drowned him.

"Well," said the man on the grass, as the dripping officer came up, "you see how it is, don't you? I'm Dockey. That's Mrs. Dockey."

"I think I see," remarked the officer. "You can remain where you are."

Not a Full Hand.

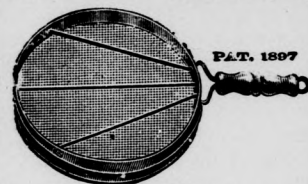
"He made her an offer of his hand."

"Did she accept?"

"No. There wasn't enough in it."

The blindness of justice should prevent her from winking at her favorites.

A GOOD SELLER



THE FAIRGRIEVE PATENT

Gas Toaster

Retails 25c

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

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

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

ASK YOUR JOBBBER

Fairgrieve Toaster Mfg. Co.

A. C. Sisman, Gen'l Mgr.

287 Jefferson Avenue, DETROIT, MICH.

JAVRIL

The charm of Coffee without the harm

Full particulars on application

JAVRIL CO., LTD., Battle Creek, Michigan

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.

MANUFACTURERS, IMPORTERS AND JOBBERS
OF GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

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.

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."

Saw His Mistake and Rectified It Himself.

Written for the Tradesman.

Ernest, Mann & Co. had a clerk they thought a great deal of. For a year he had been with them and they had liked him from the first. He had a wholesome fashion of looking you squarely in the face when he was talking to you. He never seemed to think that he had been hired as an ornament to fill the position he held and, what drew attention to him early was the pleasing fact that he had tried to earn the wages that were paid to him every Tuesday night. These sterling qualities, taken in connection with a robust build and a good-looking face with a purpose behind it, made him a marked man and a favorite with the gray heads in the front office, one of whom with an enthusiasm before unknown to him did not hesitate to let his liking for the young fellow be known. He had him to dinner. He took him to ride. He gave him his choicest cigars and it was plain enough to be seen that the young man had only to express a wish to have it promptly gratified, if it depended upon the junior member of the firm.

All this was well enough, but John Mann had in his make-up the idea that a chain with a weak link in it is no chain at all and the only thing to be done with that sort of chain is to throw it away. "One never knows when it will break, it's a constant menace and the only sure thing to do is to throw it with the rest of the scrap iron and get a new chain," a theory and a practice that can not be too much commended with things physical, but one to be taken with a good many grains of salt when it applies to a young fellow of the Gregg type.

This, however, in the junior partner's mind had nothing to do with the case in hand. "The boy is first-class clear through. You can see it in his eye. His face shows it. He comes of good stock and here's my bottom dollar that you'll find him, with the whitest of white light turned on, a boy that you can swear by. He's been with us something over a year. He began in the basement and by his industry and pluck he stands to-day among our best. I go for him. I go for him with all my might; and I'll tell you what it is, Ernest, the time's coming when we want him in here with us. When that time comes, capital or no capital, I stand ready to put up all he needs and I wish I was going to do it now."

The senior member said nothing. He never did. Words came and words went and so on forever, but he had a way of seeing things and knowing all about them that at times was simply astounding. This was a case in hand. He, too, had been attracted to "Mann's man," as he liked to call him; but he did not see quite the perfection that had been insisted upon. For some time young Gregg had been suggesting things wholly the reverse. The merchant had seen him with some very doubtful company. He had learned incidentally that a certain young woman, not bad but not refined, liked to speak of him as

her "feller." He had had a whiff of his breath when he had forgotten to drown it in sen sen and once, when off his guard and wholly ignorant of "the old man's" proximity, he had said something that would have lifted the junior member's hair had he heard it; so one day when the clerk was the subject of conversation and Mann had been strongly urging an early promotion the senior member, deliberately removing his eyeglasses and as deliberately wiping them, said:

"John, I hate to jar you; but you've got to give up your ideal Gregg; there isn't any such a fellow. In the first place he wasn't a St. Jerome when he came here and he hasn't been the sort of fellow you have taken him for any of the time. You have his good qualities down pat and if you hadn't let your prejudices run away with your judgment you would have known all about the rest. To use your own figure you have in him a chain with a mighty weak link in it. I know, too, that the weakness is of a character to awaken your utter abhorrence and with that for a fact—and fact it is—you will want to throw him, link, chain and all out with the rest of the old iron."

"What has he done?"

"Oh, John, he'll tell you if he wants you to know; but don't let's either of us know anything about it. Let's remember that he's only a boy with all the passions of a man born with him as they were born with you and me, and that he has given way to them just as we have given way to them."

"Do you mean to tell me that you know this to be an absolute fact?"

"An absolute fact—"

"And that you are not going to throw him on to the scrap pile?"

"I am not willing."

"No clerk—"

"Don't say it, John. You can't afford to say it. There is a man in Gregg as there was in us when we were at his age—"

"But he isn't respectable—"

"Nor were we! Let us be honest, if we ever were, with this boy—he's only that—and if he had done much worse shall not we, remembering the 'seventy times seven,' be mindful that this is only 'once one?' We are getting along in years, John, and so are getting farther away from Gregg's day and generation; but somehow I can't forget that it is some six thousand generations ago when the Master said, 'Neither do I condemn thee.' In your heart you like this boy better than I do. Why not let the spirit of the Christmas time still hold sway? The Star in the East has not yet gone down and its halo will, as it always does, add its matchless glory to the splendor of the New Year's sunset."

"But can't you see that if this thing goes on—"

"And can't you see that God is going to take good care of that? Nobody detests more than I do what this boy has done; but isn't there enough of the Christmas tide in us to hate the sin with hate unutterable but with unutterable love like the sinner until he, too, detests it and forsakes it?"

"Yes, if he will, but—"

"Though your sins be as scarlet they shall be—shall be—as white as snow; though they be red like crimson, they shall be as wool." 'Until seventy times seven' is a good ways off, John. Let us not despair before we get to seventy times one."

Christmas that year came on Sunday and that Christmas dinner Arthur Gregg ate with his employer, John Mann. The two had a good time together. The day was mild and

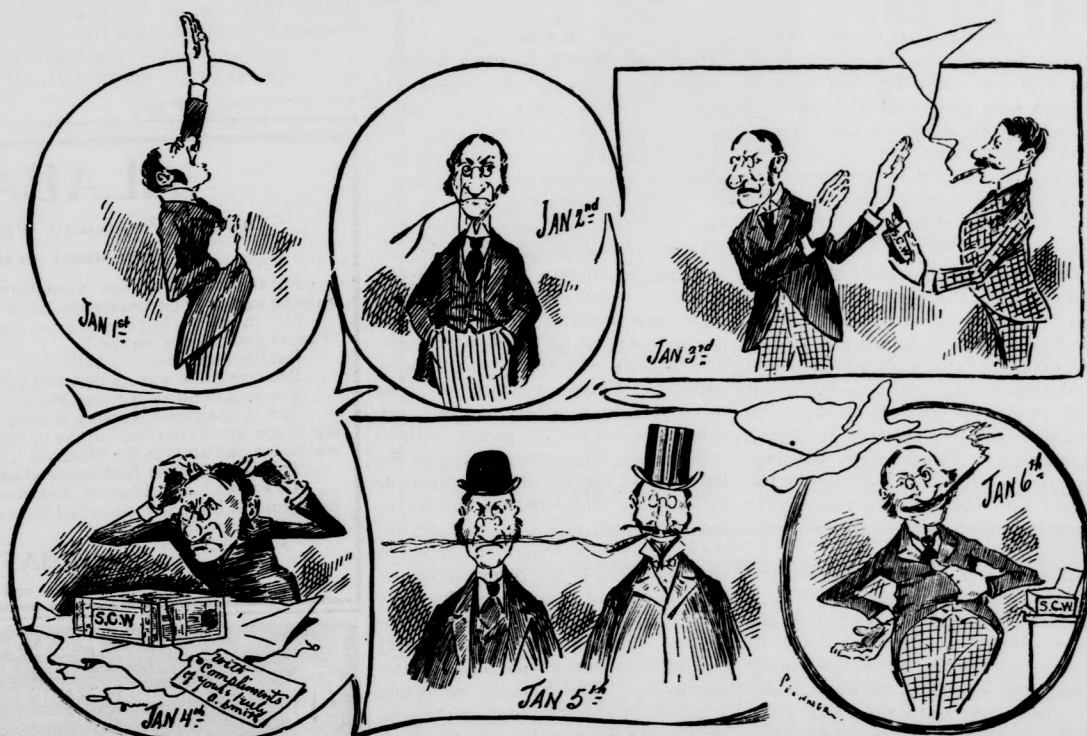
so made enjoyable the ride they took and when it was over they got down together, as the old and the young sometimes will, by a cheerful fire with cigars and goodies and so the evening sped to the joy of both, when the young man went home. He was not sleepy and putting on the smoking jacket that Mann had given him he tried to read. He soon threw aside the paper and with his chin in his hand sat contemplating the slippers that the senior member had brightened his Christmas with. Something troubled him and while the fire burned he spake with his tongue: "It's going to be one thing or the other. I can't live two lives and I won't; and the end of the year is going to finish it." Then he went to bed.

All that week Arthur Gregg had a fight on his hands. The fun-loving fellow, whose wit made his immediate neighborhood a lively one, hadn't a joke to throw at a dog, and while his friends thought that the extra work had dragged his life out of him he knew better. For five, good, long days he went with his head down. Then Mr. Ernest called him into the office to invite him to dine with him New Year's day, and when he came out his head was up and it was easy to see that Richard was himself again. Friday night he called on the Ernests and it so happened that Mr. Ernest came to the door.

"You're the very one I came to see, Mr. Ernest. Take me into the library; I've something to say to you."

Half guessing the man led the way and without taking the chair his host offered the boy went straight to him and put out his hand.

"I've a statement to make, Mr. Ernest. I haven't been the fellow you and Mr. Mann have been thinking I



As it was, is, and ever will be.

was. I've been low-lived. It might have been a great deal worse, but I've made up my mind to stop it and I don't want to dine with you on Sunday unless you want me to now. I've told you. Shall I come?"

"Sit down a minute."

"No; I'm going to Mr. Mann's. This thing has been hanging over me since Thanksgiving and I can't stand it a minute longer. Shall I come?"

"Yes, and every Sunday for the rest of the year."

And every Sunday for the rest of the year it was and on one of them Mr. Ernest told his guest the talk he had about him with the junior member of the house of Ernest, Mann & Co.

Arthur Gregg has put up in the most conspicuous place in his room in figures of gold: "70x7;" and he won't tell anybody what it means.

Richard Malcolm Strong.

Mistakes Frequently Made at the Table.

There is one subject about which even a despised waiter may be expected to be an authority—manners at the table. For many years I have waited at table in a well known fashionable dining-room, where elaborate dinners are frequently enjoyed by persons of distinction, and it has seemed astonishing to me that people of such excellent social position should make so many mistakes in table manners, says a waiter at a fashionable restaurant.

Trouble usually begins with the hors d'oeuvres. It is the commonest thing to see people eat sardines or anchovies with the knives and forks intended for the fish which will follow later. The result is that when the fish comes along, those guests will find themselves in trouble as to how to tackle it, and will remember, too late, that they should have used the small knife and fork for the first dish.

Olives puzzle many diners. These should be taken in the fingers from the dish, and eaten between courses. I have seen plenty of amateur diners-out place them on their plates with whatever dish is proceeding, and struggle frantically to cut them into sections with a knife, with the result that the fruit often flies off into a neighbor's lap.

Of course, tipping one's soup plate toward one is a well known error, but it is only too often committed. It should never be tipped one way or the other. I have seen young ladies, evidently dining out for the first time, trying to cut the bivalve in half with amusing results. It should, of course, be eaten whole, balanced on a fork. People often smother the oyster with cayenne in a thoughtless moment, and nearly choke themselves.

Chicken and salad is a great pitfall to the inexperienced. A dish is specially laid for the salad, and the diner should, in helping himself to it, place his portion on it. Very many ignore the side dish altogether, and put the salad on to the same place as the chicken. This is not a very serious offense, of course, but it

shows that those guilty of it have not often dined out.

Asparagus will trouble many. I have seen people rashly tackle it with a knife and fork, only to discover after doing so that their fellow diners are eating it with their fingers. What to do with the misused knife and fork then becomes a source of embarrassment to them, as they can not lay it back again on the table, and should they leave it on the plate, they will be short of a pair for the next course.

You have no doubt heard stories about the finger bowl which is brought to you on a plate before dessert. I have often seen diners help themselves to fruit and place it inside the bowl. Others not quite so inexperienced have omitted to remove the bowl and stand it beside them on the table. In such cases I promptly snatch it from their plate and remedy their error.

Indian corn, which is served at some dinners, puzzles diners, who tackle it with knife and fork. It should, of course, be eaten like asparagus, with the fingers.

A very familiar type of man is he who, on seeing the waiter coming around with the wines, furtively empties his glass to have it refilled. He is evidently a novice at the gentle art of dining, or he would know that the waiter notices such things.

Cheese floors many a guest, who forgets that, when out at any rate, it is unusual to place the knife in one's mouth, no matter what one may do at home. Cheese should be cut and placed on the top of a piece of buttered roll or biscuit.

A waiter, of course, likes his services to be appreciated in the usual way, but he sets less value on spoken thanks than most people. The guest who studiously "thanks" a waiter for each course, is evidently unused to "good society," which ordains that the waiter's services should be acknowledged in silence.

How and Where Licorice Grows.

On the banks of the Tigris and Euphrates Rivers the licorice plant is chiefly grown. These great rivers flow through flat, treeless prairies of uncultivated and nearly uninhabited land. For three months of the year hot winds blow, and the temperature reaches 104 degrees. For six months the climate is moderate and salubrious and for three months bleak and wintry, the thermometer going down to 30 degrees at night. The licorice plant is a small shrub, with light foliage, growing to about three feet high, where its root can reach the water. It grows without cultivation. No lands are leased for the purpose, and no objection is made to its being cultivated. It grows on red earth soil, and also on light, almost sandy soil, where the wood is best, provided it has plenty of water, and the ground is not more than fifty yards from the actual river or stream. The wood after being once dug up and cut grows again better afterwards. The time of collecting is, generally speaking, during the winter, but it is possible all the year around. The root, when dug, is full

of water, and must be allowed to dry, a process which takes the best part of the year. It is then sawed or cut in small pieces six inches to a foot long. The good and sound pieces are kept, and the rotten ones are used for firewood. It is then taken in native boats to Bussorah, when it is shipped in pressed bales to London, and again from there to America, where it is used largely in the manufacture of tobacco. The black licorice stick sold in drug stores comes mostly from Spain, and is made of pure juice, mixed with a little starch, which prevents it from melting in warm weather. The word "licorice" is of Greek origin, and means "sweet root."

The Radium Industry.

Notwithstanding the difficulty in its production (many tons of ore being required to produce 1 gramme), a radium industry has already developed in Germany and France, and although 1 gramme is sold at a little less than \$2,000, the manufacturers are said to have orders for several hundred grammes.

The demand for medical purposes exceeds the supply. Radium possesses all the important qualities of the Roentgen rays in addition to the invaluable property of being ready for use at any time and furnishing its rays without the employment of apparatus. It has been demonstrated that a small glass tube, not larger than a goose quill, containing a little more than a thousandth part of a gramme, is as effective as an expensive and complicated electric apparatus for the treatment of cancer—surpassing the best effects of the Roentgen rays.

A dispatch from Lawrenceburg, Ind., tells of a dog, which, running on ahead, saw a train coming which his master, who was driving, did not notice. Turning, the dog barked and howled so lustily that the horse came to a stop just before reaching the tracks, and the train dashed by without doing any damage.



Nobby AND Up-to-Date Mayer SHOES FOR MEN

Will interest merchants who want to keep abreast with the times

They possess the style, fit and finish upon which to build a solid shoe trade.

There are distinctive features in Mayer Shoes that appeal to consumers. Let us send you a salesman to tell you why.

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Permanent on the Wall and in the Market

For twenty years other preparations have been introduced, tried, found wanting and are now nearly all out of the market.

Still they all told you the same story, "Much cheaper than Alabastine—"

"Just as good as Alabastine."

But the stuff wouldn't sell.

Because there was no demand created.

You had to do all the introducing, advertising and pushing yourself.

The Alabastine Company is positively the only manufacturer of wall coating in the world that does all the introducing, advertising and pushing—creates, maintains and adds to the Demand, alike for Jobbers and for Retailers.

This is the reason Alabastine always sells.

This is why no Jobber or Retailer (simply because it is sold "cheap") can afford to buy any so-called "competing" article which "cometh up as a flower and to-morrow is not."

ALABASTINE CO.

Grand Rapids, Mich., and 105 Water Street, New York

PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

NO. 1 90 AS SHOWN 24 LBS.

NO. 2 90 WITH TIN SCOOP

NO. 3 1/2 BRASS DIAL, TIE TOP

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

ETHICS OF GIVING.

The Evil Results of Undiscriminating Generosity.

The life of the buyer during the holiday season is not altogether an easy one. Shopping is hard work—hard on the feet and hard on the head. The mental strain is considerable, for there are so many possibilities and so many prices and so many friends one would like to remember with a gift, and so few one can give to. What to buy, what to pay, whom to give to—this is a real problem for most of us, whether we have much money or little money; and we are genuinely glad when the whole thing is done and over.

This giving business is getting pretty serious with a good many people. We have lost much of the simplicity of living of our forefathers and life has become in this country very complex and increasingly artificial. The little token of remembrance, the small gift whose chief value lay not in its intrinsic worth but in the thoughtful kindness of the giver—this has gone quite out of fashion. Nowadays at weddings and at Christmas and New Year's, and whenever it is the fashion to give presents, the givers vie with one another over the costliness of the gifts, and so very often a present elaborate and expensive beyond the purse of the giver is usually felt to be expected and even necessary. The result of this is that many a young man on a small income is kept in a constant state of poverty simply because he has many friends and they happen to get married, as friends will.

There is, of course, no very serious harm in this sort of thing if you like it; but it is rather hard on you if you do not like it, and can not afford to like it. And, after all, to measure friendship and affection by the costliness of a gift is a lamentable way of doing.

This whole matter of giving is one that merits careful consideration, and especially is this true of the kind of giving we commonly call charity. At this season of the year appeals come to us from all sides, from individuals and from institutions. Advantage is taken of the "psychological moment" when the heart is most apt to be warm and the purse strings loosened. The practice of charity is prompted by one of the most universal impulses of the human heart. The response to charitable appeals in our community, for instance, is very generous. Grand Rapids supports, and that for the most part well, a very large number of institutions which minister to the various wants of the poor and needy, and various orders, the churches, and, above all, individual citizens give constantly and generously. It would be interesting to analyze the motives which prompt people to give. Some give because they wish to make restitution of ill-gotten wealth. Others may feel that "the charitable institutions are a bulwark against revolution," and their own position is made more secure by supporting them. Some undoubtedly give because having large means it is the way of least resistance and

saves them trouble. But by far the greater number of people give from a sincere desire to help those in want.

Those who have made a special study of the subject of charity tell us that our giving to the poor is very apt to be unwise. As one great teacher of social economics has put it with startling emphasis: "Charity alleviates much suffering, but it does not alleviate all the suffering it creates." That looks like exaggeration. But at any rate we are safe in asserting that the charitable impulse does not make its possessor immune against human stupidity; and, wishing to do something for others, many a well-intentioned person has done for them just what they ought to do for themselves. To give in ignorance of conditions and character may be in effect a reward for wrong-doing. To yield to a charitable impulse is always a good thing, but there are two ways of doing it—the right way and the wrong way. Our associated charity organizations in all the large cities provide the machinery and the skill and experience for investigating all cases, and administering or suggesting how properly to administer relief. The aim should be always to help the individual to help himself; not to help him to ruin or pauperize himself.

A man or woman is stopped on the street, the begging hand is extended and, although any man or woman would hesitate to give slow poison, yet in giving the small dole it is just that which is done. The beggar is weakened, he is tempted to go on begging, he is rendered more shiftless, more irresponsible; his prosperity as a beggar tempts some one else to beg; living thus with no regular work, he can at last do no regular work, and he becomes a cosmopolitan nomad, and at last a criminal. The writer never sees money given on the street or from the door, in utter ignorance of the circumstances of the beggar, without feeling like charging the giver with a crime.

Did you ever read the horrible story—is it by Charles Reade—of the brilliant young lawyer upon whom the spell of drink had fastened itself? He had struggled, fought, traveled, offered men large sums to stay with him and help him to fight himself when a mad fit came on him; but they all truckled to him and gave him or permitted him to have what he demanded always at the last. But there was finally one person who loved him well enough to be hard with him; who nursed him through a fit of madness and even at threats of murder loved him well enough to save him from himself. How we despise those who fed that man with the poison he craved; how we feel elated by the heroism of her who was severe with him. And yet in much the same way this irresponsible dribbling of charity to people about whom one knows nothing is giving them slow poison, is helping on their madness. It is not mercy; it is not kindness; it is not charity; it is debauching society; it is merely a lazy satisfaction of sentimentality.

If the man is a drunkard, you have fed him with his poison; if he is a

thief, you have helped him to continue one; if he is lazy or will-less, you have heaped more misfortune on his head. It is delightful to give; it is the highest happiness; but to give in ignorance is almost always to poison and to weaken; while if you wish to give it is easy to do it wisely and well, if one will work at the problem. There are men and women who are giving great sums of money to help in one way or another individuals or institutions of charity or education and who are doing, with the best of intentions, much greater harm than good. So if you can not stop to study the great problem of wise giving yourself, see to it that you give to those who have studied the problem and can give wisely.

This is a word that needs to be said, and said over and over again. The questions in the vast fields of charity are very perplexing. Some one must say strongly and even fiercely as a protection to the honest poor, the unfortunate and deserving poor, that it is not by giving freely and irresponsibly when your feelings are touched, when misery seems to be appealing to you with overwhelming pathos, but by refusing to give in ignorance, and by giving freely, generously, where you are properly informed—that this is true kindness and real charity. Frank Stowell.

Why Milk Sours.

Milk sours because bacteria from the air fall into the milk, begin to grow, and very shortly change the sugar of the milk to an acid. When the acid becomes abundant the milk

begins to curdle. The bacteria are in the air, in water, in barn dust. They are most plentiful, however, in milk that has soured; hence, if we pour a little milk into a pail of fresh milk, the fresh milk will sour very quickly, because we have, so to speak, "seeded" or "planted" the fresh milk with the souring germs. No one, of course ever does this purposely, yet people sometimes do what amounts to the same thing—that is, put fresh milk into poorly cleaned pails or pans, the cracks and corners of which are cosy homes for millions of germs left from the last sour milk contained in the vessel. It follows, then, that all vessels used to hold milk should be thoroughly scalded so as to kill all germs present, and particular care should be taken to clean the cracks and crevices, for in them the germs lurk.

Little Tricks of Trade.

There are thousands of dollars made by manufacturing companies by ways that would be considered very trifling indeed if considered in the abstract; each incident being so small and each profit so little as to hardly be worth while considering.

Some time ago it was stated that some of the match companies were cutting the wood for matches a trifle on the bias so that when struck with any force the match would break in two. In this way hundreds of thousands of matches were broken and never lighted and the result was that just that many more matches are used.

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Children's

You need them. Write for salesmen to call,
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Four Kinds of Coupon Books

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irrespective of size, shape or denomination. Free
samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

JOHN BACON.

His Relation to the Ghost of Valley Run.

Valley Run, a rollicking, merry little river, flowed down a valley on its way to the Tennessee, a few miles north of Chattanooga. Another little stream, known as Pebble Run, joined its waters from another valley or cove of the Cumberland mountains, and on the point between the two streams where they joined was the farm house of old John Bacon, as he was known and called in all the country about.

Old John was a staunch Union man and his two boys and only daughter were in strong sympathy with the South. Old John said all he could to dissuade his sons from going into the Confederate service, but go they would, joining the First Tennessee Cavalry, leaving mother and sister Margaret brokenhearted. Old John swore and cursed to his heart's content, while the mother and daughter prayed for the boys' safety. There were but a few slaves upon the farm and, with their help, the old man tried to plant the crops. Time went on until the winter of '63 and '64 when the grand army of Sherman was camped about Chattanooga and the Confederate forces about Dalton, thirty miles south. Thousands of the latter took advantage of the time to visit their relatives and homes in the country under the control of the Union forces. The highways of most of the valleys led to a main road at Old John's farm and there through a gap in the mountains into the Valley of the Tennessee River. It was quite an important point to picket and nearly every day some one or more poor, homesick Johnnies were intercepted on their way home to visit their people and sent as prisoners of war to Chattanooga. Company L, of our regiment, was stationed there to do picket and outpost duty nearly all winter.

Old John's house was across the valley half a mile or so and he was sick in bed nearly all winter. Margaret was a handsome mountain beauty and, being independent and courageous, went to Chattanooga quite often after medicine and other necessities, such as tobacco and coffee, always riding an old gray horse which was the only means of transportation left on the farm. He was spared, being so ugly and vicious that no soldier had the courage to get within kicking distance of him. He was the ugliest biting, striking, kicking brute I ever saw, but Margaret could do all she pleased with him in perfect safety, the two having grown up companions on the farm.

Captain Jack Smith, commanding Company L, said to her one day, "Are you not afraid to go to Chattanooga alone so often? Are you not afraid of the soldiers?"

"No, indeed, the soldiers only stare at me; some lift their hats, and do you know, Captain, one of your men said to me this morning, 'Howdy, sis, how will you swap horses?' and another one asked, 'Don't you want an orderly to follow on behind?' No,

Captain, I ain't afraid, the soldiers are gentlemen, they will not harm me, and if they tried to I would give old Whitey the whip. He would carry me safely home. He can out-run anything in your regiment and not half try."

"Well," said Captain Smith, "let me know if any of the fellows trouble you and I will attend to their cases."

One day Captain Smith learned from headquarters that there were spies somewhere in the army. The men were cautioned to be on the alert. In some places the pickets were doubled and a new post established on the Valley Run road, a mile north of Old John's house. Three men were stationed there. They built a small shelter a short distance away from the road in the woods, one man being on duty at the road all the time, the other two remaining in the bivouac snugly sheltered from the storms.

The first night on this post Tom Jones, an old veteran of two years' service and many a lonely picket guard, said he would take the first trick and come in at 12 o'clock. Bill Carter could take the next turn and Dan Hays the third. So Tom, with his overcoat buttoned up to his chin, carbine in hand, left the bivouac, leading his horse down through the woods to the place selected by the Captain on the road.

Placing his horse in a sheltered spot close by he lighted his cob pipe, sat down with his back to a tree to watch the road, his head well covered up in his great coat cape. There was no sound but the rippling of the brook near by. How long he sat there he did not know. He was aroused by the low whinny of his horse. Springing to his feet he strained both eyes and ears for sight and sound, moving to his faithful mare, who had been much the better guard of the two. The wind was sighing through the bare limbs of the trees, and the dead leaves rustled over the frozen ground and sought a resting place in the nooks midst the rocks on the mountain side. But there was no sound made by human being, save the throbbing of his own heart. On every side the darkness was the same, all gloom, weird, sad and savage; no sound of foot came within the forest. Suddenly there was the whirr of an owl as it flashed through the shadow of the woods coming up from Valley Run. Tom had but a glimpse of the bird's broad wings, as it flitted past in the rugged forest of the mountain side, crying out, "who, who, who are you," and another sailing by, like some infernal imp of darkness, exclaimed, "Run away, run away, hoo, hoo, I'll cook you, cook you." He dropped his carbine by his side and wanted to be kicked for a coward who would be frightened by an owl. Just then his horse gave another low call as if she scented a friend approaching. "What is it, old chum?" he whispered to his faithful animal, who could only reply by the movement of her sensitive ears. Tom moved down the path a few steps, but no sound came to his ears but the ripple of the water of

Valley Run over its gravelly bed. Yes, there was a sound! Swish, swish, it came faintly on the air, but from where? It seemed to come from the Run, then the tree tops, then from the hillside, and again it seemed almost at his feet. Swish—swish—swish—swish. In all the air there hung a cloud of mystery that daunted the soldier with a sense of fear, a fear that whispered in his ear, the woods are haunted. Crouching at the foot of the tree on one knee, his carbine ready, he listened to the sound, unable to locate it. "Hoo-ho! ha-ha!" screeched the owl, almost over his head, causing him to jump to his feet, and back there came from the opposite hill the hideous laugh of its mate. The weird sounds sent cold shivers up and down Tom's back. Then, through the stillness again, came the swish—swish—echoing first here and then somewhere else. The moon was coming up over the opposite ridge, casting cold kisses at the sparkling waters of the brook. Dancing shadows along the hillside seemed to take on shapes that moved along the road, dodging in and out of the woods. Bits of rotten wood about the forest gave out phosphorescent fires, like phantom eyes that winked and stared until one's face was turned away. Turn which way he would, Tom could hear the swish—swish—that sent the blood tingling through his veins, the cold chills up and down his back. Suddenly dropping on one knee he raised his carbine to fire. Slowly it was recovered, the hammer lowered to its place. The blood froze in his veins; the carbine fell from his hands to the ground and, with eyes straining out of their sockets, he bounded away up the hillside, over the low ridge into the arms of his comrades who, disturbed by the owls and hearing the approach over the rough ground, were ready to fight or run as circumstances might dictate.

"Oh, boys! I have seen a ghost, the most frightful thing, death on a white horse. Oh! I know I am going to be killed, boys. It was a warning sent to me, I know; just a white horse. It did not walk, it floated through the air. And I could see right through it as it moved along. Oh! boys, it was terrible!" and Tom hid his face in his hands.

"Why didn't you shoot, Tom?" asked Dan.

"Oh, I tried to hard, but I didn't have strength. I tried to pull, but it would not go off and I dropped my gun and came in."

"I should say you did come in," exclaimed Bill. "Come on, we will go with you and get your horse and carbine if the ghost has not taken them along."

Tom had been in many battles and his comrades knew he was no coward, but there is something in the darkness of the night, the rustling of the leaves, the chirping of the night birds, the shadows dancing on the limbs, that makes men "hesitate" to be alone. The three men crouched about the foot of a great oak tree until it became light in the morning. Then they searched the road for signs of the ghost, but found none. The

next night Dan Hays was on post, Bill and Tom near by sleeping in their blankets. Dan was usually a cool-headed chap, but he was sleepy and his eyes were getting heavy as he stood leaning against a tree. Suddenly he started. The wind sighed through the oaks, rustling the dry leaves, but there was something else. Where was it? Swish—swish—swish—swish. Down on the main road? No. Up in the trees, on the hillside? No. Where was it? What it was Dan could not tell. Again the owls came sailing up from the run, flittering silently through the trees. The hideous war cries, hoots of derision and laughter bringing the two sleeping soldiers to their feet, muttering curses in harmony with the owls. The light of the moon was just peeping over the ridge. Swish—swish—swish—swish came the sounds, that now seemed to be on the road, yet not on the road, but in the air. They were something more than gleams of moonlight. To Dan's eyes it quickly assumed the shape of a horse, twice life-size. It seemed to float in the air, riderless, giving out no sound but a swish—swish, the sad sighing of the spirits of the woods. The waters of Valley Run were in deep shadow, yet whispering, laughing, playing with the spirits of the air.

The three guardsmen, speechless, remained glued to the spot, while the white horse of death floated away. Crouched upon the ground near the base of the oak, they again waited for morning light, when Captain Smith was let into their confidence and requested to stay with them on the post the next night, to which plan he laughingly agreed. The night was dark and rainy. The Captain and Tom sat by the post, under the protection of the oak, and there came again the mysterious sounds. The darkness was intense; one could not see his hand before him, yet there was the ghostly noise. The startled owls flew about, bird after bird, and the frosted leaves overhead began to flutter and seemed to mock the sound that some dying soldier uttered, first in the tree tops, then up the hillside. The two men sat motionless and in a few minutes there was nothing but the rain drops pattering on the ground. There was no sleep that night, but going away from the road a distance in the woods, a fire was built to charm away the "lonesome of the night." Great drops came down the trees as if they wept, and where the squirrel used to skip so nimbly, the toads were shivering and the lizards crept and cobwebs hung about in mazy tangle in those damp woods so chilly.

The next day the company got hold of the matter and ghost stories were the rage, every man having one or more to tell. The Captain had fallen into the habit of going over to Old John's every day upon one excuse or another, but generally to see the old man, who was very sick. Margaret was getting ready to go to Chattanooga, and he said he would go with her and get the mail for the company, and they went away together, coming back just before night,

Miss Margaret going to the stable and putting out her ugly brute of a horse, the Captain going into the house and waiting for the mother to prepare supper, which was soon ready. Going first into the camp with the company mail, he then joined the outpost at Valley Run.

"Now, boys," ordered the Captain, "there must be no shooting to-night. If any one must fire his gun, I will be that one. You, Tom, stay here on the trail. Bill will go up the valley a few rods and Dan down on the main road." Thus posted, the Captain himself went down the run towards Old John's, where he found a view of the run up and down for several rods.

The rippling of the waters was the only sound for hours. Then the chatter of the owls began, first low laughs, then swelling out into hoots and wails. From their nesting places along the run they seemed to dispute the right of man or spirit to the night. Dan from his place was first to be startled. An owl sat on a limb over his head and mingled his screeches with the moaning of the trees. Then to his ears came the other sound, the swish—swish. The woods seemed filled with invisible spirits. It was too much for his nerves and he forgot even his comrades, starting down the trail towards the camp two miles away. The owls hooted and laughed in derision. He gave full play to his legs. "Hoo-hoo! ha-ha!" the owls called after him, freezing the marrow in his bones.

Bill and Tom hugged close to the tree, asking its shelter as if from leaden hail in the storm of battle. Captain Smith, close down by the rippling water, between the screeching of the owls, was startled by the sounds which had so alarmed the men. Swish—swish around a bend of the run came the sounds, not on the road but in the water. It was the "white horse of death." The water sparkled in the moonlight as the horse moved almost noiselessly along. It was a moment of fright for the Captain, the cold chills chasing the blood out of his body, but, quickly gaining his senses, he challenged "Halt! there." The ghostly horse stopped still for a moment only, then sprang out of the stream and up the hillside. Captain Smith again called "Halt!" and his carbine flashed. Almost at the same time with the echoes of his carbine came screams of terror from the direction the horse had taken. Tom and Bill had caught sight of the ghost as it sprang away from the water. The Captain fired once, twice, three times, and each time the flashes of his gun mingled with the cries of the ghost as it disappeared up the hillside. The Captain jumped into the water knee deep and hurriedly followed across and up through the woods. Tom and Bill ran to the Captain's assistance. They called and searched up and down the bank for an hour. Then, with a feeling of terror at the disappearance of the Captain, they, too, started for the camp, which they soon had as badly alarmed as themselves.

The Captain went out of hearing

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 40		
No. 2 Winchester, boxes 250, per m.	1 40		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of	oz. of	Per
	Powder	Shot	Gauge
120	4	1 1/4	10
129	4	1 1/4	10
128	4	1 1/4	10
126	4	1 1/4	10
135	4 1/4	1 1/4	10
154	4 1/4	1 1/4	10
200	3	1	12
208	3	1	12
236	3 1/4	1 1/4	12
265	3 1/4	1 1/4	12
264	3 1/4	1 1/4	12
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			
1/4 in. 5-16 in. 3/4 in. 1 1/4 in.			
Common	7 c.	6 c.	6 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.
BBB	8 3/4 c.	7 3/4 c.	6 3/4 c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	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 & 24; 25 and 26; 27, 28			
List 12 13 14 15 16 17			
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the Light	dis. 90		
Hammers			
Maydole & Co.'s, new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
Hollow Ware			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
Horse Nails			
Au Sable	dis. 40 & 10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanese Tinware	30 & 10		

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

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1/4 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 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 60
5 gal. Tinting cans	9 00
5 gal. galv. iron Nacafas	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. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 1/2 in. wide, per gross or roll.	24
No. 1, 3/4 in. wide, per gross or roll.	33
No. 2, 1 in. wide, per gross or roll.	46
No. 3, 1 1/2 in. wide, per gross or roll.	75
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	6 00

over the hills, guided for a time by the clatter of the horse's hoofs on the loose stones, and then all was still. The moon was high as he sat down upon a stone to rest, the perspiration running off his face in drops. All about as far as he could see was thick woods. His face and hands were bleeding from the tumbles he had received. His ears heard no sound but the thumping of his own heart. After regaining his breath he sat out again, moving slowly about, calling his companions, but receiving no reply. He raked piles of leaves together and built small fires and moved from point to point about the hills all night, lost in the woods. Daylight came at last to show him the way. He followed the run down to the point of the adventure the night before, and there found a horse's tracks leaving the bed of the stream. He followed the trail easily, in the light of the morning, and a half-mile or so away from the water he found dead—the ghost—Margaret's old white horse, saddled and bridled and a pair of leather saddle bags filled with bread, cooked meats, tea, salt and sugar. The old horse with a bullet through his neck had in his last moments fallen on his side upon the rocks. Captain Smith had seen the saddle bags and outfit before, and it was for the owner that he wandered about the woods for a time, then going back to the dead animal he pulled off the saddle and bridle and saddle bags. With the outfit on his back, and hungrily munching the meat and bread found in the bags, he started down the hill to Old John's house in the valley, keeping out of sight of his men who were up the valley looking for him. He went to the house by the back way, throwing the saddle and bridle down on the porch. He entered and found the old mother cooking breakfast. She scarcely looked up from her work.

The Captain enquired, "Mother, where is Margaret this morning?" "She ain't up yet," said the mother. "Go and tell her that I have come to breakfast with you and I can not stay long." In a short time Margaret came into the dining room. There was coffee, bacon and hot corn pone upon the table. She cast but a glance at the Captain, but he had such a comical look on his face as he extended his hand that she could not deny his greeting. Her eyes were red, her face chapped and blistered by the wind, her hands scratched and bleeding.

"Margaret," he said, "why did you run away from me last night?"

Their eyes met; his in pity and admiration, hers in resentment.

"Captain Smith, you have my brothers' breakfast in those saddle bags. They will go hungry to-day."

"Yes, Margaret, and I was obliged to kill the ghost of Valley Run to get it. I am sorry I had to do that. I was not sure it was you until I fired. The old white ghost has finished carrying rations to your brothers. I will have to get you a better one; but, Margaret, I want those letters and papers you have, the ones you brought from Chattanooga yes-

terday. Give them to me quick, then we will sit down to breakfast before everything is cold. I don't like cold corn pone."

"They are in the saddle bags, Captain, take them out yourself. I won't touch them, but you are an awful mean wretch, and I don't like you. Just think of my brothers, how hungry they will be to-day waiting for me! They will get even with you for this."

Captain Smith, after seating her at the table, placing a chair for himself at her side, rapidly devoured the corn pone and bacon. Then taking the papers out of the saddle bags, putting them in his inside pocket, he gave Margaret's hand a little squeeze, put his arms around the mother and kissed her on the cheek and ran out of the house. And this is all I know of the Ghost of Valley Run. If you want to know more, ask the Captain or Margaret. Chas. E. Belknap.

When Conversation Ceased.

The butcher's boy was such a bright little chap that the fourth floor woman engaged him in conversation while writing out her order.

"You have all the trade of this house, haven't you?" she asked.

"Yes'm."

"And do you call for all the orders, the same as here?"

"Yes'm."

"And I suppose you go to other buildings, too?"

"Yes'm; lots of 'em."

The woman looked at him admiringly. "Dear me," she said, "what a splendid head you must have to remember so many things! Don't you get people mixed sometimes?"

"No, ma'am," he said. "I used to," he added, warming into speech under her genial smile, "but I don't any more. Anyhow, I'd never get mixed about the families in this house. I know 'em too well. Why, I know 'em so well that when the boss tells me to come over here and get the orders he don't even have to call the families by name. We've got this building down fine, all of us fellows in the shop has, because there is always so much music going on. The first floor folks have a piano, and when the boss sends me to them he says, 'Go and see what the piano needs this morning.' The second floor is the cornet, the third the fiddle and the fifth is the banjo. Even the folks in the basement go in for music. The boy down there has a mouth organ."

The fourth floor woman smiled still more broadly.

"I have noticed the confusion of sounds," she said. "But what about the fourth floor? We have no musical instrument at all. What does the boss say when he sends you to us?"

"Oh, we fix that all right," was the airy reply. "He says, 'Just drop in, Willie, and see what that woman with the foghorn voice wants to-day.'"

And that ended the conversation.

Bleached Oysters.

In a note to the New York Sun recently Rear Admiral French E. Chadwick of the United States navy protested against the "bleaching" of

oysters—a process now so common that many New Yorkers actually never tasted a perfectly natural oyster.

"I beg leave," writes the Admiral, "to say a word against the maltreatment—so general on the part of our oystermen—of the American oyster, which is, for those who have any of the faculty of taste, ruined in order that it may have an unnatural pallor, which the oysterman apparently thinks makes it more salable. The process consists in placing the oyster in water fresh or nearly so until it is whitened and puffed out of all semblance of true oyster nature.

"The result is total destruction of flavor and the forcing on the public of an unhealthy object, which must be unwholesome. Such treatment of one of our finest and most delicate foods is a barbarism found in no other country.

"It is impossible to believe that the public demands this pallid and tasteless product rather than the natural oyster of dark color and salty flavor, and steps should be taken by some of our more prominent dealers and more important restaurants to stop the iniquity."

Phin. Smith, feed mill dealer, Hastings: Can't run even a feed barn without the Tradesman.



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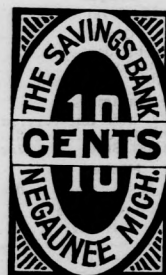
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R. O'SULLIVAN

Investment Securities

11 BROADWAY,

NEW YORK

New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 26—The year is going out with a record among retailers of a satisfactory character. Probably there has been some disappointment in the sale of goods of a costly character, but, on the other hand, this has been made good by the demand for cheaper goods being so much greater and the new year will find stocks pretty well cleaned up, so that dealers can start with a clear deck. The next few weeks are likely to be rather quiet, as purchases will be of limited dimensions and stocktaking is due.

The week seems to have been one of ups and downs in the speculative coffee market and it is rather hard to tell whether an advance or decline has taken place. The actual article has been in rather slow demand and neither roasters nor jobbers seem to take much interest. Still, the condition is firm and it can not be well otherwise in the face of the speculative market. At the close Rio No. 7 is worth 7@7¼c—figures which have not been recorded for a long time and which indicate that 5c coffee has gone out of the market entirely for a good while to come. In store and afloat there are 3,089,240 bags, against 2,657,157 bags at the same time last year. The receipts at Rio and Santos from July 1 to Dec. 23 aggregate 7,964,000 bags, against 7,991,000 bags during the same time last year. For mild coffees there has been an average sort of enquiry and prices are well sustained, as a rule. Good Cutcuta is worth 9¼c. East India coffees are firm and a fair trade has prevailed.

The offices of sugar refiners are closed this week from Thursday night until next Monday, so it may be quite safely affirmed they are not rushed with orders. It has been a quiet market also among jobbers and sales made are almost altogether of withdrawals of small supplies under old contracts. New business has been practically nil and the next six weeks are likely to be without particular interest.

There is next to nothing being done among tea dealers and all hands seem to be simply "getting things in shape for 1904." They all express a good degree of confidence in the future and look for an enlarging demand from the exhibits that will be made at St. Louis. Common as tea is with most of us, it is claimed that with a great many people it is almost a luxury, and others use it only as a medicine. The tea dealers now purpose a campaign of instruction that will cause even babies to call for the cup that cheers.

It has been a dull month in rice and yet there have been duller ones. No great amount of business can be done at this time of year. Prices are well held and dealers look for a satisfactory trade during 1904.

There is continued activity in pep-

per and, in fact, the whole line of spices continues very well sustained. It is probably as good a time to buy as will occur for months. Singapore pepper, 12½@12¾c; Zanzibar cloves, 15@15½c.

There has been a first-rate trade in molasses all the month, especially for the better grades for baking, a large part of the supply being taken by the National Biscuit Co. for holiday goods. The supply here is not large, but now that Christmas is over there is probably enough to meet requirements. Full prices are obtained, as buyers realize that it would be only a waste of time to shop for job lots. Syrups have met with some enquiry from exporters and the market is well cleaned up and prices are firm.

Not an item of interest can be found among the canned goods trade; in fact, everybody seems to be away from the office and they are simply taking a rest after a period of activity that has not taxed them to any great extent. Some sales of corn for future delivery have been made, but prices do not seem to be well established. About 70c has been named by some packers. A good big pack of corn can be easily taken care of next year, and, if the season be favorable, this is what we may look for. Tomatoes are quiet and 62½c seems to be about the rule for Maryland standards. The call for salmon has been light and prices are barely steady.

The butter market closes quiet and about unchanged. Best Western creamery, 23@23½c; seconds to firsts, 17@22c; imitation creamery, 15@19c; Western factory, 14¼@15½c, latter for held goods; renovated, 15@18½c.

No change has been made in cheese. The demand is of the usual mid-winter character. The supply, while not overabundant, seems large enough to meet requirements and quotations are almost identically the same as they have been for weeks, small size New York State full cream fetching 12c.

The stock of fresh-gathered eggs is light and for near-by goods the high rates of 42@45c still prevail. Extra Western fresh-gathered are held at 36c; seconds to firsts, 30@34c; candled stock, 26@27c; refrigerators, 27@31c; limed, 24@26c.

How Fruit Acts.

The following is a summary of the various uses of fruit in relieving diseased conditions of the body. The list is worth keeping. Under the category of laxatives, oranges, figs, tamarinds, prunes, mulberries, dates, nectarines and plums may be included. Pomegranates, cranberries, blackberries, sumac berries, dewberries, raspberries, barberries, quinces, pears, wild cherries and medlars are astringent. Grapes, peaches, strawberries, whortleberries, prickly pears, black currants and melon seeds are diuretics. Gooseberries, red and white currants, pumpkins and melons are refrigerants. Lemons, limes and apples are stomach sedatives.

Many a life has been wrecked by disregarding the danger signals.

Begin The New Year RIGHT

and

Shake off the
Dragging Chains of Credit



by abandoning the time-cursed credit system, with its losses and annoyances, and substituting therefor the

Coupon Book System

which enables the merchant to place his credit transactions on a cash basis. Among the manifest advantages of the coupon book plan are:

No Chance for Misunderstanding, No Forgotten Charges, No Poor Accounts, No Book-keeping, No Disputing of Accounts, No Overrunning of Accounts, No Loss of Time.

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Grand Rapids, Mich.

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urer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, J. C. Emery, Grand Rap-
ids; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. B. Holden; Secre-
tary-Treasurer, Oscar F. Jackson.

Tactics of Tricky Travelers Always Transparent.

Does it pay to be tricky? Does it pay to cultivate an atmosphere of suspicion about you? These questions came to me while hearing two business men talking about a tricky man, whom they evidently had pretty well sized up, and were exchanging experiences in regard to the manner in which they had outwitted him. The funny part of it all is the tricky men keep those on the alert who are trading with them, and all their actions are keenly watched and prepared for.

I remember, some years ago, a tricky merchant. His father, whose business he inherited, was fair and square, and when he made mistakes in shipping goods the customers were fair and reasonable, knowing that the error was not intentional.

The son was a queer bird. He was under the delusion that he was a devil of a smart fellow. It was not long before the reputation of his house had vanished and those who bought from him were always on the lookout to avoid being tricked or unfairly treated. He was not a bad fellow at heart, but for some reason he was bent on getting the best of all who dealt with him, but did not make much headway.

Life is too short for quibbling. Customers feel that there are enough merchants and manufacturers who may be depended upon to act squarely and that they need not add to ordinary vexations and business troubles by trading with sharpers.

The best salesmen, those whose loyalty is worth deserving and holding, do not remain long in the employ of tricky men. Consequently, the tricksters are constantly forced to seek new help. Every man is the architect of his own fortune, and he who builds badly must not complain if he suffers in contrast with those who have built well and securely.

I know a shoe manufacturer whose goods are all right, but he is cunning and tricky in his business methods and fails to get credit when he does act squarely. When seeking for salesmen, he finds his reputation an obstacle. The best men are slow to work for a concern which is liable to back out of its promises, to cut agreed commissions, and in other ways to destroy confidence and beget hostility.

Some years ago a certain hide buyer became known as a trickster. This reputation was not a desirable asset, and the man saw competitors getting opportunities for trading that were denied him. He was a hustler, but tricky. His transactions were liable

to be followed by small irregularities. Customers dropped off, until he could only make a living by taking a position in another hide house, where he was forced to walk a straight path.

Honesty is the best policy. It takes time and money to get customers, but if treated properly, their patronage may be retained for many years. Business men like to trade with those who do not require watching, and a pleasant bond of friendship will in time exist between buyers and sellers when both are anxious to do what is fair and square with each other. I can recall the names of old established houses, whose reputation stands so high and whose integrity is so sound that they are surrounded by customers of many years' standing who have found it pleasant and profitable to continue trading with honest people. We all know houses who have salesmen who could not be driven away from them with a club. We also know houses of sharp reputation which have to pay higher salaries than usual to salesmen, as they are liable to keep them in hot water all the time, and always on the anxious seat.

The tactics of tricky men are always transparent. In fact they are expected and, therefore, may be considered as being on exhibition all the time. Salesmen can not afford to be tricky, as their usefulness would soon be ended, and their circle of customers disappear. Employers can do many things with apparent impunity, even although they may be compelled to be constantly seeking new pastures. After all, this is an honest world, and men are what they make themselves. In the grand shuffle good men are usually to be found on the top of the heap, while the knaves, to their dismay, find themselves classed and regarded as groundlings.—Traveler in Shoe Trade Journal.

New Kind of Complexion.

A vegetarian complexion is the latest thing out, and in certain social circles it is all the rage. Abstinence from flesh food is commonly believed to greatly improve the temper and, therefore, the expression of the countenance and the complexion itself. Hence the present popularity of vegetarianism among the fashionables. It is not only the pert domestic servant and the unsuccessful dressmaker who are able to influence the barometer of a woman's emotions disastrously. Her dinner produces exactly the same effect.

She eats a hearty meal, comprising rich soup, fish, a succulent slice or two of meat, game, sweet pudding, and, lastly, a highly-spiced savory, followed by dessert. Wine is drunk and a liqueur and coffee completes the alarming menu. Lassitude ensues, made lurid by lightning streaks of ugly temper, the complexion flames, the cuticle coarsens and, pulling her wits together to discover the reason of these disasters, the truth flashes upon the astonished sufferer that in the abandonment of a meat diet and the substitution of a vegetable one lies her salvation.

The primary items of danger to the complexions in the ordinary menu are supposed to be the grease, the spices and the flesh food. Vegetarian converts declare that any woman, be her skin beautiful or faulty, who will faithfully try a course of fruit and vegetable diet, including grain foods and milk, will so speedily observe an augmentation of her charms of coloring, as well as of complexion texture, that she will never return to the old diet.

The brilliancy of the most brilliant complexion is, according to them, made still more vivid, while the muddy one is cleared and blooms like the red rose.

Not only women of naturally peppery tempers, but those whose emotions are held well under control, are finding the vegetarian course satisfactory. The consumption of foods that are not difficult to digest is held by the advocates of vegetarianism to influence the character for the better as well as the complexion.

Hot milk is the favorite pick-me-up of the vegetarian, who eats for her complexion's sake, and she drinks, as a rule, no alcohol whatever. Tea and coffee are tabooed among extremists, who aver that those beverages in time reproduce in the complexion their tawny-brown tints.

A Tough Bird.

A cockney went into a restaurant in Dublin and ordered a roast chicken for dinner. The bird was duly prepared and placed before him. After a strenuous effort to dissect the

dainty he called the waiter. "What's the matter with this confounded bird?" growled the cockney. "I'm sure I don't know, sir," the waiter replied; "it always was a peculiar bird, that one. We tried to kill it several times, but never could manage it, so at last we got a gun at it. When the bird saw us coming, sir, it flew up on the housetops." "Yes, that accounts for it," was the sarcastic comment; "you must have shot the weathercock by mistake."

Hotel Cody, C. E. Bondy, Prop.
First class, \$2 and \$2.50. Meals, 50c.

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DETROIT, MICH.

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Ye Olde Fashion



Forehound Drops

are in great demand.

Manufactured only by

Putnam Factory, Grand Rapids, Mich.

Trades Unions Must Desist From Violence and Murder.

Dr. John Merritte Driver, pastor of the People's church, Chicago, preached a sermon on the Problem of Organized Labor Sunday, in the course of which he said:

"There is perhaps no better advice than that of Longfellow to his earliest hero: 'Look not mournfully into the past; it comes not back again. Wisely improve the present; it is thine. Go forth to meet the shadowy future without fear and with a manly heart.'

"To no class should these words come more appealingly, at the advent of the new year, than to the various labor organizations. To them this has been a year of disaster; and, let it be said frankly, although kindly, disasters which they have wantonly and recklessly brought upon themselves. Entirely apart from the question of wages, hours, and alleged maltreatment (for these have been secondary matters during the past twelve months), the labor organizations have been clearly in the wrong, both in conduct and in the main contention.

"For, stripped of all fustian, every conflict of the past year has been waged to secure control of capital and manufacturing plants that do not belong to them; and to accomplish this usurpation they have defied law, inalienable rights, and even the common sanctities of sorrow and affliction, held sacred by savage tribes and barbarians. We have been compelled to bury our dead by stealth, lest their hallowed ashes be treated with contempt or even violence, or else postpone their interment indefinitely.

"As a result of this course organized labor is to-day in deepest dispute. The time was when this cause was of all the most sacred; to-day it is the most universally condemned. It has defied the law; it has provoked riot and sedition; it has set at naught the inalienable rights of citizens; it has aided and abetted the destruction of property; it has been anarchistic in both utterance and attitude toward law and its officers; its hands are stained as were the hands of Cain; it has turned ghoul and vampire, sparing not even the dead.

"If I were a manufacturer I would sign a pledge something like this: 'With malice toward none and with charity for all I will manage my own business, including the question of wages and hours; and on these I will not arbitrate. I will furthermore, likewise with malice toward none and with charity for all, but as a matter of business prudence, hire no man who is a member of any labor organization, at least at present. And, furthermore, I will hire no man, or retain in my employ any man, who wears any badge, button, or other emblem or sign of any order or organization likely to provoke class hatred, violence, disorder, destruction of property, or personal altercation; nor will I permit the union label to be stamped or pasted on any article I manufacture.'

"But although trades unionism has

gone wrong, increasingly so since the Debs insurrection, but never so much so, or so generally so, as during the past year, there is no reason why it should continue its suicidal programme and tactics. Let it return to reason. The rank and file of the men in the various labor organizations are good, honorable, law-abiding men; but they have allowed themselves to be duped and browbeaten by reckless, ambitious, irresponsible, anarchistic leaders. I pray, we all pray, for the speedy recovery of trades unionism from the distemper and folly and insane madness into to which it has fallen."

Gripsack Brigade.

Geo. W. McKay has signed with Straub Bros. & Amiotte, of Traverse City. The contract calls for a continuance of the gladsome smile and the genial disposition which have made George such a universal favorite from one end of his route to another.

Algernon E. White, who was Michigan traveling representative for the Jacques Manufacturing Co. for eight years prior to this year, when he resigned to take charge of the tea department of the Stone-Ordean-Wells Co., at Duluth, has signed with the Chicago house for 1904, taking Eastern Michigan as his territory. Mr. White is an energetic salesman and an indefatigable worker and is to be congratulated on the fact that he has made an alliance which will enable him to be home nearly every Saturday night.

Detroit Free Press: Stanton will hereafter appear on the black list of the associated drummers of the country. A New York traveling man blew into town the other day and had only been there ten minutes when he was arrested on a charge of attempting to kiss a married woman of the place. The shock broke his heart, but he was taken to jail. A few minutes afterwards another enterprising constable appeared at the jail with a warrant charging the drummer with offering one of the staid Stanton citizens a drink from a villainous looking bottle. This news has so far been kept from the prisoner for fear it would finish him right there. And it is asserted that the sad part of the whole affair is that the respected citizen who was so sorely tempted really fell from grace and accepted the proffered smile; perhaps the quality of the whisky explains the issuing of the second warrant.

How He Tried to Crush Trust.

Senator Cockrell tells of a talk that once took place between two Missourians with reference to the views of a certain campaign orator who had been scoring "the trusts."

"Oh," exclaimed the first Missourian, bitterly, "he's bitter enough on the trusts now; but we all know that he was once interested in one of them."

"True," responded the other Missourian, "but consider what he did when he realized the enormity of the thing. Really, he did his best to crush that trust. Why, he sold it all his factories for twice what they were worth!"

Necessity of Clerk Sleeping in Store.

Some days ago I heard two prominent druggists discussing this subject, and there seemed to be plenty of good material for a discussion. I will enumerate a few of my experiences with the night disturbers.

One night I was called out at 1:30 a. m., and when I opened up, the customer asked me to telephone for a doctor who, it happened, lived about a mile away, and who would have to take two cars in order to reach the place. I got the doctor on the 'phone, after patiently waiting for five or ten minutes, and he said he would be right over. I retired, only to be called up again in less than an hour; and when I opened up I found my same disturber with the complaint that the doctor had not arrived. I informed the man that he should consider the hour of the night and the distance the doctor had to come, which would make it impossible for him to get around in such a short time. But he insisted that I should 'phone again as his wife was in great pain. I did so, and was of course informed by the doctor's wife that the doctor was on his way.

At 5 a. m. my bell rang again, and on going out I found the same man standing in front of the door. He said he wanted me to telephone for the doctor once more, as his wife was no better. I asked him if the doctor had not been there at all yet, and he said he had. Knowing, however, that I had not filled any prescription, I asked if the doctor did not give his wife anything? He said: "Yes, he gave me two prescriptions, but I did not wish to disturb you so much, and so I made the druggist down below get up and fill them!"

On another occasion I was called up at 5:30 a. m., and upon going out to the door was surprised to see an elegantly dressed young woman. Upon my opening the door she said: "I beg your pardon, but can you tell me what time the first mass is held at the church across the street?"

I think it unnecessary for me to state that I did not give her the desired information.

Some nights ago, upon answering a call about one o'clock, a young fellow was at the door, who said: "I have a prescription I want you to fill." I took it, walked behind the prescription case, and then saw that the prescription called for

"One guitar string E."

I got a chance to get even on this one, however. The young man handed me 50 cents and I kept it all. He "kicked," but I told him that was the price of guitar strings on prescriptions!

Another time my bell began ringing and I got up hurriedly, slipped on only a limited amount of clothing, and started for the door. The bell kept ringing furiously all the time; and on reaching the door I found a man very much under the influence of whisky, who good-naturedly offered me a drink. He had evidently rung the bell unintentionally. Falling up against the door, he had accidentally put his hand on the

bell and kept it there until I came out.

These incidents, it seems to me at first glance, would indicate that night calls are unnecessary, but I have only enumerated some of the unnecessary kind of calls. I believe that in family neighborhoods, and under proper restrictions, some one should be at hand in cases of emergency at night. But the average proprietor, desiring to be very accommodating, especially when it causes him no inconvenience, will often say to a customer who asks if he can get in the store at night: "Certainly. My clerk sleeps here; just ring the bell."

The public should be informed of the long hours the clerk is on duty, and his rest should be disturbed only in cases of real necessity.—Lee Pedigo in Bulletin of Pharmacy.

Why the Eggs Would Not Hatch.

Senator Reed Smoot is the manager of the Provo Woolen Mills, of Utah, and in the town of Provo there lives an aged vegetarian with whom Mr. Smoot often argues vegetarianism warmly.

The old man, one day, attacked Mr. Smoot with more than usual vehemence.

"I don't merely tell you," he exclaimed, "that you should not eat meat. I go so far as to tell you, sir, that you should not eat eggs."

"Oh, come," the other said, "you are growing fanatical now. Not eat eggs? What harm is there in eggs?"

"This harm," cried the old vegetarian: "Eggs change into meat, hatch into meat, and therefore they are meat."

"The kind of eggs I eat wouldn't hatch into meat," said Mr. Smoot.

"Oh, yes, they would," said the vegetarian.

"I say they wouldn't," insisted the other.

"Why wouldn't they? Tell me why they wouldn't," said the old man.

"Because," said Mr. Smoot, "I eat them boiled, not raw."

He Couldn't Read.

An old man wandered into one of the hospitals of the city. His eyesight was rather bad, and he had come in the hope of securing relief. He was turned over to a young doctor, who adjusted a large frame in front of the patient's eyes and placed in it a couple of strong magnifying glasses. He then held a printed card some distance away.

"Can you read that?" he asked.

"No, sir," replied the old man.

The doctor then put in stronger glasses and brought the card nearer.

"Well," he enquired, "can you read it now?"

The old fellow shook his head, saying, "No, not a word."

After repeating this performance several times the doctor was about to turn him over in despair to his more experienced superior, when the old man explained:

"You see, doctor, I never learned to read."

Only ten persons in 100 have both legs of the same length. More than 50 per cent. have the left leg slightly longer than the right.

Drugs

Michigan State Board of Pharmacy.

Term expires
 Wirt P. Doty, Detroit, Dec. 31, 1903
 C. B. Stoddard, Monroe, Dec. 31, 1903
 John D. Muir, Grand Rapids, Dec. 31, 1906
 Arthur H. Webber, Cadillac, Dec. 31, 1906
 Henry Heim, Saginaw, Dec. 31, 1907
 President—Henry Heim, Saginaw.
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Mich. State Pharmaceutical Association.

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 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

Twenty-Five Don'ts for Druggists.

1. Don't allow the scale pans to remain soiled.
 2. Don't talk to customers when dispensing.
 3. Don't send out unsightly packages.
 4. Don't encourage loafing in the store.
 5. Don't try to explain a fluid grain.
 6. Don't remain unfamiliar with new drugs.
 7. Don't forget to be polite to all customers.
 8. Don't let the show globes become muddy.
 9. Don't trust to your memory—make notes.
 10. Don't fail to dispatch all orders promptly.
 11. Don't fail to learn the antidotes to poisons.
 12. Don't think bottles are accurate measures.
 13. Don't talk politics or religion in your store.
 14. Don't think that drops are the same as minims.
 15. Don't appear before customers with your hands in your pockets.
 16. Don't imagine the human jaw was intended for a corkscrew.
 17. Don't make a practice of forgetting what you never knew.
 18. Don't forget that a want book is of no value unless used.
 19. Don't fail to keep your prescription and day books posted up.
 20. Don't forget that dirty windows shut out trade as well as light.
 21. Don't stand at the store door because you have nothing else to do.
 22. Don't measure water in an oily measure when making emulsions.
 23. Don't use common corks. They are unsatisfactory to all parties.
 24. Don't manufacture a preparation from memory; it is never safe.
 25. Don't fail to treat a competitor as you would have him treat you.
- Ernest J. Clegg.

Simple Test for the Detection of Wood Alcohol.

At the annual meeting of the Michigan Pharmaceutical Association, held last fall at Battle Creek, Prof. A. B. Prescott presented a simple test for the detection of methyl alcohol in mixtures. The test is very important in view of the fact that

wood alcohol is sometimes surreptitiously used in the place of grain alcohol in the manufacture of pharmaceutical products. The substance is distinctly toxic, and experts are now agreed that its employment in any preparation, even in a preparation intended for external use, is absolutely inexcusable and unsafe. The test is as follows:

A copper coil is heated in the flame of a Bunsen burner or an alcohol lamp until it is red-hot, when oxidation of the metal results. It is then dipped into the suspected liquid contained in a test tube. This operation is repeated four or five times, the idea being to oxidize the methyl alcohol into formaldehyde. The liquid is thereupon boiled until its volume is somewhat reduced, the tube is cooled, and the contents are poured into a porcelain crucible or a small evaporating dish. Five drops of phloroglucinol reagent are added from a pipette, when, if methyl alcohol is present in the mixture, even if to the extent of but one part in twenty, the liquid acquires a bright red color, which persists for two or three minutes. If, on the other hand, ethyl alcohol is present, a faint reddish color at once appears, but fades away rapidly. The distinction is more clearly seen if the two cases are carried through the operation side by side, one with the mixed alcohols, and the other with pure ethyl alcohol. After a few trials the operator can tell at once if methyl alcohol is present when the reagent is added. On allowing the two dishes to stand from one-half to one hour, after adding the phloroglucinol the liquid in the dish which contains formaldehyde fades to a faint or dirty-red or orange color. The liquid in the other dish, containing only acetaldehyde, changes to a blue color.

Tincture of Kino.

In a paper read at the last meeting of the Pennsylvania Pharmaceutical Association Frederick E. Niece asserted that the following formula furnishes a preparation that is all that can be desired in keeping qualities: Kino, 4.5 ounces; alcohol, 25 ounces; water, 7 ounces; and glycerin, 13 ounces. Reduce the Kino to a fine powder; add to it by mixing about 10 ounces of large, well-washed bird-gravel. Place this into a suitable wide-mouthed vessel and add the alcohol and water previously mixed. Macerate for two weeks, occasionally stirring with a wooden implement, keeping the vessel well covered. Allow this to stand two days, after two weeks of maceration, without agitation, and pour off the supernatant liquid, passing through a pleated filter; to the filtrate thus obtained add the glycerin by agitation. Fill a bottle with the entire amount, cork well, allow to stand a few days, then pour the tincture off carefully into eight-ounce bottles, which should be well filled and well corked with paraffined corks. Store the product in a cool, dark place.

You will never "find" time for anything. If you want time you must make it.

Preservation of Sweet Spirit of Niter.

Prof. J. O. Schlotterbeck, chairman of the Committee on Adulterations of the Michigan Pharmaceutical Association, reported some rather startling facts at the annual meeting last fall concerning the manner in which many pharmacists handle sweet spirit of niter. Everybody knows how readily this product loses its content of ethyl nitrite, and how carefully it should be kept in order to prevent this loss so far as possible. The most approved method is to put the substance in two-ounce, amber-colored, well-stoppered vials, and keep them in a cool place, remote from lights or fire. This method, indeed, is directed by the Pharmacopoeia. Professor Schlotterbeck reported, however, that the agent who bought the specimens of sweet spirit of niter for examination by the Committee had found many pharmacists to be very careless in handling the product. One druggist dispensed the niter from a quart shelf bottle; another from a gallon bottle which was one-third full; still another from a show bottle which was nearly empty. How, asked the Professor, when sweet spirit of niter is kept under these conditions, can one expect to find it possessing any virtue? As a matter of fact, every one of the specimens examined, with a single exception, was greatly deficient in its content of ethyl nitrite.

Alcohol From Sawdust.

According to Consul General Guenther, at Frankfort, a Norwegian chemist has discovered a new and cheap process for making alcohol from sawdust. Sawdust is treated under pressure with diluted sulphuric acid, by which the cellulose is transformed into sugar, which, by adding fermentation producers, is converted into alcohol in the old manner and then distilled. One hundred kilograms (220.46 pounds) of sawdust yield from six to seven kilograms (13.2 to 15.4 pounds) of alcohol. Valuable bi-products are methyl alcohol and acetic acid. While in Norway 100 kilograms (220.46 pounds) of potato alcohol costs \$10.50, the price of sawdust alcohol is only \$6.50.

An Alum Mountain.

German papers report that an "alum mountain" exists in China, which is not only noted as a natural phenomenon, but is also a source of wealth for the people of its vicinity, as they annually take many tons of alum from it. The mountain is said to have a circumference at the base of not less than ten miles, and is nearly 1,900 feet high. The alum is quaried in immense blocks, is then heated in large ovens, and afterward dissolved in boiling water. From this liquid the alum crystallizes in layers of about half a foot in thickness, which are cut up in blocks of ten pounds each. The Chinese use it mainly for purifying water.

The Drug Market.

Opium—Is dull and unchanged.
 Morphine—Is steady.
 Quinine—Is unchanged.
 Formaldehyde—A decline is noted

on account of competition among manufacturers.

Gum Camphor—Has had three advances, two of 1c and one of 2c, and the market is tending higher. The Japanese government controls the raw material and another advance is looked for.

Oil Sassafras—Is very scarce and has again advanced.

Beef Extract Made From Yeast.

It has been accidentally discovered that the juice of yeast, when evaporated down, looks, smells and tastes like beef extract. Large quantities of it have been placed on the market and sold as extract of beef. The strangest part of this is that chemical analysis shows that yeast extract and beef extract are practically the same thing.

The ragpickers of Paris have lived in separate communities for so many centuries that they have become almost a distinct race, having their own laws and customs, their own cafes, even a patois of their own.

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.

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Advanc'd—
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Aeldum		Tinctures	
Aceticum	60 8	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Aconitum Nap's F	60
Boricum	17	Aloes	60
Carbolicum	22 27	Aloes & Myrrh	60
Citricum	38 40	Arnica	60
Hydrochlor	3 8	Assafoetida	60
Nitrosum	3 8	Auranti Cortex	60
Oxalicum	12 14	Benzoin	60
Phosphoricum, dil.	15	Benzoin Co	60
Salicylicum	42 45	Barosma	60
Sulphuricum	1 1/2 45	Cantharides	60
Tannicum	1 10 1 20	Capsicum	60
Tartaricum	38 40	Cardamon	60
Ammonia		Castor	
Aqua, 18 deg.	40 6	Cinchona	60
Aqua, 20 deg.	40 6	Cinchona Co	60
Carbonas	13 15	Columba	60
Chloridum	12 14	Cubebae	60
Aniline		Cassia Acutifol	
Black	2 00 2 25	Cassia Acutifol Co	60
Brown	80 100	Digitalis	60
Red	45 50	Ergot	60
Yellow	2 50 3 00	Ferri Chloridum	60
Baccae		Gentian	
Cubebae	25 26	Gentian Co	60
Juniperus	5 6	Gentian	60
Xanthoxylum	30 35	Guaiac	
Balsam		Guaiac	60
Cubebae	12 15	Guaiac ammon	60
Peru	1 50	Hyoscyamus	60
Terabin, Canada	60 65	Iodine	75
Tolutan	45 50	Iodine, colorless	75
Cortex		Kino	60
Abies, Canadian	18	Lobelia	60
Cassiae	13	Myrrh	60
Cinchona Flava	18	Nux Vomica	60
Euonymus atro.	30	Opil	60
Myrica Cerifera	30	Opil, camphorized	60
Prunus Virgin.	12	Opil, deodorized	60
Quillaja, gr'd.	12	Quassia	60
Sassafras	14	Rhatany	60
Ulmus	14	Rhei	60
Extractum		Sanguinaria	60
Glycyrrhiza Gla.	24 30	Serpentaria	60
Glycyrrhiza, po.	25 30	Stromonium	60
Haematox.	11 12	Tolutan	60
Haematox, 1s.	13 14	Valerian	60
Haematox, 1/2s.	14 15	Veratrum Veride.	60
Haematox, 1/4s.	16 17	Zingiber	60
Ferru		Miscellaneous	
Carbonate Precip.	15	Aether, Spts Nit 3	30 35
Citrate and Quinia	2 25	Aether, Spts Nit 4	34 38
Citrate Soluble	75	Alumen, gr'd po 7	3 4
Ferrocyanidum S.	40	Annatto	40 50
Solut. Chloride	15	Antimoni, po	40 50
Sulphate, com'l. by	2	Antimoni et Po T	40 50
bbl, per cwt.	7	Antipyrin	20 25
Sulphate, pure	7	Antifebrin	20 25
Flora		Argent Nitras, oz	10 12
Arnica	15 18	Arsenicum	45 50
Anthemisi	22 25	Balm Gilead buds	20 25
Matricaria	30 35	Bismuth S N	20 25
Folia		Calcium Chlor, 1s	10 12
Barosma	30 33	Calcium Chlor, 1/2s	10 12
Cassia Acutifol.	20 25	Calcium Chlor, 1/4s	10 12
Tinnevely	20 25	Cantharides, Rus.	20 25
Cassia, Acutifol.	25 30	Capsici Fruc's af.	20 25
Salvia officinalis.	12 20	Capsici Fruc's po.	20 25
Uva Ursi	8 10	Cap'l Fruc's B po.	22 25
Gummi		Caryophyllus	22 25
Acacia, 1st pkd.	40 45	Carmine, No 40	30 35
Acacia, 2d pkd.	35 40	Cera Alba	50 55
Acacia, 3d pkd.	30 35	Cera Flava	40 45
Acacia, sifted sts.	45 50	Coccus	40 45
Acacia, po.	12 14	Cassia Fructus	40 45
Aloe, Barb.	12 14	Centraria	40 45
Aloe, Cape	25	Cetaceum	40 45
Aloe, Socotri	30	Chloroform	55 60
Ammoniac	55 60	Chloro'm. Squibbs	35 40
Assafoetida	35 40	Chloral Hyd Crst.	35 40
Benzoinum	50 55	Chondrus	20 25
Catechu, 1s.	12 14	Cinchonidine P-W	38 48
Catechu, 1/2s.	13 14	Cinchonid'e Germ	38 48
Catechu, 1/4s.	16 17	Cocaine	40 45
Camphora	66 70	Corks list d p ct.	75
Euphorbium	40	Creosotum	40 45
Galbanum	100	Creta	75
Gamboge	1 25 1 35	Creta, prep	75
Gualacum	30 35	Creta, precip	90 11
Kino	70 75	Creta, Rubra	45 50
Mastic	40	Crocus	45 50
Myrrh	40	Cudbear	24
Opil	30 34	Cupri Sulph	64 8
Shellac	55 65	Dextrine	70 10
Shellac, bleached	65 70	Ether Sulph	78 92
Tragacanth	70 100	Emery, all Nos.	8
Herba		Emery, po	85 90
Absinthium, oz pk	25	Ergota	12 15
Eupatorium oz pk	20	Flake White	23
Lobelia	25	Galla	8 9
Majorum	28	Gambler	60
Mentha PIP oz pk	23	Gelatin, Cooper	35 60
Mentha Vir oz pk	25	Gelatin, French	75 8
Rue	23	Less than box	70
Tanacetum V.	25	Glue, brown	11 13
Thymus	25	Glue, white	15 25
Magnesia		Glycerina	17 25
Calcined, Pat.	55 60	Grana Paradisi	25 30
Carbonate, Pat.	18 20	Humulus	25 30
Carbonate K-M.	18 20	Hydrarg Ch Mt.	95
Carbonate	18 20	Hydrarg Ch Cor.	90
Oleum		Hydrarg Ox Ru'm	105
Absinthium	3 00 3 25	Hydrarg Ammo'l.	115
Amygdalae, Dulc.	50 60	Hydrarg Ungu'm	60 65
Amygdalae Ama.	8 00 8 25	Hydrargyrum	60 65
Anisi	1 00 1 15	Ichthyobolla, Am.	65 70
Aurantii Cortex	2 10 2 20	Indigo	75 100
Bergamii	2 50 3 25	Iodine, Resub	3 40 3 60
Caliputi	1 10 1 15	Iodoform	3 60 3 85
Caryophylli	1 35 1 40	Lupulin	50 60
Cedar	35 70	Lycopodium	65 70
Chenopadii	2 00	Macis	65 75
Cinnamonii	1 00 1 10	Liquor Arsen et	25
Citronella	35 40	Hydrarg Iod	10 12
Conium Mac.	80 90	Liq Potass Arsenit	2 3
Copalba	1 15 1 25	Magnesia, Sulph.	2 3
Cubebae	1 80 1 95	Magnesia, Sulph bbl	1 1/2

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.

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Whiskies, Brandies, Gins, Wines and
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We give our personal attention to mail
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Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Bath Brick	
B		Brooms	
C		Brushes	
D		Butter Color	
E		C	
F		Confections	
G		Candles	
H		Canned Goods	
I		Carbon Oils	
J		Catsup	
K		Cheese	
L		Chewing Gum	
M		Chicory	
N		Chocolate	
O		Clothes Lines	
P		Cocoa	
Q		Cocoa Nut	
R		Cocoa Shells	
S		Coffee	
T		Crackers	
U		Dried Fruits	
V		Farinaceous Goods	
W		Fish and Oysters	
X		Fishing Tackle	
Y		Flavoring Extracts	
Z		Fly Paper	
		Fresh Meats	
		Fruits	
		G	
		Gelatin	
		Grain Bags	
		Grains and Flour	
		H	
		Herbs	
		Hides and Pelts	
		I	
		Indigo	
		J	
		Jelly	
		L	
		Licorice	
		Lye	
		M	
		Meat Extracts	
		Molasses	
		Mustard	
		N	
		Nuts	
		O	
		Olives	
		P	
		Pipes	
		Pickles	
		Playing Cards	
		Potash	
		Provisions	
		R	
		Rice	
		S	
		Salad Dressing	
		Saleratus	
		Salt Soda	
		Salt	
		Salt Fish	
		Seeds	
		Shoe Blacking	
		Snuff	
		Soap	
		Soda	
		Spices	
		Starch	
		Sugar	
		Syrups	
		T	
		Tea	
		Tobacco	
		Twine	
		V	
		Vinegar	
		W	
		Washing Powder	
		Wicking	
		Woodenware	
		Wrapping Paper	
		Y	
		Yeast Cake	

3		4		5	
Cotton Braided		Lemon Snaps		Linen Lines	
40 ft.	90	Lemon Gems	10	Small	20
50 ft.	1.00	Lem Yen	10	Medium	26
60 ft.	1.75	Maple Cake	10	Large	34
Galvanized Wire		Marshmallow		Poles	
No. 20, each 100 ft long.	1.90	Marshmallow Cream	16	Bamboo, 14 ft., pr dz.	50
No. 19, each 100 ft long.	2.10	Marshmallow Walnut	16	Bamboo, 16 ft., pr dz.	65
COCOA		Mary Ann		Bamboo, 18 ft., pr dz.	
Baker's	38	Malaga	10	80	
Cleveland	41	Mich Coco F's'd honey	12 1/2	FRESH MEATS	
Colonial, 1/4s	35	Milk Biscuit	7 1/2	Beef	
Colonial, 1/2s	33	Mich Frosted Honey	12	Carcase	
Epps	42	Mixed Picnic	11 1/2	Forequarters	
Huyler	45	Molasses Cakes, Solo'd	8	Hindquarters	
Van Houten, 1/4s	12	Moss Jelly Bar	12 1/2	Loins	
Van Houten, 1/2s	20	Muskegon Branch, Iced	10	Ribs	
Van Houten, 1/4s	12	Newton	12	Rounds	
Van Houten, 1s	40	Newsboy Assorted	10	Thucks	
Webb	71	Nic Nacs	8	Plates	
Wilbur, 1/4s	41	Oatmeal Cracker	8	Pork	
Wilbur, 1/2s	42	Orange Slice	16	Dressed	
COCOANUT		Orange Gem		Loins	
Dunham's 1/4s	26	Orange & Lemon Ice		Boston Butts	
Dunham's 1/2s & 1/4s.	26 1/2	Penny Assorted Cakes		Shoulders	
Dunham's 1/2s	27	Pilot Bread		Leaf Lard	
Dunham's 1/4s	28	Ping Pong		Mutton	
Bulk	12	Pretzels, hand made		Carcase	
COCOA SHELLS		Pretzeltes, hand m'd		Lamb	
20 lb. bags	2 1/2	Pretzeltes, mch. m'd		Veal	
Less quantity	3	Rube Sears		GELATINE	
Pound packages	4	Scotch Cookies		Knox's Sparkling, dz.	
COFFEE		Snowdrops		Knox's Sparkling, gro.	
Rio		Spiced Sugar Tops		Knox's Acidu'd, doz.	
Common	10	Sugar Cakes, scalloped		Knox's Acidu'd, gro.	
Fair	11	Sugar Squares		Oxford	
Choice	12	Sultanas		Plymouth Rock	
Fancy	16	Spiced Gingers		Nelson's	
Santos		Urchins		Cox's, 2 qt. size	
Common	8	Vienna Crimp		Cox's, 1 qt. size	
Fair	9	Vanilla Wafer		GRAIN BAGS	
Choice	10	Waverly		Amoskeag, 100 in b'e.	
Fancy	13	Zanzibar		Amoskeag, less than b'e.	
Peaberry	11	DRIED FRUITS		GRAINS AND FLOUR	
Maracaibo		Apples		Wheat	
Fair	13	Sundried		Winter Wheat Flour	
Choice	16	Evaporated		Local Brands	
Mexican		California Prunes		Patents	
Choice	13	100-125 25 lb. bxs.		Second Patent	
Fancy	17	90-100 25 lb. bxs.		Straight	
Guatemala		80-90 25 lb. bxs.		Second Straight	
Java		70-80 25 lb. bxs.		Clear	
African	12	60-70 25 lb. bxs.		Graham	
Fancy African	17	50-60 25 lb. bxs.		Buckwheat	
O. G.	25	40-50 25 lb. bxs.		Rye	
P. G.	31	30-40 25 lb. bxs.		Subject to usual cash discount.	
Mocha		1/4c less in b. cases		Flour in bbls., 25c per bbl. additional.	
Arabian	21	Citron		Worden Grocer Co's Brand	
Package		Currants		Quaker 1/4s	
New York Basis.		Imp'd, 1 lb. pkg.		Quaker 1/2s	
Arbuckle	12 1/2	Imported bulk		Quaker 1s	
Dilworth	12 1/2	Peel		Spring Wheat Flour	
Jersey	12 1/2	Lemon American		Clark-Jewell-Wells Co's Brand	
Lion	12 1/2	Orange American		Pillsbury's Best 1/4s	
McLaughlin's XXXX		Raisins		Pillsbury's Best 1/2s	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		London Layers 3 cr		Pillsbury's Best 1s	
Extract		London Layers 3 cr		Lemon & Wheeler Co's Brand	
Holland, 1/2 gro boxes.	95	Cluster 4 crown		Wingold 1/4s	
Felix, 1/2 gross	1.15	Loose Musca's 2 cr.		Wingold 1/2s	
Hummel's foil, 1/2 gro.	85	Loose Musca's 3 cr.		Wingold 1s	
Hummel's tin, 1/2 gro.	1.43	Loose Musca's 4 cr.		Judson Grocer Co's Brand	
COFFEE SUBSTITUTE		L. M. Seeded, 1 lb. 9@ 9 1/2		Ceresota 1/4s	
Javril		L. M. Seeded, 1/2 lb. 7 1/2@ 7 1/2		Ceresota 1/2s	
2 doz. in case	4 80	Sultanas, package		Ceresota 1s	
CRACKERS		FARINACEOUS GOODS		Worden Grocer Co's Brand	
National Biscuit Company's		Beans		Laurel 1/4s	
Brands		Dried Lima		Laurel 1/2s	
Butter		Medium Hand Picked		Laurel 1s	
Seymour	6	Brown Holland		Bolted	
New York	6	24 1 lb. pkgs		Granulated	
Family	6	Bulk, per 100 lbs.		Feed and Millstuffs	
Salted	6	Hominy		St. Car Feed screened	
Wolverine	7	Flake, 50 lb. sack		No 1 Corn and Oats	
Soda		Pearl, 200 lb. sack		Corn Meal, coarse	
N. B. C.	6	Pearl, 100 lb. sack		Wheat Bran	
Select	8	Maccaroni and Vermicelli		Wheat Middlings	
Saratoga Flakes	13	Domestic, 10 lb. box		Cow Feed	
Oyster		Imported, 25 lb. box		Screenings	
Round	6	Common		Oats	
Square	6	Chester		Car lots	
Faust	7 1/2	Empire		Corn, old	
Extra Farin	6	Peas		Corn, new	
Sweet Goods	7 1/2	Green, Wisconsin, bu.		Hay	
Animals	10	Split, lb.		No. 1 timothy, car lots.	
Assorted Cake	10	Rolled Oats		No. 1 timothy ton lots.	
Bagley Gems	9	Rolled Avena, bbl.		HERBS	
Belle Roso	8	Steel Cut, 100 lb sacks.		Sage	
Bent's Water	16	Monarch, bbl.		Hops	
Butter Thin	13	Monarch, 90lb. sacks.		Laurel Leaves	
Coco Bar	10	Quaker, cases		Senna Leaves	
Cococanut Taffy	12	East India		INDIGO	
Cinnamon Bar	9	German, sack		Madras, 5 lb. boxes	
Coffee Cake, N. B. C.	10	German, broken pkg		S. F., 2.5 lb. boxes	
Coffee Cake, Iced	10	Tapioca		JELLY	
Cococanut Macaroons	13	Flake, 110lb. sacks		5lb. pails, per doz	
Cracknols	16	Pearl, 130 lb. sacks		15lb. pails	
Currant Fruit	10	Pearl, 24 1 lb. pkgs		30lb. pails	
Chocolate Dainty	16	Wheat		LICORICE	
Cartwheels	9	Cracked, bulk		Pure	
Dixie Sugar	8 1/2	24 2 lb. packages		Calabria	
Frosted Creams	8	FISHING TACKLE		Sicily	
Ginger Gems	8	1/2 to 1 in		Root	
Ginger Snaps, N. B. C.	6 1/2	1 to 2 in		Condensed, 2 dz	
Grandma Sandwich	10	1 1/2 to 2 in		Condensed, 4 dz	
Gramham Cracker	8	1 2-3 to 2 in		MEAT EXTRACTS	
Hazelnut	10	2 in		Armour's 2 oz	
Honey Fingers, Iced	12	3 in		Armour's 4 oz	
Honey Jumbles	10	Cotton Lines		Liebig's, Chicago, 2 oz	
Iced Happy Family	11	No. 1, 10 feet		Liebig's, Chicago, 4 oz	
Iced Honey Crumpet	10	No. 2, 15 feet		Liebig's, imported, 2 oz	
Imperials	8	No. 3, 15 feet		Liebig's, imported, 4 oz	
Indiana Belle	15	No. 4, 15 feet			
Jerico	8	No. 5, 15 feet			
Jerico Lunch	7 1/2	No. 6, 15 feet			
Adv Fingers	12	No. 7, 15 feet			
Lady Fingers, hand m'd	25	No. 8, 15 feet			
Lemon Biscuit Square	8	No. 9, 15 feet			
Lemon Wafer	16				

6	7	8	9	10	11
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 . . . 7 00 OLIVES Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 85 Bulk, 5 gal. kegs . . . 85 Manzanilla, 7 oz . . . 80 Queen, pints . . . 2 35 Queen, 19 oz . . . 4 50 Queen, 28 oz . . . 7 00 Stuffed, 5 oz . . . 90 Stuffed, 8 oz . . . 1 45 Stuffed, 10 oz . . . 2 30 PIPES Clay, No. 216 . . . 1 70 Clay, T. D., full count . . . 65 Cob, No. 3 . . . 85 PICKLES Medium Barrels, 1,200 count . . . 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 . . . 20 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . . . 2 00 No. 808, Bicycle . . . 2 00 No. 632, Tourist's whist . . . 25 POTASH 48 cans in case . . . 4 00 Babbitt's . . . 3 00 Penna Salt Co.'s . . . 3 00 PROVISIONS Barreled Pork Mess . . . 13 00 Back, fat . . . 14 00 Clear back . . . 13 75 Short cut . . . 12 50 Pig . . . 12 00 Bean . . . 12 00 Family Mess Loin . . . 17 50 Clear Family . . . 12 50 Dry Salt Meats Bellies . . . 8 1/2 S P Bellies . . . 10 1/2 Extra shorts . . . 8 1/2 Smoked Meats Hams, 12 lb average . . . 12 Hams, 14 lb average . . . 12 Hams, 16 lb average . . . 11 1/2 Hams, 20 lb average . . . 11 1/2 Skinned hams . . . 10 1/2 Ham, dried beef sets . . . 12 1/2 Shoulders, (N. Y. cut) . . . 10 Bacon, clear . . . 10 @ 13 California hams . . . 7 1/2 Boiled Hams . . . 17 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 . . . 7 1/2 80 lb. tubs, advance . . . 7 1/2 50 lb. tins, advance . . . 7 1/2 10 lb. pails, advance . . . 7 1/2 5 lb. pails, advance . . . 7 1/2 3 lb. pails, advance . . . 7 1/2 Sausages Bologna . . . 5 1/2 Liver . . . 6 1/2 Frankfort . . . 7 1/2 Pork . . . 8 Veal . . . 7 1/2 Tongue . . . 9 Headcheese . . . 6 1/2 Beef Extra Mess . . . 11 00 Boneless . . . 11 00 Rump, New . . . 11 00 Pig's Feet 1/4 bbls. . . 1 20 1/2 bbls. . . 2 10 3/4 bbls. . . 4 00 1 bbls. . . 8 00 Tripe Kits, 15 lbs . . . 70 1/4 bbls., 40 lbs . . . 1 25 1/2 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 @ 13 Solid, dairy . . . 14 Solid, dairy . . . 14 Canned Meats Corned beef, 2 . . . 2 40 Corned beef, 14 . . . 17 50 Roast beef, 2 . . . 2 40 Potted ham, 1/4s . . . 45 Potted ham, 1/2s . . . 85 Deviled ham, 1/4s . . . 45 Deviled ham, 1/2s . . . 85 Potted tongue, 1/4s . . . 45 Potted tongue, 1/2s . . . 85 RICE Domestic Carolina head . . . 6 @ 6 1/2 Carolina No. 1 . . . 6 1/2 Carolina No. 2 . . . 6 Broken 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 %s . . . 3 00 SAL SODA Granulated, bbls . . . 85 Granulated, 100lb cases. 1 00 Lump, bbls. . . 75 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 Buckeye Table Brls, 120 bags, 2 1/2 lbs 3 25 Brls, 100 bags, 3 lbs 3 00 Brls, 60 bags, 5 lbs 3 00 Brls, 50 bags, 6 lbs 3 00 Brls, 30 bags, 10 lbs 2 75 Brls, 22 bags, 14 lbs 2 85 Brls, 320 lbs. bulk . . . 2 25 Cases, 24 cts, 3 lbs. 1 25 Butter Brls, 280 lbs. bulk . . . 2 25 Linen bags, 5-56 lbs 3 00 Linen bags, 10-28 lbs 3 00 Cotton bags, 10-28 lbs 2 75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. One dz. Ball's qt. Mason jars, (3lb. each) . . . 85 Common Grades 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 56 lb. sacks . . . 30 28 lb. sacks . . . 15 Warsaw 56 lb. dairy in drill bags . . . 40 28 lb. dairy in drill bags . . . 20 Solar Rock 56 lb. sacks . . . 22 Common Granulated Fine . . . 75 Medium Fine . . . 80 SALT FISH Cod Large whole . . . @ 6 Small whole . . . @ 5 1/2 Strips or bricks . . . 7 @ 3 1/2 Pollock . . . @ 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 Scales . . . 17 Boaters . . . 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, No. 2 Fam 100 lbs . . . 7 75 3 75 50 lbs . . . 3 68 2 20 10 lbs . . . 92 53 8 lbs . . . 77 46 SEEDS Anise . . . 15 Canary, Smyrna . . . 6 Caraway . . . 8 Cardamom, Malabar . . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 8 Poppy . . . 6 Rape . . . 4 1/2 Cuttle 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 . . . 85 French Rapple, in jars . . . 45	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 Dnd., 100 6oz. 3 80 Jap Rose . . . 3 75 Savon Imperial . . . 3 10 White Russian . . . 3 10 Dome, oval bars . . . 3 10 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100 %lb. bars . . . 3 10 Big Master . . . 4 00 Snow Boy Pdr. 100 pk. 4 00 Marshall's . . . 4 00 Proctor & Gamble brands Lenox . . . 3 10 Ivory, 6 oz . . . 4 00 Ivory, 10 oz . . . 6 75 Star . . . 3 25 A. B. Wrisley brands Good Cheer . . . 4 00 Old Country . . . 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots . . . 9 00 Sapolio, half gross lots. 4 50 Sapolio, single boxes . . . 2 25 Sapolio, hand . . . 2 25 SODA Boxes, English . . . 5 1/2 Legs, 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. 50 Cloves, Amboyna . . . 20 Cloves, Zanzibar . . . 17 Mace . . . 50 Nutmegs, 75-80 . . . 50 Nutmegs, 105-10 . . . 40 Nutmegs, 115-20 . . . 35 Pepper, Singapore, blk. 25 Pepper, Singap. white 25 Pepper, shot . . . 13 Pure Ground in Bulk Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 40 Cloves, Zanzibar . . . 18 Ginger, African . . . 15 Ginger, Cochinchina . . . 15 Ginger, Jamaica . . . 25 Mace . . . 60 Mustard, Singapore, blk. 18 Pepper, Singap. white 15 Pepper, Singap. white 15 Pepper, Cayenne . . . 20 Sage . . . 20 STARCH Common Gloss 1lb. packages . . . 5 3lb. packages . . . 4 1/2 5lb. packages . . . 5 1/2 40 and 50 lb. boxes . . . 3 @ 3 1/2 Barrels . . . 3 @ 3 1/2 Common Corn 20 1lb. packages . . . 5 40 1lb. packages . . . 4 1/2 @ 7 SYRUPS Corn Barrels . . . 21 Half barrels . . . 23 20lb. cans, 1/4 dz. in case 55 10lb. cans, 1/2 dz. in case 55 5lb. cans, 1 dz. in case 75 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 . . . 43	TOBACCO Fine Cut Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5lb. pails . . . 55 Hiawatha, 10lb. pails . . . 55 Telegram . . . 32 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 37 Sweet Burley . . . 42 Tiger . . . 38 Plug Red Cross . . . 32 Palo . . . 32 Kyo . . . 34 Hiawatha . . . 41 Battle Axe . . . 33 American Eagle . . . 32 Standard Navy . . . 36 Spear Head, 16 oz. . . 42 Spear Head, 8 oz. . . 44 Nobby Twist . . . 44 Jolly Tar . . . 36 Old Honesty . . . 32 Tody . . . 33 J. T. . . 36 Peter Heidsieck . . . 63 Boot Jack . . . 78 Honey Dip Twist . . . 39 Black Standard . . . 38 Cadillac . . . 38 Forge . . . 30 Nickel Twist . . . 50 Smoking Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 34 Warpath . . . 26 Bamboo, 16 oz. . . 25 I X L, 5 lb. . . 27 I X L, 16 oz. pails . . . 31 Honey Dew . . . 37 Gold Block . . . 40 Flagman . . . 40 Chips . . . 33 Kiln Dried . . . 21 Duke's Mixture . . . 39 Duke's Cameo . . . 43 Myrtle Navy . . . 40 Yum Yum, 1 2-3 oz. . . 39 Yum Yum, 1lb. pails . . . 37 Cream . . . 36 Corn Cake, 2 1/2 oz. . . 24 Corn Cake, 1lb. . . 39 Plover Boy, 1 2-3 oz. . . 39 Plover Boy, 3 1/2 oz. . . 39 Peerless, 3 1/2 oz. . . 35 Peerless, 1 2-3 oz. . . 36 Air Brake . . . 36 Cant Hook . . . 30 Country Club . . . 32-34 Forex-XXXX . . . 28 Good Indian . . . 23 Self Binder . . . 20-22 Silver Foam . . . 34 TWINE Cotton, 3 ply . . . 30 Cotton, 4 ply . . . 30 Jute, 2 ply . . . 12 Hemp, 6 ply . . . 12 Flax, medium . . . 20 Wool, 1lb. 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 . . . 50 Gold Dust, 5c . . . 4 00 Kirkoline, 24 4lb. . . 3 90 Pearline . . . 3 75 Soapine . . . 4 10 Babbitt's 1776 . . . 3 75 Roxine . . . 3 50 Armour's . . . 3 70 Nine O'clock . . . 3 35 Wisdom . . . 2 90 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 . . . 7 25 Willow, Clothes, med. m. 6 00 Willow, Clothes, small. 5 50 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 40 No. 1, complete . . . 32 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 60 3-hoop Standard . . . 1 75 2-wire, Cable . . . 1 70 3-wire, Cable . . . 1 90 Cedar, all red, brass . . . 1 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 Toothpicks Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 Traps Mouse, wood, 2 holes . . . 22 Mouse, wood, 4 holes . . . 45 Mouse, wood, 6 holes . . . 70 Mouse, tin, 5 holes . . . 65 Rat, wood . . . 80 Rat, spring . . . 75 Tubs 20-in. Standard, No. 1. 7 00 18-in. Standard, No. 2. 6 00 16-in. Standard, No. 3. 5 00 20-in. Cable, No. 1 . . . 7 50 18-in. Cable, No. 2 . . . 6 50 16-in. Cable, No. 3 . . . 5 50 No. 1 Fibre . . . 10 80 No. 2 Fibre . . . 9 45 No. 3 Fibre . . . 8 55 Wash Boards Bronze Globe . . . 2 50 Dewey . . . 1 75 Double Acme . . . 2 75 Single Acme . . . 2 25 Double Peerless . . . 3 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 25 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 cut . . . 20 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 Per lb. White fish . . . 10 @ 11 Trout . . . @ 8 Black Bass . . . 11 @ 12 Halibut . . . 10 @ 11 Clisoes 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 . . . @ 7 Col. River Salmon 12 1/2 @ 13 Mackerel . . . 19 @ 20 OYSTERS Cans Per can F. H. Counts . . . 35 Extra Selects . . . 28 Selects . . . 23 Perfection Standards . . . 22 Anchors . . . 20 Standards . . . 18 Favorites . . . 17 Bulk Standard, gal . . . 1 30 Selects, gal . . . 1 50 Extra Selects, gal . . . 1 60 Fairhaven Counts, gal. 1 75 Shell Oysters, per 100 lb. 0 Shell Clams, per 100 lb. 0 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 Calfskins, cured No. 2 . . . 9 Steer Hides 60lbs. over . . . 8 1/2 Cow Hides 60lbs. over . . . 8 1/2 Pelts Old Wool . . . 50 @ 1 25 Lamb . . . 25 @ 1 00 Shearings . . . 25 @ 1 00 Tallow No. 1 . . . 4 1/2 No. 2 . . . 3 1/2 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 Jumbo, 32lb. cases Extra H. H. . . 7 1/2 Boston Cream . . . 10 Mixed Candy Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserve . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 9 Broken . . . 8 Cut Loaf . . . 8 English Rock . . . 9 Kindergarten . . . 8 1/2 Bon Ton Cream . . . 9 1/2 French Cream . . . 9 Star . . . 11 Hand made Cream . . . 14 1/2 Premio Cream mixed . . . 12 1/2 Fancy-In Pails O F Horehound Drop . . . 10 Pony Hearts . . . 15 Coco Bon Bons . . . 12 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 . . . 9 Moss Drops . . . 9 Lemon Sours . . . 9 Imperial . . . 9 Ital. Cream Opera . . . 12 Ital. Cream Bon Bons . . . 12 20 lb. pails . . . 12 Molasses Chews, 15lb. . . 12 cases . . . 12 Golden Waffles . . . 12 Fancy-In 5lb. Boxes Lemon Sours . . . 60 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Lt. and . . . 1 00 Dark No. 12 . . . 1 00 Gum Drops . . . 35 O. F. Licorice Drops . . . 80 Lozenges, plain . . . 55 Lozenges, printed . . . 60 Imperial . . . 55 Mottoes . . . 60 Cream Bar . . . 60 Molasses Bar . . . 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep. . . 65 and Wintergreen . . . 65 String Rock . . . 65 Wintergreen Berries . . . 60 F. Bessenberger's brands. Caramels . . . 14 Nut caramels . . . 12 Kisses . . . 12 Chocolates . . . 11-20 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 . . . 14 @ 16 Brazil . . . 10 Filberts . . . 11 Walnuts, French . . . 12 1/2 Walnuts, soft shelled, . . . 16 Cal. No. 1 . . . 16 Table Nuts, fancy . . . 13 Pecans, Med. . . 9 Pecans, Ex. Large . . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu. . . 1 Ohio new . . . 1 75 Cocanuts . . . 4 Chestnuts, per bu. . . 4 Shelled Spanish Peanuts . . . 6 1/2 @ 7 Pecan Halves . . . 38 Walnut Halves . . . 32 Filbert Meats . . . 25 Alicante Almonds . . . 36 Jordan Almonds . . . 50 Peanuts Fancy, H. P. Suns. 5 1/2 @ 6 Fancy, H. P. P. Suns. . . 7 Roasted . . . 7 1/2 @ 7 Choice, H. P. J. be. 7 1/2 @ 8 Choice, H. P. J. be. . . 8 1/2 @ 9		

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

Jaxon Brand

1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 55
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

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 Brands



Cases, 24 2 lb pack's..2 00

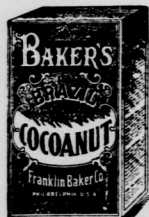
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case..2 60
35 1/2 lb pkg, per case..2 60
38 1/4 lb pkg, per case..2 60
16 1/2 lb pkg, per case..2 60

CHEWING GUM

1 box, 20 packages 50
5 boxes in carton 2 50

COFFEE

Roasted

Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
1/4 Top, M & J, 1 lb....
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Saginaw;
Meisel & Goeschel, Bay City;
Fleibach Co., Toledo.

CONDENSED MILK

4 doz in case



Gail Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream..4 00

FLAVORING EXTRACTS

Foote & Jenks

Coleman's Van. Lem.
2oz. Panel1 20 75
3oz. Taper2 00 1 50
No. 4 Rich. Blake..2 00 1 50

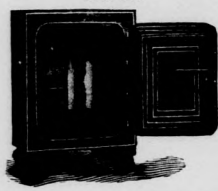
Jennings

Terpeness Lemon
No. 2 D. C. pr dz 75
No. 4 D. C. pr dz1 50
No. 6 D. C. pr dz2 00
Taper D. C. pr dz1 50

Mexican Vanilla

No. 2 D. C. pr dz1 20
No. 4 D. C. pr dz2 00
No. 6 D. C. pr dz3 00
Taper D. C. pr dz2 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.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs..2 40
Black Hawk, ten bxs..2 25

TABLE SAUCES



LEA & PERRIN'S SAUCE

The Original
Genuine
Worcestershire

Lea & Perrin's, pts...5 00
Lea & Perrin's, 1/2 pts..2 75
Halford, large3 75
Halford, small2 25

Place Your
Business
on a
Cash Basis
by using
our
Coupon Book
System.
We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company

Grand Rapids

Goods That Sell
Other Goods

It is the supreme advantage of Home
goods that they quicken the sale of all
other goods in the store.

They are INTERESTING goods. They
draw people in. They focus public atten-
tion. They coax people along from one
department to another. They make buyers
out of shoppers.

On top of all that, they turn themselves
so fast that the profit on actual investment
usually exceeds that on any similar amount
anywhere else in the store.

Worth looking into, Friend Retailer—a
department that pulls like a page in the
newspaper yet pays fat dividends on itself—
at once an advertisement and a profit payer.

There are still some readers of the
Tradesman who have not given us a chance
to tell them what we know about Bargain
Departments and Home goods.

Ask for Catalogue J and Booklet J2711.

BUTLER BROTHERS

WHOLESALE of EVERYTHING—By Catalogue Only

New York Chicago St. Louis

The Banking
Businessof 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



New Idea Sale Managers—Also Auctioneers

G. E. STEVENS & CO., Chicago, 2134 Mich.
Ave. Phone 2532 Brown.Reduce your stock at a profit. Sell entire stock
without loss. Write for terms. NEW PLANS.COUPON
BOOKS

Are the simplest, safest, cheapest
and best method of putting your
business on a cash basis. ♣ ♣ ♣
Four kinds of coupon are manu-
factured by us and all sold on the
same basis, irrespective of size,
shape or denomination. Free sam-
ples on application. ♣ ♣ ♣ ♣ ♣

TRADESMAN
COMPANY
GRAND RAPIDS, MICH.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

\$2,000 will buy a retail business netting from \$35 to \$100 a week in best town in Michigan. Other out-of-town business reason for selling. Address Box 29, care Michigan Tradesman. 29

If a ladies' suit and cloak store will interest you in one of Michigan's best towns, doing a \$55,000 a year business, answer this. A snap for some one. Address No. 30, care Michigan Tradesman. 30

For Sale Cheap—Two good second-hand coolers—one 8x13 McCray, and one 6x8 Stevens. Enquire A. R. Hensler, Battle Creek, Mich. 26

A Jackson Refrigerator for keeping eggs and butter to lease, rent, or will take in a partner who will furnish the money and handle the business; 1,200 case capacity; natural ice stored above. W. J. Humphreys, Elmwood, Peoria County, Ill. 25

Far West poultry yards with ten pens of fancy poultry, a well advertised business; good dwelling house, chicken houses and grounds, close to car line; five-cent fare and twenty minutes to business center. Only \$1,200 for grounds, buildings, poultry and business. Calvin Phillips & Co., 211 California Bldg., Tacoma, Wash. 28

For Sale—A drug store in Grand Rapids. Good location and stock up-to-date and clean. Good trade established and a money maker. For the last four years it has paid 40 per cent. a year above expenses on the price asked for it—\$5,000. Address Chemist, care Michigan Tradesman. 32

For Sale Cheap—A good paying, up-to-date lunch, billiard, pool and cigar business. 117 W. Main street, Owosso, Mich. 34

For Sale—Drug store at Marion, Ohio; invoice \$2,500. Address Box 675, Columbus, Ohio. 33

Established growing hardware business in Central Michigan. Can sell \$50,000 in 1904 at satisfactory prices, with \$5,000 additional capital. Right man can make safe, profitable investment and handle office work. This is an exceptional opening for conservative experienced man looking for permanent opening in live growing town. Address Box 186, Lansing, Mich. 10

Wanted—Partner for grist mill. First class mill and location. Must have three thousand dollars. Address No. 8, care Michigan Tradesman. 8

Wanted—Good hustling partner with \$3,000 or \$4,000 capital; doing a \$25,000 business now. Address Lock Box No. 13, Thompsonville, Ill. 7

A special and very desirable opportunity to invest in Florida. Write J. E. Botsford, Lakeland, Florida. 9

\$5,000 Shoe Stock to Exchange—For \$2,000 cash or bankable paper and balance. Good unincumbered real estate; business established in city of 8,000, Southern Michigan. Address No. 11, care Michigan Tradesman. 11

For Sale—Number nine "Eagle" Automatic Acetylene Generator. Warranted in excellent shape. C. A. Peck Hardware Co., Berlin, Wis. 14

For Sale or Exchange—Complete stock of shoes and fancy groceries in a thriving manufacturing town of 2,000; stock invoicing about \$5,000. Address No. 15, care Michigan Tradesman. 15

Wanted—Factories, hub, spoke, handle, slack stave and tile to locate at Zephyr (new temperance town). Plenty of timber. "Frisco" railroad. Address N. Lloyd, Greenbrier, Mo. 36

For Sale—\$4,000 stock of general merchandise, located in a small country town on railroad; nice clean stock; doing a good business. L. F. Cox, Kalamazoo, Mich. 35

For Sale—Cash only, fresh stock of groceries; good location. Address H. Gilman, Farmersville, Ill. 13

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—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 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 your 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

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—Good building for stock of general merchandise; also dwelling and blacksmith shop. Splendid location for business. A. Green, Devil's Lake, Mich. 995

"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

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

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. 958

Wanted Partner—With capital, in butter and egg business. Have 28 years' experience in the business. Address Box 317, Sioux City, Iowa. 989

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

For Sale—Drug stock, invoicing about \$2,000, located at Grand Junction. No old stock. Address W. H. Smith, Grand Junction, Mich. 996

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

For Sale—Rare chance. One of only two general stores in best village in Genesee county. Write for description. Address No. 881, care Michigan Tradesman. 881

For Sale—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

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. 858

For Sale or Would Exchange for Small Farm and Cash—Store, stock and dwelling, about \$5,000. Address No. 857, care Michigan Tradesman. 857

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. 794

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

For Sale—New complete line of fancy groceries, fixtures, horse, delivery wagon, roomy store and dwelling combined, with modern improvements, good cement cellar, barn and large lot south side Kalamazoo, \$4,500 cash. Doing cash business of about \$50 monthly. Good reason for selling. Address No. 941, care Michigan Tradesman. 941

POSITIONS WANTED.

Wanted—Position in shoe store or general store. Experienced. References furnished. Address No. 975, care Michigan Tradesman. 975

Position Wanted—A 1 dry goods salesman, able to do window trimming and card writing, now open for position. Address L. G. Palmer, Robinson, Ill. 24

Wanted—Position in shoe store or general store. Experienced. References furnished. Address No. 975, care Michigan Tradesman. 975

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

SALESMEN WANTED.

Coffee Salesman Wanted—With an established trade and a good record, to sell Boston Coffees in the West and Northwest. Reply with references, naming territory and salary. P. O. Box 1,919, Boston, Mass. 20

Wanted—Experienced salesman to carry a line of crockery on a commission basis. Address the Wm. Brunt Pottery Co., East Liverpool, Ohio. 17

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

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

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—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

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.

Wanted—Registered pharmacist by Grand Rapids druggist, one who speaks Holland language preferred. Address No. 31, care Michigan Tradesman. 31

Wanted—Registered pharmacist. Address No. 27, care Michigan Tradesman. 27

Wanted—Man having some knowledge of retail lumber business to act as yard man. Address Lumber, care Michigan Tradesman. 18

Wanted—Experienced cabinet makers; steady work all the year; men with families preferred. The Hamilton Manufacturing Co., Two Rivers, Wis. 998

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

FOR SALE

Department Store. First-class stock of new and up-to-date goods. Clothing, shoes, millinery, notions, dry goods, bazaar goods and groceries. Largest store in county. A thriving little city of 3,500 in Central Mich. Good railroad town. Stock and fixtures will invoice about \$15,000. Our own building, will lease for any term. Began business eight years ago with everything new. Building 82x140 ft. Equipped with lighting plant. Did \$102,000 business last year; can be increased. Only cash proposition will be considered. Have other business which demands our whole attention or would not sell. Address H. J. Vermeulen, Alma, Mich.

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

POULTRY FATTENING.

How It Is Accomplished by the Cramming Process.

The market requirements in regard to dressed poultry are more exacting to-day than ever before. This is not only true with poultry but with cattle, sheep and hogs. A well fleshed product not only weighs more but brings more per pound; and in the case of poultry sometimes the difference amounts to 10c per pound. It is possible in a lot of chickens to have some that are in very good flesh, but how to have them all well fleshed and able to command the top price is something that has been sought for a long time.

That fattening by cramming fulfills this purpose must be readily acknowledged from the large number of cramming machines in use to-day. There is a party at Sidney, Ohio, who used twelve cramming machines, fattening some 20,000 birds monthly. In this connection I might state that previously this party ran thirty incubators, raising thousands of chickens yearly, besides marketing thousands of dozens of eggs annually. But he has found so much money in fattening by cramming that he has given that all up and his incubators are idle and for sale.

There is a party also in Iowa using twenty-two cramming machines, another in Illinois who fattens on a very large scale, a third who supplies the White Star Line with poultry fattened by cramming. The Armour Packing Co., of Davenport, Iowa, has a contract for 500,000 hand crammed chickens to be shipped to Europe. These instances are mentioned simply to show what is being done.

By this means of fattening the weight of the chicken is increased from 35 to 50 per cent., the flavor of the meat is much improved and the selling value greatly advanced. The process of fattening is not secret, as has been represented, although some fatteners are very loath to give any information concerning the process as they have the notion that they want the field all to themselves; but there is room for all.

The farmers fatten their steers and hogs; there is no reason why they should not fatten their chickens. The cramming machine will eventually be a common adjunct with poultry raisers and shippers because the one who does use it will produce so much better birds than the one who does not, that the one who does not will see that to command the prices of the one who does he must use it himself.

Chickens, especially cockerels, running at large have good appetites, but they lead too "gay" and active a life to put on much flesh.

If they are cooped up and fed from a trough they eat a little, but they are not active enough to create much of an appetite, and as they have previously led an active life, they are not contented at being confined, consequently they eat little. In

other words, they have not appetite enough to eat all the system can assimilate.

When the cramming machine is used it matters not whether the bird has an appetite. It is fed all it can assimilate anyway.

The food should be so prepared that the fowl can assimilate it with the least possible exertion. When this is done the bird has assimilated so much more food than when fed otherwise that it is in much better flesh and commands a much better price. It leaves a profit that well repays for the extra work of feeding each bird by a machine.

The birds will stand this high feeding for a certain length of time, which is between two and four weeks—generally about three—and take on a surprising amount of flesh, but there comes a time, if kept up, when the reaction seems to set in. So the trick is to get these birds off to market at the right time. This "proper time" is generally understood when ducks are fattened in large quantities. By a little experience one can thoroughly master the details of the process and would not then think of being without a cramming machine.

In fattening put each bird in a coop by itself. Several can be put together and good results obtained, but eventually one will learn that it is much more satisfactory to have each bird in a stall by itself. Do not build the coop stationary but of a size easy to handle, for when stationary it requires too much time to whitewash which should be done after each lot is taken out.

The best and cheapest coop is made of laths nailed onto a frame 4 feet long, 17 inches high and 18 inches wide. On the bottom nail two or three laths, having a space of one inch between laths. This will leave a space both back and front of bottom for droppings to go through and so keep the coop clean. The reason for leaving the space both back and in front of the bottom is that the bird will turn around so long as it can get its head up. These coops can be set up from the floor and the droppings gathered easily.

But if space must be economized, pieces a little longer than the height of the coop should be nailed onto the four corners to serve as legs, then a tray can be put under each coop and coops put on top of each other three or four high. The coop will keep clean and by cleaning the trays out every two or three days the air in the fattening room will keep sweet.

Gypsum or land plaster is a good disinfectant, and it is well to sprinkle the bottom of the trays with it after cleaning out.

To whitewash coops, make a trough a little larger than the coop. Put in 9 or 10 inches of whitewash, put in the coop, turn it over and the job is done.

Wheel the cramming machine up to the coop in which are the birds to be fed. Take the bird in the left hand, holding its feet and flight feathers of the wings in the same hand; stretch out the neck and pull onto

the feed tube, being sure end of tube is in crop.

Keep the fingers of right hand on crop and press the treadle.

At first feed the bird lightly; after a few days the crop can be filled full.

As to the food, some use one thing, some another, but do not feed too much corn meal. Be sure to feed pulverized charcoal—about three pounds to 100 pounds of feed.

It is a peculiar characteristic of fowls that they can assimilate a large amount of fat, and this point should not be overlooked if best results are to be had.

The food should be mixed to a consistency of thick cream and to be sure the food is all right take note of the droppings. They should not be watery but of a consistency to hold together.

If the birds have been fed right it will be noted that they gain most during the second week. The main point in fattening by cramming is to watch your birds and know the amount of food to give.

It is well to slightly ferment the food before feeding. This may be done by mixing up some twelve to twenty-four hours before feeding. If the weather is cold it should be put in a warm place.

The difference between fattening fowls by cramming and feeding from troughs is the extra weight of flesh that can be put on. Aside from the fact that a good many actually lose flesh when cooped and fed from trough, those that do well do not gain nearly so much as those fed by machine.

Now, the cost of time in feeding in a trough is less than when feeding by machine, but the cost of time in feeding by machine is not over 3½c per bird for three weeks. If the bird fed by a cramming machine weighs 4 pounds at start of feeding it should weigh 6 pounds after fattened. Then it should sell for at least 4c more per pound than before—in the first instance, at 12c per pound, 48c; in the second, 98c; but cost of feed for three weeks is 12½c; cost of time, 3½c, leaving a net profit of 32c.

It is but the difference between actual cost and selling price that must be considered in business, and this is the real reason why the cramming machine is of such benefit to poultry men.

William H. Allen, Jr.

Japanese a Worthy Foe.

The patriotism of the Japanese is of a higher order than that of the Russians. There is no need of a conscription in Japan. The whole nation would volunteer in the event of war. During the conflict with China it was not uncommon for the women to seek enlistment, adopting male costume to deceive the government. The feeling toward the Chinese was one of contempt, but for the Russians the Japanese feel a profound hatred, regarding them as robbers and bullies. Forty Japanese officers committed harikari when their government gave up Port Arthur and elected not to go to war about it. Physically, the Japanese soldiers, al-

though undersized compared with Europeans, are hard as nails and very active. The peasant is a great walker, and makes a tireless infantryman. Any one who has seen a Kobe policeman overpower rowdy Jack on shore by his knowledge of anatomy knows that the Japanese make up for disparity in size by a superior intelligence. Thus they should prove themselves good soldiers under conditions of warfare that call for initiative and self-reliance. As for their small stature, it should be a distinct advantage when taking cover as they move to the attack. Under fire they have already proved themselves wonderfully cool and self-possessed.

How She Retained Her Youth.

Women who are asking how to keep young as the gray hairs appear above their brows would do well to try the recipe of an old lady who, although she had seen 80 years, never impressed one as being old, because her heart was still young and sympathetic. When asked how she had secured such apparent youth in age, she said:

"I knew how to forget disagreeable things.

"I tried to master the art of saying pleasant things.

"I did not expect too much of my friends.

"I kept my nerves well in hand and did not allow them to bore other people.

"I tried to find any work that came to hand congenial.

"I retained the illusions of my youth, and did not believe 'every man a liar' and every woman spiteful.

"I did my best to relieve the misery I came in contact with, and sympathized with the suffering.

"In fact, I tried to do to others as I would be done by."

Best To Be Prepared.

"It certainly is raining hard," remarked the sweet girl. "I'll just get an umbrella and have it handy for you."

"But surely," protested her favorite beau, "there's no hurry."

"You can't tell when you may need it. Father's home to-night."

TOO LATE TO CLASSIFY

BUSINESS CHANCES.

For Rent—Up-to-date corner room fitted for heavy dry goods stock. A fine opportunity and excellent opening for right man. Been occupied for several years by successful dry goods business. Best town in State for its size—3,500. Given Bros., Paxton, Ill. 38

For Sale—Country store; clean stock staple general merchandise; invoice about \$2,000; can be reduced; good paying fence and agricultural lines; good farming country; sales 1903 \$12,500; merchandise sold only with real estate; good reason for selling; No. 1 chance for a live man. Address Bennett & Co., Mat-tison, Mich. 39

POSITIONS WANTED.

Wanted—Employment as book-keeper or clerk by a graduate of the Ferris Institute. Best of references furnished. Address Garfield Blades, Cobmoosa, Mich. 40

MISCELLANEOUS.

A Good Position—Is always open to a competent man. His difficulty is to find it. We have openings and receive daily calls for secretaries and treasurers of business houses, superintendents, managers, engineers, expert book-keepers, traveling salesmen, executive, clerical and technical positions of all kinds, paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37